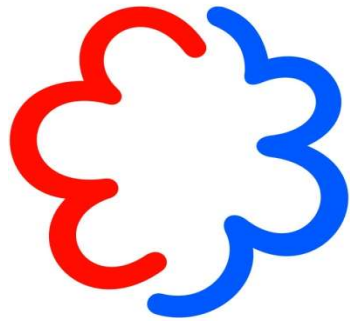


2014 – 2018 (2009-2013)

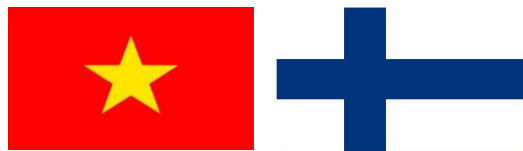


IPP

## **Innovation Partnership Program to make work:**

**National Innovation System**

**>> Startup Ecosystem / 4 Main Cities**



*Lauri Laakso*  
*Chief Technical Adviser*

**INNOVATION PARTNERSHIP PROGRAMME**  
Chương trình Đối tác Đổi mới Sáng tạo

October 2016



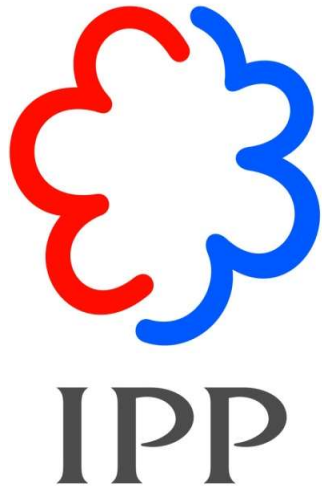
## **CONTEXT**

FIN perspective: from ODA to TRADE relations

Core of IPP: Promotion of Private Sector Innovation – multiply activity

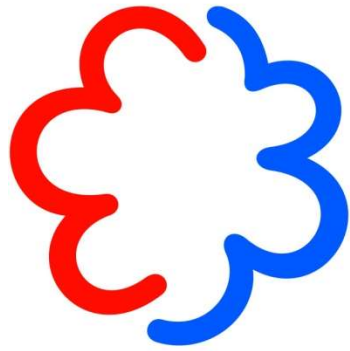
VN perspective: Startup Ecosystem / Startup Nation

**(PFD was outdated Day 1)**



## **World Class-Global Perspective**

1. Building capacities, competences across Ecosystem
2. Learning by doing to Demonstrate for Replication
3. Encourage Evidence Based Policy Making



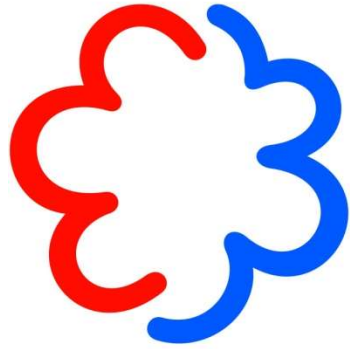
IPP

## WHAT has been Done

### **A. Initiatives enabling New Growth in Vietnam Piloted**

1. Early stage grants & support
2. Support to biz enablers
3. Linkages to Universities
4. Joining forces with Partners

## WHAT will be Done



IPP

### **Post ODA Partnerships Facilitation**

1. Connections to Private Sector
  - Proactive biz partnerships building
2. Starting Post ODA Instruments
  - Call for Global Joint BIZ Creation
  - Other FIN biz enabling initiatives
3. Focus on the Greatest Potential



## **After 2 years of Field Operation**

- 18 Startups, 5 front-runners
- 12 Ecosystem builder teams
- 12 Innovation Coaches
- 11 Universities with 33 Innovation and Entrepreneurship Trainers
- Network of 30+ Key Partners
- Access to all needed Partners in FINLAND & global network



## **After 2 years of Field Operation**

- Startup Ecosystem enabling policy in place (Ministry)
- Vibrant doers & supporters collaboration across the Ecosystem
- Large scale 5 yrs Innovation Action Plans started in 2 cities (USD1b)
- Universities starting Innovation & Entrepreneurship training etc.
- Governments first investments started



## **Lessons-Program Planning**

Quality of program preparations ?

Fit to evolving/changing realities ?

- Core focus need to be very specific
- Flexibility need to be build in
- Rolling budgeting is a must

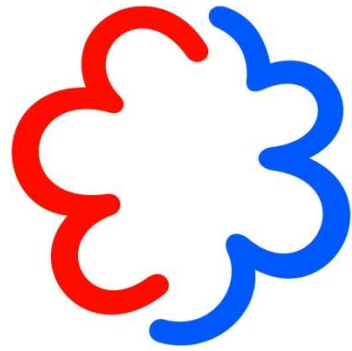




## Lessons-Beneficiaries

Commitment of the Counterpart ?  
Who are capable to deliver the  
desired Change ?

- Conventional ODA doesn't work
- GOV-2-GOV set up is problematic
- Need to reach out Change Makers
- GOV is follower – not forerunner

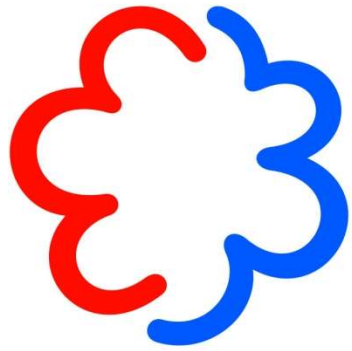


IPP

## Lessons–Funding/Support

What a Funding program can do ?  
What the Change needs ?

- Knowledge & Experience Nr. 1
- Capacity Building Nr. 2  
(local facilitators)
- Demonstration Nr. 3  
(governments)
- Phased Grants Nr. 4  
(€ needed - impact limited)



**IPP**

**Thank You !**

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