

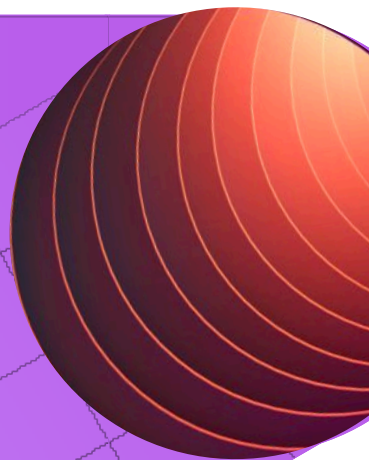
Digital.Azerbaijan. Transformation Through Innovation



/ MAR 2024

Essence

Enabling tomorrow, building it today.



Vision

To position Azerbaijan as a regional leader in digital excellence and innovation, enriching lives, fostering growth, and driving positive change.

Mission

Become the main driver and coordination power of Azerbaijan to ignite a dynamic culture of innovation, champion the creation of cutting-edge products and services, and drive economic growth through the joint forces of technology, entrepreneurship, and digital transformation.

Tech Ecosystem Archetypes

Assessment




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Development Agency

Tech Ecosystem Archetypes

	ICT Importer	Business Hub	Production Hub	Outsourcing Hub	Innovation Hub
Definition	Importer of ICT products & services	ICT commercial & trading center	Low-cost ICT products manufacturer	Value driven ICT service provider	Leaders in developing new tech & commercializing innovative solutions
Main Attributes	Basic ICT infrastructure Presence of commercial branches of ICT companies	Strategic regional position Highly developed mobility options Presence of both Regional HQ and commercial branches of ICT firms	Large & low-cost workforce Presence of manufacturing factories	Large population / int'l language proficiency Strong STEM education Presence of Service & Operation centers	Significant long-term investments Highly developed education system & tech capabilities Presence of Global ICT firms HQ and R&D centers Strong tech start-up ecosystem
Examples	Saudi Arabia Azerbaijan	UAE Turkiye	Mexico Thailand	Uzbekistan Ukraine	Israel South Korea Kazakhstan

Tech Ecosystem Archetypes Comparison

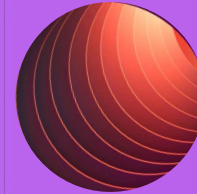
	Advantages	Disadvantages	Decision
Innovation Hub	High value creation by focusing on disruptive tech entrepreneurship and innovation in business models and technology.	High dependency on talent, culture, and historical distinctive traits.	Phase 2
Outsourcing Hub	Steady growth of tech talent.	A lot of skilled tech talent is needed. Tech talent that will start building products in 7-10 years.	Excluded
Business Hub	Attraction of business talent and foreign investments into the country. Increase in international reputation	No specific focus on tech innovation and value creation.	Phase 1 with a caveat of big focus on tech businesses.
	The most reasonable archetype for Azerbaijan currently is in the intersection of a Business Hub and an Innovation Hub . It makes sense to focus on creating a Tech Business Hub with a later transition into Innovation Hub .		

*ICT Importer is excluded due to no innovation element in it / Production Hub — lack of distinctive traits.

