Opportunities

Finland

Vietnam

Innovation

Innovation Partnership Programme
Finland
The Vietnam – Finland Innovation Partnership Programme (IPP) is an Official Development Assistance program financed jointly by the governments of Vietnam and Finland. IPP is in its second phase running through 2014-2018 with 11 million EUR budget. IPP aims to generate innovation-led development impact: a well-functioning innovation and startup ecosystem and deepened collaboration with foreign, particularly Finnish, partners.

The innovation and entrepreneurship ecosystem in Vietnam has expanded rapidly during the last years. IPP has been in an active role in promoting entrepreneurship and innovation in Vietnam and has successfully demonstrated how the development of the ecosystem can be supported in a comprehensive manner.

Since December 2014 to date, IPP has tested and piloted mechanisms for supporting high-impact entrepreneurship in a cross-cutting manner and on the different layers of the ecosystem – from the policy level and universities to ecosystem developers and startups themselves. These strategic interventions have led to remarkable improvements in Vietnam’s innovation and startup ecosystem.
Innovation Funding

Grants & soft support for innovative high growth companies and innovation ecosystem developers in Vietnam.

Partnerships for Innovation

Promoting partnership and networking activities for Vietnamese startup and innovation ecosystem. Co-organizing branded events for startup nationally and internationally.

Capacity Building & Institutional Development

2. Executive training on innovation management for Vietnam senior policy makers.

18 Innovative Companies - 1st Grant Phase 2015

05 High Growth Startups - 2nd Grant Phase 2016

04 Ecosystem Development Projects - 1st Grant Phase 2015

02 Later Stage Ecosystem Development Projects - 2nd Grant Phase 2016

10 Early Stage Ecosystem Development Projects - 2016 Grant

03 ecosystems, 3 universities, and 1 integrated projects - Final Grant 2017
Partnerships for Innovation

One of IPP's objectives is to develop partnerships and networking for increased ecosystem activities which contribute to the Vietnamese startup and innovation ecosystem. IPP has actively identified and worked with different partners and joined in different activities to bring those objectives into reality. IPP plays an important role in initiating, sponsoring and providing soft support for many startups related events such as Techfest, Da Nang Startup Fairs, HATCH! Fair, Startup Day 2016, SLUSH Finland and SLUSH Singapore Delegation.

IPP is supporting the implementation and adoption of a digital ecosystem solution for Vietnam’s Startup Ecosystem to enhance partnering, online information sharing, matchmaking, communication, benchmarking and more. The Digital Startup Ecosystem Solution (E-Platform) is made available to actors within Vietnam’s ecosystem with a solution to collaborate and achieve global mindset for connectivity with local and international innovation and startup networks.

Capacity Building and Institutional Development

IPP2 is offering Support for Vietnamese Universities and Other Educational Organisations in the development of their entrepreneurship and innovation training. The Core Curriculum on Entrepreneurship and Innovation, designed and developed by IPP and tested it in Training of Trainers (ToT) and IPP Innovation Accelerator (IAP) programs, forms the basis for our Vietnamese partners' training programs.

Our partnership with local universities is designed to bring the quality of current education curricula more in line with international standard. Partner universities are to gradually design and test their own Entrepreneurship and Innovation Curriculum. In addition, IPP provides support at the governmental level, enabling evidence-based policy discussion and high-ranking policy dialogue in the field of Startup Ecosystem. IPP contributes to enhancing the capacity of policymakers to implement policies supporting entrepreneurship and innovation.

Innovation Funding

IPP provides support consisting of connections, coaching and competitive co-financing grants for innovation activities in new innovative growth-minded companies and their supporting organizations. The goal is to further accelerate the impact on innovation and entrepreneurship ecosystem. In 2015, IPP has provided grants to 18 innovative companies and 4 ecosystem development team. In 2016, additional scale-up grants are provided to outstanding projects from 2015 and 10 new ecosystem development projects. In 2017, 07 projects receive IPP Final Grant including 03 ecosystem development projects, 03 university projects and 01 integrated projects (combination of the ecosystem and university ones).
IPP contributes to Vietnam’s rapidly developing enterprise ecosystem by supporting innovation—via grants—in companies with high growth potential.

From August 2015 to January 2016, 18 innovative companies and 4 ecosystem development teams received both financial and soft support to further develop their businesses. This included trainings, workshops and hand-on coaching as well as access to networks of advisors, experts and investors through the 2015 IPP Innovation Accelerator Program (IAP).

**Innovation Funding 2015 Portfolio**

*ABIVIN*

"Big data processing, analyzing and visualization"

*APPLANCER*

"Freelancer platform for mobile app outsourcing"

*Beeketing*

"Marketing automation apps for e-commerce websites"

*Entobel*

"Supplies a sustainable feed ingredient made from insects"

*ezHOTEL*

"Integrated solutions of hotel management, channel management, and booking management systems"

*GREEN LEAP*

"Smart garden devices to transform the primarily-rooftop landscape in the cities"

*Hamona*

"Innovative fair-trade raw drinking coconut: just plug straw and drink"

*HandiConnect*

"Developing products and services for people with mobility disabilities"

*INEXT TECHNOLOGY*

"Video consultation and digital management solution for health care services"

*KPIBSC*

"Platform for assisting companies with KPI strategic management"

*PLT*

"Cold gliding arc plasma jet for biomedical applications"

