

European Activities Specific to Web Entrepreneurs

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The report represents the view of the author and do not necessarily reflect the view of the European Commission.

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Executive Summary

This report covers a broad range of activities and resources aimed at Web entrepreneurs within the European Union.

Where relevant, geographic maps have been provided at the end of chapters to provide a visual reference. However, in cases where the majority of resources listed are online or EU-wide, a map has not been included.

It should be noted that although every effort has been made to ensure that the information is complete, new activities are emerging all the time in this fast-moving sector.

The report shows that Europe has a healthy and growing accelerator scene, with some brands, such as Startupbootcamp and Founder Institute expanding to multiple locations, leading to competition in cities such as Amsterdam and London.

Although startups (note that in general, Web entrepreneurs tend to refer to their companies as 'startups' as opposed to 'start-ups' – a subtle difference in spelling but one that it's worth observing as it is the spelling generally used in technology blogs, at major technology events and the like) themselves are active across the EU, everywhere from large cities to small villages, a number of major hubs are emerging. The most notable of these are London, Dublin and Berlin, with 'secondary hubs' (a term created for this report) spread across the Union.

The report lists a wide range of sources of funding for Web entrepreneurs. These include accelerators, venture capital funds, seed-stage investors, crowd funding (raising funds online from members of the public) and innovation programmes. While provision of these types of funding is largely growing healthily alongside the sector itself, there is more work that innovation programmes could do to speak the language of Web entrepreneurs and reach out to them.

Major EU technology conferences are mapped out in the report. Many smaller events also take place across the Union – far too many to list – but the most important in terms of either influence or size have been included.

Online resources aimed at Web entrepreneurs are listed, although seeking these out is difficult as no central directory is available for them, and new resources are started and abandoned regularly.

Finally, the report details the emergence of political lobbying groups reflecting the views of Web entrepreneurs. Although there are few true organisations here as yet, movements such as 'Les Pigeons' in France show that Web entrepreneurs aren't afraid to use their voices to lobby for change to political policies that could affect them adversely.

Accelerators

Accelerator programmes are designed to significantly boost Internet startups' readiness for the market, using a mixture of mentorship and seed capital investment.

Accelerator programmes have grown in popularity over the past three years in Europe, following the success of schemes like Y Combinator and TechStars in the USA. There are now a number of established accelerator 'brands' operating multiple programmes across the EU, along with many individual examples, too.

These programmes take a number of different approaches, the main examples of which are outlined below. While there are often small differences between individual programmes, these are the core models used by accelerators operating in the EU. For the purpose of this report, they have been labeled A, B and C.

A: 'Y Combinator' model: Based on the process used by the Y Combinator accelerator in Silicon Valley. An intense period of incubation (often for three months) in which a group of startups is selected to take part, working in the same location, with mentorship from a range of different experts. At the end of this period, there is an investor day (or sometimes multiple days in different locations), in which seed-stage investors and venture capitalists get a chance to meet the teams and have an opportunity to offer further funding. This type of program tends to offer teams that take part between €12,000 and €30,000, largely to cover living costs while the programme takes place. They tend to take an equity stake in each company in return; usually between 6 and 10 per cent, although this varies depending on the accelerator in question. Although usually privately funded, public money is sometimes either invested in startups or used to facilitate setting up the accelerator itself.

B: '500 Startups' model: Inspired by the 500 Startups fund and accelerator based in the USA, this model involves multiple stages. Eleven, an accelerator based in Bulgaria, uses this model. In that case, the first stage is similar to a type 'A' accelerator. Teams work together in the same location as each other and have access to mentorship as they develop proof-of-concept products. They also receive a small €25,000 investment to cover living expenses, while an 8% stake in the company is taken by the accelerator. Teams accepted into phase 2 then receive a further €25,000 in return for an additional 5% stake in the company while they refine their product. Teams chosen to enter stage three, where they are expected to commercialise their products and target a global market, can receive as much as €150,000 in funding for a negotiable equity stake. Telefonica's Wayra programme operates a similar model, with six months' incubation in return for 10% stake in a startup for up to €50,000, followed by a demo day to pitch for further funding from other investors. Telefonica has first rights to acquire companies that take part in Wayra.

