



SOFT
LANDING

for
Your
business
in Estonia!

Tehnopol



ESA

*Business Support and
Credit Management Foundation*

Tehnopol & ESA: your gateways to Estonia

Estonia is a good place for a proof of concept for your new services or products, be it your R&D activities or creative business. Establishing a company in Estonia takes just half an hour. You'll also have convenient access to neighboring markets like Russia, Scandinavia and Baltic countries.

Tallinn Science Park Tehnopol and ESA Tallinn Business Incubators are all here to be your helpful expert in entering the networks and getting all the activities done easily and quickly. Tallinn Science Park Tehnopol provides gateway for your technology based business. ESA Tallinn Business Incubators provides gateway for creative sector or other businesses.

We help to:

- contact Estonian networks that are relevant for your business
- accommodate your business according to your needs
- find personnel for your business
- deal with business procedures and legal matters

About Tehnopol

Tehnopol is a science and business environment for knowledge based companies. Today there are more than 150 companies, Tallinn University of Technology and IT College in Tehnopol.

Tehnopol provides a unique set of value adding business development services, convenient infrastructure and international cooperation opportunities for companies.

Tehnopol has:

- 157 technology based companies (incl. Skype, Fujitsu Services);
- 9.5 hectares of territory for business and leisure time facilities;
- about 34,000 m² of office and R&D space;
- a well-developed set of business services for tenant companies;
- largest business incubator for start-ups in Estonia;
- 12,000 students and over 1,300 researchers nearby;
- 5 active science development centers.

For more information please visit www.tehnopol.ee or contact:

Mr Jaanus Martti Kangur
Ph. +372 4800212
E-mail: jaanus.kangur@tehnopol.ee

About ESA Tallinn Business Incubators

Business Support and Credit Management Foundation (Estonian acronym ESA) helps to grow new businesses in Tallinn area. ESA's mission is to increase the competitiveness of young enterprises and minimize their start-up risks. To achieve this goal ESA offers a wide range of consulting, training and soft-landing services plus a quality working environment for every new business. ESA also provides access to different financing sources and start-up networks in Estonia and abroad.

ESA Creative Incubator is the 2nd place winner of the Best Science Based Incubator 2010 award, organized by The Technoplicity Network and the Centre for Strategy and Evaluation Services (CSES).

ESA Business Incubators have:

- two general incubators: Ülemiste Business Incubator and Kopli Business Incubator
- Creative Incubator, targeting creative industries' start-ups
- over 60 contractual clients (as of late 2010)
- ca 2400 m² of office and studio/workshop facilities
- skilled and experienced incubators' management team providing assistance, business advice and mentoring throughout the incubation process

For more information please visit www.esa.ee or contact:

Mr Mart Brauer
Ph: +372 604 0631
E-mail: mart@esa.ee

Get started in Estonia

We have developed unique service packages in order to provide most convenient soft-landing for foreign companies onto Estonian market.

1. Exploring Estonia

30 EUR package includes:	Amount
Market entry consultations, initial partner search, etc	First contact before travelling (1h FREE) and help on spot up to 3h
Working place with internet access	4h on site
Seminar rooms	2h on site
Additionally for 140 EUR/week:	
Accommodation	5 nights
City map and public transport card	
Local pre-paid mobile card	

2. Starting in Estonia – virtual office

70 EUR package includes:	Amount
Coaching: starting a company, choosing experts, personnel, partners, etc	4h
Access to the local networks, networking events	
Address and postbox	
Meeting and seminar rooms	8h
Working place with internet access	40h
Additionally for 260 EUR:	
Local pre-paid mobile card	
Accommodation	10 nights
City map, public transport card	10 days

3. Starting in Estonia with office

60 EUR/month package includes:	Amount
Coaching: starting a company, choosing experts, personnel, partners, etc	4h
Access to the local networks, networking events	
Address and postbox	
Meeting and seminar rooms	8h
Additionally for 370 EUR:	
Local pre-paid mobile card	
Accommodation	30 nights
City map, public transport card	30 days
Rent of your own office:	7-10 EUR sqm

About Estonia

Estonia is a country located at the heart of the Baltic Sea Region - Europe's fastest-growing market of more than 90 million people. It is a country described by political and economic stability, accessibility, ease and low cost of doing business and investor equality.

Since joining the European Union and NATO in 2004, Estonia has experienced phenomenal economic growth.

Estonia is accessible, both from a logistical and social point of view - Tallinn is within 3 hours flight from major European capitals and the power distance is very low. Also, as a front-runner in applying modern IT solutions, communications technology makes distances in Estonia irrelevant.

Estonia is ranked among the top 25 out of all countries in the Ease of Doing Business index by The World Bank Group. Estonian business life has largely reoriented from the east to the west and today, the business regulation is less rigid than in the neighboring Nordic countries.

Foreign investors have played a decisive role in building the Estonian economy. Estonia has not based its attraction of FDI on specially designed support schemes but it is our favorable business environment that makes the difference.

This is a country with an exceptional business environment that has allowed highly successful companies like Skype (www.skype.com), Playtech (www.playtech.com), Swedbank (www.swedbank.com), Ericsson (www.ericsson.com), Tallink Group (www.tallink.com), ABB (www.abb.com), Elcoteq (www.elcoteq.com) and others to flourish.



ESTONIA [es'təʊniə]

(Estonian: *Eesti*), officially the Republic of Estonia (Estonian: *Eesti Vabariik*), is a state in the Baltic Region of Northern Europe. It is bordered to the north by the Gulf of Finland, to the west by the Baltic Sea, to the south by Latvia (343 km), and to the east by the Russian Federation (338.6 km).^[8] The territory of Estonia covers 45,227 km² (17,462 sq mi) and is influenced by a temperate seasonal climate.

