



EU4Digital

Building ICT startup ecosystems in the EaP: **ECOSYSTEM BUILDERS**

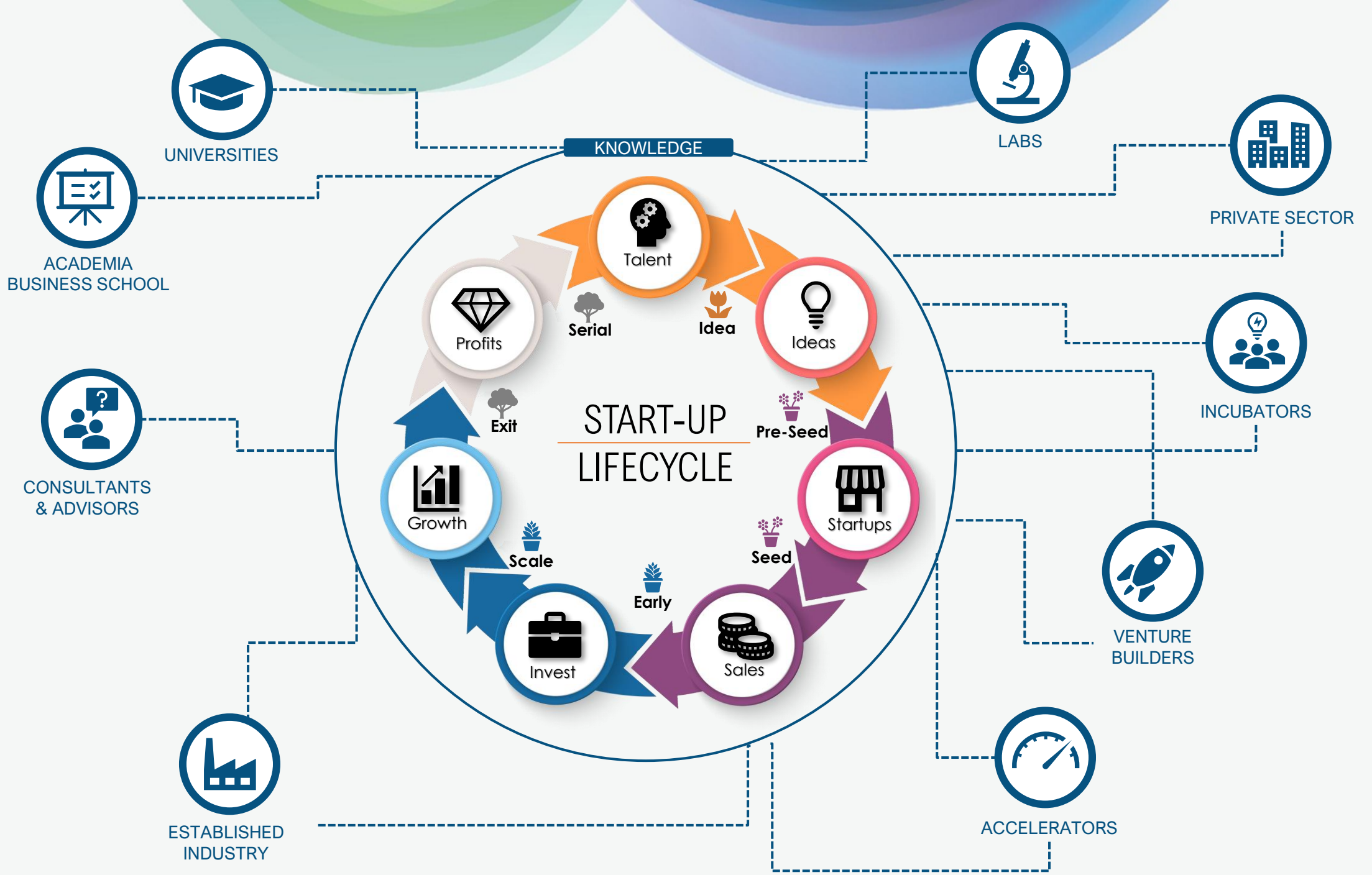
EU4Digital ICT Innovation Study Visit:

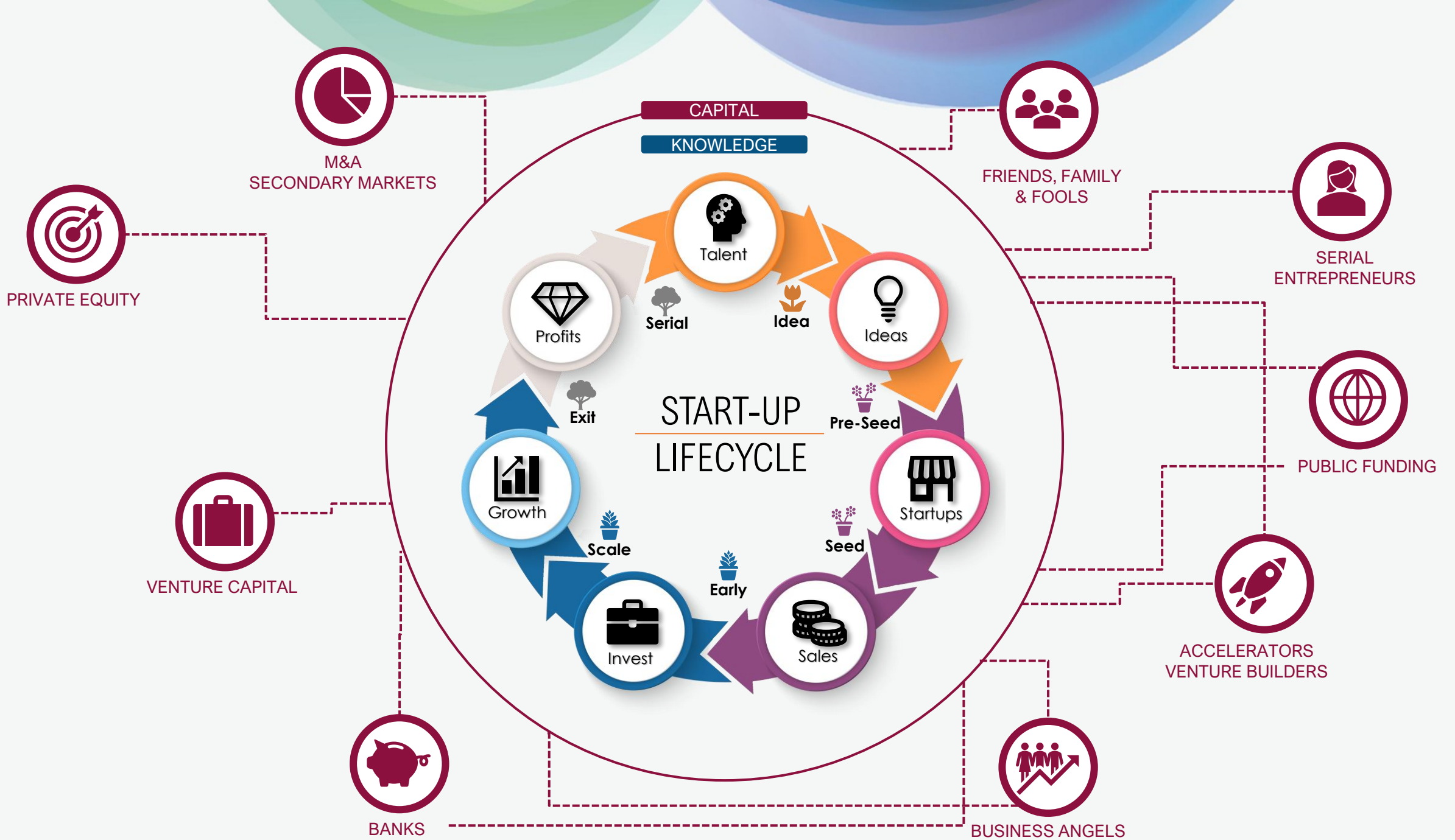
Meeting with startup ecosystem builders from Spain and Lithuania

