

Soft-landing for startups

Project Soft-Landing



SOFT
LANDING



Startup Division

Overview of the programme

Summary



- During this 1 month programme, startups from all over the EU will be deeply immersed into the epicenter of the Baltic startup ecosystem - Vilnius.
- The main goal of the programme is to provide tangible practical support in entering the Lithuanian market or benefiting from access to it.

Outcomes



1. Learn and understand why Vilnius is the coolest place for FinTech and Blockchain.
2. Shake hands and have a 1-on-1 chat with all key stakeholders from the ecosystem, ranging from leading accelerators and VCs, to government officials and rock-star entrepreneurs.
3. Build strong relationships and identify opportunities for ground-breaking collaborations.



Location: Vilnius,
Lithuania



Duration: 4 weeks
When: June, 2018



Participants: 3 startups
with 2-3 people



Focus: FinTech/
Blockchain

Why FinTech is cool in the Baltics?

Authorities at both national and municipal levels have shown strong levels of commitment to this sector, creating a **FinTech-friendly regulatory environment** that offers companies **direct access to SEPA** via Lithuania's central bank and the ability to **issue their own IBANs**, plus a **one-year sandbox period** of friendly regulation for start-ups. This environment, combined with our cost competitiveness and dynamic young talent, is why a company like Barclays chose Vilnius for one of only 7 international Rise hubs for FinTech start-ups.

Talent statistics

- **31,500 IT specialists** in Lithuania.
- **14,500 developers** in Lithuania.

Cost competitiveness

- One of the **5 least expensive** cities in the EU.
- Our corporate tax rate (0-15%) is **3rd lowest** in the EU and our personal income tax rate (15%) is the **2nd lowest**.

Companies already here

Contis Group[↑]

deVere
GROUP


HARBORTOUCH

S A V Y

transferGo

paySera

IBS
International Business
Settlement


FinBee
ONLINE LENDING P2P

 FORBIS

 blender
Loans Between People

mokipay 

 MONETA
INTERNATIONAL

Revolut

Contis Group[↑]

What is in the programme?



Co-working space

- Co-working office in [Vilnius TechPark](#).



Practical support and advice for succeeding

- Weekly workshops on specific topics, e.g. overview of Lithuanian business culture, legal matters, etc. (2h/week).
- Light business support from Startup Division team (2h/week).
- Individually assigned, specific mentors (2h/week).
- Experience sharing with the receiving hubs representatives, as well as between soft-landers (3h/week).



The best events and networking

- Exciting site visits, events and conferences with free or discounted passes (e.g. [Login](#)).
- Startup Divisions' flagship events (Startup BBQ, Ecosystem TRAINing).
- Social events with other startups and scaleups in the hub.

Sample agenda for Week 1

	Mon	Tue	Wed	Thu	Fri
9:00	Starting the day				
10:00	Arrivals	Brunchin' in Vilnius	Deep dive into FinTech: sessions with experts	Blockchain conference	Blockchain conference
11:00					
12:00	Lunch				
13:00	Get to know your peers	Visiting the ecosystem's hotspots	Fire pitch session to key ecosystem players from the EU	Blockchain conference	Blockchain conference
14:00	Scaling ABC				
15:00					
16:00					
17:00	1-on-1 mentoring session		Business as usual		
18:00	Networking dinner	Panel discussion	Networking dinner	Blockchain startup BBQ	Networking party

Color code

Startup Division support

Networking

Individual work

Sample agenda for Week 2/3

	Mon	Tue	Wed	Thu	Fri
9:00	Starting the day				
10:00	Overview of the week: agenda planning	One-on-one mentoring session	Light business support	Business as usual	Business as usual
11:00					
12:00	Lunch				
13:00	Business as usual	Business as usual	Business as usual	Business as usual	Business as usual
14:00					
15:00					
16:00					
17:00				Workshop	Weekly wrap-up session
18:00	Free time	Free time	Free time	Exciting event	Free time

Color code

Startup Division support

Networking

Individual work

Sample agenda for Week 4

	Mon	Tue	Wed	Thu	Fri	
9:00	Starting the day					
10:00	Overview of the week: agenda planning	Light business support	Business as usual	Business as usual	Final one-on-one mentoring session	
11:00						
12:00	Lunch					
13:00	Business as usual	Business as usual	Business as usual	Business as usual	Graduation: Programme wrap-up	
14:00						
15:00			Workshop			
16:00						
17:00	Free time	Free time	Free time	Free time	Graduation party	
18:00						

Color code

Startup Division support

Networking

Individual work

Ecosystem's hotspots



Rise is a community of the world's brightest thinkers and doers, from rising startups to industry leaders, working together to create the future of FinTech. Rise Vilnius is a purpose-built workspace for the FinTech community, offering an inspiring environment for creative ideas, also giving startups access to the largest financial services and insurance markets in the world.

**rise
vilnius**

Created by
 **BARCLAYS**



Blockchain Centre Vilnius is a state-of-the-art co-working and shared office space for blockchain start-ups. Blockchain Centre Vilnius is a one-stop shop for technical, legal, and financial advisory services, with a special focus on helping blockchain start-ups reach their business goals.



Ecosystem's hotspots



Sunrise Valley Science and Technology Park is a non-profit organization. It features long-standing traditions in development of entrepreneurship, promotion of business and science collaboration, provision of infrastructure and other innovation support services to startups as well as to other knowledge-intensive business.



Vilnius Tech Park serves as the biggest ICT startup hub in the Baltics and Nordics, uniting international startups, tech companies, VCs, accelerators, incubators and other ecosystem players with a mutual goal – to shape the region's startup ecosystem and grow together internationally. With over 9,000 sq meters of office space, it currently hosts a community of 50+ innovative companies.



Startup Division's facts and figures

Creating a leading ecosystem in Baltics

Track record

Startup Division is the leading entrepreneurship support organisation in the Baltics.

Through a variety of pan-European and global projects, Startup Division collaborates with numerous renowned accelerators, incubators, investors, business angels & venture capitals. We help startups to scale, expand globally and raise funds by providing expert mentorship, running world-wide entrepreneurship support projects, helping to access investors, top-notch accelerators & incubators, and providing soft-landing support.

1,000+

STARTUPS

Startup Division has already helped over 1000 startups to develop their businesses, scale, and attract financing.

5M+ EUR

FINANCING RAISED

5M+ EUR raised for entrepreneurship, startup support programmes and in direct financing for startups.

200+

MENTORS

Startup Division has a huge mentor network of more than 200 business professionals, serial entrepreneurs, investors, and startup mentors.

Our family and friends



Get in touch!

Saulius Aleksa

+370 652 92 085

saulius@startupdivision.eu

Andra Bagdonaite

+370 601 21 423

andra@startupdivision.eu