



Dua Partner Invest



DUA PARTNER INVEST

MILESTONES IN 2 YEARS

#DUAPARTNERINVEST #2YEARANNIVERSARY



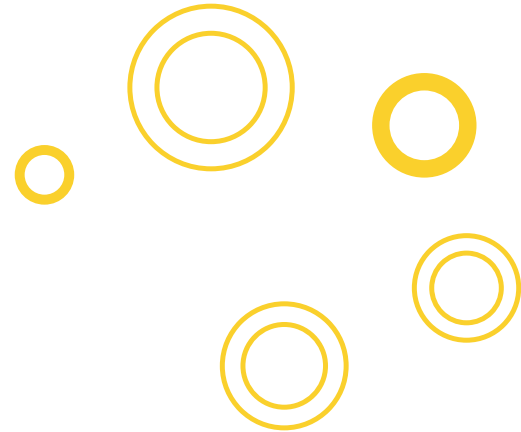
From idea to reality, **Dua Partner Invest** journey has been a whirlwind of growth and success in just 2 years!

We're so proud of all we've accomplished in such a short amount of time, from creating our platform to connecting hundreds of DPI members in Western Balkans and worldwide.

We would like to thank you all for joining us on this incredible journey and share with you the main achievements in the first two years.



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ABOUT

Dua Partner Invest



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Access to finance and knowledge is rated as one of the biggest barriers for startups in the region today.

We help you overcome that barrier.



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Dua Partner Invest

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Dua Partner Invest (DPI) is a collaborative platform in the field of entrepreneurship and innovation, launched by **Partners Albania for Change and Development** (PA), in 2021. DPI platform is a virtual hub and comes as a development opportunity for start-ups in the Western Balkans region, offering a complete package of services from creating opportunities for initial funding, mentoring, market exposure, international partnerships, and promotion.

Dua Partner Invest supports the entrepreneurship ecosystem and brings together three main actors: **start-ups** looking for funding opportunities, with international **investors** (companies, venture capital funds, donors, impact investment schemes) looking for competitive business ideas, and **consultants** with diverse expertise in the start-up sector offering a unique opportunity for the development of the start-ups that generate social and environmental impact.



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Dua Partner Invest **MISSION & VISION**



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DPI VISION

Dua Partner Invest successfully helps overcome the barriers of access to finance by being a pivotal place and intersection of promising young talents who deal with the constant challenge of finding support to put their ideas into practice, and experienced investors looking for the next big thing.

DPI MISSION

- ▶ Development of the entrepreneurship and social innovation ecosystem
- ▶ Facilitation of the stakeholders' communication and interaction
- ▶ Benefiting from common opportunities



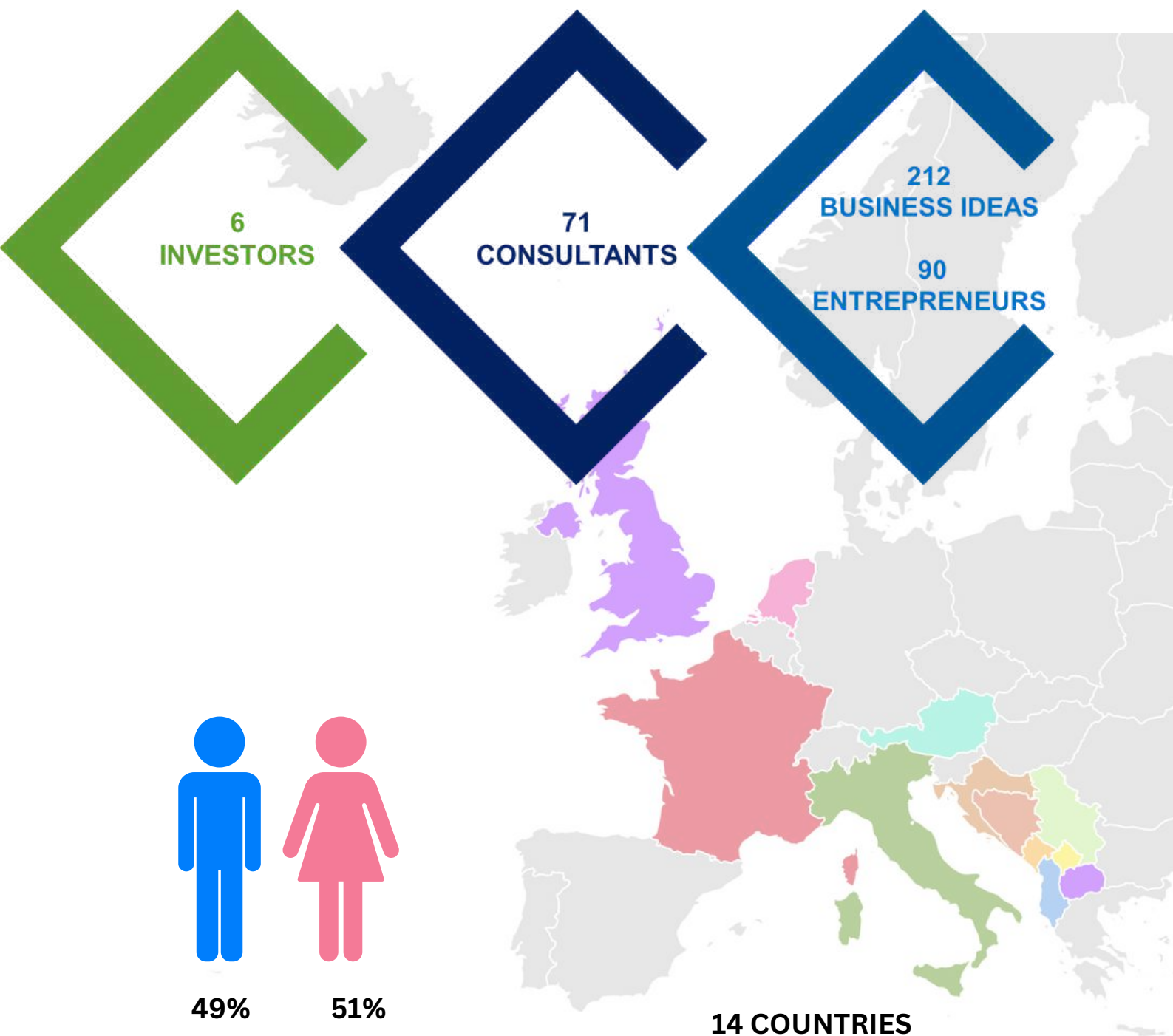
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Dua Partner Invest **COMMUNITY**



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DPI community has had an incredible growth over the past two years, and it continues to grow every day! We couldn't be more excited, and we are very happy to support our community in their successes!



