



**SOFT
LANDING**

**for
Your
business
in Estonia!**

Tehnopol



ESA

*Business Support and
Credit Management Foundation*

Tehnopol & ESA: your gateways to Estonia

Estonia is a good place for a proof of concept for your new services or products, be it your R&D activities or creative business. Establishing a company in Estonia takes just half an hour. You'll also have convenient access to neighboring markets like Russia, Scandinavia and Baltic countries.

Tallinn Science Park Tehnopol and ESA Tallinn Business Incubators are all here to be your helpful expert in entering the networks and getting all the activities done easily and quickly. Tallinn Science Park Tehnopol provides gateway for your technology based business. ESA Tallinn Business Incubators provides gateway for creative sector or other businesses.

We help to:

- contact Estonian networks that are relevant for your business
- accommodate your business according to your needs
- find personnel for your business
- deal with business procedures and legal matters

About Tehnopol

Tehnopol is a science and business environment for knowledge based companies. Today there are more than 150 companies, Tallinn University of Technology and IT College in Tehnopol.

Tehnopol provides a unique set of value adding business development services, convenient infrastructure and international cooperation opportunities for companies.

Tehnopol has:

- 157 technology based companies (incl. Skype, Fujitsu Services);
- 9.5 hectares of territory for business and leisure time facilities;
- about 34,000 m² of office and R&D space;
- a well-developed set of business services for tenant companies;
- largest business incubator for start-ups in Estonia;
- 12,000 students and over 1,300 researchers nearby;
- 5 active science development centers.

For more information please visit www.tehnopol.ee or contact:

Mr Jaanus Martti Kangur
Ph. +372 4800212
E-mail: jaanus.kangur@tehnopol.ee

About ESA Tallinn Business Incubators

Business Support and Credit Management Foundation (Estonian acronym ESA) helps to grow new businesses in Tallinn area. ESA's mission is to increase the competitiveness of young enterprises and minimize their start-up risks. To achieve this goal ESA offers a wide range of consulting, training and soft-landing services plus a quality working environment for every new business. ESA also provides access to different financing sources and start-up networks in Estonia and abroad.

ESA Creative Incubator is the 2nd place winner of the Best Science Based Incubator 2010 award, organized by The Technopolicy Network and the Centre for Strategy and Evaluation Services (CSES).

ESA Business Incubators have:

- two general incubators: Ülemiste Business Incubator and Kopli Business Incubator
- Creative Incubator, targeting creative industries' start-ups
- over 60 contractual clients (as of late 2010)
- ca 2400 m² of office and studio/workshop facilities
- skilled and experienced incubators' management team providing assistance, business advice and mentoring throughout the incubation process

For more information please visit www.esa.ee or contact:

Mr Mart Brauer
Ph: +372 604 0631
E-mail: mart@esa.ee



Business Support and
Credit Management Foundation

Get started in Estonia

We have developed unique service packages in order to provide most convenient soft-landing for foreign companies onto Estonian market.

1. Exploring Estonia

30 EUR package includes:	Amount
Market entry consultations, initial partner search, etc	First contact before travelling (1h FREE) and help on spot up to 3h
Working place with internet access	4h on site
Seminar rooms	2h on site
Additionally for 140 EUR/week:	
Accommodation	5 nights
City map and public transport card	
Local pre-paid mobile card	

2. Starting in Estonia – virtual office

70 EUR package includes:	Amount
Coaching: starting a company, choosing experts, personnel, partners, etc	4h
Access to the local networks, networking events	
Address and postbox	
Meeting and seminar rooms	8h
Working place with internet access	40h
Additionally for 260 EUR:	
Local pre-paid mobile card	
Accommodation	10 nights
City map, public transport card	10 days

3. Starting in Estonia with office

60 EUR/month package includes:	Amount
Coaching: starting a company, choosing experts, personnel, partners, etc	4h
Access to the local networks, networking events	
Address and postbox	
Meeting and seminar rooms	8h
Additionally for 370 EUR:	
Local pre-paid mobile card	
Accommodation	30 nights
City map, public transport card	30 days
Rent of your own office:	7-10 EUR sqm

About Estonia

Estonia is a country located at the heart of the Baltic Sea Region - Europe's fastest-growing market of more than 90 million people. It is a country described by political and economic stability, accessibility, ease and low cost of doing business and investor equality.

Since joining the European Union and NATO in 2004, Estonia has experienced phenomenal economic growth.