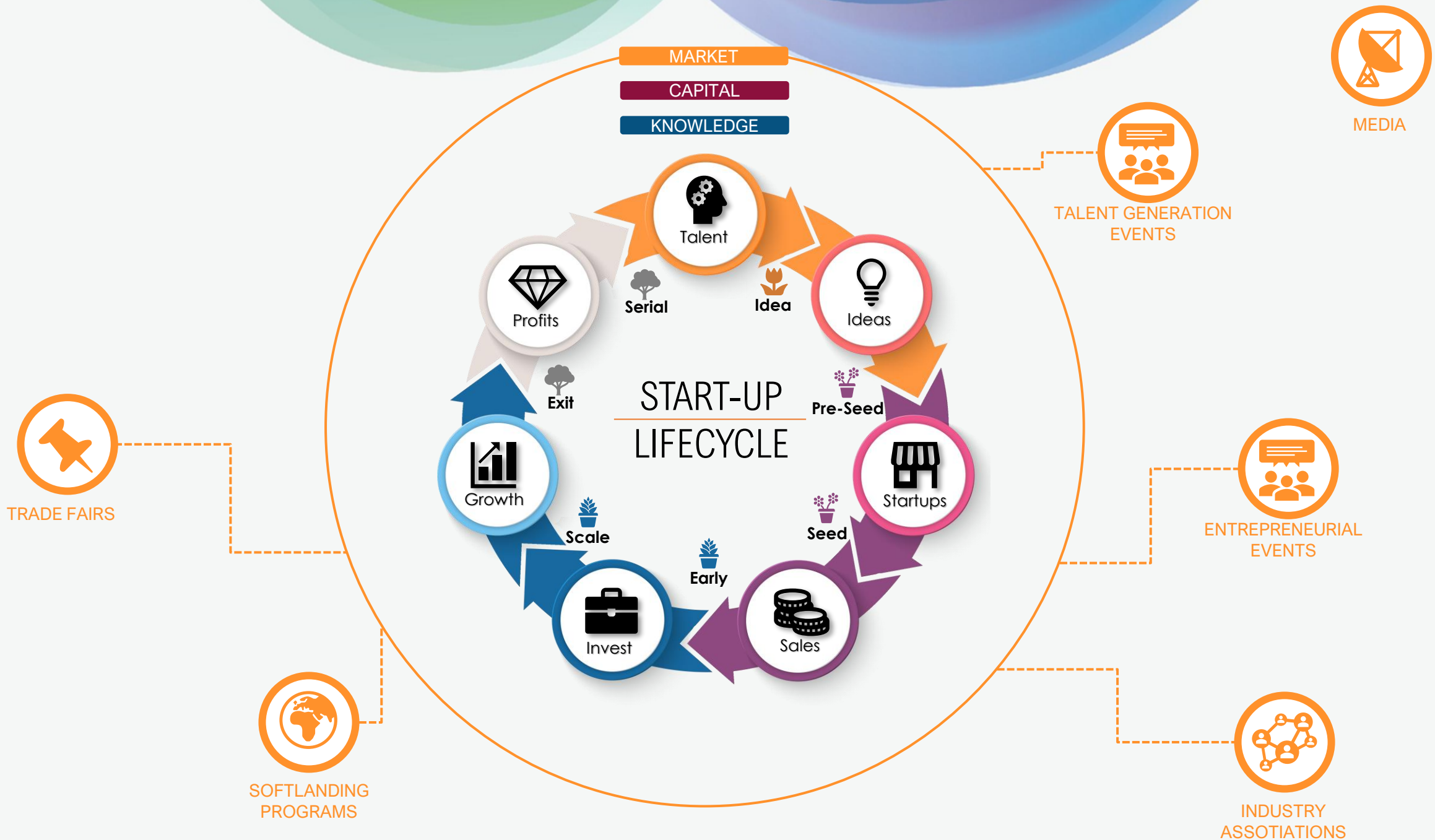
By Jesús Lozano – EU4Digital Expert



What is an ICT entrepreneurial ecosystem?







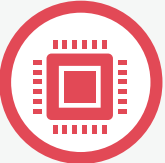
- RESOURCES
- MARKET
- CAPITAL
- KNOWLEDGE



