



## Annex I – Acceleration Program

# Enterpreneurship

## ENTREPRENEURSHIP

### Acceleration Program

**We support startups, through mentorship and capacitation, to create a B2G (*Business to Government*) model.**

**We select up to 30 startups per batch, and choose 3 (three) winners to implemente their solutions for free in municipalities.**

## IN 2019, WE WILL WORK IN THREE MAIN AREAS

**Smart  
Cities &  
Urban  
Techs**

**Efficiency  
in the  
Public  
Sector**

**Education  
for  
entreprene  
urship**

# HOW WE WORK

USER  
EXPERIENCE

Understanding how the product apply to government.

LEGISLATION

Understanding how to sell to government

IMPACT

Understanding how to create and measure impact

WORKSHOPS



MENTORSHIP

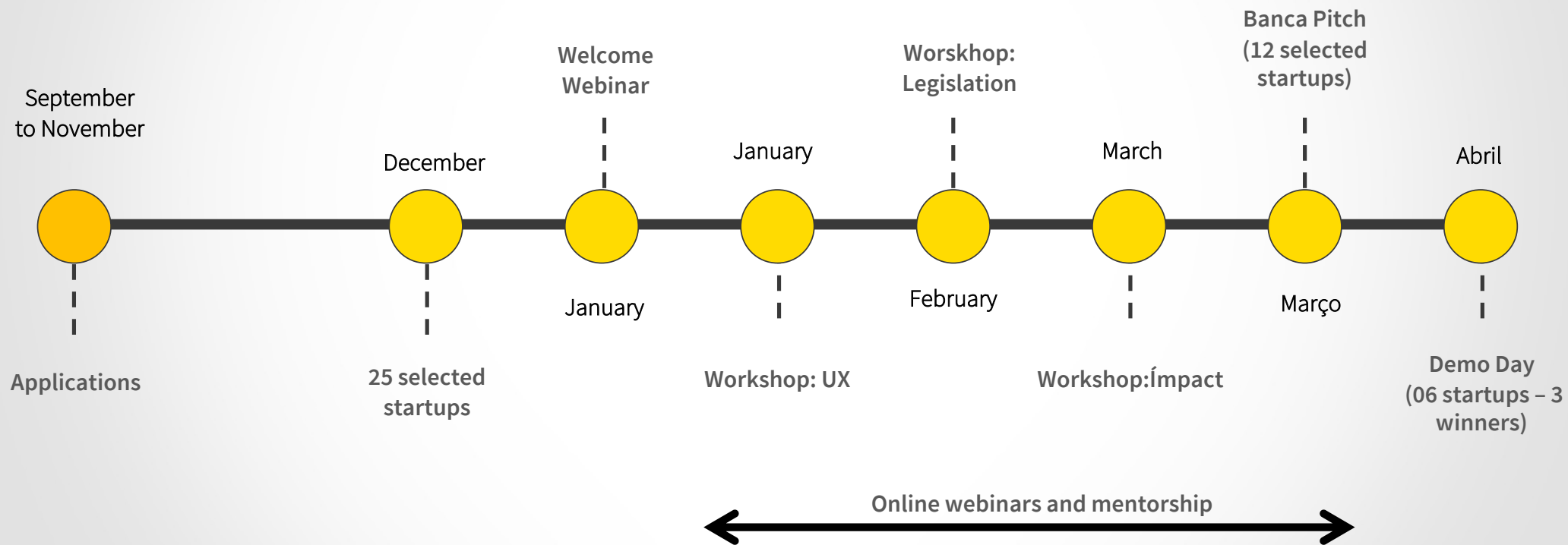
ONLINE WEBINARS

MEETING WITH PUBLIC  
MANAGERS

“FIELD DAYS” IN SECRETARIES

ONLINE MEETINGS

# TIMETABLE



## RESULTS



**+ 650**  
**startups**  
**interested in the**  
**program**



**55**  
**accelerated**



**14**  
**solutions in**  
**States and**  
**Municipalities**

## OUR IMPACT

	BEFORE	AFTER	
Entrepreneurs who fell more ready to negotiate with <b>investors</b>	7,0	8,2	↑
Entrepreneurs who fell more ready to negotiate with <b>government</b>	6,5	8,3	↑
Entrepreneurs who fell more ready sell to the 5,000 municipalities in Brazil	6,7	7,3	↑

\*Entrepreneurs answered to the questions: "From 0 to 10, how ready you are to(...)" before and after acceleration.