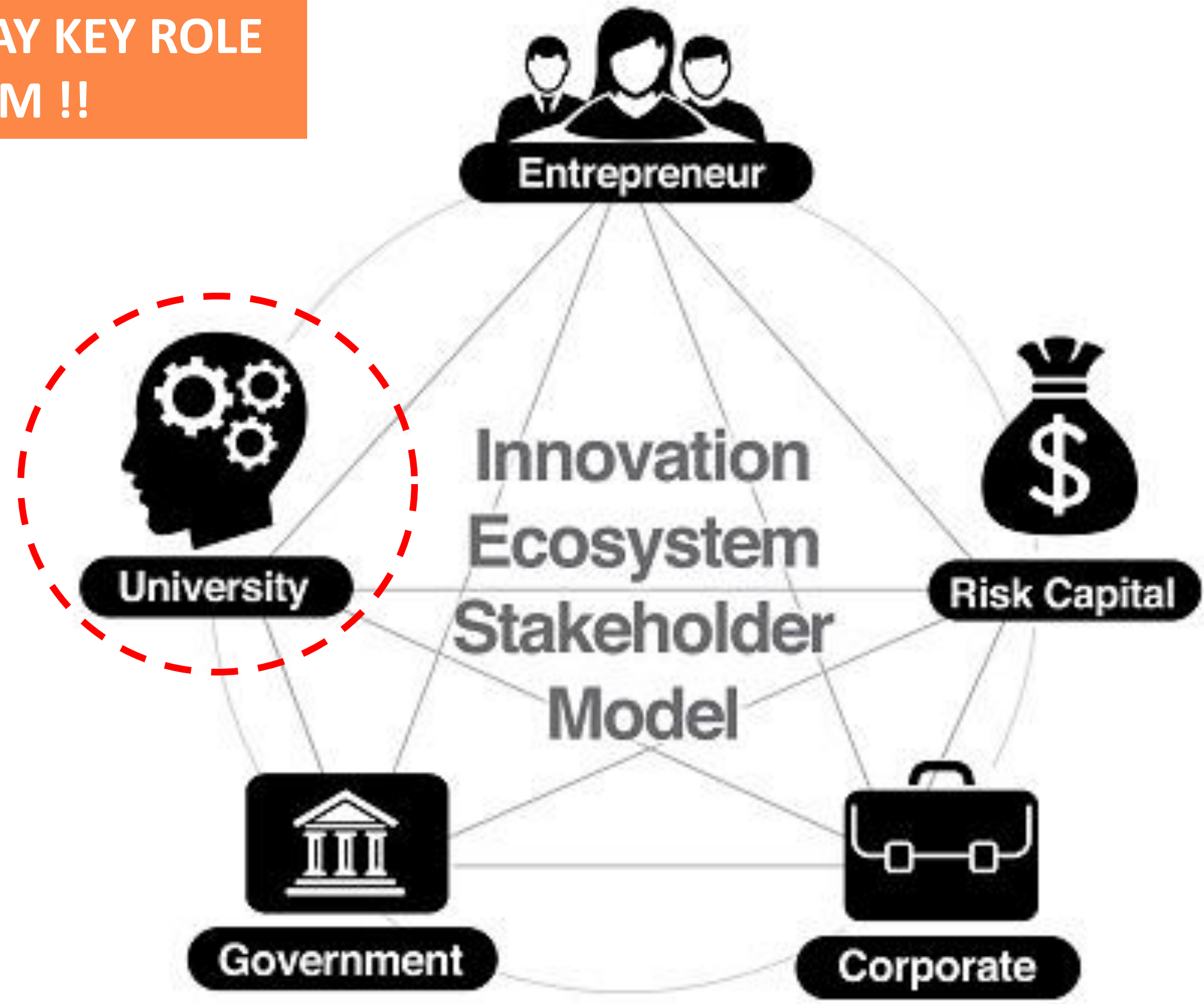


# STARTUP ECOSYSTEM

UNIVERSITIES PLAY KEY ROLE  
IN THE ECOSYSTEM !!

