{ PPP as a Sustainable Model in boosting Startup Ecosystems}

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Azerbaijan quick facts

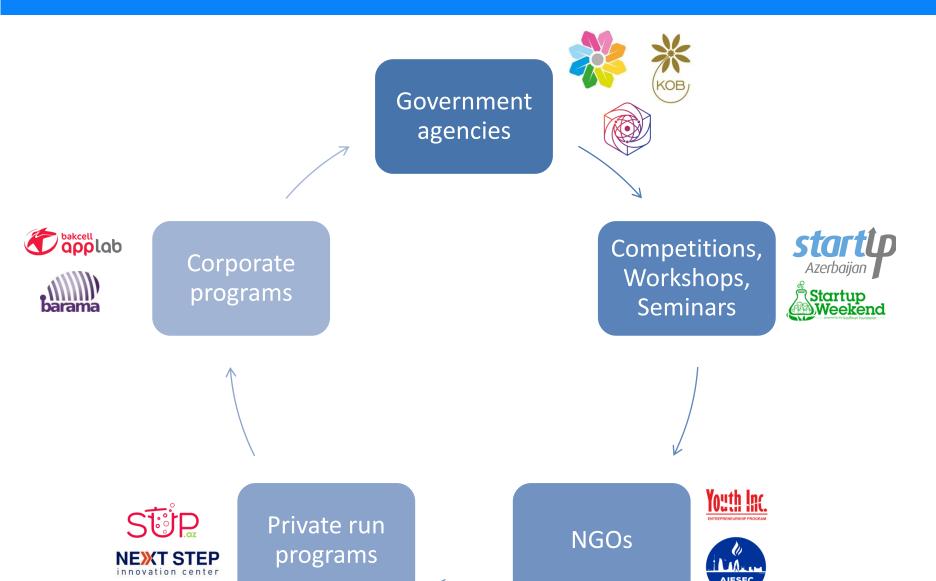
Population: 10M

Independent: Since 1991

GDP: 45B USD

Economy: Oil & Gas, Energy, Tourism, Agriculture

Current Stakeholders and motivation models



Directions to work with Private sector

- 1) Consolidations
- 2) Education
- 3) GAFC (Government as a first client)
- 4) Joint or Match Funds
- 5) Working with Tech Diaspora
- 6) Launch Pad for region

1.Consolidation

"ASAN Xidmet" as benchmark for innovation initiatives

More than 200 government services under 1 roof Private sector is also joining to this platform Almost 30M unique requests have been serviced

"Innoland" is a mediator for innovative initiatives

- -Incubation programs
- -Accelerator programs
- -University innovation centers
- -Coding schools

2. Education

{ Wave 1 } Building army of coders, developers, entrepreneurs

{ Wave 2} Recruitment, Remote working experience, Corporate Life

{Wave 3} Leaving comfort zones, more qualitative startups

Best scenario: 5 years **Worst** scenario: 8 years

KPI: 10,000

Talent sourcing funnel

Wave 1
1-2 years

Wave 2
2-3 years

Wave 3
3-5 years

Public: Physical areas, Recruitment, Waiving taxes, Accepting as university credits

Private: Program management, Financing

3. GAFC

- 1. Ministry of Agriculture
- 2. Azergold Mining company
- 3. Property agency
- 4. SMB agency
- 5. Ministry of Education

4. Joint/Match Funds

- 1. ICT support Fund
- 2. Science support Fund
- 3. Youth Fund
- 4. Entrepreneurship Support Fund
- 5. Private local VC/PE Funds
- 6. International VC/PE Funds

5. Tech Diaspora

Initial 5 destinations:

- 1) San Francisco
- 2) Berlin/London
- 3) Dubai
- 4) Istanbul
- 5) Seoul

Mentorships, Intros, Angel investments, Recruitment and etc.

6. Regional Launch Pad



Attractiveness of country

- Multilingual nation (3 language)
- Cheaper work force
- Pilot Beta launch geography
 Russian, Turkish, Persian speaking nations
 (300M) + Middle East
- 1-2 hour flights to borders: Russia, Turkey, Iran
- Many math and physics talents



1,000 startup/innovation company during 5 year10,000 software developer10 successful company with valuation > 10M

Thanks!

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