Estonia is accessible, both from a logistical and social point of view - Tallinn is within 3 hours flight from major European capitals and the power distance is very low. Also, as a front-runner in applying modern IT solutions, communications technology makes distances in Estonia irrelevant.

Estonia is ranked among the top 25 out of all countries in the Ease of Doing Business index by The World Bank Group. Estonian business life has largely reoriented from the east to the west and today, the business regulation is less rigid than in the neighboring Nordic countries.

Foreign investors have played a decisive role in building the Estonian economy. Estonia has not based its attraction of FDI on specially designed support schemes but it is our favorable business environment that makes the difference.

This is a country with an exceptional business environment that has allowed highly successful companies like Skype (www.skype.com), Playtech (www.playtech.com), Swedbank (www.swedbank.com), Ericsson (www.ericsson.com), Tallink Group (www.tallink.com), ABB (www.abb.com), Elcoteq (www.elcoteq.com) and others to flourish.



ESTONIA [es'təʊniə]

(Estonian: *Eesti*), officially the Republic of Estonia (Estonian: *Eesti Vabariik*), is a state in the Baltic Region of Northern Europe. It is bordered to the north by the Gulf of Finland, to the west by the Baltic Sea, to the south by Latvia (343 km), and to the east by the Russian Federation (338.6 km). The territory of Estonia covers 45,227 km² (17,462 sq mi) and is influenced by a temperate seasonal climate.





Aalto University
School of Economics
Start-Up Center

Aalto Start -Up Center offers foreign companies an easy entry into the Finnish marketplace!

Soft landing to Finnish markets



Aalto Start-Up Center is a successful, fast-developing business incubator within Aalto University. It provides start-up companies with the essential initial momentum required for success and combines the know-how from the fields of business, technology and art.

The clients of Aalto Start-Up Center are entrepreneurs with an innovative business idea as well as a strong will to succeed and grow. The Start-Up Center houses over 80 knowledge- and technology-based companies as well as companies operating in creative fields including design and media.

Clients are offered tailored development services to meet their individual needs. The Aalto Start-Up Center helps entrepreneurs in devising and keeping track of an in-depth development plan.

WEB-BASED SERVICES FOR 1st STAGE INTERNATIONAL ENTRY

Exploring Finland / Free services*	Specification
Market entry consultations, initial partner search, etc.	First contact before travelling (1hour) and help on the spot for up to 3 hours. Additional hours 50 EUR / hour.
Virtual Package 60 EUR/month + VAT 23%*	Specification
Consultation and assistance from Aalto Start-Up Center team member (assigned contact person), help to find contacts and networking services	Max. 4 hours/month. Additional hours 50 EUR/hour.
Access to public Aalto Start-Up Center facilities between 8am -5pm	Temporary use of computer workstation (max. 30 minutes at a time), limited use of fax and copy machine
Seminar / Meeting rooms	8 hours free / month (2 nd floor meeting rooms)
Training and events	Included
Aalto Start-Up Center assistant services	Included during working hours: Assistance by email or by phone. Receiving and sending letters/faxes.
Receptionist services	Included by Technopolis Ltd. during opening hours.
Address (Hiilikatu 3, 00180 HELSINKI), mailbox, intranet	Included, intranet www.suc.socialintra.com

PREMIUM IN-HOUSE SERVICES FOR 2nd STAGE INTERNATIONAL ENTRY

Premium Package 36 EUR/m2/month + VAT 23%* + Royalty in exit	Specification
Consultation and assistance from Aalto Start-Up Center Team, help to find contacts and networking services	Personal advice from assigned business advisor. Support and advice on different business fields from other team experts. Business mentor services.
Furnished room in the 2 nd floor by company's own name, access to Aalto Start-Up Center premises 24 hours a day, 7 days a week	Access to kitchenette, well-equipped meeting rooms on 2 nd floor, free use of copy machines and scanners, internet connection
Visibility and marketing, networking with other entrepreneurs	Visibility in www.start-upcenter.fi pages, intranet www.suc.socialintra.com
Training programs and events	Access to Start-Up Center's training programs and events, and possibility to take part in partners' events when invited.
Aalto Start-Up Center assistant services	Included during working hours: Assistance by email or by phone. Receiving and sending letters/faxes.
Receptionist services	Included by Technopolis Ltd. during opening hours.

* Updated 8.12.2010.

More information about Aalto Start-Up Center services and contact information:
www.start-upcenter.fi.

