

WB6 CIF REGIONAL COOPERATION PROGRAM

FOR IT START-UPS

Western Balkans Six Chamber Investment Forum (WB6 CIF) selected 30 small companies (start-ups) from WB6 region that will participate in the regional cooperation program.

This program will be organized as a side event during the 4th Western Balkans Digital Summit 2021 which will be held in hybrid form through online sessions and high-level meetings in Podgorica, Montenegro from October 11th until October 13th 2021. This event is bringing together representatives from governments, businesses, regional organizations, CSOs, academia and youth with the goal to set up a digital platform for exchanging of ideas and proposals.

With the support of the European Commission selected legal entities from the WB6 region will have the chance to participate in a tailor-made program in Podgorica, free of charge.



AGENDA

Day 1 - Monday, October 11th 2021

by 14:00h - arrival of all participants and check in ([Hilton Hotel, Podgorica](#))

15:00 - 17:00 WB6 CIF welcome address and joint lunch ([Hilton Hotel, Podgorica](#))

17:30 – 19:00 Workshop 1 ([Digitalna fabrika Hub, Podgorica](#))

Lecture in the form of interview led by moderator **Milos Djurkovic**

Thematic area: Example of successful IT start-up

Title: Start-up Life Cycle – from idea to maturity

Topics:

- Stages of Start-up life cycle – Idea, start, growth, establishment, expansion, maturity, exit
- Time and money management, barriers to break, finding sources of financing, partnership, improvement and productivity, new markets and consumer types, reaching stability

Lecturer: **Ivan Ralić**, CEO and Co-founder of Teodesk

Discussion

Q&A session with participants

19:00 – 19:45 Networking event (*hosted by [Digitalna fabrika Hub, Podgorica](#)*)

20:00 – 23:00 Joint dinner of all participants ([Restaurant Pod Volat, Podgorica](#))

End of Day 1



Day 2 - Tuesday, October 12th 2021

10:00 – 11:30 Panel discussion “Financing opportunities – main pillar for building successful start-up ecosystem” ([Music Centre Montenegro](#), live streamed)

led by moderator Milos Djurkovic, Managing Partner in AMROP Serbia, investor, Executive Advisor, Mentor

Thematic area: Support to start-up ecosystem

Topics:

- Funding possibilities from venture capital firms, loans, angel investors, grants and accelerator programs to 3Fs – Friends, family and fools

Panelists:

- **Nebojša Bjelotomic**, CEO of Digital Serbia Initiative
- **Natali Devic**, CSO at Telekom Serbia
- **Vesna Ivanoska**, Program Manager at Seavus Accelerator
- **Rade Rakocevic**, Owner and CEO of Senzal Capital
- **Arjan Ymeri**, Executive Director, Oficina Innovation Hub

Q&A session with participants

12:00 – 13:30 Smart Business Tools and Solutions for Western Balkan companies

([Music Centre Montenegro](#), live streamed)

- „WB6 CIF Market Access and Market Intelligence Database and TA for companies related to digital transformation“ – WB6 CIF, Secretary General Tatjana Shterjova Dushkovska, PhD
- “Regional Business Register for WB and other EBRD supported e-Government initiatives relevant for the investment climate in the Region”, EBRD, principal counsellor Jelena Cirkovic
- “Common Regional Market: what, how and when for the IT industry”, CEFTA, Senior Expert for trade in services Zdravko Ilic
- „Digital Chamber” – Foreign Trade Chamber of Bosnia and Herzegovina, Vice President Vjekoslav Vukovic, PhD
- “Electronic Issuing of Certificates”- Economic Chamber of North Macedonia, Executive Director Antoni Peshev
- “Achievements of Digital Transformation Centre” – Chamber of Commerce and Industry of Serbia, Centre for Digital Transformation, Filip Mrdak



14:00 - 16:00 Joint working lunch of all participants and panelists ([Restaurant "100 manira", Podgorica](#))

18:00 - 19:30 Workshop 2 ([Hilton Hotel, Podgorica](#))

Lecture in the form of interview led by moderator Milos Djurkovic

Thematic area: Learning from mistakes of others

Title: Start-up Life without filters

Topics:

- Common mistakes, bad decisions, wrong partnerships

Lecturer: **Mladen Jovanović**, Head of Data Science at Enetel Solutions and
Erion Nako, Country Manager at Software Development Academy Albania

Discussion

Q&A session with participants

20:00 – 23:00 Joint farewell dinner of all participants ([Restaurant Porto, Podgorica](#))

End of Day 2

Day 3 - Wednesday, October 13th 2021

by 11:00h – check out and departure of all participants

