



TALENTS ACTIVATION PROGRAMS

Urban Lapajne, organizational board member, Initiative Start:up Slovenia

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REPUBLIC OF SLOVENIA
MINISTRY OF ECONOMIC DEVELOPMENT
AND TECHNOLOGY



SLOVENE ENTERPRISE FUND - SEF

SPIRIT
SLOVENIJA

PUBLIC AGENCY OF THE
REPUBLIC OF SLOVENIA

I FEEL
SLOVENIA

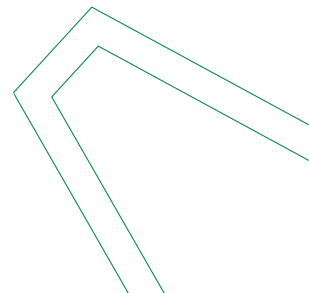
ABOUT INITIATIVE START:UP SLOVENIA

- Connecting **key stakeholders** of Slovenian Entrepreneurial ecosystem
 - Technology parks
 - Incubators & University incubators
 - Universities
 - Public & private research institutes
 - Government agencies
 - NGOs
 - Industry partners
 - Startups
- Common vision defined in **Start:up Manifest**
- Cooperation with **Ministry of Economic Development and Technology** and its agencies

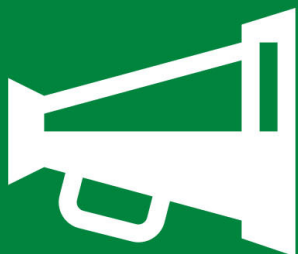


RESULTS OF INITIATIVE START:UP SLOVENIA

- Short video on: <https://www.youtube.com/watch?v=-xranoXG-tw>



BUSINESS TALENT ACTIVATION



MOTIVATIONAL AND EDUCATIONAL ENTREPRENEURIAL EVENTS / WORKSHOPS

330
EVENTS

10.244
PARTICIPANTS

LJUBLJANA

104 events
4.881 participants

MARIBOR

101 events
1.888 participants

KRANJ

76 events
1.737 participants

NOVA GORICA

49 events
1.738 participants

The most visited workshops:

- *Using the Google Analytics tool*
- *Key content marketing tactics*
- *Personal traits of successful entrepreneurs*
- *Time management*
- *Negotiations*
- *Body language in business*

BUSINESS IDEAS ACCELERATOR



imagineXcup™



Number of events

2012

2013

2

5

Number of participants

250

350

World championship

7. place

2. place



Ljubljana (2 weekends)

Participants

Ideas

130

18

Maribor (2 weekends)

165

24

Slovenia (5 locations)

283

40

Total

578

82

ESTABLISHING START:UPS



	Coworking place	Master of Start:ups
Ljubljana	14	19 teams
Maribor	13	<i>Intensive five-week course for start-ups striving to apply "lean and agile start-up" methods.</i>
Kranj	4	
Nova Gorica	8	



	2012	2013
100% Start:up participants	250	256
Roadshow participants	300	400
N of participating startups	102	124
Competition winner	Vorteks	Koofr





FACE-TO-FACE COUNSELLING OF ENTREPRENEURS ALL OVER SLOVENIA

	N of ideas 2013
Assistance in establishing the company	60
Advice on new product development	30
Advice on intellectual property protection	24
General entrepreneurial advice	269

START:UP CENTRES

OF MEMBERS OF THE
START:UP SLOVENIA
INITIATIVE



GLOBAL GROWTH OF START:UP COMPANIES



	2012	2013
Management programme	12 companies	23 companies
One-on-one mentoring	30 companies	29 companies
Help with accelerator applications		47 companies
Description of a start-up hub	Austria	Barcelona
International delegations / events	20	13

EUROPEAN / INTERNATIONAL PROJECTS



Innovation 2020	Support environment competencies
CVŽU	Encouraging lifelong learning
e-Entrepreneur	Encouraging entrepreneurship in Štajerska
SmartInno	Encouraging innovation and access to capital
T-lab	Encouraging entrepreneurship in tourism
FIBIDE	Technology park best practices
BUSINESS REGION LK	Entrepreneurial cooperation with Austria
INTERINO	Cooperation between R&D institutions and SMEs
MED - KED	Encouraging investments in the Mediterranean region
PROINCOR	Encouraging innovation in SMEs
PROFIS	Access of SMEs to venture capital
ACCELMED	Encouraging entrepreneurship in the Mediterranean

PROGRAMS OF INITIATIVE START:UP SLOVENIJA

- Talents activation programs
- Startups building programs
- Global growth programs



TALENTS ACTIVATION PROGRAMS

- Entrepreneurial Wednesdays
- Startup Musli
- Starup cafee
- Imagine Cup
- Itime Idea Accelerator



STARTUPS BUILDING PROGRAMS

- Master of Start:ups
- Start:up ROADSHOW
- Start:up of the year competition
- Consulting 1:1
- SGH Accelerator



GLOBAL GROWTH PROGRAMS

- PODIM Conference
- Go:Global Slovenia
- 1:1 mentorship events
- Global Accelerator programs
- GG Accelerator