**ICT
Importer**



**Business
Hub**



**Innovation
Hub**

Healthy Innovation Ecosystem



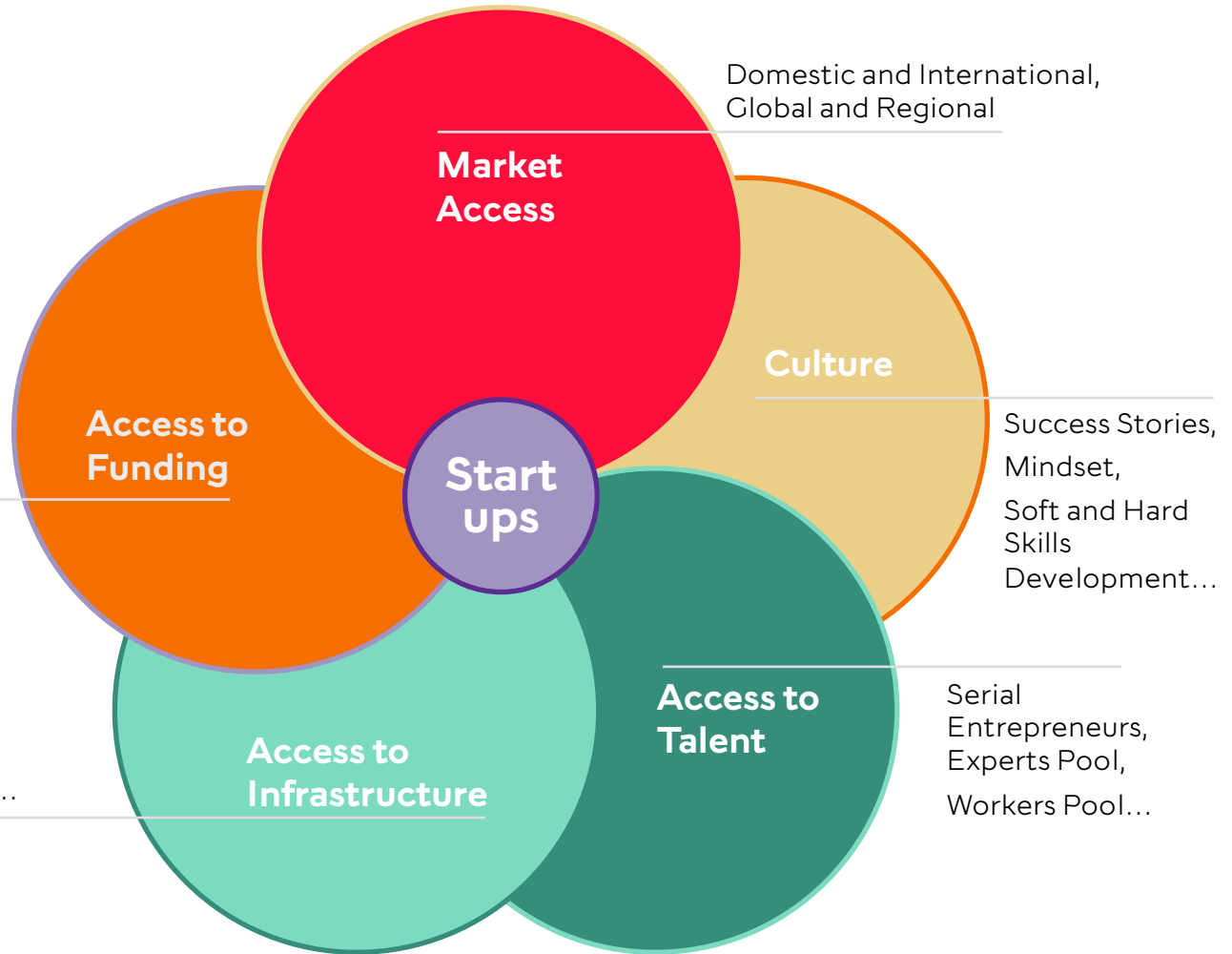
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Healthy Innovation Ecosystem

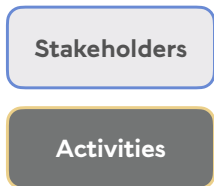


VC funds,
Business Angels,
Banks,
Grants...

Office Spaces,
Legislation,
Quality of Life...