C: Longer-term acceleration model: This model usually combines traditional equity-based seed investment with a long-term program of workshops, events and mentorship aimed at improving the companies involved. This model is used by London-based Seedcamp, which invites companies to apply to take part in events that it holds around Europe. 'Winners' from these events (those chosen as favorites by Seedcamp's investors) receive €50,000 for 8-10% equity and are entered into a year-long programme which includes regular mentorship and social events, a trip to the USA, a week of events and a chance to pitch to investors in London plus a pack of free or reduced-rate services. Rocket Internet offers an alternative model, that brings in entrepreneurs to build startups, usually blatant 'clones' of

existing successful services, bringing their business models to untapped markets. Rocket closes unsuccessful startups quickly, but supports strong ones with additional funding, sometimes eventually selling them to the company they 'cloned' in the first place. Its Citydeal company was acquired by America's Groupon to establish its European presence, for example

Notable accelerators in Europe:

As noted above, the number of accelerators in Europe has grown rapidly over the past three years, but what follows is a list of the highest-profile examples across the EU.

Name	EU Location(s)	Model	Website	Notes
Eleven	Sofia	B	http://eleven.bg/	
The Founder Institute	Helsinki, Rome, Barcelona, Lisbon, London, Warsaw	A	http://fi.co/	
GammaRebels	Warsaw	A	http://www.hardgamma.com/gammarebels/	
Ignite100	Newcastle (UK)	A	http://ignite100.com/	
Le Camping	Paris	A	http://www.lecamping.org/	Non-profit, doesn't take equity.
Oxygen Accelerator	Birmingham (UK)	A	http://www.oxygenaccelerator.com/	
Propeller Venture Accelerator	Dublin	A	http://www4.dcu.ie/ryanacademy/propeller.shtml	
Rocket Internet	Amsterdam, Paris, Berlin, Munich, Milan, Warsaw, Porto, Stockholm, London	C	http://www.rocket-internet.de/	
Rockstart	Amsterdam	A	http://rockstart.com/accelerator/	

Name	EU Location(s)	Model	Website	Notes
Seedcamp	London (invests across Europe)	C	http://www.seedcamp.com	
Springboard	London, Cambridge (UK)	A	http://springboard.com/	
Startupbootcamp	Copenhagen, Berlin, Dublin, Amsterdam	A	http://www.startupbootcamp.org/	
Startup Highway	Vilnius	A	http://startuphighway.com/en/	
Startup Sauna	Espoo, Finland	A	http://startupsauna.com/en/	Focused on Northern Europe and Russia.
Startup Wise Guys	Tallinn, Estonia	A	http://startupwiseguys.com/	
Wayra (Telefonica)	London, Munich, Barcelona, Madrid, Dublin	B	http://wayra.org/en/	

High-profile EU accelerators mapped

This map depicts the locations of the startups listed above.

Red pins = locations with two or more high-profile accelerators

Yellow pins = locations of accelerators that are part of a multi-location brand

Blue pins = stand-alone accelerators



Hubs

Although Web entrepreneurs can be found operating successfully across the EU, clusters of startups and investors have emerged in recent years, allowing for the benefits of easy networking and shared resources.

Primary Hubs: These hubs are considered to be the main EU clusters from an international perspective.

City	Notable startups	Notes
London	Mind Candy, Spotify, Skimlinks, Brainient, Shutl, Seedrs, Hailo, OpenSignalMaps	Web entrepreneurs have clustered around the Shoreditch area of east London, in an area branded by the UK government as Tech City, and more colloquially as 'Silicon Roundabout'. London's status as a major international business hub still makes it a natural base for Web entrepreneurs from across the EU.
Berlin	SoundCloud, Wooga, 6 Wunderkinder, Readmill, Amen	Berlin has become home to an increasingly notable group of companies largely building consumer-focused products that have attracted international investment. The investor community is growing here too.
Dublin	Redeem & Get, NewsWhip	Although Dublin isn't home to any 'big-name' startups, it is the location of European bases for major US companies like Google, Facebook and Microsoft and accelerators like Propeller, Startupbootcamp and Wayra. This makes it a very important city to the European Web technology industry, and it should be expected that the combination of accelerators and people leaving major companies based there will lead to more Web entrepreneurs in the city.

Secondary Hubs

These hubs are also notable.