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LAUNCH OF Dua Partner Invest

REGIONAL EVENT

A CLICK AWAY FROM ENTREPRENEURSHIP!

October 20, 2021 | 10:00-12:00 CET
ONLINE



Scan link
to register

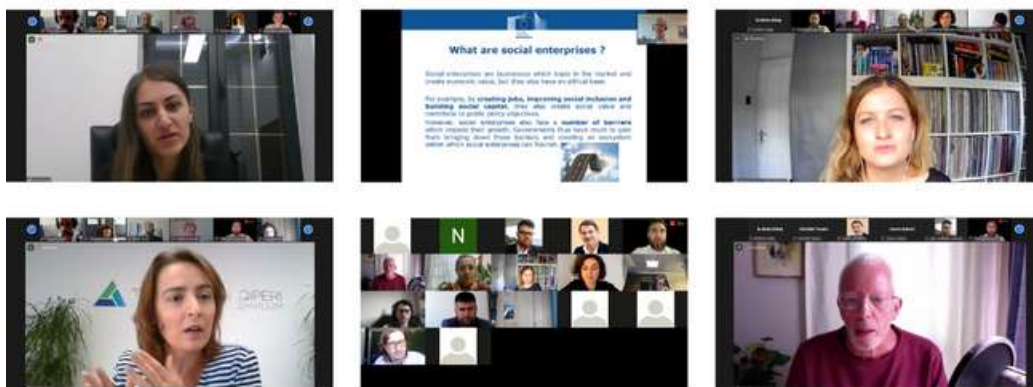


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Dua Partner Invest was officially launched by Partners Albania in October 2021, in the regional event “A Click Away from Entrepreneurship!”. The event brought together 70 participants, representatives of the social entrepreneurship ecosystem from 6 Western Balkan countries, who had the chance to hear about the opportunities and supporting mechanisms of the European Commission presented by DG GROW and Regional Cooperation Council representatives. Meanwhile government representatives from the WB countries, and supporting organisations in the field of entrepreneurship, offered an overview of the programs and instruments in place in each country in support of start-ups and entrepreneurship ecosystem.

Dua Partner Invest was presented to the participants as a regional platform, a virtual hub serving to the start-up community in the region, and invited the participants to cooperate and collaborate to further develop and support the entrepreneurship sector in the region.



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Dua Partner Invest **PARTNERSHIPS & COOPERATIONS**



Dua Partner Invest



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DUA PARTNER INVEST METROPOLITAN UNIVERSITY AND METRORESEARCH CENTER



6 MUTUAL ACTIVITIES

A memorandum of understanding with the [Metropolitan University](#) and [MetroResearch Center](#) was signed to support the development of start-ups and social enterprises through research and capacity building.

Through this cooperation agreement, **2 online training sessions** have been organized for the members of the DPI platform by the experts from the Metropolitan University, **1 online training** has been provided by the PA experts for the university students, and **3 meetings** have been organized in Metropolitan University to present to the students the DPI platform, offering them the opportunity to register in the platform and benefit from the advantages of being a member of DPI.

DUA PARTNER INVEST YUNUS CENTER FOR SOCIAL BUSINESS AND SUSTAINABILITY

Dua Partner Invest platform has collaborated with [Yunus Center for Social Business and Sustainability](#), and by this mutual partnership, YCSBS has contributed by introducing the platform to the students of [Epoka University](#), as well as by offering consultancy services.

While Dua Partner Invest has provided application opportunities, training and support to the students who joined and registered as members of the platform.





DUA PARTNER INVEST FIL ROUGE CAPITAL



FIL
ROUGE
CAPITAL

Dua Partner Invest has established an exclusive partnership with [Fil Rouge Capital Fund](#), a private investment company that invests in early-stage businesses. Fil Rouge Capital comprises a unique opportunity that enables all types of start-ups in the WB6 to get investment, upscale, rescale and cause disruption in a changing world of innovation.

Through the partnership DPI has organized an **online meeting** with Fil Rouge Capital and the members of the platform, to allow Fil Rouge Capital to present their accelerating program, and the opportunities offered with an advantage for DPI members, and to allow DPI community to present their potential and start-up ideas, in order to evaluate the possibilities for future collaboration between them.

In continuation of the collaboration with Fil Rouge Capital, **5 young entrepreneurs**, members of the DPI platform, operating in the technology and digitalization areas, were selected and invited to register and participate in the Fil Rouge Capital Acceleration programme, opening in this way the path to further supporting and financing opportunities.

DUA PARTNER INVEST TRAVELIFE

Dua Partner Invest has signed a partnership agreement with [Travelife for Tour Operators](#), a leading international program for training, management and certification related to tourism sustainability. This partnership supports and assists tour operators in their transition to a sustainable business in the tourism sector. Thanks to the partnership, DPI members who are tour operators can benefit from a **50% discount** on the Travelife membership fee for the first year of engagement. They also have the chance to apply to the 'SUSTOURM SME' program, and benefit from a **free Travelife membership** until the end of 2023.