Healthy Innovation Ecosystem

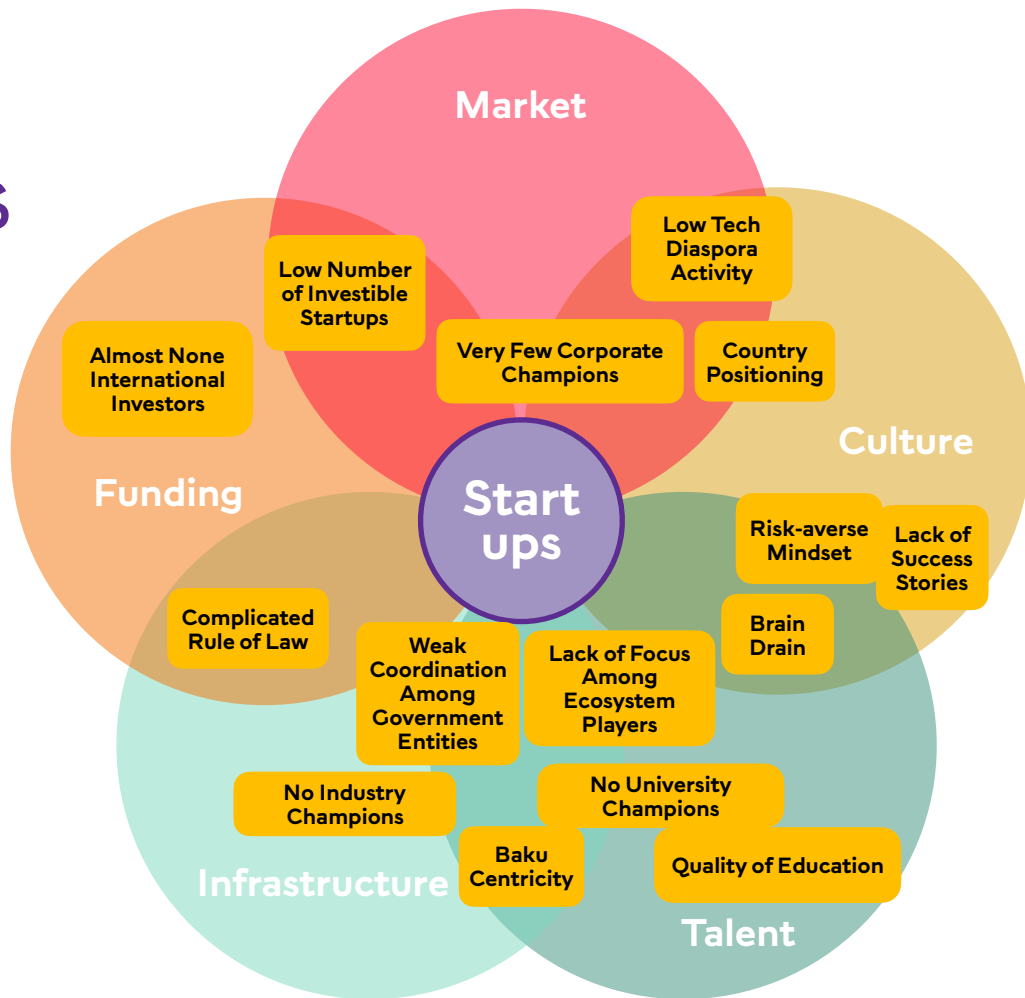


What's going on in Azerbaijan?



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Main Challenges



What's the plan?