LABS



UNIVERSITIES



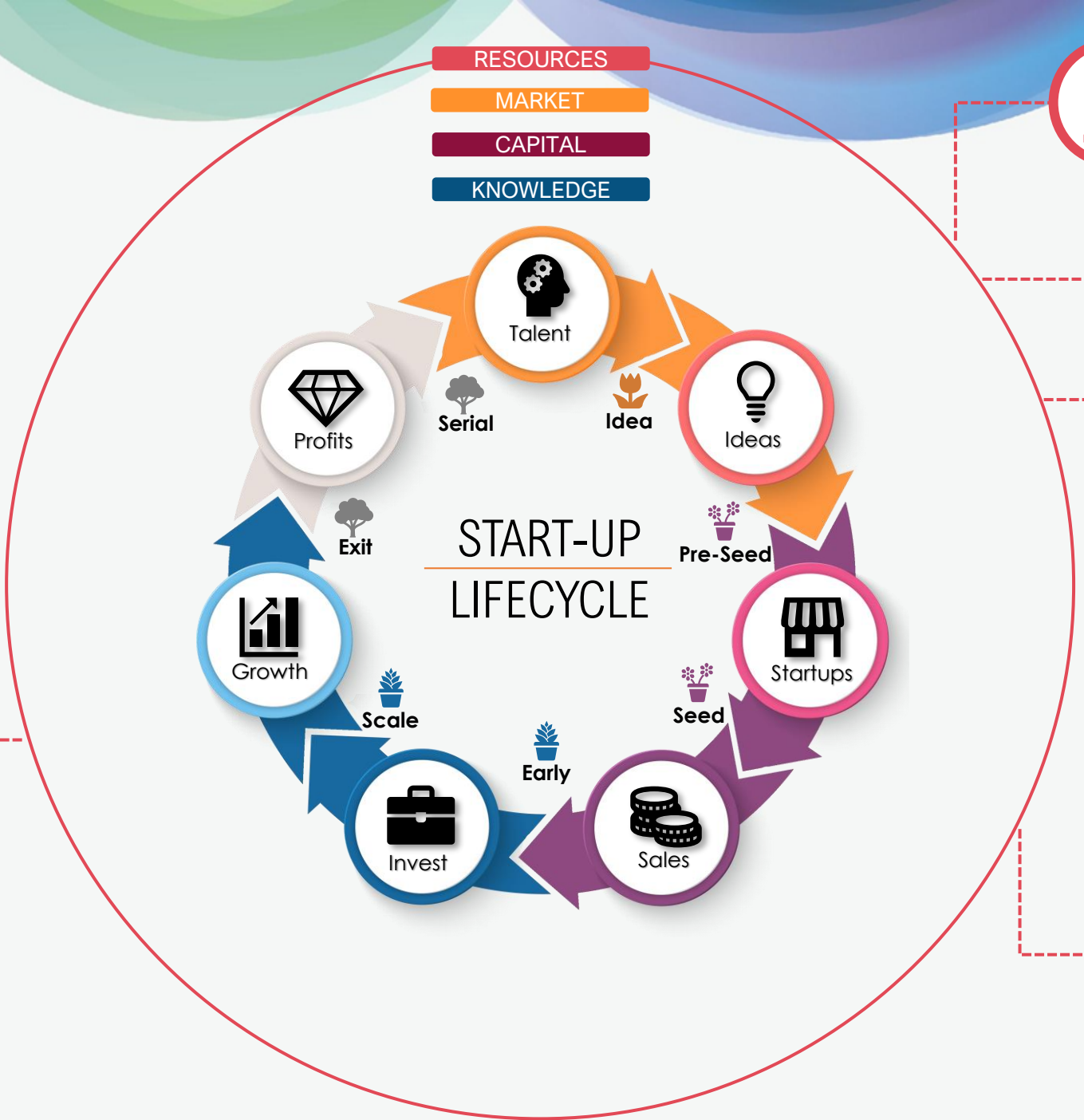
TECHNOPARKS



CO-WORKING SPACES



BUSINESS CENTERS





Do you know in 2010-2020:

 **71.6M** Citizens

 **28.478** Start-ups

 **2.023** Got sales

 **500** Got profits

 **73** Scale-ups



Do you know in 2010-2020:

 **79.8M** Citizens

 **36.554** Start-ups

 **7.469** Got sales

 **3.932** Got profits

 **984** Scale-ups



Do you know in 2010-2020:

 **28.478** Start-ups

 **2.023** Got sales

 **500** Got profits

 **73** Scale-ups

Our **AMBITION** 2021-2030:

 **40.000** Start-ups

 **9.200** Get sales

 **4.600** Get profits

 **1.000** Scale-ups







ECOSYSTEM BUILDER

THE MISSION

- **Evaluator:** EB sees and identify needs and gaps in the ecosystem and then find ways to address those needs and gaps.
- **System Thinking perspective:** The ecosystem builders have a global understanding and vision of the whole ecosystem.
- **Bridge:** between the government strategies with the public and private sector.
- **Facilitators:** EB provides the stakeholders with the resources they need to have a bigger impact on the ecosystem.
- **Guide:** EB ensures the professionalism of the stakeholders by guiding them into sustainability.
- **Promoter:** EB attracts external expertise and resources to the ecosystem.
- **Connector:** EB connects entrepreneurs and start-ups with the resources they need by promoting the stakeholders.
- **Social:** EB is at the ecosystem service, looking to support the growth and not for profits.