PARTNERSHIP WITH SLOVENE ENTERPRISE FUND (SEF)

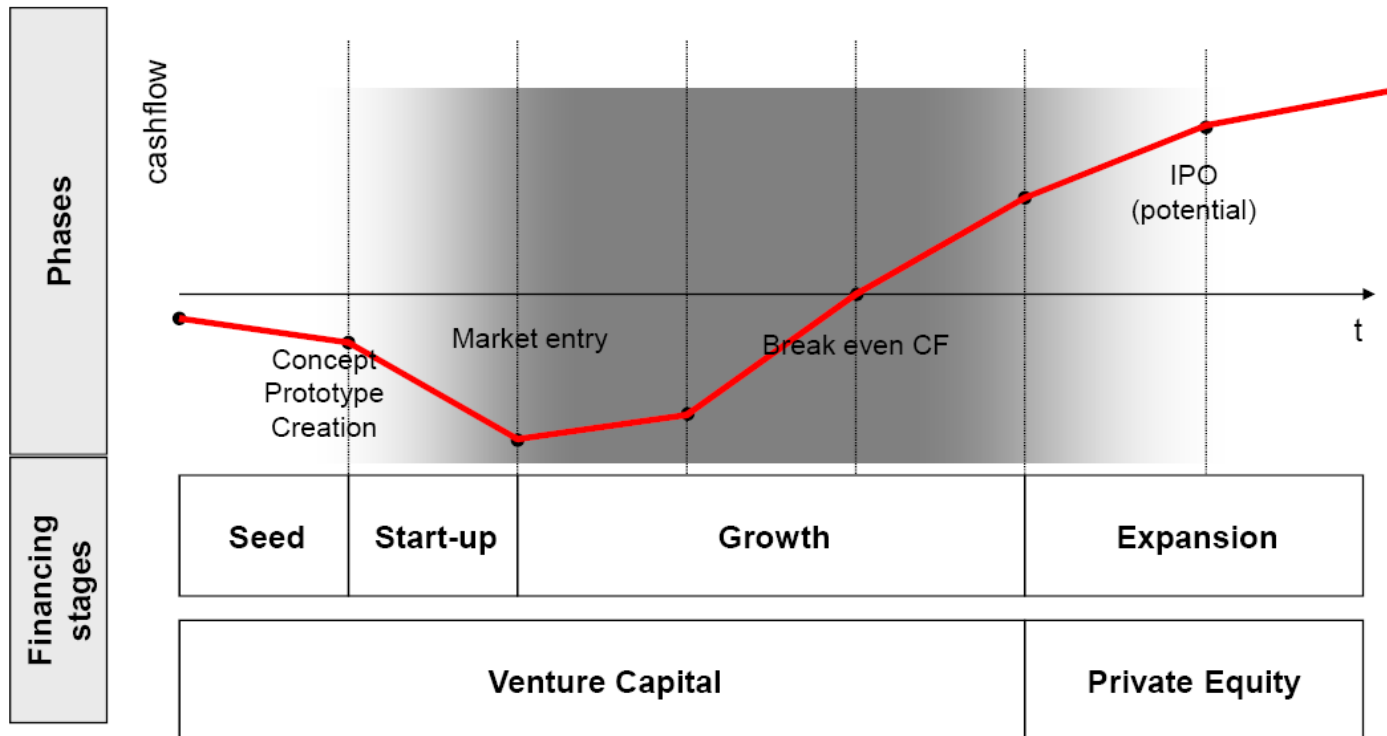


SLOVENE ENTERPRISE FUND

- SEF is public financial fund in 100% property of state
- **Connector** between financial institutions and SME's;
- **Financial partner**, who co-finance different investments and projects in the enterprise sector and takes over the role of a buffer of financial risks between investors;
- **Stimulator** of appropriate financial solution for financing SME's in Slovenia for development of lean and creative entrepreneurial sector.
- **Financial instruments**
 - Guarantees
 - Loans
 - Capital Investments
 - Grants
 - Counter – Guarantees
- **4461*** supported projects ('04 – '13), **780** of which are startups (381 grants, 16 VC, 383 guarantees.)

PRODUCTS OF SEF FOR STARTUPS

- **Grants for start-ups**; 381 projects, +762 new workplaces, +18% average
- **SK50**; 50k convertible loan (before MVP) –
- **SK 200**; 200k capital investment (after MVP)
- **Fund of funds** for venture capital; 18 projects, +142 new workplaces
- **Guarantees for startups**; 378 projects of which 107 younger than 12 months



CONTACTS

Urban Lapajne, organizational board member, Initiative Start:up Slovenia
urban.lapajne@tovarnapodjemov.org | si.linkedin.com/in/urbanlapajne/

Initiative Start:up Slovenia
www.startup.si | info@startup.si

Slovene enterprise fund
www.podjetniskisklad.si | info@podjetniskisklad.si

**SPIRIT Slovenia - Public Agency of the RS for the Promotion of Entrepreneurship,
Innovation, Development, Investment and Tourism**
www.spiritslovenia.si | info@spiritslovenia.si