City	Notable startups	Notes
Copenhagen	Issuu, Podio (recently acquired by Citrix), Endomondo, The Eye Tribe, Roozz	A closely-knit community of startups operates in Copenhagen. Although Danish legislation and its currency makes operating internationally from the country difficult, the quality of life and inspiration from the success of Zendesk (now based in the US but founded here) drives them forward).
Amsterdam	LayerGloss, Mobypicture, 22tracks, eBuddy	Many startups have set up home here, often taking a uniquely Dutch approach to business and life.
Stockholm	iZettle, Rebtel, Bambuser, Stardoll, Tobii, Tripbirds,	Although home to a number of promising startups, many companies founded here (such as Spotify, SoundCloud and Readmill) relocated to London or Berlin due to taxation rules that make building a company in the country unattractive if you're likely to be acquired by an international company.
Paris	Deezer, Jolicloud, Withings, Total Immersion	Paris startups find it hard to operate under a legislative environment that doesn't encourage entrepreneurship. A group of technology startups have recently successfully forced the government to retreat on a plan to significantly increase equity taxes in France.
Tallinn	Erply, Fits.me, GrabCAD	Estonia was home to Skype's developers and has quietly been turning out noteworthy startups ever since.
Helsinki	Rovio, Ovelin, Audiodraft, Kiosked	The dominance of Nokia is declining rapidly in Finland, but its talent pool is being displaced and helping a growing number of startups in the country.

Emerging Hubs:

Also noteworthy are the following cities that have increasing levels of startup activity: Bucharest, Riga, Barcelona, Madrid, Lisbon and Zurich (not in the EU but relevant).

EU Hubs Mapped

Red pins = Primary hubs
Yellow pins = Secondary hubs
Blue pins = Emerging hubs



Innovation Programmes Relevant to Web Entrepreneurs

Although there are many technology-focused innovation programmes in the EU, very few are directly relevant to Web entrepreneurs. Academic institutions tend to stay away from entrepreneurial innovation activities because of the risk attached.

It's fair to say that innovation programmes could arguably do more to engage with Web entrepreneurs. The language used by these programmes is often acronym-heavy and indirect and the level of awareness of such programmes is lower than it could be amongst the Web entrepreneur community in Europe.

The following programmes offer clear opportunities for Web entrepreneurs in Europe. There may be others that would be of interest but generally, marketing and visibility of them is low.

Programme	Description	Geographic Scope	Website
App Campus	An €18m joint project from Aalto University, Microsoft and Nokia, offering financing and coaching in mobile technology, design and usability to Windows Phone developers.	Global (Based in Finland and requiring some time spent in Finland in most cases)	http://www.appcamp.us.fi
EIT ICT Labs	This programme from the European Institute of Innovation and Technology offers support to entrepreneurs who are developing technology in fields including cloud computing, digital cities of the future and networking solutions for future media	EU-wide	http://www.eitictlabs.eu

Programme	Description	Geographic Scope	Website
Eurostars	Eurostars aims to stimulate SMEs to lead international collaborative research and innovation projects by easing access to support and funding. Covers technology in a range of industries but offers many opportunities for Web-based innovation.	EU-wide	http://www.eurostars-eureka.eu
Geovation	Runs challenges that help communities address their unmet needs through the application of geographic data, skills and expertise.	EU-wide	http://www.geovation.org.uk/
RAPTOR	“RAPTOR aims to build a digital ecosystem of SMEs developing real-time smart urban applications on a secure brokerage platform creating new value chains from government, industry and Start-Up's to citizens.”	UK	http://www.raptorsme.com
Technology Strategy Board	Runs a number of innovation competitions and links with innovation programmes across Europe in the field of technology.	UK	http://www.innovateuk.org/

Funding Opportunities

This report covers venture capital, seed-stage and crowdfunded funding opportunities for Web entrepreneurs.

Venture Capital

There are a large number of venture capital firms across Europe. Credible, strong venture capital companies for Web entrepreneurs are largely based in the UK. There are many more venture capital companies across the EU that may occasionally invest in Web entrepreneurs, but this report focuses on the major ones that do so regularly.

