

# **Why are ecosystem builders needed?**

**through the lens of Startup Moldova case study**

July 2023

**STARTUP  
MOLDOVA**



**MOLDOVAN ASSOCIATION  
OF ICT COMPANIES**

**Vision statement: to contribute to the economic growth and prosperity of the Republic of Moldova by developing the tech startup and digital innovation ecosystem. We provide access to international communities and resources for tech startups.**

### **Ecosystem & Community**

Contributing to a collaborative and transparent startups community and promoting the Moldovan startups brand.



### **Funding**

Facilitating the access of local startups to funding.



### **Support & Resources**

Enabling startups to develop, mature and scale up through support with needed resources.



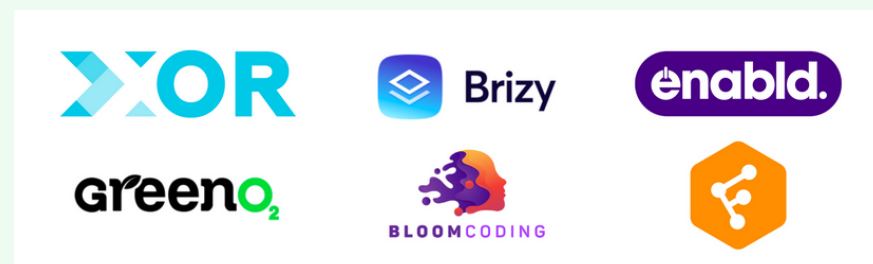
# What do we do for the ecosystem?

Among community building and strengthening activities, we do: founders meetups, tracking the database of startups and promoting individual startups locally and internationally.



Private investments raised by Moldovan tech startups in 2022

February 16, 2023



GET TO KNOW RESPIRO



# How are we facilitating access to funding?

Among funding facilitating activities, we do: community events connecting to mentors, both online and offline; awarding subgrants for product testing or scaling, etc.



## The Startup Moldova Summit 2023: The Future of the Startup Ecosystem in Moldova

April 14, 2023

The Startup Moldova Summit 2023 recently concluded with much fanfare, bringing together some of the most innovative minds in the startup world to discuss the

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400.000 EUR sub-awards

STARTUP  
CITY CAHUL



Finanțat de  
Uniunea Europeană

 Suedia  
Sverige



# What support and resources we offer?

Among support and resources, we provide connection to mentors, and currently our team is working on a database of legal documents templates. We explore international partnerships.

## Legal support

Legal documents  
templates

Lobbying and  
advocacy for startups

Individual  
counselling



Aviz pe marginea Proiectului de Lege pentru modificarea unor acte normative



Discussions between the startup community and Dumitru Alaiba – results

April 12, 2023

On April 11, the Moldovan startup community had the opportunity to connect with the Deputy Prime Minister, the Minister of Economic Development and Digitalization –

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## 6 Moldovan Startups Pitch Innovative Ideas at WMF Festival – Largest Digital Innovation Festival On The Planet

June 19, 2023

Moldova's startup ecosystem has reached a new milestone as six promising startups participated in the prestigious WMF Festival in Rimini, Italy. This achievement is a

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Google for Startups freshworks

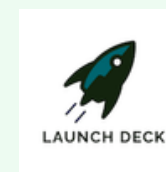
zendesk

Hatch  
by DigitalOcean

.bubble

cloudmeb

mixpanel



Microsoft

miro

Notion

HubSpot

twilio

Dropbox DocSend

QPunch  
Smart Project Management

Contractbook

## So, why exactly is the ecosystem builders funding needed?

Filling in the operational and strategic gaps.

mentorship

legal support

sending startups to events  
lobbying

partners perks

communication

1 to 1 meetings with investors

grants management

study visits

promotion

facilitation

legal documents templates

community events

relationships with media

advocacy

co-working space

investment guarantee

travel fund

Support to the startups needs to come with consistency. Continuity.

**Thank you.**

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