Importance of Start:up ecosystem on the development of economy

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Initiative Start:up Slovenija
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TP Lj is a community and a Smart city for 300+ member companies, innovative teams and individuals

Impact
- Knowledge commercialization & entrepreneurship
- Connecting EU SMEs, knowledge& research institutions through projects at EU level
- LEAN methodology approach
- Building strategic partnerships and knowledge transfer
- Brain drain, better employment opportunities to curb brain drain
- Tax & contributions (€15m + in VAT)
- Knowledge & R&D investments
- Sustainable business model

Focus
Smart engineering, innovation, FoF and Digital technologies, that are changing the world of industrial production – industry 4.0
Strategic objective
Fostering the commercialization of knowledge and technologies to advance the global competitiveness in the areas of smart specialization.

Mission
Support the competitiveness by addressing challenges that all innovation ecosystem levels (knowledge & research organizations, startups, SMEs and corporations) face when they innovate and seek to collaborate with each other to commercialize innovative products, services and business models.

Inclusiveness of all actors
• Policy makers
• Academia/research
• Enterprises
• Civil society
• Intermediaries
• Consultants...

Execution steps
1. Prepares environment by building innovation capacity of stakeholders
2. Develops collaboration partnership concepts and verifies with pilots
3. Pioneers on the global market

STP role: stimulates EDP with support activities
TP Lj milestones, awards and acknowledgements

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Project TP at IJS | Establishment of TP Lj Ltd | Building at Teslova 30 (4,700m²) | Technology zone Brdo (> 36,000 m²) | Start:Up Slo initiative | Seed Capital & Business Accelerators | Collaborative Innovation Initiatives & Innovation Ecosystem Development

- Best practice in innovation policy
- Global STP management best practice
- John Shields Award TOP 3
- EU STP management best practice

Shortlisted in Top 3
Best practice of regional cooperation
Global STP management best practice
TP Lj became the largest innovation ecosystem for commercialisation of knowledge and technology in SE Europe

<table>
<thead>
<tr>
<th>Global Start Up ecosystem</th>
<th>Global network</th>
<th>Excellent infrastructure</th>
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<tbody>
<tr>
<td>- Recognised by EU, OECD, IASP, EWRC etc.</td>
<td>- 400+ Tech parks, 73 countries connected in IASP global network</td>
<td>- 75.000 m2+ of high quality infrastructure</td>
</tr>
<tr>
<td>- <strong>Start:Up Slovenia Initiative</strong></td>
<td>- <strong>100+ partners collaborating</strong> on 40+ commercial &amp; EU projects</td>
<td>- Smart City&amp; living services and programmes</td>
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<tr>
<td>- €3.5m+ investment into 60+ startups annually (together with Ministry for Economy &amp; Slovene Enterprise Fund)</td>
<td>- 3 vertical sector networks for regional collaboration</td>
<td>- <strong>300+ members</strong>, SMEs with 1.500+ employees</td>
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<td>- <strong>150+</strong> business mentors</td>
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<td>- 11+ national &amp; regional programmes</td>
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2017 activities and results

• Over 200 interviews with SMEs and PRO through EDP
• 120 interviews to map technology collaboration opportunities
• 30+ meetings with policymakers
• 4 international conferences with over 1100 participants
• Strongly embedded in the national and WB innovation ecosystems.
How do we do it?

- Self-sustainable technology park funding infrastructure development through cooperation with investors and future members of TP
- Networks
- Funded projects and initiatives
- Commercial services
History of the initiative

- 2012 Technology park Ljubljana ltd and Venture factory – University incubator of University of Maribor establish Start:up Initiative
- 2014 the Initiative adopted and recognized by Slovene Enterprise fund
- Start:up Manifesto
Impact

72 start-ups financially supported.

Survival rate: 93.05% in 4 years

Cumulative private investments: 600,000 EUR
Promoting public and private stakeholders of the Slovenian startup ecosystem

Initiative Start:up Slovenia

Networking, linking & coaching via national communication startup platform
www.startup.si
Areas of work: promoting, consulting, incubating

SLOVENIA, THE LAND OF STARTUPS

The Slovenian Startup Ecosystem and Its Most Active Stakeholders, Programmes and Achievements

Key partner in public programs for startups – grant P2 and seed capital SK75 in SK 200

**PRODUCTS**

<table>
<thead>
<tr>
<th>PROBLEM-SOLUTION STAGE</th>
<th>PRODUCT-MARKET STAGE</th>
<th>GLOBAL GROWTH STAGE</th>
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<tr>
<td><strong>Competition Start:up</strong> Slovenia with P2</td>
<td><strong>SK75</strong></td>
<td><strong>SK200</strong></td>
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<tr>
<td>- startup grant 54,000 €</td>
<td>- convertible loan 75,000 € with an accompanying accelerator programme (twin)</td>
<td>- public equity investment 200,000 € with an accompanying accelerator programme (twin)</td>
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<td>- expert entrepreneurship consultancy and support</td>
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**P2**
- +120 supported startups
- 62 finalist for award Start:up of the year
- 6 mio € startup grants

**SK75**
- 67 invested companies
- 5 mio € invested capital by SPS
- +2 mio € obtained private capital

**SK200**
- 11 invested companies
- 2,2 mio € invested capital by SPS
- +1 mio € obtained private capital
Capital investment

Before seed
- Roadshow events around Slovenia
- Pre-selection process
- Demo day rehearsal
- Demo day

After seed
- Start:up Bootcamp
- Startup mentor
- Monthly progress monitoring
- Facilities around Slovenia
- SK teambuilding
- Local and global promotion
We are looking for, highlighting and awarding ambassadors of Slovenian startup entrepreneurship

VIAR – Startup of the year 2017
PODIM Conference

826 ATTENDEES FROM 33 COUNTRIES
Transition from start:up to global

- Creation of value chains – start:ups grow and become SMEs and large companies
- Spin offs- and new start:ups for niche markets
- S4 and SRIPs support further growth and value chains
- HORIZON 2020 projects
Flagship companies

Top 8
Control systems for particle accelerators, telescopes, fusion power-plants, and software for medical proton-therapies.

Core technology: Big physics & integration of complex systems.

Head: dr. Mark Pleško & dr. Igor Verstovšek

Personal moto: Think bold, act modestly.
Web: www.cosylab.com

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<th>Revenue / year</th>
<th>14.200.000 €</th>
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<tr>
<td>Export</td>
<td>95%</td>
</tr>
<tr>
<td>Team</td>
<td>170</td>
</tr>
<tr>
<td>Core values</td>
<td>Work hard, Enjoy life</td>
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<tr>
<td>Present on continents</td>
<td></td>
</tr>
<tr>
<td>#1</td>
<td>DATAFY search engine for business contacts</td>
</tr>
<tr>
<td>#2</td>
<td>CARLOCK – advanced real time car tracking &amp; alert system</td>
</tr>
<tr>
<td>#3</td>
<td>Movalyse Smart turn system, Turn signal module</td>
</tr>
<tr>
<td>#4</td>
<td>NervTeh Full-Motion Driving Simulator</td>
</tr>
<tr>
<td>#5</td>
<td>VIAR Cinematic Virtual Reality for Your Business</td>
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Let’s connect!

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