Goals & Flagship
Projects



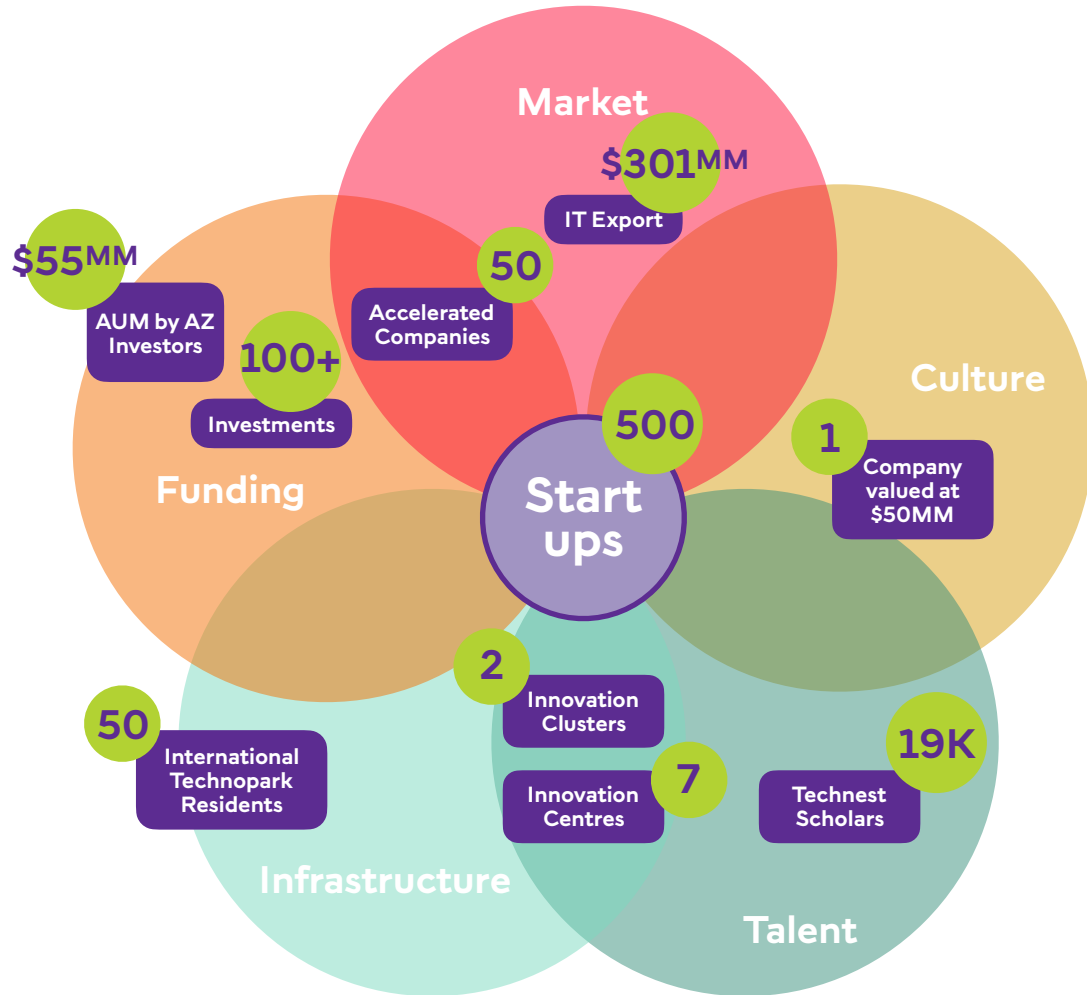
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Flagship Projects