WELCOME TO LATVIA

BUSINESS SOFT LANDING IN LATVIA BY LATVIAN TECHNOLOGICAL CENTER



LATVIAN TECHNOLOGICAL CENTER



EUROPEAN UNION
EUROPEAN REGIONAL DEVELOPMENT FUND
INVESTING IN YOUR FUTURE



CENTRAL BALTIC
INTERREG IV A
PROGRAMME
2007-2013

About Latvian Technological center

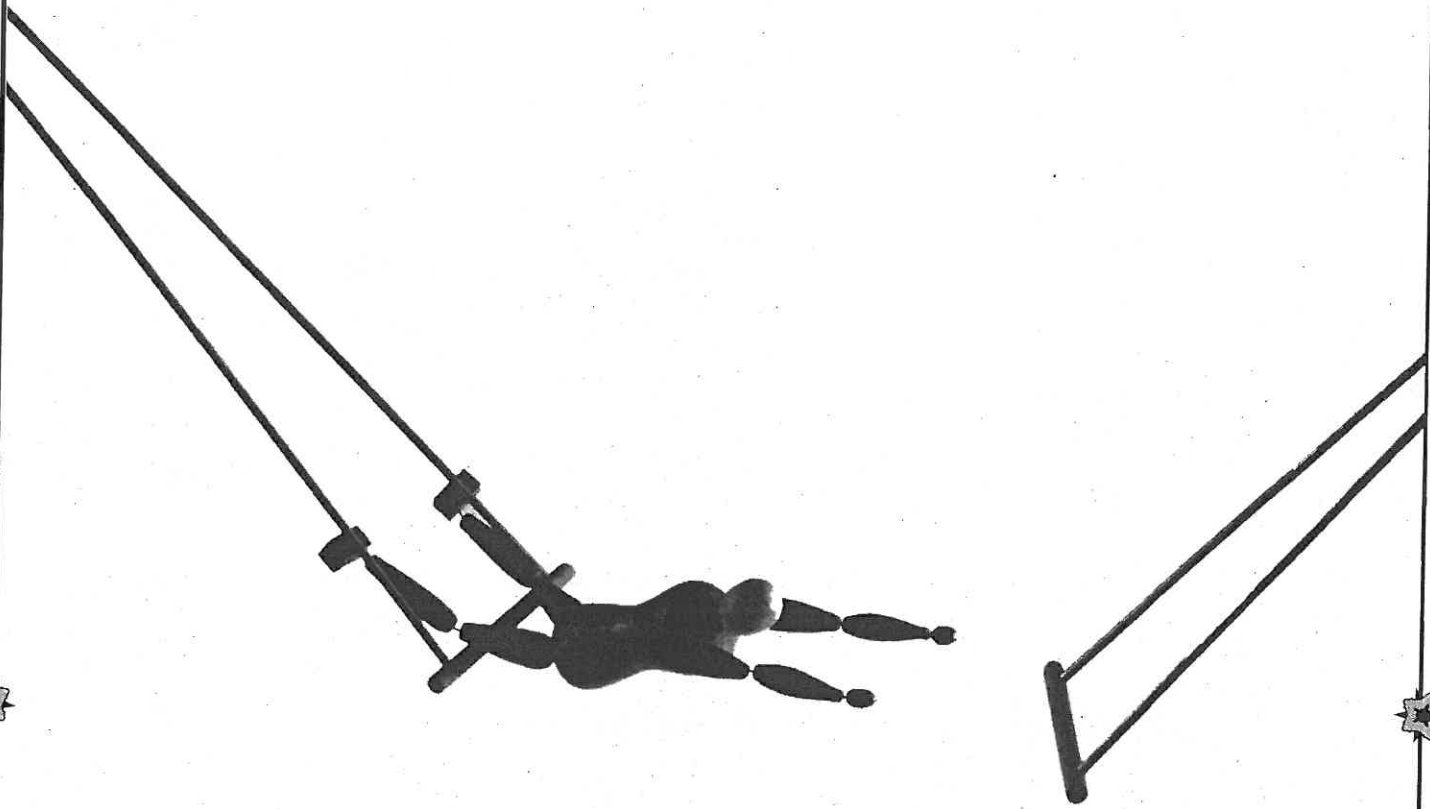
Latvian Technological Center (LTC) is an innovation and technology-oriented business support structure - business acceleration centre, which stimulates establishment and growth of knowledge-based SMEs by creating relationships between research and industry as well as encouraging SMEs for trans-national cooperation.