Dua Partner Invest has organized **3 online sessions** with all interested parties, to get acquainted with the services that Travelife offers, the certification process, success cases and the information needed to contribute towards the development of sustainable tourism.





DUA PARTNER INVEST NOW SPRINT ACCELERATOR

Dua Partner Invest has closely collaborated with [Now Sprint Accelerator](#). This collaboration has been very fruitful, as DPI has disseminated the early-stage accelerator program announced by Now Sprint Accelerator, to its members in the platform and to all the community following DPI in the social media, enabling a wide outreach in Western Balkan Region. At the end of one of the accelerator programs, **2 teams from WB6** made it to the finale of the Now Sprint Accelerator program, Immortelle Shpk – Albania and Little Explorers – Republic of North Macedonia.



DUA PARTNER INVEST MEMBER OF THE POSSIBILISTS DIRECTORY

the
Possibilists

Dua Partner Invest (DPI) Platform



Dua Partner Invest Platform has joined [the Possibilists directory](#), a global database of grant-making, capacity building and support programs for young changemakers! The Possibilists is a unique global alliance committed to delivering real insights into the lives and work of young changemakers and to improving their conditions. Through this membership, DPI platform offers its contribution to the Possibilists ecosystem and brings new opportunities to its members!



VALBONA GURI

CREDINS BANK

INVESTOR & CONSULTANCY PROVIDER



JULIEN COUSTAURY

FIL ROGUE CAPITAL

INVESTOR



ORNELA BEGO

ONE ALBANIA

INVESTOR



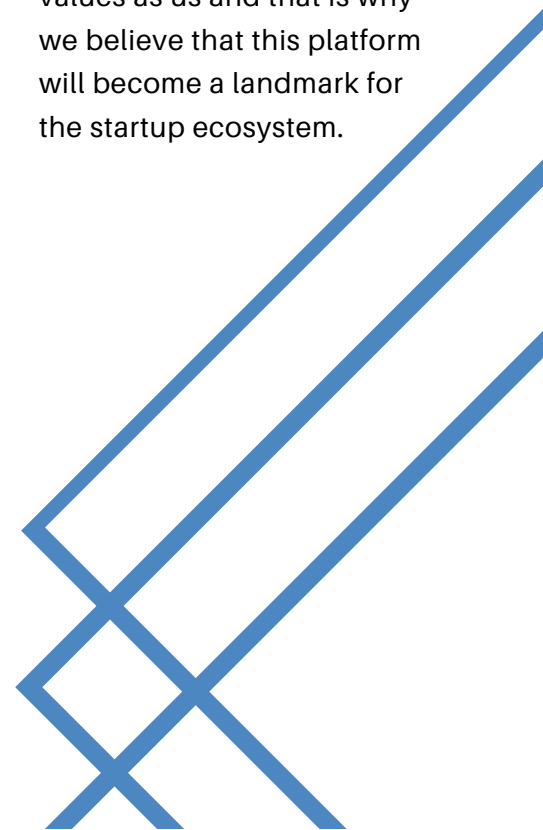
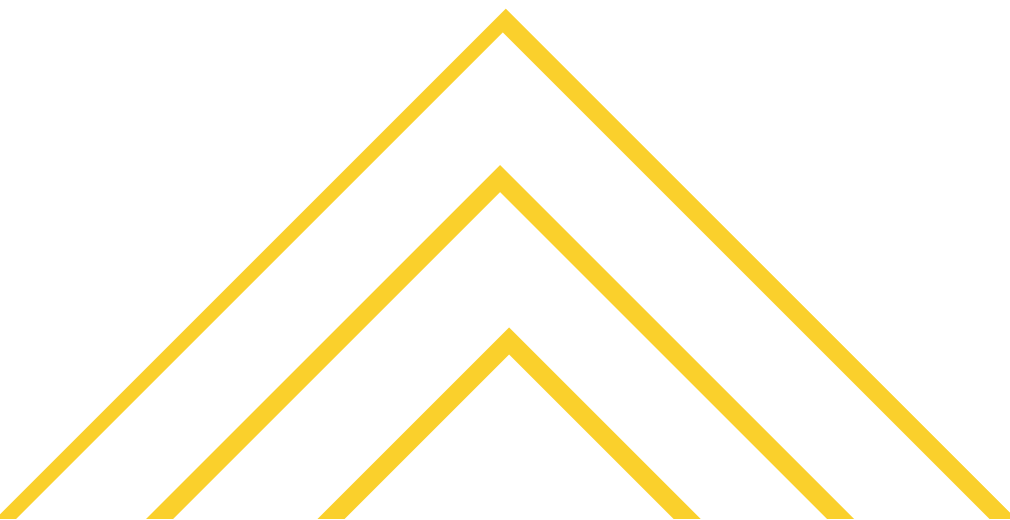
Credins Bank has given financial support and pro-bono consultancy to many startups considering them a great asset for the country. Dua Partner Invest through the back up of Partners Albania will provide a boost to Western Balkans startup's development.