These listed below generally get involved when a company has gained some traction in the marketplace, participating in investment rounds beyond 'Series-A'. However,

Venture Capital Firm	EU Location	Notable Web tech investments	Notes
Accel Partners	London, UK	Spotify, Rovio, Hailo, Mind Candy, Wonga, Top10, StylistPick	
Advent Venture Partners	London, UK	Dailymotion, Qype, Vitruve	
Amadeus Capital Partners	London and Cambridge, UK	Lastminute.com, MyDeco	
Arts Alliance	London, UK	Blinkbox, Brainient, Graze, Lastminute.com, LoveFilm, MyDeco, Opera, Shazam,	
Atlantic Capital Partners	Munich, Germany	FreeAgent, Geckoboard, Amplidata	
Atomico	London, UK	6 Wunderkinder, FON, Hailo, Jolicloud, Last.fm, Madbid, Mydeco, Playfire, Rovio, Seesmic, Silk, Wrapp	Founded by Niklas Zennström, the co-founder of Skype
Balderton Capital	London, UK	7 Digital, Archify, Bebo, Betfair, LoveFilm, MySQL, Scvngr, Wooga	

Venture Capital Firm	EU Location	Notable Web tech investments	Notes
Connect Ventures	London, UK	Citymapper, Secret Sales, Space Ape Games, Url.ist	
Dawn Capital	London, UK	Bathrooms.com, Cognitive Match, Wonga	
DFJ Esprit	London, UK	Conversocial, LoveFilm, Lyst, Radium One, Taptu, WAYN	
DN Capital	London, UK	Shazam, Mobile Roadie, Seedcamp	
Doughty Hanson & Co.	London, UK	Plazes, SoundCloud, Secret Sales, MegaZebra	
Earlybird Venture Capital	Berlin, Hamburg and Munich, Germany	Carpooling.com, Madvertise, Socialbakers	
EC1 Capital	London, UK	Glean.in, Lifecake,	
Eden Ventures	London and Bath, UK	We7, UberVu, Huddle, Tru, A-Frame, Zemanta	
Fidelity Growth Partners	London, UK	Innogames, Seatwave, StylistPick,	
Frog Capital	London, UK	Rated People, BuyVIP, Mediatonic	
Hoxton Ventures	London, UK	GoCardless, Llustre	
Index Ventures	London and Jersey, UK	Dropbox, Erply, Facebook, FON, Geckoboard, iZettle, Just-Eat, Last.fm, LoveFilm, Mind Candy, Moo, Path, Rebtel, Seedcamp, Songkick, SoundCloud, Squarespace, Zendesk	Also operates a fund dedicated to early-stage investments (see next table)

Venture Capital Firm	EU Location	Notable Web tech investments	Notes
MMC Ventures	London, UK	AlexandAlexa, iiPay, LoveHomeSwap, MoneyExpert	
Nexit Ventures	Helsinki, Finland; Stockholm, Sweden	Bifone, Blyk, Funambol, SkyPilot Networks	
Neuhaus Partners	Hamburg, Germany	MyHeritage, Propertybase	
Notion Capital	London, UK	BrightPearl, Shutl, The Currency Cloud, Tradeshift	
Pentech Ventures	London and Edinburgh, UK	Certivox, FanDuel, Nutmeg, Struq	
Piton Capital	London, UK	DaWanda, FanDuel	
SAP Venutures	Karlsruhe, Germany	Apigee, RedHat, Box, WebEx, LinkedIn, MySQL,	
Scottish Equity Partners	Glasgow and London, UK	Skyscanner, WAYN, Zeus	
Seventure	Paris, France; Munich, Germany' London, UK	Efficity, Footways, Tigerlily, Vistaprint	
Spark Ventures	London, UK	Mind Candy, Firebox	
Sunstone Capital	Copenhagen, Denmark Bastad, Sweden	Amen, MakieLab, Podio, Gidsy	
T-Venture	Bonn, Germany	9Flats, 6wunderkinder, myTaxi, Cooliris	Venture arm of Deutsche Telekom
Wellington Partners	Munich, Germany and London, UK	EyeEm, Game Duell, Hailo, Hootsuite, Qype, Readmill, Spotify	

Early-stage Investment (non-accelerator)

Early-stage investment for European Web startups has traditionally been viewed as a scarce resource, due in part to a low number of major exits releasing knowledgeable angel investors into the ecosystem. However, this is being countered by the growth of accelerators (see earlier section) and early-stage funds run by venture capital firms.

