



JUMP / IL SALTO

Online program in Italy

April, 2020

THE WHY AND WHAT

PARTNERSHIP OFFER

CASES

ABOUT US



THE WHY & THE WHAT

PARTNERSHIP OFFER

CASES

ABOUT US



THE WHY & THE WHAT

Short intro about the JUMP / IL SALTO program, why the time is now, why we see that this needs to happen and how we want to set up the support system for Italy based founders and “wanna-preneurs”

WE ARE HERE TO:



**HELP FOUNDERS BECOME
ENTREPRENEURS &
BUILD GREAT INTERNATIONAL
TECH COMPANIES**



THE WHY

Already in 2019 SWG set an eye on Italy as next expansion market. Being amongst the largest EU countries, it has high growth potential in terms of startup ecosystem and still somewhat underserved in terms of startup support services/resources.

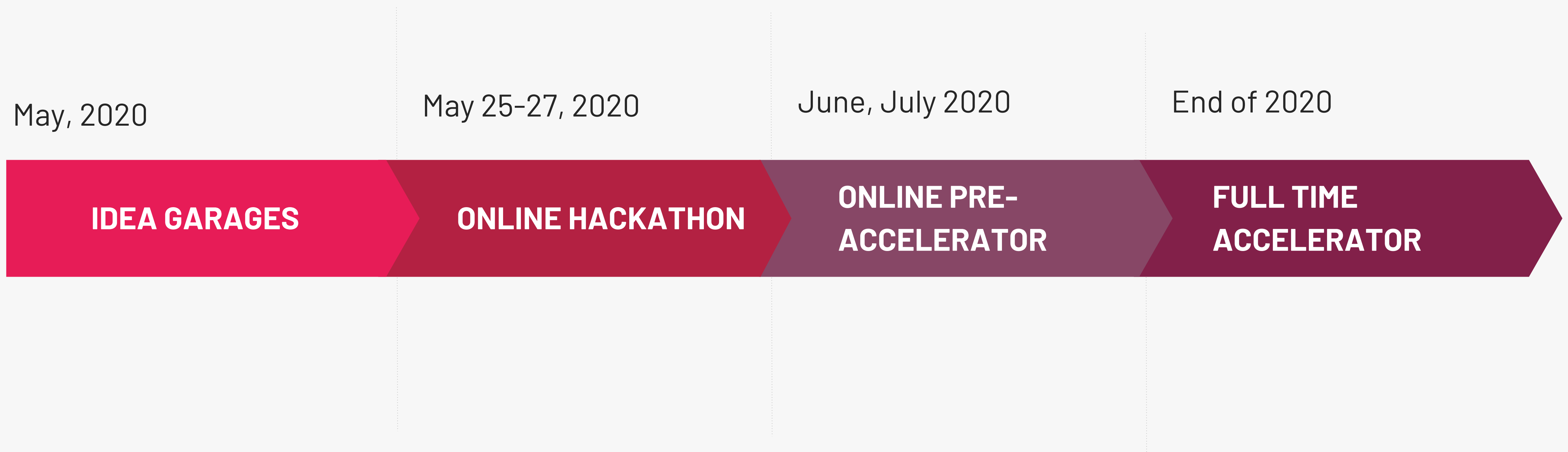
Remarkable progress was achieved in Italy until COVID-19 crisis put a halt on the startup environment and the entire country. It has come with a lot of pain and challenges, it has also offered unique opportunities by forcing the whole business world to move online.

Crisis is an opportunity to build new things! We want to move now and help talented & ambitious founders to bring their business ideas to life. We might be locked-down, but we can work together on this online! **JUMP!**



THE WHAT

JUMP Italy program at a glance



IDEA GARAGE

JUMP Italy program at a glance

What is it and for whom?

- + Idea Garage is the perfect way to get the first input on your idea and pitch from a group of mentors and potentially find team-members among the audience
- + For people with an idea or teams with an MVP, for people looking for a team to join

How does it work?

- + Idea Garage is a short informal event after work on weekdays
- + It is 2-3 hours of length, participation is for free
- + Ideas are pitched briefly in front of an online audience, after you get feedback from panel (SWG, entrepreneurs, investors etc.) and can listen to other ideas being pitched

IDEA GARAGES

ONLINE HACKATHON

ONLINE PRE-ACCELERATOR

FULL TIME ACCELERATOR

ONLINE HACKATHON

JUMP Italy program at a glance

What is it and for whom?

- + Online hackathon is the next step after Idea Garages or for teams, who have already moved beyond the initial idea stage and want to continue working on their MVP and product-market fit.
- + For teams of at least 2 people and more polished idea, for people looking for a team to join

How does it work?