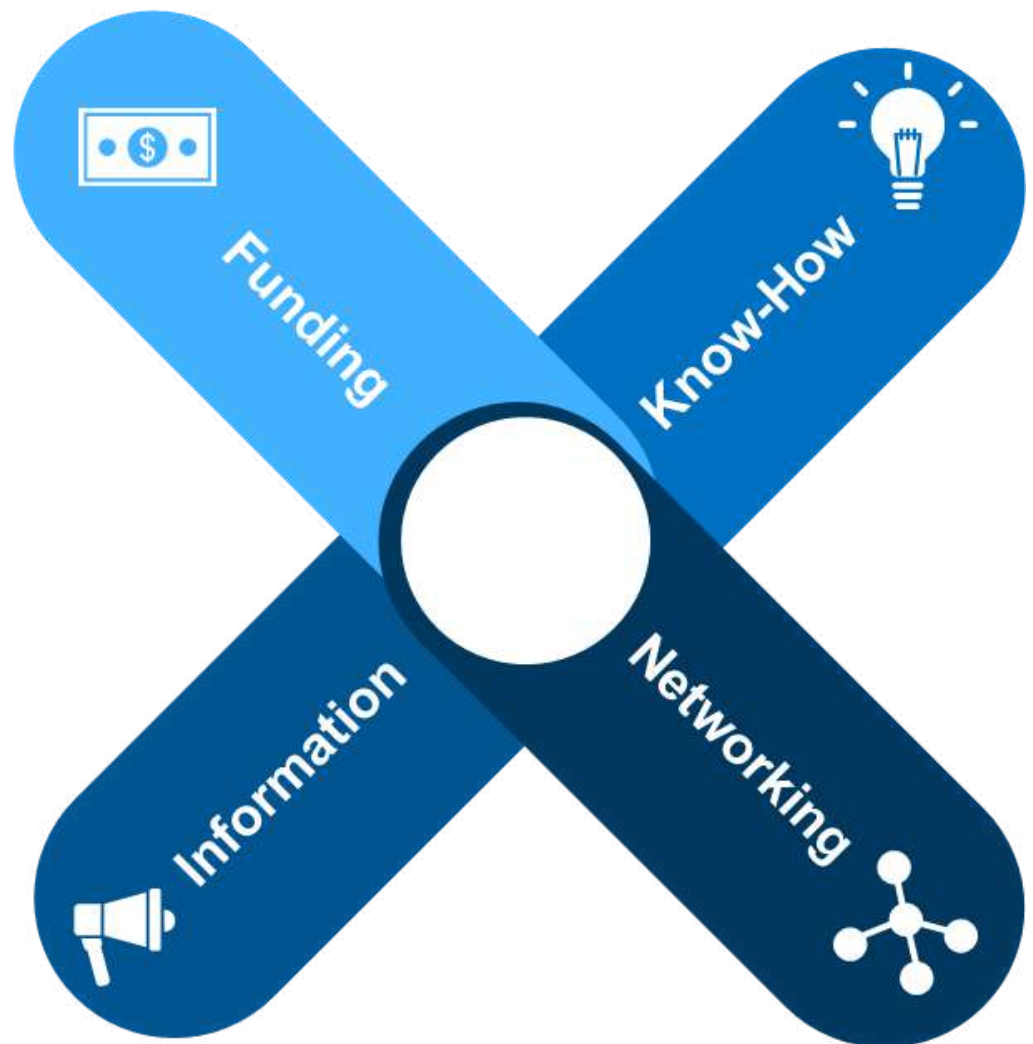
We are very pleased to partner with Dua Partner Invest to screen and source the Albanian Start up ecosystem, helping us in our mission to develop the startup scene in Western Balkans and beyond.



ONE Albania stands for the sustainable economic development and life quality 'improvement. We find in Dua Partner Invest the same values as us and that is why we believe that this platform will become a landmark for the startup ecosystem.



SERVICES FOR Dua Partner Invest MEMBERS & BENEFICIARIES



• MAIN EVENTS

Events organized by the DPI platform directed to DPI members:

1

Regional Event

"A Click Away from Entrepreneurship"
Launch of Dua Partner Invest Platform

3

Online Sessions

for Tour Operators as part of DPI
partnership with Travelife

3

Trainings

for the Start Up Community, delivered by
the Consultants Registered in the
Platform

1

DPI Members Meeting

Meeting of the DPI members with investor
and DPI member Fil Rogue Capital

1

Meeting and Presenting the
Ecosystem Actor and new DPI
member Kultura List





- **TRAINING ON ENTREPRENEURSHIP**

6

Online Trainings

for Green Business Ideas applicants

3

Online Trainings

Delivered to DPI members and start-up community, by international experts and consultants of Dua Partner Invest

- **INFORMATION SESSION**

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Information Sessions

3 online and 13 in-presence information sessions were organized for the interested applicants to present the Dua Partner Invest platform, its functions and the necessary steps to register and become part of the entrepreneurial community, to benefit from the opportunities that the platform provides.



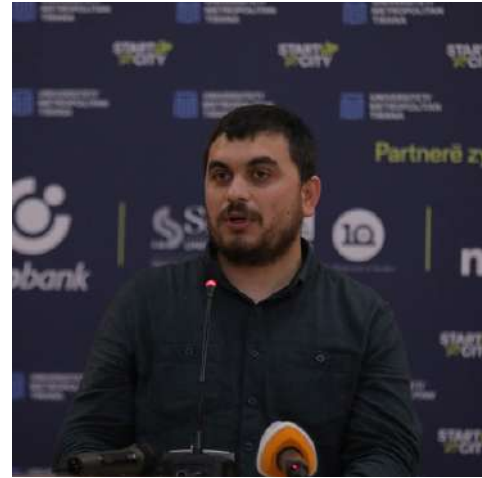


BLERINA ZYBERI

PERMETI'S YUMMY TREASURES
ENTREPRENEUR



Permeti's Yummy Treasures came to life after the application in Dua Partner Invest through the financial support & consultancy of Partners Albania. Thanks to published activities and promotion, I have benefited from boosting interest, generating sales & building customer loyalty.