Soft Landing services offered by Latvian Technological center:

	Basic	Basic Plus	Premium
	150 Euro	350 Euro	1950 Euro
First talk/Introduction	+	+	+
First (brief) introduction to local market (Latvia) (2h)*	+	+	+
Business start-up in Latvia (legal issues) 2h*	+	+	+
Potential partner(s) search (LTC, EEN DB, SMEDGE)	+	+	+
Technically equipped meeting room**	2h	8h	16h
Wi-Fi connection (LTC premises)	+	+	+
Open office space (1 month)		+	
Information about local trade support events Information about accommodation services (in Premium package 1 month accommodation included)		+	+
Office rent (30-40 sq.m.), infrastructure costs included (1 month included in Premium package, next month ~255Euro)			+
Legal address, post address			+
Standard phone/fax connection			+
Information about foreign trade support events			+
Network of market researchers (at least 3 units)***, in Premium package basic market research included			+
Globally potential partner search (8h)			+
Assistance in business negotiations (4h)			+
Assistance in communication with legal, state institutions (2h)			+
Consulting about permanent living in Latvia			+

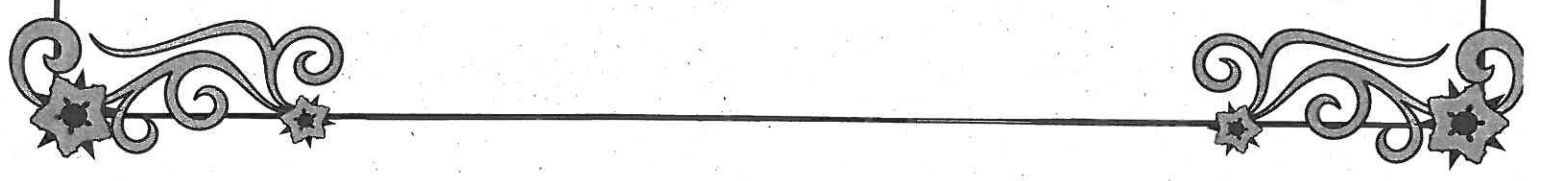
For more information please contact:

Mr.Ints Viksna
Ph: +371 67558795
E-mail: iviksna@edi.lv



SOFT LANDING

INTO CREATIVE ENTERPRISE IN TURKU





HUMAK CREVE SOFT LANDING PACKAGES

Creve (Creative Venture) is an incubator for the creative sector in the region of South-west Finland. The incubator aims at making companies stable, and assuring their growth. We develop good ideas into successful businesses together with the entrepreneurs.

Creve emphasizes on building the entrepreneur's business skills not forgetting his/her specialised field. Incubator companies may use Creve's wide network in their business and in developing their activities.

We provide early-stage growth companies with workrooms and services to help them in becoming successful businesses.

EXPLORING A NEW MARKET – FINLAND

70 EUR Package	Amount
Market entry consultations, initial partner search, etc.	First contact before travelling and help on spot up to 3h
Working place with internet access	4h on site
Seminar rooms	2h on site

STARTING IN A NEW MARKET DURING ONE MONTH

140 EUR Package	Amount
Coaching: continuing consultation, starting a company, choosing experts, personnel, partners etc.	6h
Access to local networks, networking events	
Meeting and seminar rooms	8h

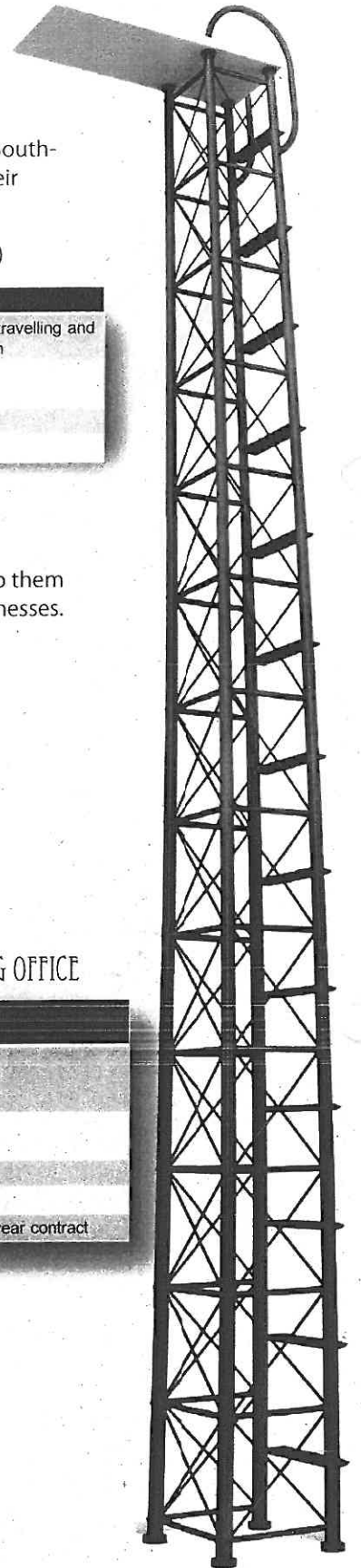
Do you have an innovative business idea and do you want to become a successful entrepreneur?