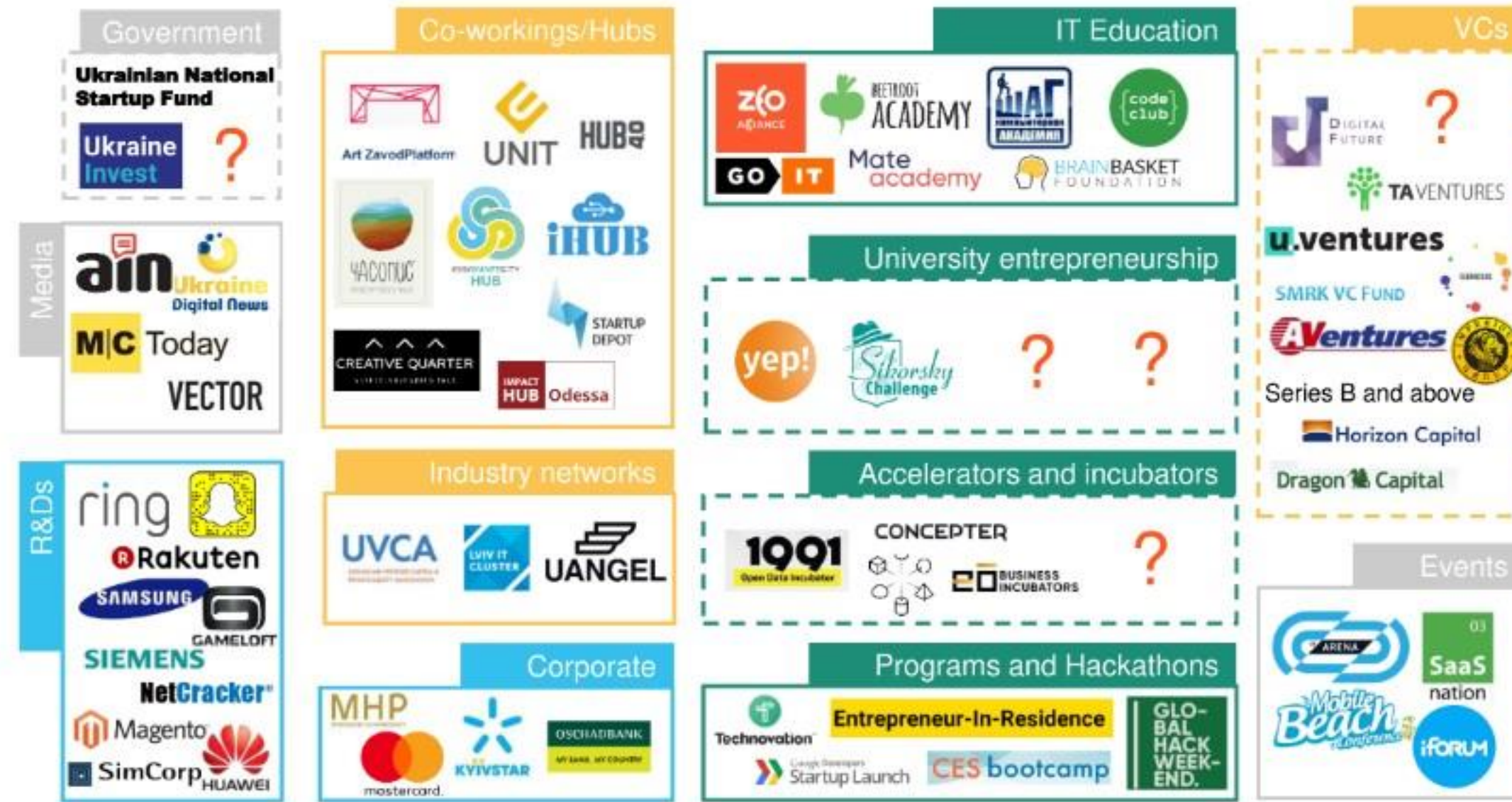


Mature ecosystem creates an environment where smart and creative people:

- have the **resources** they need to succeed
- take away the fear to **fail and learn** from mistakes
- have the freedom to **take risks**

**The State of the Ukrainian Tech Ecosystem:  
The way forward**

**But some areas of ecosystem still need stronger support\***



Areas that need stronger support

Note\*: List of organizations is not exhaustive and made solely for illustrative purposes

Source: Internal analysis

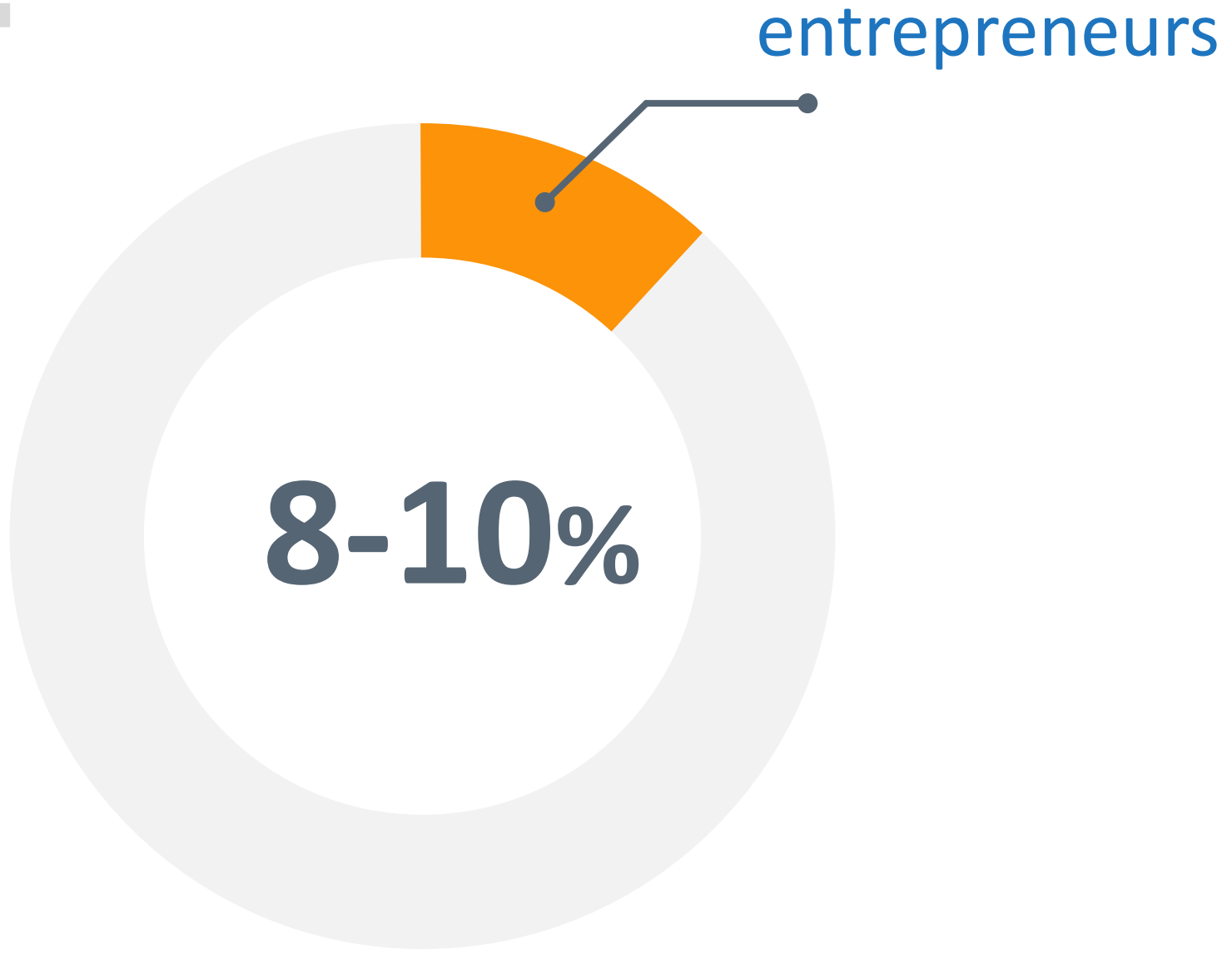
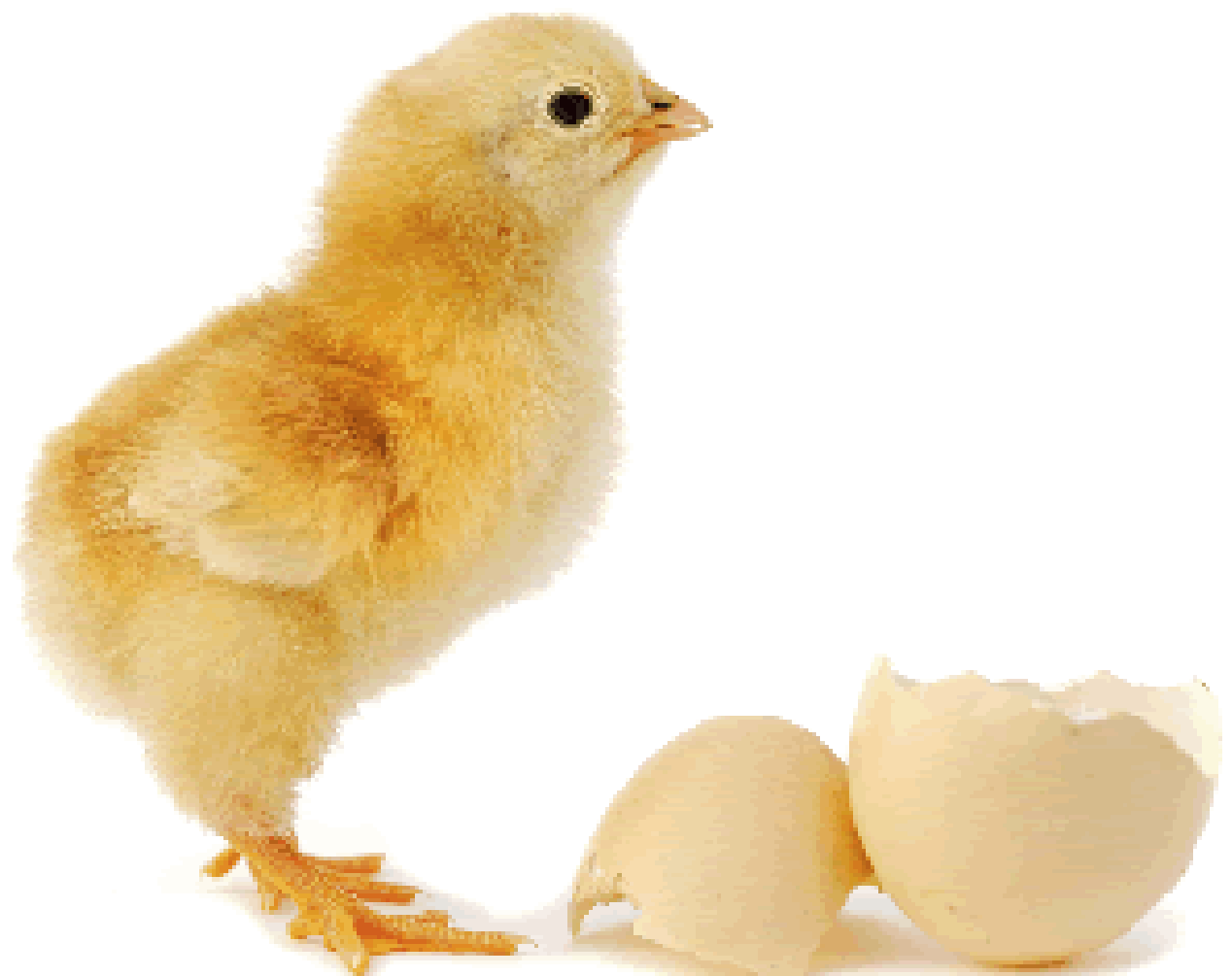
# ACCELERATORS & INCUBATORS

## What's an accelerator?

Startup accelerators support early-stage, growth driven companies through education, mentorship, and financing.