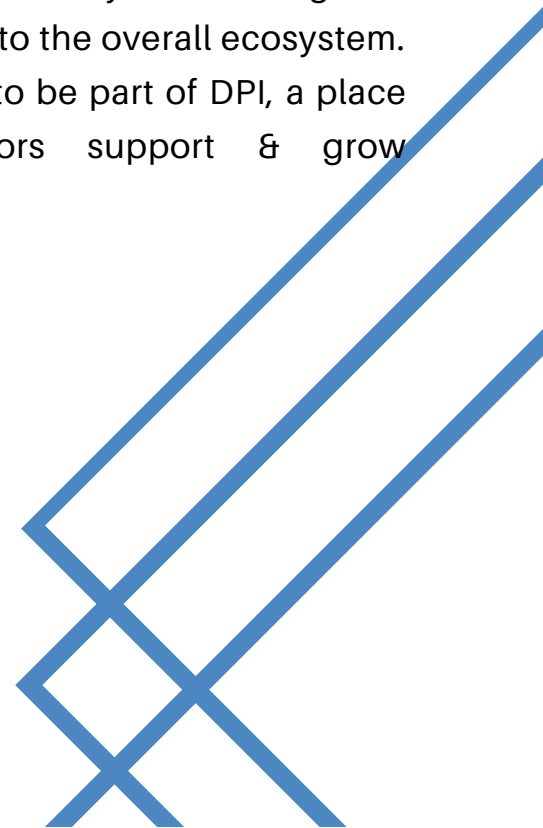
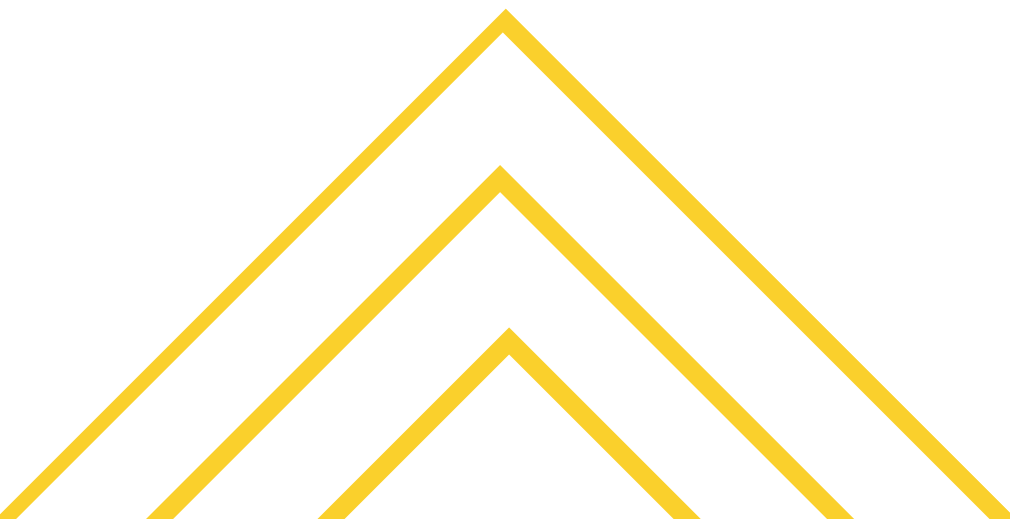


XHENSON CELA

ROMIX COMMUNITY COMICS AND TOYS
ENTREPRENEUR



'Romix Community Comics & Toys' stands for the symbiosis of education and entertainment and expands its scope to other social objectives, firmly believing it contributes to the overall ecosystem. I feel lucky to be part of DPI, a place where actors support & grow together.



SUPPORTING SCHEMES PRESENTED THROUGH Dua Partner Invest



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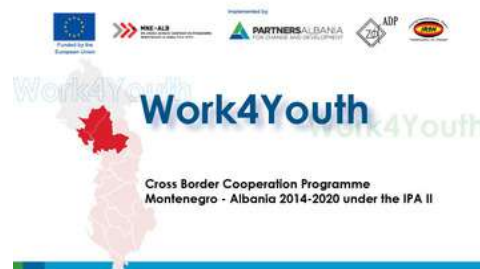
ENTREPRENEURS REGISTERED IN THE PLATFORM BENEFITED FROM FINANCIAL SUPPORT AND

248

ENTREPRENEURS BENEFITED FROM TRAINING OPPORTUNITIES PRESENTED BY DPI AND OFFERED BY PA



IN THE FRAMEWORK OF THE PROJECTS IMPLEMENTED BY PA AND PROMOTED BY DPI



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COOPERATION, PARTICIPATION & PRESENTATION OF Dua Partner Invest AT THE NATIONAL AND INTERNATIONAL EVENTS



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FAIRS & EXHIBITIONS



TIRANA INTERNATIONAL FAIR

DPI platform participated in and promoted its services in the **Tirana International Fair** organized by KLIK Ekspo Group with the presence of **10 members** of the DPI platform, enterprises supported through the years by PA. Participation in the fair provided many benefits, and it was appreciated as a great opportunity by all entrepreneurs to increase visibility, establish contacts through B2B meetings, and sell their products.

JOB FAIR

Dua Partner Invest Platform was presented to students during the **Job Fair** organized by the Faculty of Economy, University of Tirana in April. Students learned about the registration process, the opportunities of the platform, and the activities organized.

NATIONAL COMPETITION AND FAIR

DPI team participated in the **National Competition and Fair - Students Company 2022**, where they learned more about the student's business ideas, start-ups, companies and presented the DPI platform as an opportunity for young entrepreneurs to benefit from the services DPI offers.

EXHIBITION ON CLIMATE

During the **Exhibition on Climate** organized by the Faculty of Economics, University of Tirana. PA presented the Dua Partner Invest Platform and the programs in support of green economy and sustainable development, such as the Green Business Ideas Competition as an opportunity for the students to apply with their business idea, through the platform.



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MEETING ECOSYSTEM ACTORS



Dua Partner Invest team alongside PA participated in the meeting organized by the **Minister of State for Entrepreneurship Protection** during the Global Entrepreneurship Week 2021. In the meeting, it was discussed about the progress of the preparation of the draft law on start-ups and the activities of the ecosystem actors in the field of entrepreneurship and how they can interact with the minister to create value.

