

### OBJECTIVES FOR THE BOOTCAMP

- Learn about the market opportunities in the seven BSR countries
- Choose a target market and get an accelerated understanding in your product-market fit for that specific market
- Learn about customer understanding, growth hacking, investment pitching from experiences mentors such as Pawel Bochniarz from MIT Entrepreneurship Forum Poland and Marta Matisonne from Latvian Business Angels Network
- Get access to potential investor, customers, test-beds or other valuable networks or infrastructure in your chosen market through the partner's network
- Peer-to-peer learning from other smart-mobility related companies
- Develop a roadmap for market validation, that once completed will be your step-by-step guide to market introduction

### BOOTCAMP SCHEDULE (preliminary, there can still be changes)

#### DAY of arrival 9/9

19:00 Voluntary drinks at open air bar «Egle», **Kalkū 1a**

#### DAY 1 10/9

8:30 Registration and coffee  
9:00 Welcome  
9:15 Team's introductions  
9:30 **MODULE 1:** Baltic sea region as a market for consumer cleantech  
12:00 Lunch  
13:00 **MODULE 2:** Customer understanding  
14:00 Coffee  
14:45 **MODULE 3:** Growth hacking  
17:30 Networking dinner at "Drifta Halle", **Mūkusalas 49k-6**

#### DAY2 11/9

8:30 Coffee  
9:00 Reflection session  
9:30 **MODULE 4:** Investment pitch crowdfunding  
12:00 Lunch  
13:00 Photo and video session  
13:30 **MODULE 5:** Roadmap entry  
14:50 Coffee  
15:00 Teams present roadmaps  
16:00 Next steps & wrap up  
19:00 Voluntary drinks

#### 12/9 Startup Day

"Teikums", **Custas**



## Bootcamp Riga in a nutshell

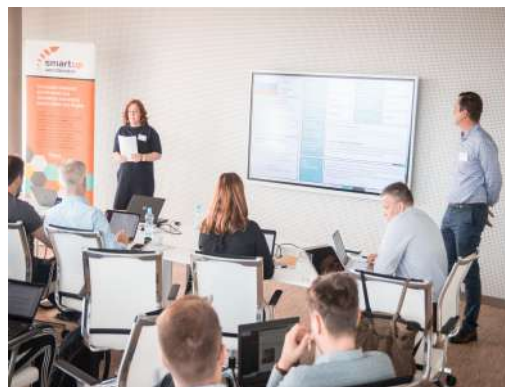


10-11.09.2019,  
Riga





10.09.2019





# 11.09.2019