There are also a number of early-stage angel investors of note in Europe. The table below lists a very small number of the higher-profile examples. There are many more angels of varying degrees of reputation. As of October 2012, online resource AngelList (<http://angel.co>) details hundreds of investors expressing an interest in investing in European startups. It should be noted that not all of these are based in the EU.

The list below also includes some venture capital funds with an early-stage focus, as well as Seedcamp, which, while included in our accelerator chapter, is an important part of the early-stage investment landscape in Europe. In cases where later-stage investors regularly also invest at an earlier stage, they are duplicated from the list above.

Notable EU-based early-stage investor	EU Locations	Notable investments
Atlantic Ventures	Berlin, Germany	Imedo, Plista, StudiVZ, SoundCloud
Atlas Venture	London, UK	DailyMotion, Moo, Secret Escapes, Seedcamp, Zoopla
Delta Partners	Dublin, Ireland	Cleverbug, HulloMail, WhipCar
Earlybird Venture Capital	Berlin, Hamburg and Munich, Germany	Carpooling.com, Madvertise, Socialbakers
Eden Ventures	London and Bath, UK	We7, UberVu, Huddle, Tru, A-Frame, Zemanta
Index Ventures (early stage fund)	London, UK and St Helier, Jersey (UK)	ASOS, Assistly, Facebook, Chartbeat, Flipboard, LoveFilm, Skype
Kima Ventures	Paris, France	Chart.io, Moveable Ink, Paper.li, Rapportive, Sparrow, Storific
London Venture Partners	London, UK	Applifier, PlayJam, SuperCell, GreyArea
Martin Varsavsky (founder of Fon and others)	Madrid, Spain	Seismic, Tumblr, Dopplr, 23andMe, Fring
Mangrove Capital Partners	Luxembourg	Skype, Rdio, Nimbuzz, Jolicloud, Seatwave

Notable EU-based early-stage investor	EU Locations	Notable investments
Michael Acton Smith (CEO, Mind Candy)	London, UK	Mino Monsters, Playfire, Newspepper
Northstar Ventures	Newcastle, UK	Screen Reach, A-frame, Palringo, Freerunner, VideoJuicer
Octopus Investments	London, UK	Aframe, Graze, Reading Room, Secret Escapes, Zoopla
Passion Capital	London, UK	Adzuna, Duedil, EyeEm, Flattr, GoCardless, GoSquared, Mendeley, Readmill, WireWax
PROfounders Capital	London, UK	Luluvisе, 9flats, TweetDeck, Lanyrd, OneFineStay
Robin Klein (TAG and Index Seed)	London, UK	Slideshare, Seedcamp, Transferwise, Farmeron, Tweetdeck, LoveFilm, Moo
Seedcamp	London, UK	Campalyst, SocialBro, Editd, Soup.io, Rentlord, Brainient, Vox.io, Teleportd, GrabCAD
Sherry Coutu	Cambridge, UK	LoveFilm, AlertMe, Brainient, PeerIndex, Duedil, Zoopla
Sunstone Capital	Copenhagen, Denmark Bastad, Sweden	Amen, MakieLab, Podio, Gidsy
T-Venture	Bonn, Germany	9Flats, 6wunderkinder, myTaxi, Cooliris
Team Europe	Berlin, Germany	Delivery Hero, SponsorPay, SudiVZ, Amiando
Vodafone Ventures	London, UK and Munich, Germany	Qype, Amobee, Vouchercloud

Venture and seed capital mapped

Bear in mind that these are the offices of investors being mapped, not the geographic scope of their portfolios. As already noted, there are many more venture capital investors across the EU but these are the main locations for sources of investment in Web startups.

Red pins = Early- and later-stage funding

Yellow pins = Later-stage funding

Blue pins = Early-stage funding



Crowdfunding

Crowdfunding is an growing alternative to traditional seed funding, although it is still in its early stages of development.

Crowdfunding websites tend to take one of two approaches: equity-based and reward-based. Equity-based crowdfunding offers a traditional stake in the company, while reward-based crowdfunding offers tangible incentives (e.g., products and perks) to encourage backers.

Here are the main examples relevant to EU Web entrepreneurs.