WESTERN BALKANS BUTTERFLY INNOVATION & BUSINESS FORUM



DPI was presented in the **Western Balkans Butterfly Innovation & Business Forum**, in the panel of Social Innovation in WB, as a hub supporting and contributing to the development of social entrepreneurship and innovation in the region.

RISE REGIONAL FORUM

During the "Bang the Drum for Social Economy in WB6" session at the **RISE Regional Forum** in Tirana, the contribution of Dua Partner Invest was brought to the forefront. DPI platform showcased its diverse range of services, remarkable opportunities, and the valuable experiences of its esteemed members. Regional participation within the platform and active engagement and collaboration among the stakeholders were encouraged.



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ALBA SKENDAJ
CONSULTANT



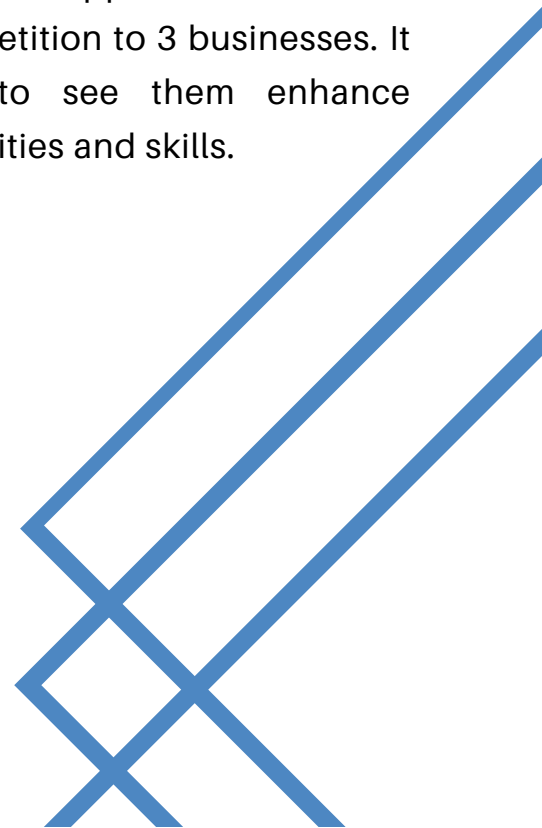
The collaboration with DPI platform has been and is unique to my professional career, where I have gained reliable partner for long-term and lasting success. I would recommend it to anyone who believes in the art of mentoring and wants to expand a valuable network of collaborators.



ALDA DHAMO
CONSULTANT



I was happy to get introduced to Dua Partner Invest, which enables matchmaking of skills and services such as coaching and consultancy. I had the opportunity to provide coaching and support for the Green Ideas Competition to 3 businesses. It was nice to see them enhance existing abilities and skills.



NEWS & NOTIFICATIONS BY

Dua Partner Invest

ON THE RECENT DEVELOPMENTS IN THE FIELD OF ENTREPRENEURSHIP



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3 Updates/News on the Recent Developments in the **Albanian Legislation of Social Entrepreneurship**

1 Update/News in the Development of the **Regional Legislation on Social Entrepreneurship**

3 Updates on the Recent Developments in the **Field of Entrepreneurship in the Region**

2 Updates on **Social Economy Development on the EU Level**

2 Updates on the **Financial Mechanisms for Start ups and Accelerators** Offered by Minister of State for Entrepreneurship Protection in Albania

2 Updates on the **Financial Mechanisms at the Regional Level**

3 Participated in 3 Activities on the **WB and EU Level about the Social Economy**



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News shared in the
DPI platform

News



Balkathon 3.0 - Smarten Up for the Future
Apply in the 'Balkathon 3.0' until 16 June 2022, 12:00 (CET+)
[READ MORE](#) 03-06-2022



RD Star Venture programme
The deadline to apply is June 25th 2022
The EBRD's Star Venture programme is currently accepting app...
[READ MORE](#) 26-05-2022



Events in the Entrepreneurship Ecosystem - May - J...
Participate and get to know the latest developments
[READ MORE](#) 26-05-2022



OPPORTUNITY FOR TOUR OPERATORS
Advantages for the members of DUA Partner Invest
[READ MORE](#) 25-05-2022



2022-06-03 10:13:05
[READ MORE](#)



2022-05-26 12:26:28
[READ MORE](#)



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**Partnership
Announcements**



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**Accelerator
Opportunities**



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**Financial
Opportunities**



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**Training
Opportunities**



7
**Online
Meetings**



5
**Offers for
Members**



12
**Other
Opportunities**

PUBLICATIONS & PROMOTIONS IN

Dua Partner Invest



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PAPERS FOR THE
ENTREPRENEURSHIP
ECOSYSTEM

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NEWSLETTERS DIRECTED TO 1000
NATIONAL AND INTERNATIONAL
CONTACTS

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TESTIMONIALS FROM OUR MEMBERS
ABOUT THEIR EXPERIENCE IN DUA
PARTNER INVEST PLATFORM