- + Online hackathon is a 48h event for teams to develop MVP and validate the business.
- + During hackathon teams go through workshops, mentoring sessions, check-points and finish the event with Pitch/Demo Finals in front of a jury
- + Online hackathon takes place entirely online, ensuring team collaboration with various online tools such as Slack, Zoom
- + There will be prizes and best performing teams will be invited for Online Pre-accelerator

4? IDEA GARAGES

ONLINE HACKATHON

ONLINE PRE-ACCELERATOR

FULL TIME ACCELERATOR



ONLINE PRE-ACCELERATOR

JUMP Italy program at a glance

What is it and for whom?

- + Online Pre-accelerator is the next step for teams that are willing to fine-tune their MVP, polish sales process, find product-market fit and learn about fundraising
- + For established teams of at least 2 people with a validated MVP

How does it work?

- + Online Pre-accelerator is a 6 week online program with video lectures, group webinars, 1-on-1 mentoring sessions, as well as peer-to-peer sessions and pitch-drills
- + Program finishes with an online Demo Day in front of an international jury
- + Best performing teams have a chance to be selected for full time SWG accelerator and investment

4? IDEA GARAGES

ONLINE HACKATHON

ONLINE PRE-ACCELERATOR

FULL TIME ACCELERATOR

EXPERIENCED MANAGEMENT TEAM SWG Italy



ANDREA ORLANDO

Italy

An Italian networker, analytical and driven

Co-founder of 2 startups, investor, wide cross-industry experience. Partner at SWG Italy. INSEAD alumni.



EGITA POLANSKA

Latvia

Calm and wise, ecosystem builder

Extensive experience running programs at Techstars and SWG. Former Head of Board at Latvian Startup Association.



CRISTOBAL ALONSO

Spain

Passion, execution and global networking

Entrepreneur, business angel and ex-CxO in various large telco companies. El Patron at SWG. INSEAD alumni.

Ready to grow the region, create role models and leave a legacy that lasts.



THE WHY & THE WHAT

PARTNERSHIP OFFER

CASES

ABOUT US



PARTNERSHIP OFFER

We would love to collaborate with you. Here's what we offer and what we expect in return.
Let's make this happen together!

Lead your community to

JUMP FORWARD TOGETHER
WITH STARTUP WISE GUYS
EUROPE'S MOST EXPERIENCED
B2B ACCELERATOR



PARTNERSHIP OFFER

What's in it for you?

- + A reason to active your community during COVID-19 quarantine and lock-down;
- + Cross-promotion opportunity of your news in Startup Wise Guys network;
- + Opportunity to work on a needed and good cause together with a respected international and active local (Italian) partners;
- + Good vibes and fun with a large community driven by mutual support and growth mindset.

What we ask in return?

- + Help spreading the word about JUMP / IL SALTO program in your network (social media, internal channels etc);
- + Suggesting participants, partners, mentors or sponsors for the program.



THE WHY & THE WHAT

PARTNERSHIP OFFER

CASES

ABOUT US



CASES

Check out some of our previous projects with online activities and great impact



VUNK* & JUMP programs

In 2016 - 2018, Estonia & Denmark

For: Telia Estonia (in collaboration with Garage48) and Telia Denmark

+ What is it?

Vunk and Jump are corporate innovation programs run by SWG for Telia in Estonia and Denmark. The goal was to ignite internal innovation, as well as attract external teams for pilot projects and co-creation. Programs supported founders from initial ideas (with Idea Garages and Hackathons) all the way through to developing MVP and piloting with the corporation (Bootcamps and follow-on programs).

+ Results & impact

There were on average 300 participants per season. 5 pilot projects run by Telia with the startups. 2 teams from these programs have grown to be growth-stage startups and important players in their markets (RebelRoam, Estonia and Meetin VR, Denmark).

Telia JUMP hackathon is still mentioned as the best B2B Hackathon to ever happen in Denmark with more than 200 participants.

startupwiseguys.com

* VUNK = jump in Estonian



HACK THE CRISIS movement

March - April 2020, Estonia, Latvia, Italy, Global

Together with Garage48, TechChill and other community players

+ What is it?

Right after country lock-down due to COVID-19, Estonian startup ecosystem launched the first [Hack the Crisis](#) online hackathon and created a follow-on snowball effect with 50+ hackathons after, including [the Global Hack](#). SWG team participated on the initial one, co-organised 2nd hackathon HackForce, participated in 5+ other ones, including Italian one, as well as took active part in running 2 of the Global Hack tracks - economy and environment.

+ Results & impact

SWG was one of the early adopters in an unprecedented global movement aimed at helping fight the COVID-19 crisis and gained hands-on experience running online hackathons.

Latvian [HackForce](#) gathered 850+ people, 70+ mentors, prize pool of almost 40K eur and 28 teams. Top winning team Shield48 signed a contract of producing 10.000 protective face shields by government of Latvia just 5 days after the hackathon.

startupwiseguys.com



HACK THE CRISIS OPA

April - June 2020, Europe

Supported by: EFSE, philanthropist Boris Zeleny (Slovakia)

+ What is it?

Given the deep insights of all the Hack the Crisis hackathons locally and globally, we launched a follow-on program for teams coming out of these hackathons to ensure structured support and mentoring to maximize the impact and viability.

