



**IT PARK**  
START local & GO global

## ITU Workshop

### «Regional cooperation of startup ecosystems as a key factor for global digital leadership - Startup Central Eurasia Platform»

*Tashkent, Republic of Uzbekistan, 25-26 November 2021*

Venue:

[Astrum Academy](#)

## PROGRAMME

**25 November 2021, Thursday**

***Government services and opportunities for startups***

09:30-10:00	<b>Registration of participants / opening a virtual room</b>
10:00-10:15	<b>Welcome:</b> <ul style="list-style-type: none"><li>Ministry for the Development of Information Technologies and Communications of the Republic of Uzbekistan</li><li>International Telecommunication Union (ITU)</li><li>IT Park of the Republic of Uzbekistan</li></ul>
10:15-10:30	<b>Startup Central Eurasia platform presentation (<a href="http://www.startupcentraleurasia.com">www.startupcentraleurasia.com</a>):</b> <ul style="list-style-type: none"><li>Prospects and advantages of cooperation with the Startup Central Eurasia platform – <b>Irakli Kashibadze</b>, Platform Coordinator, Founder of Future Laboratory, <b>Georgia</b></li></ul>
10:30-11:30	<b>Pitch presentations of countries (what is interesting about the country for startups from the region and in what thematic cooperation it is interested)</b> <ul style="list-style-type: none"><li>“Development of a startup ecosystem in Uzbekistan” – <b>Farhod Ibragimov</b>, Director of IT Park, <b>Uzbekistan</b></li><li>“How to use the advantages of the Astana International Financial Center of Kazakhstan for startups and venture funds” – <b>Pavel Koktyshhev</b>, CEO, Fintech Hub AIFC, <b>Kazakhstan</b></li><li>“Development of a startup ecosystem in Kazakhstan” – <b>Magzhan Madiev</b>, CEO, Astana Hub, <b>Kazakhstan</b></li><li>“Access to Angel Investments in Belarus” – <b>Valery Astrynski</b>, Head of the Board, Angels Band, <b>Belarus</b></li><li>“Development of a startup ecosystem in Armenia” – <b>Arshak Kerobyan</b>, Head of Digitalization Department, Ministry of High-Tech Industry, <b>Armenia</b></li></ul>
11:30-12:00	<b>Coffee break. Group photo</b>
12:00-13:00	<ul style="list-style-type: none"><li>“Development of the Startup Ecosystem of Azerbaijan” – <b>Azar Bayramov</b>, Adviser to the Chairman, State Agency for Public Service and Social Innovation under the President of the Republic of <b>Azerbaijan</b></li><li>“Experience of the Leading Georgian Bank in Investing in Startups” – <b>Andro Ratiani</b>, CEO at JSC Digital Area, Head of Innovation, Bank of <b>Georgia</b></li><li>“Opportunities for Venture Funding in Uzbekistan and Central Asia” – <b>Dilshod Zufarov</b>, CEO Venture Investment Association, <b>Uzbekistan</b></li><li>“Development of a startup ecosystem in Moldova” – <b>Anna Chirita</b>, Strategic Projects Director, Association of ICT Companies, <b>Moldova</b></li></ul>

	<ul style="list-style-type: none"> <li>“Startup ecosystem of Ukraine” – <b>Ihor Markevych</b>, Innovation Advisor, Ministry of Education and Science of <b>Ukraine</b></li> </ul>
<b>13:00-14:00</b>	<b>Lunch break</b>
<b>14:00-15:00</b>	<ul style="list-style-type: none"> <li>“Access to talent in Uzbekistan – how startups and international companies can take advantage of the growing number of programmers” – <b>Botir Arifdzhonov</b>, CEO, ASTRUM, <b>Uzbekistan</b></li> <li>“What opportunities are there in Kazakhstan for obtaining venture and angel investments” – <b>Alim Khamitov</b>, CEO, Most Venture, <b>Kazakhstan</b></li> <li>“Development and prospects of partnership with the Startup Ecosystem of Kyrgyzstan” – <b>Chubak Timirov</b>, acting Director of the High-Tech Park of <b>Kyrgyzstan</b></li> <li>“Startup ecosystem of Tajikistan. Startupstan 2.0” – <b>Jurazoda Dilshod</b>, Director of the State Business Incubator of <b>Tajikistan</b></li> <li>“Sberbank's startup ecosystem and ways of working with innovations” – <b>Artyom Abrichkin</b>, Leading Technology Scout, Sberbank Startup Ecosystem, <b>Russia</b></li> </ul>
<b>15:00-15:30</b>	<b>Coffee break</b>
<b>15:30-17:00</b>	<p><b><i>Presentation of membership led thematic alliances to increase competitiveness in specific areas by sharing experience, knowledge, creating joint research teams, providing access to research and tools, improving cooperation between universities in this area.</i></b></p> <ul style="list-style-type: none"> <li>Alliance for the Development of Systems and Technologies for Artificial Intelligence and Robotics</li> <li>Fintech Alliance (development of joint standards and points of access to financial systems of countries)</li> </ul> <p><b>Discussion of joint actions and preparation of a communiqué</b></p> <ul style="list-style-type: none"> <li>Round table to discuss opportunities for cooperation</li> <li>Preparation of a communiqué for consideration and involvement of countries</li> </ul>
<b>17:00-17:15</b>	<b>End of the first day and answers to questions</b>

## 26 November 2021, Friday

### *Entry of startups to new markets and mentoring sessions*

<b>12:00-12:30</b>	<b>Training sessions</b> <ul style="list-style-type: none"> <li>“How to benefit from your ProductHunt/Kickstarter launch” – <b>Vitaliy Yanko</b>, Managing Partner, <a href="http://www.SoftwareLead.pro">www.SoftwareLead.pro</a></li> </ul>
<b>12:30-13:30</b>	<b>Lunch break</b>
<b>13:30-14:30</b>	<b>Training sessions</b> <ul style="list-style-type: none"> <li>“Startup metrics: how to measure the success of your startup and what metrics are investors looking at” – <b>Tanya Aulachynskaya</b>, Head of Product, Growth at PandaDoc, <b>Belarus</b></li> </ul>
<b>14:30-15:30</b>	<b>Master class</b> <b>Successful examples of attracting later rounds of investment in the region</b> <ul style="list-style-type: none"> <li>«Cerebra – Successful Case from Kazakhstan» – <b>Doszhan Zhussupov</b></li> <li>«Namba – Successful Case from Kyrgyzstan» – <b>Aman Tentiev</b></li> <li>«How to Enter Ukrainian Market» (case study from Phabber) – <b>Giorgi Chugoshvili</b></li> <li>«Clockster – Successful Case from Kazakhstan» – <b>Yerzhan Ryskaliev</b></li> </ul>
<b>15:30-16:00</b>	<b>Coffee break</b>

<b>16:00-17:00</b>	<b>Virtual exercises (planning, analysis, real market entry)</b> – startups entering the international market (pre-registration of startups) – <b>Artem Yaremchuk</b> , Founder of four companies, the last of which, Attendify, entered the top 50 fastest growing SaaS companies in the USA
<b>17:00-18:00</b>	<b>Training sessions</b> <ul style="list-style-type: none"> <li>• «Marketing tools for Startups» – <b>Sam Kahr</b> (Segment, Google)</li> </ul>
<b>18:00-19:00</b>	<ul style="list-style-type: none"> <li>• “How to speak with Venture Investors” – <b>Ihar Mahaniok</b>, Geek Ventures</li> </ul>
<b>19:00-19:15</b>	<b>Event closing</b>