# Where are the Entrepreneurs?



# Industry 4.0

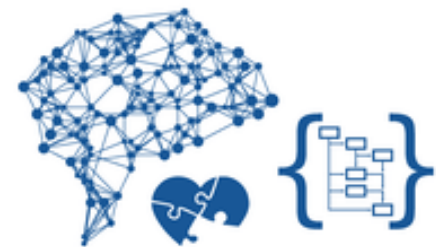
## Top 10 skills

### in 2020

1. Complex Problem Solving
2. Critical Thinking
3. Creativity
4. People Management
5. Coordinating with Others
6. Emotional Intelligence
7. Judgment and Decision Making
8. Service Orientation
9. Negotiation
10. Cognitive Flexibility

### in 2015

1. Complex Problem Solving
2. Coordinating with Others
3. People Management
4. Critical Thinking
5. Negotiation
6. Quality Control
7. Service Orientation
8. Judgment and Decision Making
9. Active Listening
10. Creativity



Source: Future of Jobs Report, World Economic Forum

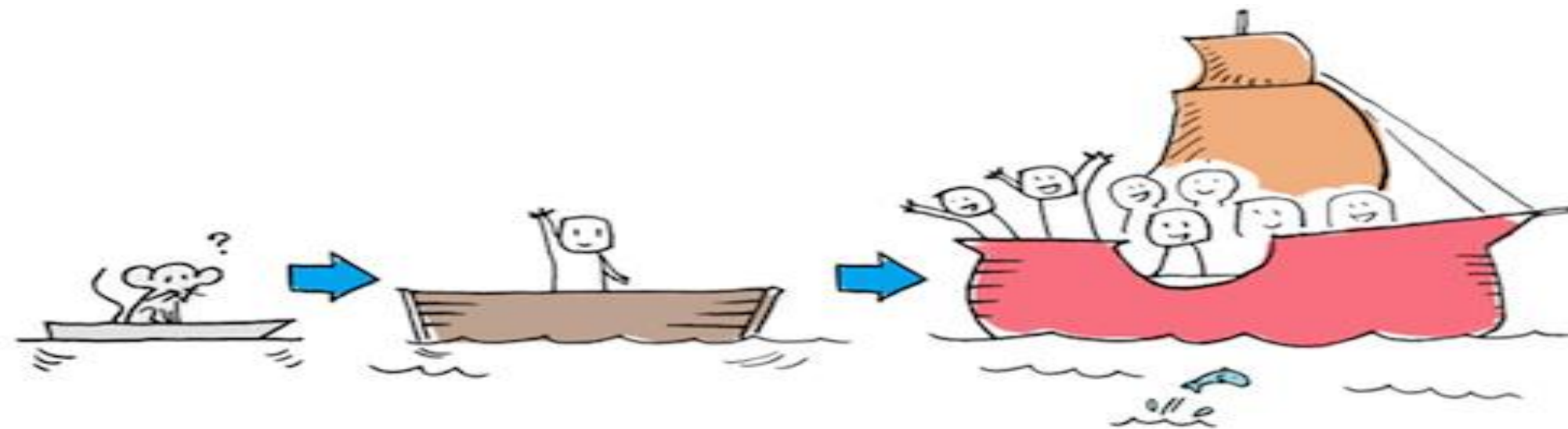




# WHAT A STARTUP IS ABOUT?

A **TEMPORARY** organization  
designed to **SEARCH** for a **REPEATABLE** and **SCALABLE**  
**BUSINESS MODEL**  
founded by a small **TEAM**

...characterized by a **HIGH RISK** of **FAILURE**



# WHAT IS THE START POINT ?

START WITH A  
**BIG PROBLEM**

## Main Criteria

- Popular
- Growing
- Urgent (pain)
- Expensive
- Frequent

# EVERYBODY NEEDS OUR PRODUCT!

## Look for confirmation of this by real data

Design Thinking  
Lean canvas  
Customer development  
...