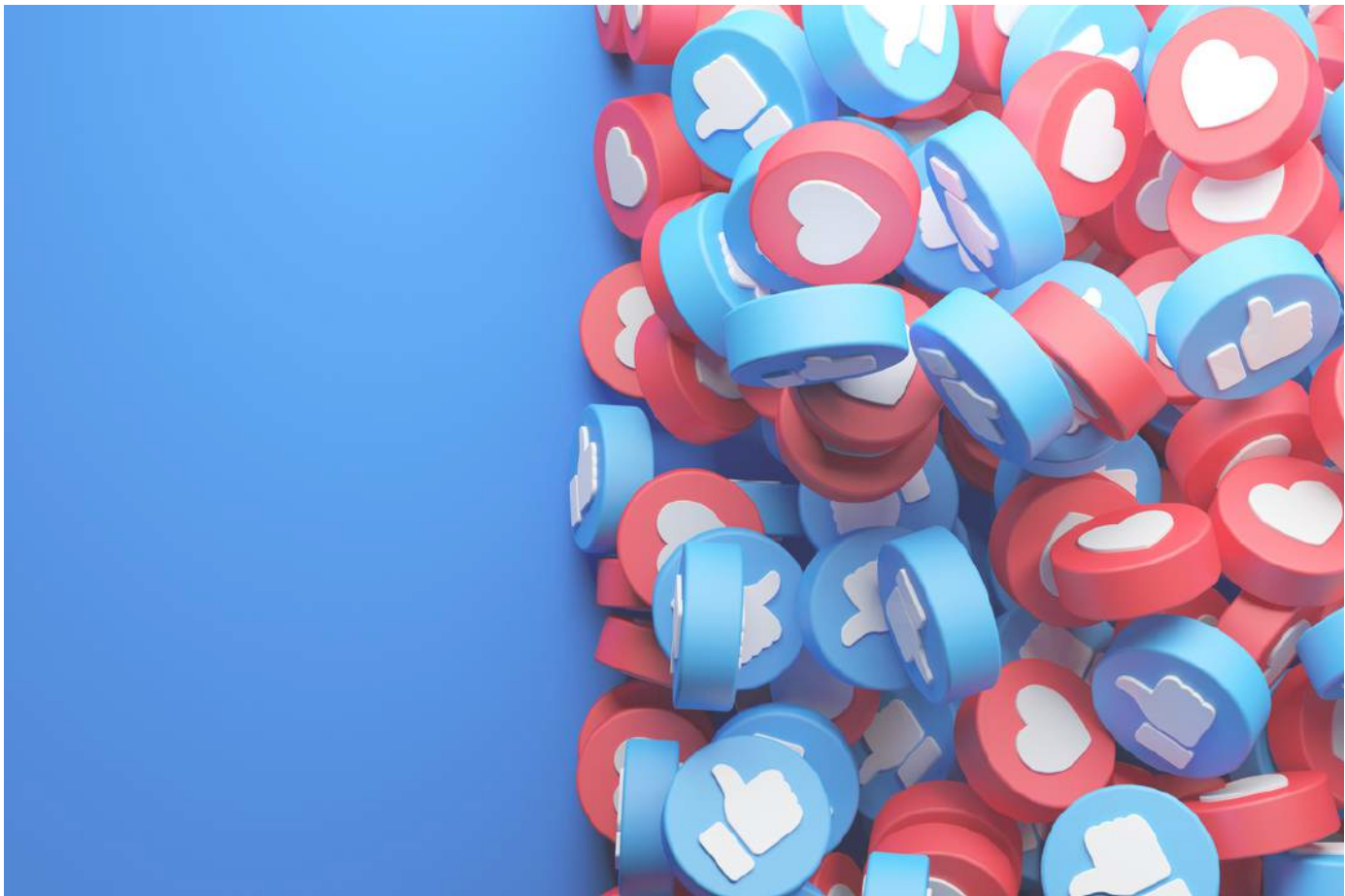
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VIDEOS OF DPI MEMBERS HAVE BEEN
PREPARED BY PA, AND PROMOTED
THROUGH DUA PARTNER INVEST



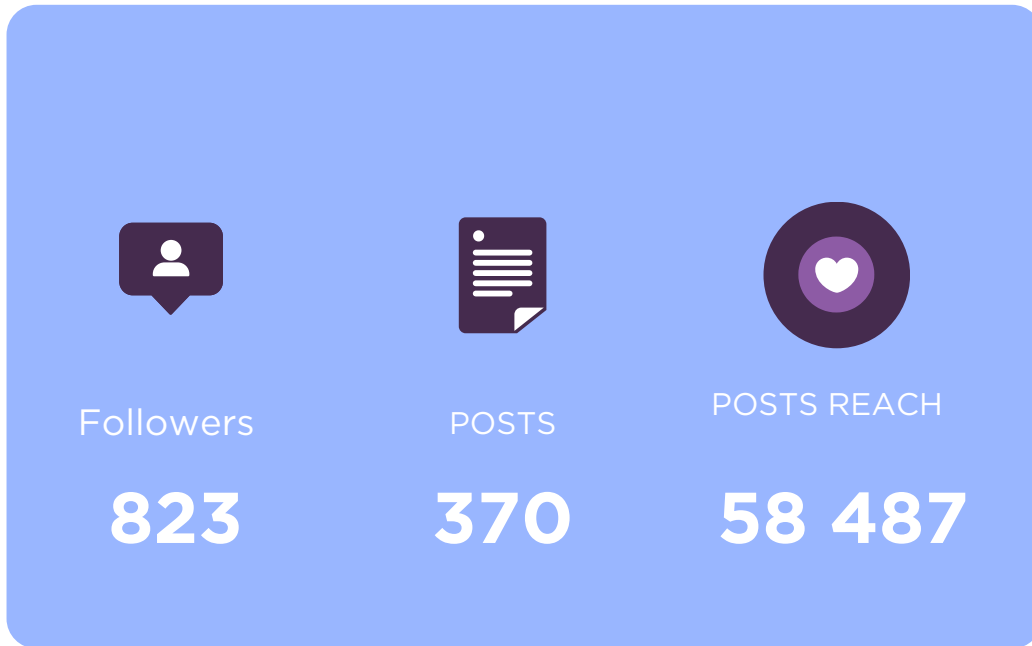
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DUA PARTNER INVEST SOCIAL MEDIA INSIGHT

