

## Start-Up Chile

**ST>RT-UP**  
CHILE

**Published On:** 10 June 2014

**Organisation:** Start-Up Chile

**Country:** Chile

**Level of government:** Central government

**Sector:** Economic affairs

**Type:** Financial Resources

**Launched in:** 2010

**Overall development time:**

6 months

**Link to the innovation's website**

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# Description

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Start-Up Chile is a program of the Chilean government to attract world-class, early stage entrepreneurs to start their business in Chile. Start-Up Chile attracts startups from all over the world and helps them set up their businesses in Santiago, providing them with USD 40 000 and a one-year working visa. This program contributes to improve Chilean human capital in innovation and entrepreneurship, and to also create a critical mass for early stage investments.

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## Why the innovation was developed

External changes made this innovation possible. Chile has become a solid but tiny economy, and both government officials and people have realised that the country needs to move forward and reduce dependency on natural resources. Start-Up Chile noticed that many startups are being kicked out of other countries because of Visa and Immigration issues; the team saw this as an opportunity. The team decided to create a government-sponsored program that would attract early stage globally-minded entrepreneurs, so they start their businesses in Chile. Office space, USD 40 000 equity free and a visa for one year is provided.

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## Objectives

Improve effectiveness, Support economic growth

Develop innovative ecosystems and create an entrepreneurial hub in Chile.

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## Main beneficiaries

Businesses, Government bodies, Government staff

- Early stage startups and their teams with Chilean or international background.
  - Chilean investors who would like to invest in Chilean startups.
  - Chilean entrepreneurs who can participate in public events and activities of Start-Up Chile.
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## Existing similar practices

### Start-Up Britain, Start-Up America

In other countries' public administrations

British government, American government, Brazilian government and others

They provided economic help and the environment for startups, but they are not open to talent coming from countries other than their own.

<http://www.s.co/>

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# Results

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## Service quality

### Accessibility:

Reduction of paperwork for entrepreneurs.

### Responsiveness:

Adjustment of grant programs to the needs of entrepreneurs.

### Reliability:

Meet the established time frame of the process.

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## User satisfaction

More people considering entrepreneurship as an option.

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## Evaluation

- Operational evaluations are continuous and done periodically.
- Larger evaluations are to be made after more cohorts of entrepreneurs end the program.
- Data is gathered and several universities (global and local) are monitoring the results.

# Development

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## Design

Nicolás Shea is a Chilean entrepreneur who had the vision for Start-Up Chile. He became advisor for the Economy minister on 2010 and his idea had great reception.

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## Testing

- Design of a trial program with specific goals to fund 300 startups in the first year.
  - Feedback from users and other actors was integrated.
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## Implementation

### Tools used:

- Assure the impact of startups on Chilean society.
- Fill all 300 open spaces with entrepreneurs coming to Chile.
- Design of a mentorship program.

### Resources used:

- USD 40 000 per funded startup.
  - USD 3 000 of operational costs per startup.
  - Mentorship hours.
  - Communications support.
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## Challenges and solutions

- Attracting foreign startups was a challenge. We developed a strong communications strategy, where press was the main tool to spread the word about the program.
  - Making sure all startups got a visa was another challenge. The support of the Ministry of Foreign Relations and the consulates was crucial.
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## Partnerships

**Ministry of Economics, Foreign Affairs, Budget Office, Immigration Service, Regional governments**

Other Public Sector

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### Local companies and business associations

Private sector

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### Kaufmann Foundation

Civil Society

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# Lessons Learned

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## Lessons Learned

- Communicate quickly all the steps of internal processes and the challenges your organisation can be going through at a specific time.
  - Stress transparency on all steps of the program.
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## Conditions for success

It is key to make sure that all the governmental ties can be loosened up so the program's staff can move faster.

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## Other information

It is critical to assume that new policies and programs have to be built with the users. For example, StartUp Chile has continuous feedback sessions with entrepreneurs to re-assess potential changes.

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