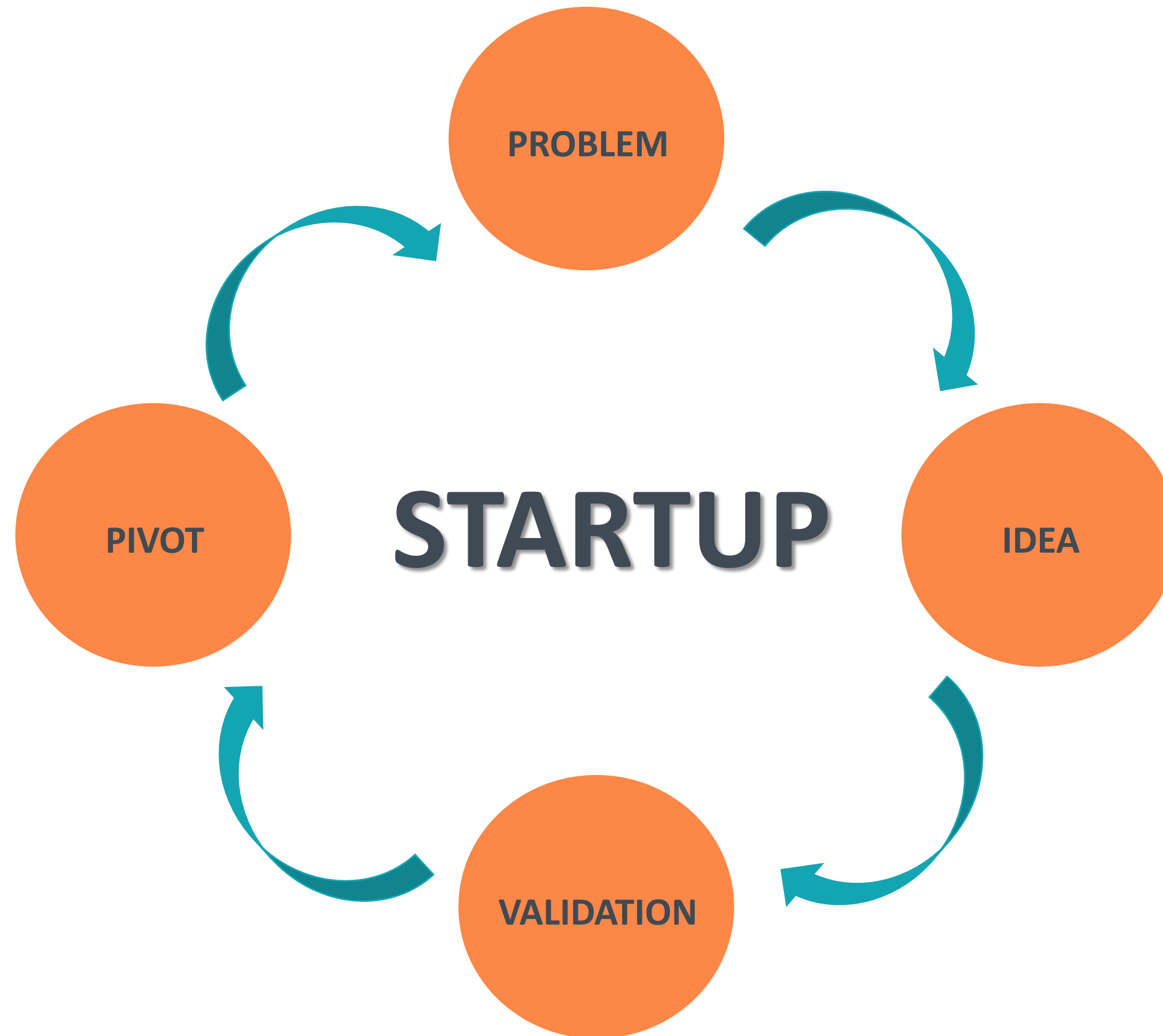
# PRODUCT MARKET FIT ?!