*S.E.N PLATFORM*

"Interactive online education platform"

*STITCH APPEAL*

"A fashion-tech company that offers custom designed and tailored women’s fashion"

*V-SYS*

"Easy-to-use tools for creating automation systems for home, farms, factories"

*Cit*

"Seeking and incubating startup ideas"

*Song Khoe*

"Supporting entrepreneurs during their early stages"

*FABLAB Saigon*

"Enabling invention by providing access to tools for digital fabrication"
2016 Scaling up Grant Phase 2 - 05 Companies

Among the 18 selected project teams in 2015, 5 have been selected to receive additional support in 2016 with phase 2 grant of up to EUR 100,000. These five outstanding company projects have demonstrated effective business model, team cohesiveness, a proven potential for fast growth and market expansion as well as adoption of an international business mindset. In addition, two ecosystem development projects with sufficient performance during eight months, strong commitment from a dedicated team and a highly scalable model for greater impact have been selected for further support.

ezCloud
The total solution for hotel management.

S.E.N. PLATFORM
Smart Education Now

Online platform makes teaching easier & better engages students with individualized instructions.

Beeketing
Marketing automation apps for e-commerce websites.

Hamona
Innovative fair-trade raw drinking coconut, just plug straw and drink.

Abivin
Bid data analytics and optimization for all.
2016 Scaling up Grant Phase 2 - 02 Systems

The additional grant is expected to accelerate these projects to reach faster growth and become showcases to promote Vietnamese startups’ visibility with the international community. Unselected projects in IPP2’s existing portfolio can still receive further support from the program such as participating in workshops and network access.

Fabricabs Vietnam

CONECH - fablabsaigon.org
NOBO - fablabhanoi.org
VENTI - gofablabs.net
USTH - usth.edu.vn

02 Later Stage Ecosystem Development Projects

Enabling invention by providing access to tools for digital fabrication.

Development of Danang Entrepreneurship and Innovation Ecosystem.

University of Danang - udn.vn

DISED - dised.vn

Danang Consortium

DNES - danangstartup.vn
10 Early stage ecosystem development projects - 2016

North region

Startup Launch Platform
Building a startup launch platform to support the startup ecosystem in Vietnam - by Hoa Lac Hi-tech Service Center, Vietnam - Japan University, and VNSE.

Network of Accredited Angel Investors - iAngel
Forming a community of over 80 angel investors in different fields, give them training and connect them with trained and qualified startups - by Capella, Hanoi Young Business Association and The Open House.

Enhancing capacity of Vietnam’s Startup Ecosystem
Developing a holistic set of processes and activities to develop the national startup ecosystem from multiple perspectives - by ITB-VCCI, SMEDF and VIAC.

Social Innovation Incubation Platform - SIIP
Online incubation platform for every social innovator want to find sufficient support to grow his or her initiatives - by CSIP, Habataku, and Hanoi University.

HATCH! Startup Incubator
Incubation program offers a hybrid incubating model with initial seed-fund and in-house experts to shape the startup businesses - by Alpine, Viet Youth Entrepreneurs, and Augmented Ventures.
10 Early stage ecosystem development projects - 2016

Central & South region

Startup Ecosystem & Innovation System in Thua Thien Hue
by CoPlus, Hue Industrial College, and Hue Department of Planning & Investment.

SIMVA Incubation
Incubation for small- and medium-sized enterprises in Vietnam, Mekong and ASEAN region - by CTBI-CTU, ATNM, and SBI.

Incubator for Innovative Mechanical Engineering Startups
by VCCI-HCM; Hoa Sen College & The Alliance of Innovative Mechanical Engineering Enterprises

Catapult Accelerator
Accelerator program to prepare future batches of Vietnamese start-ups for international launch with tailor-made support coupled with parallel activities in investors’ attraction, education and qualification, by Dai Khanh, Finnsea, Wedidit Solutions, and Nodeon.

Mekong Delta & Cantho’s startup and entrepreneurial innovation network
by ETM Partners, MekongProsale Greenland, Can Tho Business Association

Khởi nghiệp Mekong Delta

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Training of Trainers 1

12 INNOVATION CONSULTANTS

IPP’s Training of Trainers Program 1 (ToTI) aims to create the source of innovation and entrepreneurship expertise for Vietnam’s startup ecosystem. The 12 participants who come from both public and private sectors backgrounds with a variety of international experience. Upon completion of 2-month intensive training and 6-month coaching practice for companies/systems within IPP’s portfolio, they were awarded with Innovation and Entrepreneurship Consultant Certificates in January 2016. They are now working as agents of change within Vietnam’s ecosystem.
Training of Trainers 2

11 UNIVERSITIES AND 33 INNOVATION & ENTREPRENEURSHIP LECTURERS

IPP's Training of Trainers Program 2 (ToT2) aims to build capacity for higher education institutions in Vietnam and strengthen the role of higher education in the innovation and entrepreneurship ecosystem by supplying high quality human resources for business sectors, contributing to innovative thinking, creating and diffusing entrepreneurial and innovation culture in Vietnam.

Among 11 universities in ToT2 programs, three are from the Northern region (Hanoi), four are from the Southern region (Ho Chi Minh city) and the other four universities are from Central region (Da Nang, Hue, Nha Trang, Da Lat).

33 lecturers graduated from ToT2 program now become core innovation and entrepreneurship champions in Vietnam's higher education system.
Moments
Vietnam