

Not just Skype: Estonia as a Start-Up Country

Lecture 4 of course 'The innovative Estonia'

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- Most start-ups per capita (?)
- \$65 million of investments in first six months of 2015

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Skype – the ‘Estonian Nokia’

- A team of Estonian coders
- Kazaa – P2P file sharing
- Skype – 2003
- Sold to eBay in 2005 (\$2.6 bn)
- Acquired by Microsoft in 2011 for \$8.5 bn



TransferWise

- money
- 2011
- Unicorn



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Successful exits

- Modesat
- FitsMe -
Virtual Fitting
Room
- GrabCad –
collaborative
working tool
for engineers,
ca \$100 M



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Projects

- Fortumo – mobile payments
- Pocopay – mobile banking
- GuardTime – cyber-security provider
- Signwise – eSignature and authentication
- ZeroTurnaround – Java development tools
- Erply – online point-of-sale and retail software system

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More projects



Click & Grow



Starship – local delivery robot

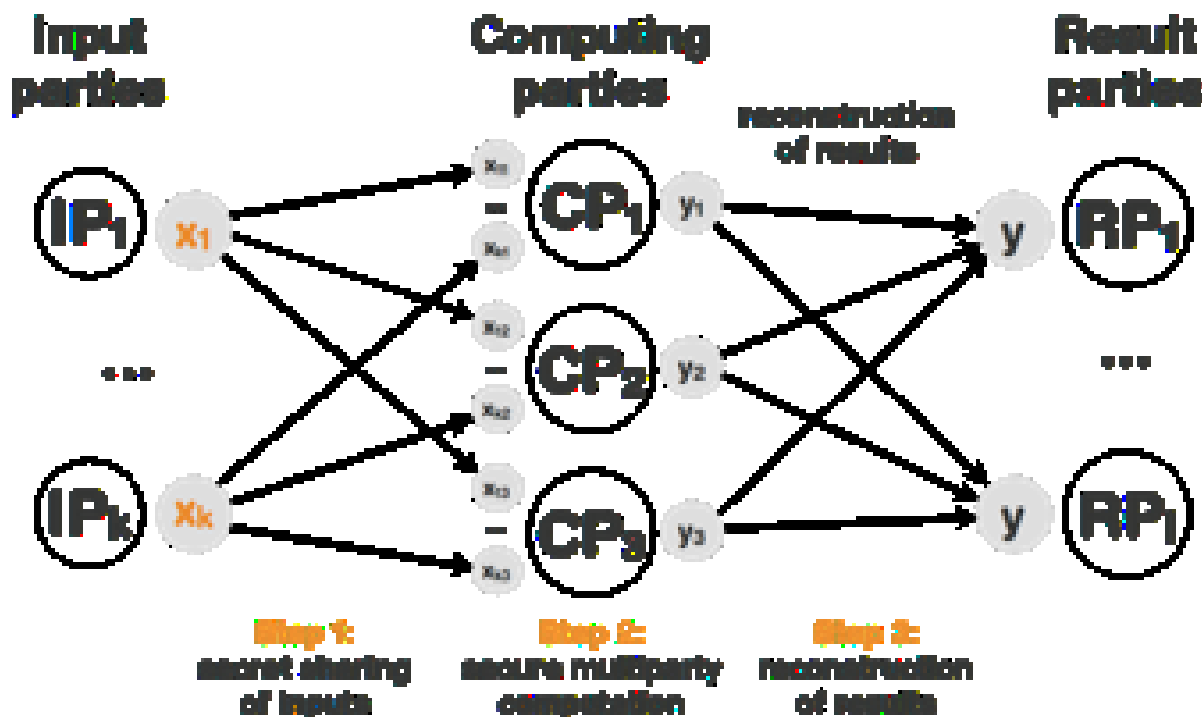
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Sharemind

- Allows computing encrypted data

the sharemind model



Even more projects

- Lingvist – language learning
- Tsolutions – bus tickets
- Jobbatical - connecting talent to employers for short term gigs
- Fleep – business messenger
- VitalFields – farm management software
- Planet OS – big data managements
- Skeleton - supercapacitors
- Taxify – taxi sevice

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Support structure

- Incubators and startup accelerators
- Angel investors
- Garage48 – startup hackathon
 - MSQRD (€100 M Facebook deal)
- Ajujaht – prime-time TV show, competition of business ideas

