

Coopetition and cooperation



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Who we are?

MIKHAIL ERMAN

CEO of HSE INC

Cofounder:

Adwify, Sleepdy, StartupSearch

Expert in IIDF, GoTech, FASIE, UNDP
Scout in 4 VCs

Key experience: acceleration and incubation program development. Interaction with more than 1000 startups per year



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MISSION:

Change world through
creating new ventures

Products:

Acceleration
Incubation
Education

Focus:

Pre-seed and early
seed tech
companies

Founder:

University
Higher School of
Economics

2006

established

800+

Mentors and experts

500+

Teams in programs
per year



22

batches per year

800+

Alumnus for 3 years

\$10+

Investments raised by
alumnus for 3 years

7th in UBI Global Ranking

Acceleration programs for early stage

Working in partnership with 27 investors and 12 corporations

Good guys but sometimes acting like bad boys

Recent investments



STATSBOT

\$1,8m,

500 startups, Betaworks,
Slack, Eniac Ventures



ВОЛОНТИМ

\$250k

Igor Rybakov
(BA)



\$3.2m,

Starta Capital,
ICO



iDialogue

\$500k,

Grit Partners



\$370k,

IIDF



\$315k,

IIDF



\$500k,

Genezis Capital



\$660k,

Enterprise
Ireland, BAs

**hse
inc**

Success stories



Russian leader in e-tickets for events.



Warehouse and sales management for SME



Russian leader in software for sport events



Russian leader in logistics for SME e-commerce

How can we help each other?

Attractiveness for startups

VCs sharing

Access to international market

Corporates sharing

Networking (cofounders and mentors)

Programs effectiveness

Mentors sharing

VCs sharing

Introduction to local ecosystem

Knowledge sharing (between incubators)

Monetizing

International scouting for VCs and corporates

Additional services for startups

How can we start to cooperate?

Startup visas

Short programs for startups for entering our local market

Networking and knowledge sharing

Join HSE Global incubation conference (June 2019) in Moscow region

Monetizing

Joint programs.

**I.E.: we just launched Accelerator in Industry 4.0.
Starting in January 2019, ready to cooperate
and revenue sharing.**

**Looking for partners and
startups in AI and ML.**

**Ready for cooperation
and exchange
programs.**



**ВШЭ
бизнес
инкубатор**

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