



European Startup Network announces partnership with Microsoft and Teamleader during presentation of the second European Startup Monitor in Brussels

Brussels, 7th December 2016

Today the European Startup Network (ESN) announced its partnerships with Microsoft and Teamleader. The network's member organisations gathered for a full-day workshop in Brussels, closing with the presentation of the second European Startup Monitor. The session was attended by senior representatives of the European Commission present as well as Jean-Philippe Courtois, Executive Vice President and President, Microsoft Global Sales, Marketing and Operations at Microsoft, and Jeroen De Wit, co-founder & CEO at Teamleader.

The ESN was founded earlier this year and represents over 25,000 start-ups across all sectors and stages of development in 21 European countries. Its goal is to unify national startup associations to create a common voice for European startups, so that more companies can start, scale and succeed within the European Union. Main activities and goals are aimed at improving national and European policy making, facilitating international go-to-market and building strong national ecosystems.

Karen Boers, CEO of European Startup Network: "As the challenge for European startups, proven by the data of the European Startup Monitor 2016, lies primarily in scaling cross-border in the currently fragmented European markets, this partnership with Microsoft and Teamleader provides the European Startup Network with a unique opportunity to have its member associations and startups benefit from the vast experience these companies can bring to business dealings across the world, as well as the high-level international network the startups will be introduced to."

Perfect match

In Belgium Microsoft has been partnering with Startups.be, also co-founder of ESN, since 2014. "As a result of our commitment to the startup community and the ESN's need for an innovative cloud partner this collaboration is a perfect match", says Jean-Philippe Courtois. "We're proud to provide ESN with our Azure cloud platform which is helping businesses all over the world to scale. To complement our partnership, we also organise corporate matchmaking, local startup association engagement and a Go Global Program to help expanding businesses continue their growth internationally."

Microsoft has a long history as a contributor to the European startup ecosystem.

Through initiatives such as [Microsoft Ventures](#) and [Microsoft Accelerators](#), the company has partnered with over 200 startup accelerators worldwide to provide growth stage startups with funds and the necessary cloud platform to scale their business.

Through the partnership with Teamleader, the ESN intends to collaborate on how to develop the go-to-market programme and hopes to benefit from Teamleader CEO Jeroen De Wit's knowledge of how to scale in Europe. The two already had the experience of attending Slush together, where Teamleader was not only featured as one of the speakers, but was one of 15 other delegates to represent the ESN in their delegation booth. ESN and Teamleader will work on further delegation opportunities in the near future, with plans on attending the CeBIT Scale 11 conference in Hanover and 4YFN in Barcelona in early 2017.



European Startup Monitor (ESM)

ESN and the German Startup Association are jointly publishing the second European Startup Monitor. The 2nd ESM represents 2,515 startups, 6.340 founders and 23.774 employees from 18 different countries with the goal to promote transparency for the startup environment, to identify country specific and common challenges of the startup landscape in (wider) Europe as well as to show and highlight specific developments over time. Jean-Philippe Courtois attended the presentation and met with the national associations which make up the ESN -of which 17 countries were represented in the study- and discussed how Microsoft can support their initiatives. During this meeting the partnership between Microsoft and the ESN was announced.