ECOSYSTEM BUILDER

THE VISION

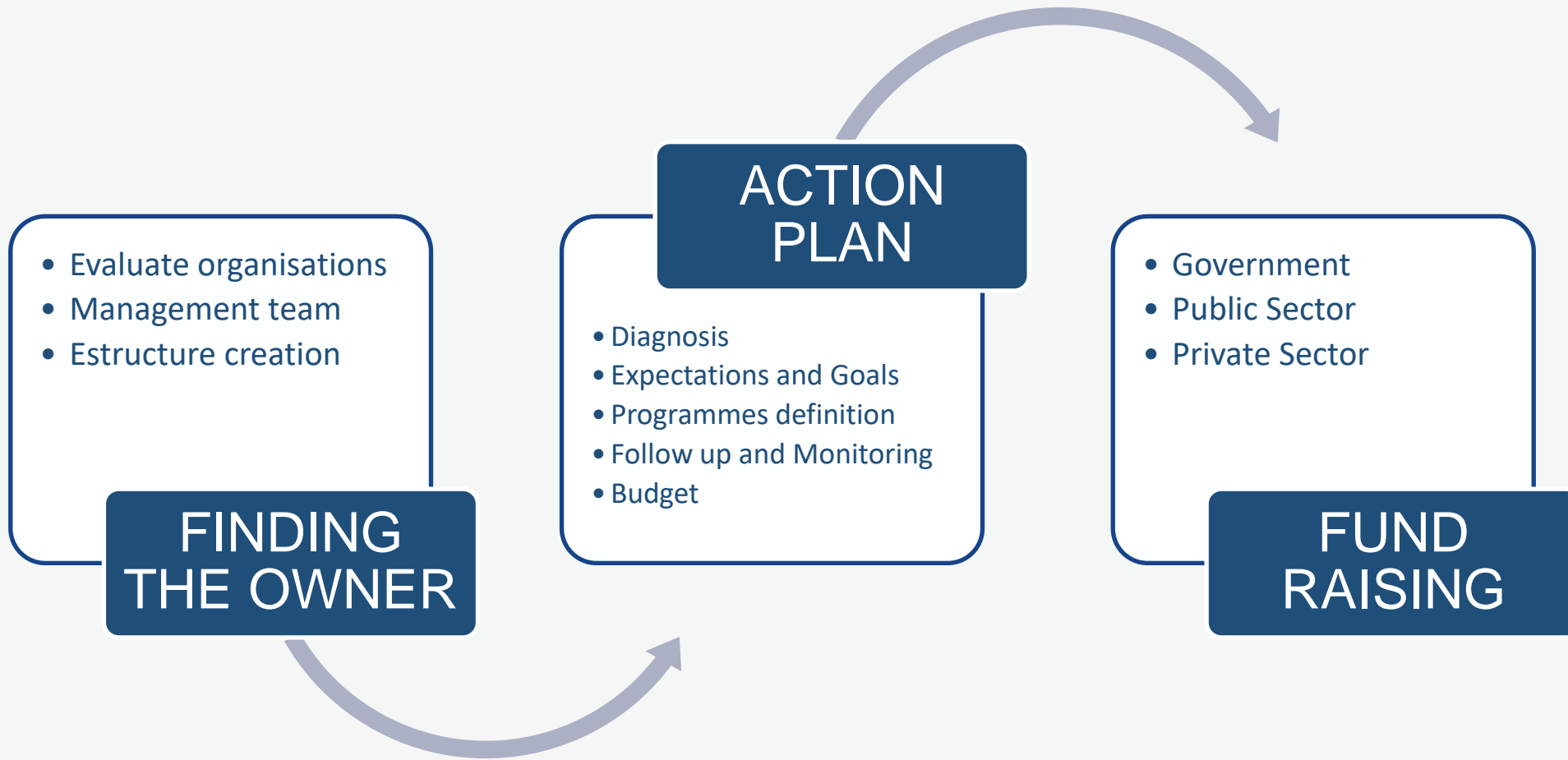
- **Profitability:** EB main objective is to ensure the profitability of the start-ups among the ecosystem
- **Talent generation:** EB objective is to attract business talent into the ecosystem
- **Startup Oriented:** EB objective is to promote the creation of a large number of wealthy start-ups
- **Network:** ensuring the balance between the stakeholder
- **Strategy:** it's the bridge between the governmental innovation and digital strategy and the entrepreneurial ecosystem focus
- **Metrics:** EB must develop the desirable metrics to measure the growth of the ecosystem.



ECOSYSTEM BUILDER

THE PRINCIPLES

- **Entrepreneurship-driven:** EB work for the entrepreneurs, they are the most important, and every action is entrepreneurship driven.
- **Communication:** EB promotes the conversation between the members of the ecosystem. EB Inspires listens, learns and teach to ensure the common goals and strategies within the ecosystem
- **Collaboration:** EB is the center of the ecosystem and enables collaboration between the ecosystem members. EB is neutral and welcome every new member.
- **Strategy:** EB must share the objectives and metrics with the ecosystem members to ensure the common approach to enhance the profitability of the start-ups.



GO!



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THANK YOU

Jesús Lozano – EU4Digital Expert