CONTACT US!

paivi.rytsa@humak.fi
Käsityöläiskatu 4a
FIN - 20100 Turku

STARTING A NEW MARKET – INCLUDING OFFICE

Package price for one month 250+20EUR/sqm	Amount
Coaching: starting a company, choosing experts, personnel, partners etc.	4h
Access to local networks, networking events	
Address and postbox	
Meeting and seminar rooms	8h
An office for your business	Minimum half-a-year contract



humak



EUROPEAN UNION
EUROPEAN REGIONAL DEVELOPMENT FUND
INVESTING IN YOUR FUTURE

Soft Landing in Mjärdevi

SCIENCE PARK
LINKÖPING SWEDEN

Mjärdevi Science Park in Linköping, Sweden, is an attractive environment for development-intensive companies. The Park consists of more than 260 companies and 6 000 employees with world-class competence in:

- Imaging
- Mobile Broadband
- Automotive Safety

Mjärdevi Science Park hosts a blend of companies – from new starters spun-out of university technology to large international companies, research groups, and service providers. Companies, regardless of size, exchange experiences and ideas, and help to drive continual business process improvements, develop new concepts and inspire innovation.

Regardless of a company's stage of development, Mjärdevi Science Park is able to provide the program "Soft Landing" to foreign companies considering an establishment in Sweden.

Fast establishment with professional support

In co-operation with our public and private sector partners, we will ensure that **your establishment here is fast, efficient and friendly.**

A full-featured office in a creative environment

Mjärdevi Science Park provides a special offer for "soft landers" including residential accommodation through our partners.

Connect to our network and gain competence

In addition to the office premises, Mjärdevi Science Park can supply (free of charge):

- access to a wide range of networks, local, national as well as international
- contact with legal firms for all kinds of fiscal questions, taxes, audits, intellectual property law, agreements, insurances etc
- advice in PR and marketing communication

Presumptions

- These packages are only for companies possible to establish within Mjärdevi Science Park
- The company must be working within a technical and/or scientific area
- The company must be working with development, research and/or marketing/sales
Companies working only with production can not be established within the park
- For companies, not fitting into Mjärdevi Science Park, we can give advice who to speak with further on



Exploring the Swedish Market

Package is for free

Services	Includes
Market entry consultations, initial partner search, etc	First contact before travelling and help on spot
Working place with internet access	4 h on site
Seminar rooms	2h on site
Additional	Price
"Skill Light" Market Research	1 000 EUR

Starting in the Swedish Market - virtual

Package price 825 EUR

Services includes	Amount
Coaching: How to start a company, choosing experts, personnel, partners, etc	4 h
Access to the local networks, networking events, park activities	
Address and postbox	N.A.
Meeting and seminar rooms	2 x 4 h
Working place with internet access in Hotel apartment	40 h/4 nights
Additional	Price
Additional coaching: Recruitment, university (research, resources, etc), programs & education	Free

Starting in the Swedish Market

Package price 850 EUR for one month

Services includes	Amount
Coaching: How to start a company, choosing experts, personnel, partners, etc	4 h
Access to the local networks, networking events, park activities	
Address and postbox	Comes with the office
Meeting and seminar rooms	2 x 4 h
An office for your business, including furniture and access to common areas	10-12 sqm for 1 person
Additional	Price
Additional coaching: Recruitment, university (research, resources, etc), programs & education	Free
Additional office space: 30-35 sqm office for 3 persons	375 EUR extra for one month

More information about Mjärdevi Science Park services and contact information:

www.mjardevi.se/en