[Hack the Crisis online pre-accelerator](#) is a 6 weeks program with video content, webinars with mentors, 1-on-1 mentoring and P2P support. It is developed on the existing Online Pre-accelerator concept SWG has been running for 1.5 years.

+ Results & impact

We have onboarded 22 teams from 15 countries and gathered a community of 40+ mentors from the various Hack the Crisis hackathons, including main drivers behind the Global Hack.

Program has gotten attention from supporters and we currently have [17.000 eur prize pool](#) for the most relevant solutions.

startupwiseguys.com



EIT Digital Venture Program

2019 - 2020, Baltics + Poland, Slovakia, Czech, Ukraine

For: EIT Digital

+ What is it?

Venture Program is aimed at supporting deep tech focused teams from 20 countries over Europe to help finalising MVP and starting their tech venture. SWG is one of 5 regional partners ensuring scouting and execution of online pre-accelerator program with live 2-day Bootcamps and Demo Day. This is the second year of collaboration and 2nd program is about to start in May, 2020.

+ Results & impact

1st Venture Program was graduated by 7 early stage teams. All of them are still active almost a year later and were eligible for follow-on investment from the program.

This program helped strengthening ties with academic sector and hackathon movements in the region, as well as activating very early stage teams to take the leap towards entrepreneurship.

startupwiseguys.com





THE WHY & THE WHAT

PARTNERSHIP OFFER

CASES

ABOUT US

ABOUT US

Some facts, and figures and faces to show you
what we are all about!



OUR STORY

In 2012, in a small European country (Estonia) - a generation of successful tech entrepreneurs was born after Skype. Many of them became investors and played a crucial role of making "Unicorn breeding ground" a reality in Estonia and the Baltics (think Transferwise, Bolt etc).

Some of these entrepreneurs decided to give back and empower the next generation of tech entrepreneurs. They chipped in from their own pockets and created a private fund and accelerator for IT startups. This is how Startup Wise Guys was born!

startupwiseguys.com



THE STORY CONTINUES

- In 2016 expands physical presence to Latvia, in 2019 to Lithuania, and running programs in Turkey, Georgia, Balkans
- In 2019 Startup Wise Guys is recognised as the top VC of the year in Central Eastern Europe
- Listed as one of the top 5 most international accelerators in Europe
- Strategic partner of Google, AWS, Microsoft, EIT Digital, European Fund of Southeast Europe (EFSE) and more..

STARTUP WISE GUYS

MOST IMPORTANT NUMBERS



185+*

Companies
invested

77%

Survival
rate

450+

Mentor and investor
network

STARTUP WISE GUYS

MOST IMPORTANT NUMBERS



1 000 PEOPLE*

Employed by our portfolio companies ➤
✕

THIS IS WHAT WE BELIEVE IN:

WE ARE FOUNDERS DRIVEN

SWG was built to help founders become entrepreneurs and we are true to this mission! We care deeply for the success of the founders we work with. In good times and tough times – we are on their side. Even being an investor, we keep the “founders' hat” always on.

WE ARE PASSIONATE & AMBITIOUS

We do not work at SWG because we have to, but because we want to. We dream big and we are ready to go the hard way to achieve our goals. Being passionate about startups and our jobs, gives us energy to push with persistency and get sh*t done. Being experienced and serious about what we do, makes us deliver the best.

WE ARE IN IT FOR THE LONG-TERM

Not only are we in a long-term business, we also apply a long-term mindset. We are early believers and important catalyzers for both startups and ecosystems. It is a great responsibility which we carry with pride leading to long-lasting and strong impact.

WE ARE COMMUNITY AND RELATIONSHIP BUILDERS, THUS THE SWG FAMILY

We develop strong long-lasting communities and caring relationships – be it among startups or wider with mentors and investors. We spark friendships and collaboration rather than competition. The “SWG Family” is a tribe of like-minded and passionate people from all over the world. It is based on common values of trust, openness, respect, appreciation and two way support.

ALUMNI SAY

“

Once entering a Startup Wise Guys accelerator, you literally feel that there is another person in your team. A teammate with various skills having many years of experience in sales, marketing, and fundraising.

”



Matouš Kučera
Amio
B2B SaaS Batch 14

“

As they say: If you want to go fast - go alone; if you want to go far - go with team. With SWG team you go far and fast!
Within three months you get so much knowledge, grow your network and find friends for life. Best place to grow your company!

”



Jaanika Jelistratov
VITS
B2B SaaS Batch 14

“

When your startup is accepted to SWG you become a part of a big family that will always support you and fight for you! The connections with mentors provides numerous opportunities and relations built among fellow startups stay for the whole life.

”



Sigvards Krongons
CastPrint
B2B SaaS Batch 9



**TUTTO QUELLO CHE HAI
SEMPRE VOLUTO SI TROVA
DALL'ALTRA PARTE DELLA PAURA.**





LET'S TALK!

For more details contact:
andrea@startupwiseguys.com