We want X

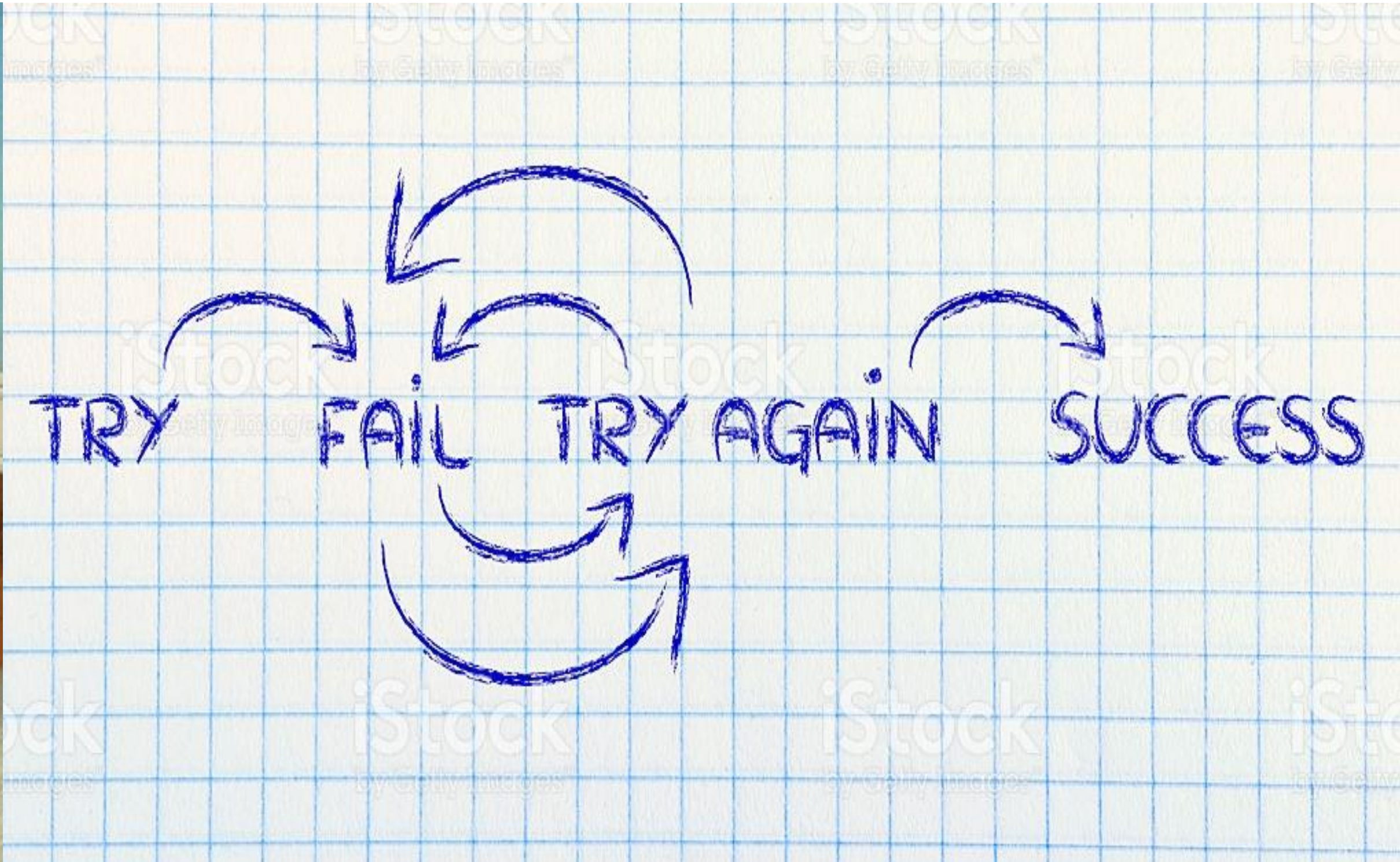


Let's ship Y









# Think out OF THE BOX!