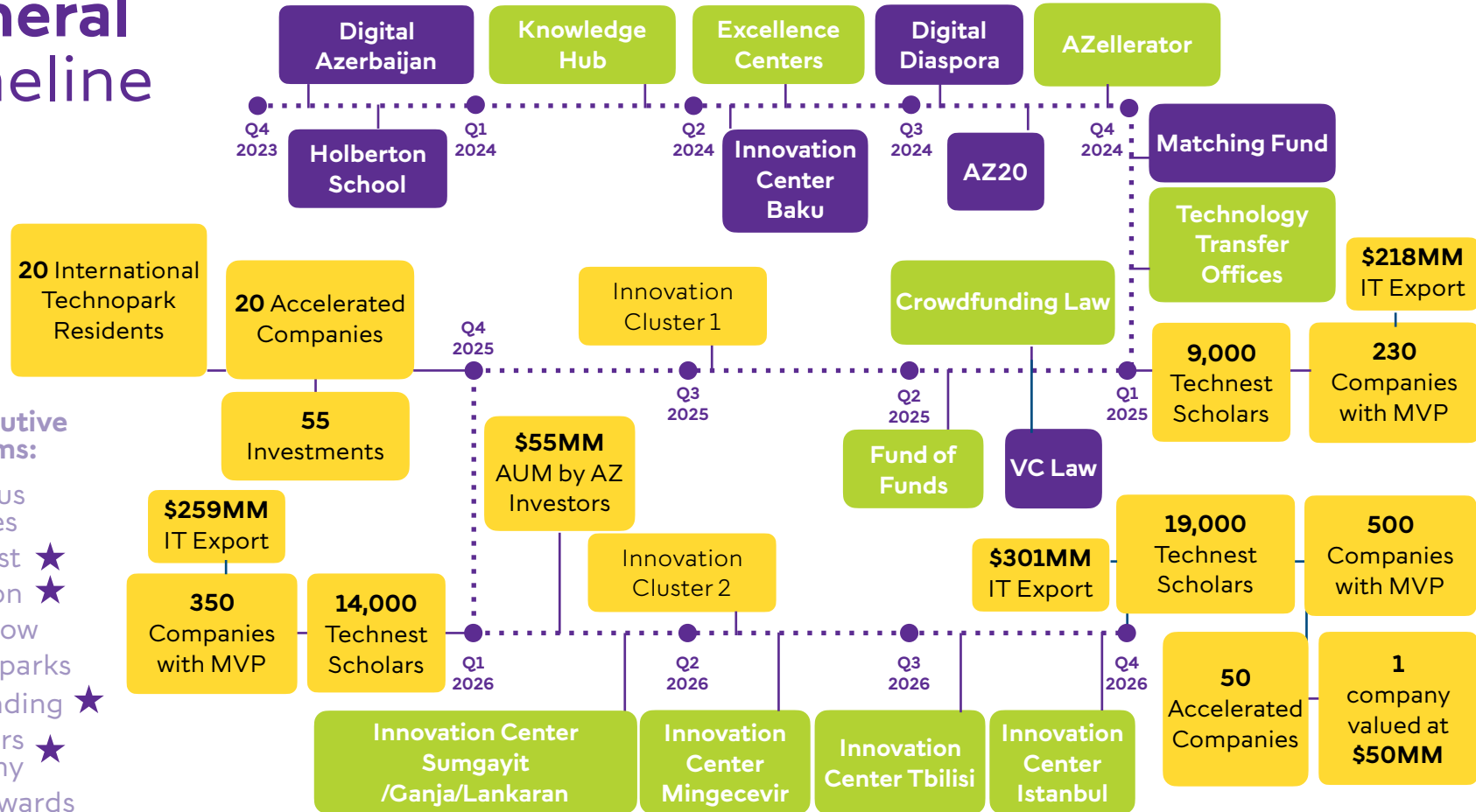
Priority project



Priority Goals (2026)



General Timeline



Consecutive programs:

- Caucasus Ventures
- Technest ★
- Technion ★
- Roadshow
- Technoparks
- Soft-landing ★
- Founders Academy ★
- IDDA Awards

* Numbers are TOTAL per country

What's the plan?

Agency
Transformation



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Our Agency Principles

Long-term Vision

We are ready to wait the results in a long-term perspective

Change Maker Role

Fulfilling the gaps of the innovation ecosystem by enabling/activating the key ecosystem stakeholders.

Results-oriented, & Transparency

Metrics-driven approach in work with ecosystem stakeholders to add value.

Transparent and equal approach to everyone.

Sustainability & Inclusivity

After fulfillments of the gaps, the innovation ecosystem should be able to sustain itself without active involvement of the governmental entities.

Accessibility

Being in constant contact with the ecosystem players and open to the feedback.

Working with Ecosystem Players



Clusterization

Match-making the ecosystem players to create industry technology clusters by connecting local and international innovation ecosystem: investors, universities, R&D, public or private entities, etc.

Knowledge Hub

Creation of standardized playbooks, how-to guides, templates, expert databases, and analytics of own and regional startup ecosystems dynamics.

Excellence Center

Train the trainers, workshops, trainings, internship programs for the employees of the local ecosystem players.

Co-financing

Co-finance the cost of innovation programs and initiatives up to 50% of the budget during the first year, up to 25% - year 2.

Thank you!