Crowdfunding platform	URL	EU Countries eligible	Notes
Bloom VC	http://bloomvc.com	All	Reward-based
Boomerang	http://www.boomerang.dk	Denmark	Reward-based
CrowdCube	http://www.crowdcube.com	UK	Equity-based
Eppela	http://www.eppela.com	All	Reward-based
Kickstarter	http://www.kickstarter.com	UK (from late October)	Reward-based. Currently difficult for non-US citizens to use (a US bank account is required), although it will launch in the UK on 31 October 2012.
Seedmatch	https://www.seedmatch.de/	Germany	Equity-based
Seedrs	http://www.seedrs.com	UK	Equity-based
Symbid	http://www.symbid.com	Netherlands	Offers both equity and reward-based crowdfunding opportunities.
PPL	http://www.ppl.com.pt/	Portugal	Reward-based
Ulele	http://fr.ulule.com	All	Reward-based

Skills and Recruitment

Recruitment

The following resources offer either online or physical services to help connect Web entrepreneurs with good quality employees. Standard job search portals have not been included, as although they may sometimes also be used, the resources listed here are dedicated to technology startups.

Name	URL	Notes
AngelList	https://angel.co/	This site helps connect entrepreneurs with not only investors but also potential employees and co-founders via its Talent search feature.
Berlin Startup Jobs	http://berlinstartupjobs.com/	Online recruitment platform for Berlin's technology startups.
Italian Startup Scene Jobs	http://it.startupscene.org/jobs/	Lists job vacancies at Italian startups
Join a Copenhagen Startup	http://copenhagenstartups.com/	Infrequent jobs fair for startups in Copenhagen, Denmark.
Remix Jobs	https://remixjobs.com/	French recruitment site focused on startup-related skills.
Silicon Milkroundabout	http://siliconmilkroundabout.com/	Based in London, Silicon Milkroundabout is a regular free jobs fair event designed to match startups with developers, product managers, and designers.
VentureBeat Jobs	http://jobs.venturebeat.com	Jobs board provided by US technology blog VentureBeat. Features some European jobs.

Encouraging new talent by developing skills and knowledge

These events and organisations encourage and support new entrepreneurial talent. It's worth noting that there are many one-off and small-scale events along these lines that take place around the EU organised by amateurs, public sector organisations and private companies. It's not possible to list them all, but this is a thriving part of the grass-roots entrepreneurship landscape in Europe.

Name	URL	Notes
AIESEC BOOST Your Startup	http://aiesec.fi/boostyourstartup	Programme looking to support startups in Finland by attracting international talent that will help them grow and go international.
Campus Party	http://www.campus-party.org/	Based in Madrid, but with events around the world, Campus Party invites young technologists to 7-day events featuring lectures, workshops, competitions and hackathons, all taking place simultaneously. It covers more than just Web technology, but that is a part of it.
Coder Dojo	http://coderdojo.com/	A network of clubs aimed at training young people. Started in Ireland but has spread around the world. Although not specifically entrepreneurial, it is a vital training ground for encouraging children into software development.
Music Hackday	http://musichackday.org/	One of the first media-focused hackday events, Music Hackday was founded in the UK and takes place in cities around the world, encouraging developers to create new solutions for music industry problems.

Name	URL	Notes
Rewired State	http://rewiredstate.org/	UK-based 'hackday' events where developers come together to create products to solve problems within a limited timeframe.
Startup Weekend	http://startupweekend.org/	A global network of weekend-long events designed to encourage entrepreneurship. Teams come together to build companies and products over the space of a weekend.
Young Rewired State	http://youngrewiredstate.org/	UK-based series of events designed to encourage young people aged under 18 to create apps and services that use open data.

Major EU Technology Conferences and Events

The conferences listed here are events that attract international audiences from across Europe and beyond to network, discuss the latest trends, demonstrate new technologies and socialize. Although there are more that take place across the EU, these are the most important in terms of either size or influence.

Name	Location	Frequency	Notes
Arctic 15	Helsinki, Finland	Annual (October)	Designed to highlight Web entrepreneurship in the Nordic and Baltic countries, the Arctic 15 conferences feature a startup competition for companies from this part of the world, and international speakers, but with an emphasis on successful entrepreneurs from the region.
DLD	Munich, Germany	Annual (January)	This invite-only event acts as a tech and design focused precursor to the World Economic Forum in Davos. Although focused on thought leaders from across technology, media and design, it is attended by Web entrepreneurs and makes for a valuable melting pot of people and ideas. It has recently expanded to other locations outside the EU as well as an event in London.