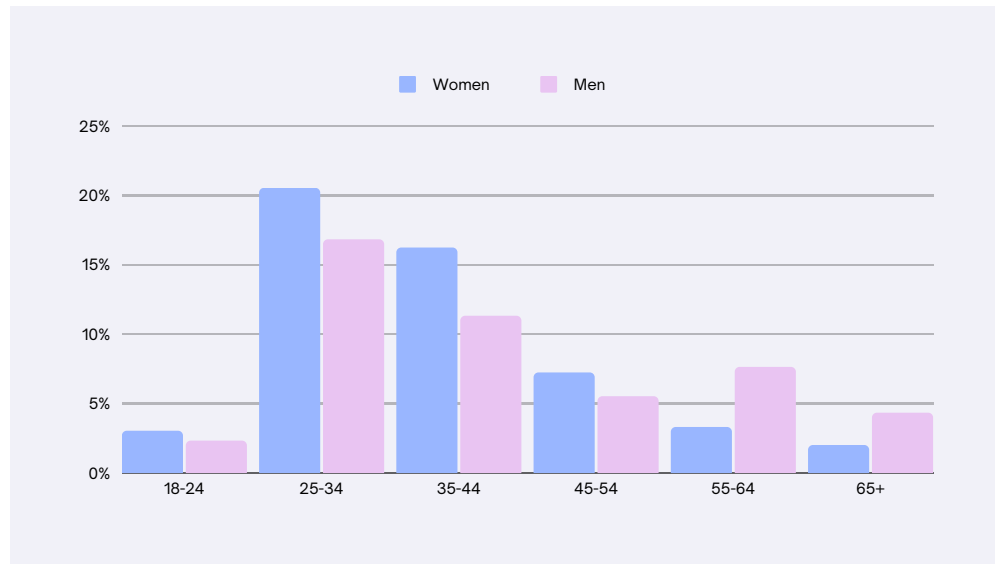
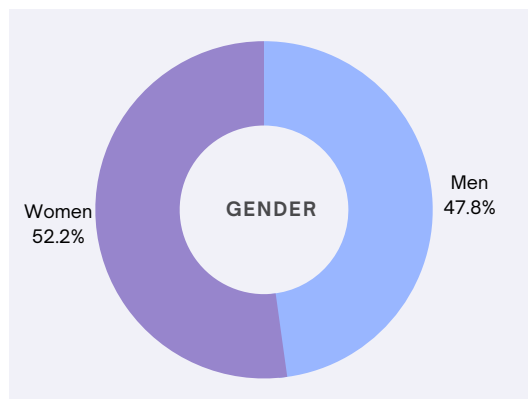


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FACEBOOK AT A GLANCE



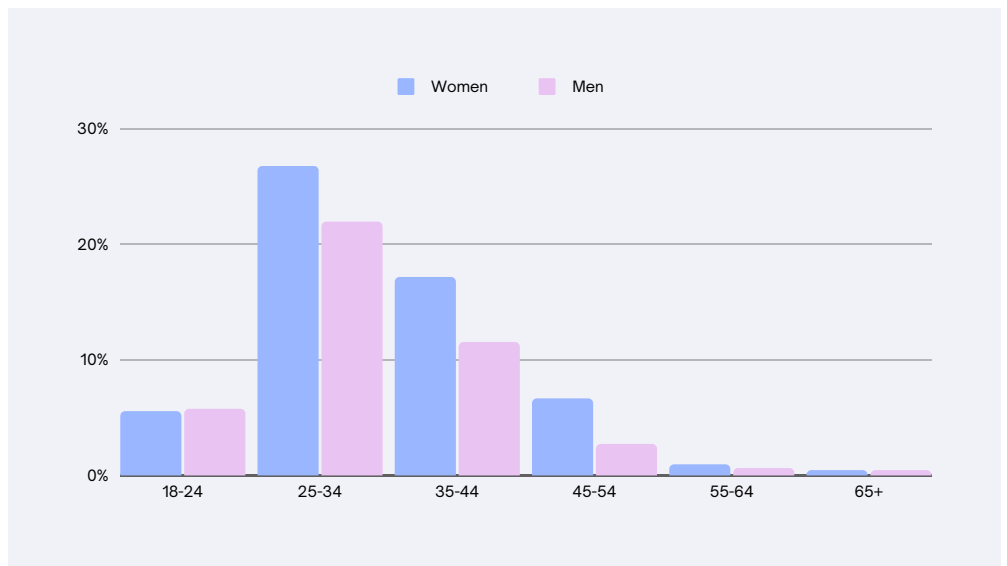
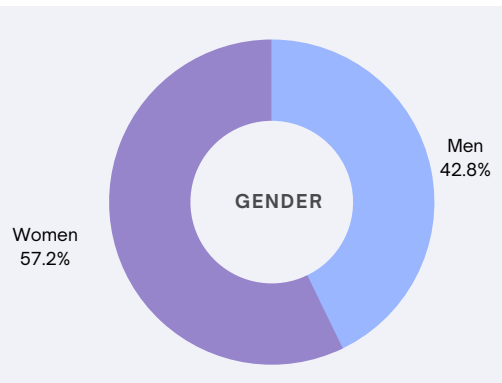
AUDIENCE METRICS



INSTAGRAM AT A GLANCE



AUDIENCE METRICS



WHAT IS NEXT FROM DUA PARTNER INVEST



EXPANSION AND REACH

Dua Partner Invest aims to expand its presence and network within the Western Balkans region, forging strategic partnerships and collaborations.



ENHANCED SUPPORT SERVICES

The platform will continuously improve its comprehensive services, including funding opportunities, mentorship programs, market exposure, international partnerships, and promotion.



STRENGTHENING INVESTOR ENGAGEMENT

Dua Partner Invest will actively cultivate relationships with international investors to provide a platform for competitive business ideas and secure necessary funding.



CONTINUOUS LEARNING AND KNOWLEDGE SHARING

Workshops, webinars, and networking events will facilitate the exchange of ideas and best practices among start-ups, investors, and consultants.



MEASURING IMPACT AND SUCCESS

The platform is committed to monitoring and evaluating its impact on the entrepreneurship ecosystem, guiding future strategies for improvement.



Join our Community!



Dua Partner Invest

CONTACTS



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SOCIAL MEDIA



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