



EUROPEAN UNION
EUROPEAN REGIONAL DEVELOPMENT FUND



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Startup	S1 smart homes	S2 smart mobility	S3 smart homes	S4 smart homes	S5 smart mobility	S6 smart homes	S7 smart mobility	S8 smart mobility	S9 smart homes
IV. Business development									
Market and customers									
24. Describe the biggest barriers for business activity in your country (1-5) e.g. lack of idea, lack of previous experience in running a company, lack of financial support, weak institutional support, complex legislative rules, other	Weak institutional support that helps deafblind people to be socially active, lack of financial support	Complex legislative rules, lack of financial support	Lack of financial support, poor governance	Complex legislative rules, lack or previous experience in new technology introduction, lack of financial support	Weak institutional support, lack of financial support	Weak institutional support, lack of financial support of R&D	Weak institutional support, lack of financial support	Weak technological level and institutional support	Weak institutional support, complex legislative rules (especially concerning certification)
25. Have any elements of support system and/or other companies helped you to reach to and/or win customers? Which exactly?	Yes, knowledge exchange and partnership	Partnership with a producer of contactless sensors	Innovation Promotion Fund	Yes, networking, knowledge exchange, partnership	No	No	No	No	No
26. How would you estimate the level of your market share?	0%	Less than 1%	0%	Less than 1%	0%	0%	About 5%	Less than 3%	Less than 5%
27. Do you cooperate with foreign companies?	Yes	No	No	Yes	No	No	No	Yes	No
28. How does your	e.g. quality	Quality of a	e.g. quality	Quality of	Quality of	Quality of	Low fee,	Technology,	Technology,



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you in building your own business network?	(customers) b. support institutions	(customers) b. support institutions	(customers) b. support institutions	(customers) b. support institutions	(customers)	(customers) b. support institutions	(customers) b. support institutions	(customers) b.support institutions	(customers) b. support institutions
32. Who and why do you cooperate most often with? (institution, university, enterprises, other organizations)	Consulting (marketing, networking)	Business incubator Why? Get consulting support and interesting ideas in different spheres (marketing, finance, sales, networking, etc)	Business incubator, Innovation Promotion Fund Why? Necessity in financial support, promotion and documents preparation	Business incubator Why? Get consulting help and interesting ideas in different spheres (marketing, finance, sales, networking, etc)	Business incubator Why? Support with networking	Business incubator Why? Low fees, qualitative support with networking	Business incubator Why? Low fees, territorial proximity	Business incubator Help in promotion, networking	Business incubator Why? Help in promotion and networking
33. Do you participate in any entrepreneurial events?	Yes What kind of events? Presentation sessions and forums Why? Searching for potential partners	Yes What kind of events? Seminars, presentation sessions, forums, etc Why? Networking, searching for new customers	Yes What kind of events? Seminars, presentation sessions, forums, etc Why? Networking, promotion, searching for financial	Yes What kind of events? Seminars, presentation sessions, forums, etc Why? Networking, searching for new customers	Yes What kind of events? Seminars, presentation sessions, forums, etc Why? Networking, promotion	Yes What kind of events? Seminars, presentation sessions, forums, etc Why? Networking, promotion	Yes What kind of events? Seminars, presentation sessions, forums, etc Why? Networking, promotion	Yes What kind of events? Presentation sessions and forums Why? Searching for potential customers and partners	Yes What kind of events? Presentation sessions and forums Why? Searching for potential customers, partners, investors



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			support						
34. Have you participated in any kind of acceleration programmes	Yes What were the results? Accelerator helped to find people who shared their ideas about business model, company setting up and connection with potential partners in foreign country	No Why? Lack of time	No Why? We are concentrated on the development of a product	No Why? Accelerator that offered us to join did not give an opportunity to interact with specialties from industrial companies in petroleum, timber, chemical industries	No Why? It did not make sense for us	No Why? We are concentrated on clinical trials and searching investors	No Why? We have not found any useful support from acceleration programmes so far	No Why? We did not find any sense to participate	No Why? It seems it does not make sense for us
35. What would your expectations be from a SmartUp Accelerator?	It would be great to communicate with representatives of funds for deafblind people and potential	To find financial support or strategic investor	It would be great to find clients and a support with financial support and certification	We would like to have an opportunity to collaborate with industrial companies	Networking and promotion might be useful	It would be good to find investors and medical centers for medical trials	Support with finding clients and partners (for instance, mobile operators)	Connection with potential partners and customers in BSR region (for instance, Volvo, Nokian, etc.)	It would be helpful to present our project to potential investors in BSR region and connect with



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	partners in BSR (distributors, certification companies, etc.)			that might be interested in green technologies					potential customers there
36. Would you prefer SmartUp Accelerator to offer its services requiring: a. physical presence in a chosen country, for a given period of time (e.g. one month workshops)	c. both physical and virtual model (e.g. with workshop sessions in co-works plus on-line consulting)	c. both physical and virtual model (e.g. with workshop sessions in co-works plus on-line consulting)	c. both physical and virtual model (e.g. with workshop sessions in co-works plus on-line consulting)	a. physical presence in a chosen country, for a given period of time (e.g. one month workshops)	c.both physical and virtual model (e.g. with workshop sessions in co-works plus on-line consulting)	c. both physical and virtual model (e.g. with workshop sessions in co-works plus on-line consulting)	c. both physical and virtual model (e.g. with workshop sessions in co-works plus on-line consulting)	c.both physical and virtual model (e.g. with workshop sessions in co-works plus on-line consulting)	a. physical presence in a chosen country, for a given period of time (e.g. one month workshops)