Name	Location	Frequency	Notes
Dublin Web Summit	Dublin, Ireland	Annual (October)	<p>Now in its third year, this event has grown quickly to become one of the essential events for Web entrepreneurs around the world. It attracts a high calibre of speakers thanks to its sister event, F.ounders (see below). The Web Summit includes a startup competition. This year saw the introduction of START, a separate, invite-only strand aimed at providing networking opportunities for early-stage technology startups.</p>
The Europas	Berlin, Germany	Annual (January)	<p>Previously run by Mike Butcher of TechCrunch in London each November, the 2013 event will be run by the team behind the Dublin Web Summit. This is a party where the winners of awards relating to Web entrepreneurship (as judged by a panel of startup experts and a popular vote) are celebrated.</p>

Name	Location	Frequency	Notes
The European Pirate Summit	Cologne, Germany	Annual (September)	<p>Now in its second year, this is the smallest event listed. It is included because it is willfully 'alternative' in its organization (it takes place outdoors in a scrapyard-cum-art-exhibition-space next to a busy railway) and represents grassroots entrepreneurship, with high-profile investors meeting with early stage companies for talks, panels and a startup competition, followed by a late-night, outdoor party. Note this event represents a 'pirate-style' approach to entrepreneurship and has no affiliation or alignment with the Pirate Party or The Pirate Bay.</p>
F.ounders	Dublin, Ireland	Annual (October)	<p>Connected to the Dublin Web Summit and organized by well-connected Irishman Paddy Cosgrave, this event attracts top entrepreneurs from Silicon Valley, Europe and beyond for a combination of conference-style panels and socializing. This is an high-class event. For example, last year, the Irish Prime Minister hosted a dinner for F.ounders attendees at her residence.</p>

Name	Location	Frequency	Notes
Founders Forum	London, UK	Annual (June)	This is an intimate series of events around the world. The EU-based one takes place each summer in London. It attracts successful technology and media company founders and investors for an event focused on emerging technologies.
How To Web	Bucharest, Romania	Annual (November)	This is a smaller conference than most of the others listed here but focuses on helping Web entrepreneurs in central and eastern Europe connect with their western counterparts, with an emphasis on sharing knowledge and highlighting the talent in the region. It features a startup competition aimed exclusively at central and eastern European companies.
LeWeb	Paris, France	Annual (December)	Organized by US-based, French-born entrepreneur Loic Le Meur, this event attracts big names from Silicon Valley and an audience from across Europe. Includes a high-profile startup competition.
LeWeb London	London, UK	Annual (June)	With the support of the UK's Tech City organization, LeWeb now has a sister event in London. It took place for the first time in 2012 with a similar format to the Paris event. Another has been announced for 2013.

Name	Location	Frequency	Notes
NEXT	Berlin, Germany	Annual (May)	The six-year-old NEXT conference attracts a mixture of technology and business leaders to discuss emerging topics that will have an impact on the European digital industry within the following year.
The Next Web	Amsterdam, Netherlands	Annual (April)	2012 saw the seventh edition of this popular conference, which attracts an audience from around the world. A little less formal than some other conferences but with high production values, it includes a well-respected startup competition.
Pioneers Festival	Vienna, Austria	Annual (October)	An annual event organised by Vienna-based STARTeurope and designed to celebrate entrepreneurship, with a particular focus on the Web.

Also important:

Long-running tradeshows focused on established media industries, such as MIPIM and MIPTV in Cannes, France (covering the music industry and TV industries respectively) and IBC in Amsterdam, the Netherlands (covering broadcast technology) are increasingly attracting emerging, media-focused Web entrepreneurs from across Europe and beyond, to do business with leaders in these industries. Media is changing fast, and established players are turning to innovative startups to help them.

Major EU technology conferences mapped



Online Platforms and Resources

Active and aspiring Web entrepreneurs meet on a number of online platforms. There are also a number of online resources to help them reach their goals and to inspire them. Here are the most notable examples.

Name	URL	Notes
AngelList	https://angel.co/	A worldwide platform for connecting entrepreneurs with angel investors. It is hugely popular and used by many startups and investors.
Hacker News	http://news.ycombinator.com	Provided by well-known US accelerator Y Combinator, Hacker News is a link-sharing and discussion platform used largely by Web entrepreneurs and those enthusiastic about them. There are physical meetups of members in cities around the world, including several in Europe.
Italian Startup Scene	http://it.startupscene.org/	A group devoted to sharing discussion and ideas amongst members of the Italian startup scene.
Quora	http://www.quora.com	This US-based question and answer platform is used for in-depth discussion about Web entrepreneurs and their companies. It has a strong European following in the field of Web entrepreneurship.
Startup Britain	http://www.startupbritain.co/	This UK-based initiative is designed to encourage people to start businesses of all kinds, including Web startups. Provides offers and links to relevant events around the UK.

Name	URL	Notes
Startup Café	http://www.startup-cafe.fr	Focused on France but also available in the English language, this site offers videos, links to relevant online tools and a map of startup-related activities across France. Supported by Google.
Startup Spain	http://startupspain.com/	A site dedicated to improving the startup ecosystem in Spain. It runs 'school' events for nascent entrepreneurs in the country, among other activities.

Also:

The following **LinkedIn Groups** are currently active and focused on European startups.

- Italian Startups: <http://www.linkedin.com/groups?gid=1373907&trk=group-name>
- Europe 2.0: <http://www.linkedin.com/groups?gid=78436&trk=group-name>
- Startups Romania: <http://www.linkedin.com/groups?gid=2717579&trk=group-name>
- London Startups: <http://www.linkedin.com/groups/London-Startups-2431056?gid=2431056&trk=group-name>
- Startups in Scandinavia: <http://www.linkedin.com/groups/Startups-in-Scandinavia-Community-Entrepreneurs-2679241?gid=2679241&trk=group-name>
- UK Startups: <http://www.linkedin.com/groups?gid=2993024&trk=group-name>
- NL Startups: <http://www.linkedin.com/groups/NL-Startups-2173542?gid=2173542&trk=group-name>
- European Startups & Entrepreneurs: <http://www.linkedin.com/groups?gid=1879098&trk=group-name>
- Swedish Startups: <http://www.linkedin.com/groups?gid=1110927&trk=group-name>
- Copenhagen Startups: <http://www.linkedin.com/groups?gid=3992878&trk=group-name>
- French Startups: <http://www.linkedin.com/groups?gid=2521400&trk=group-name>

The following **Facebook Groups** are currently active and focused on European startups. There are many more groups on Facebook than LinkedIn, but many have very little activity. These are some of the more popular ones, although activity levels are hard to judge as most only display content to members.

- New Europe Startups: <http://www.facebook.com/groups/205823522802657/?fref=ts>
- European B2B Startups: <http://www.facebook.com/groups/222801067848068/>
- Berlin Startups: <http://www.facebook.com/groups/159595270791268/?fref=ts>
- Romanian Startups: <http://www.facebook.com/groups/romanianstartups/?fref=ts>
- Cologne Startups: <http://www.facebook.com/groups/cgn.startups/>
- Amsterdam Startups: <http://www.facebook.com/groups/322955004461273/>
- Munich Startups: <http://www.facebook.com/groups/munichstartups/>
- Stockholm Startups: <http://www.facebook.com/groups/sthlmstartups/>
- Manchester Startups: <http://www.facebook.com/groups/193730410734286/>

Political Lobbying Groups

Web entrepreneurs are beginning to develop an organised political voice in some EU countries. The following groups have been set up as dedicated lobbying groups representing technology startups.

Name	Country	URL	Notes
Coadec	UK	http://www.coadec.com/	The Coalition for a Digital Economy (Coadec) was founded in 2010 and works to support legislation and other government policies that foster “a vibrant, innovative and sustainable digital economy for Britain.”
France Digitale	France	http://www.francedigitale.org/	Launched in 2012, France Digitale lobbies for the views of tech startups in France.
TechAmerica Europe	EU-wide	http://www.techamerica.org/europe	Lobbying for American tech companies operating in Europe.
We Start Denmark	Denmark	http://www.westart.dk/	A single-issue campaigning group against an entrepreneur tax in Denmark.

Other activity:

- Les Pigeons: Successfully lobbied for reforming French tax laws relating to proceeds from equity sales. See: <http://gigaom.com/europe/pigeon-power-french-startups-force-government-into-retreat-over-equity-tax/>
- The Berlin Startup Manifesto. See: <http://siliconallee.com/berlin/2012/10/02/berlin-startup-manifesto-presented-to-philipp-rosler>