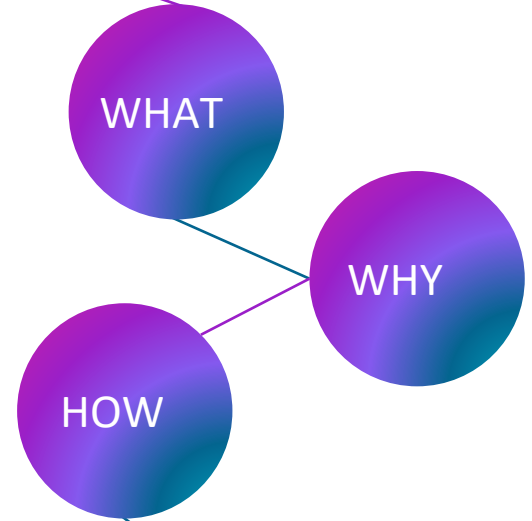


Strategic Partnerships for Startups:



Emin Aliev
Partnerships' Center

About

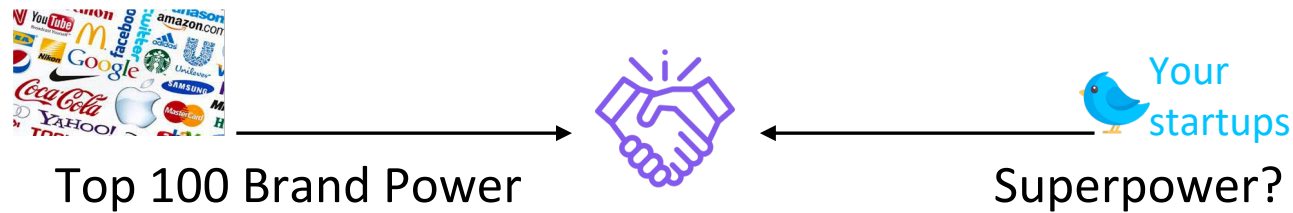
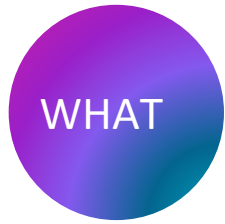
Emin Aliev

METAVERSE and Digital Transformation expert with over 20 years of corporate management experience in US and Eastern Europe.

Meta Global Business Group.
Digital Ecosystems and Big Tech.



What is your superpower



META QUEST ECOSYSTEM

By the numbers



1/3

of the over 400 apps in the Quest Store, roughly 1 in 3 are making revenue in the millions.

33

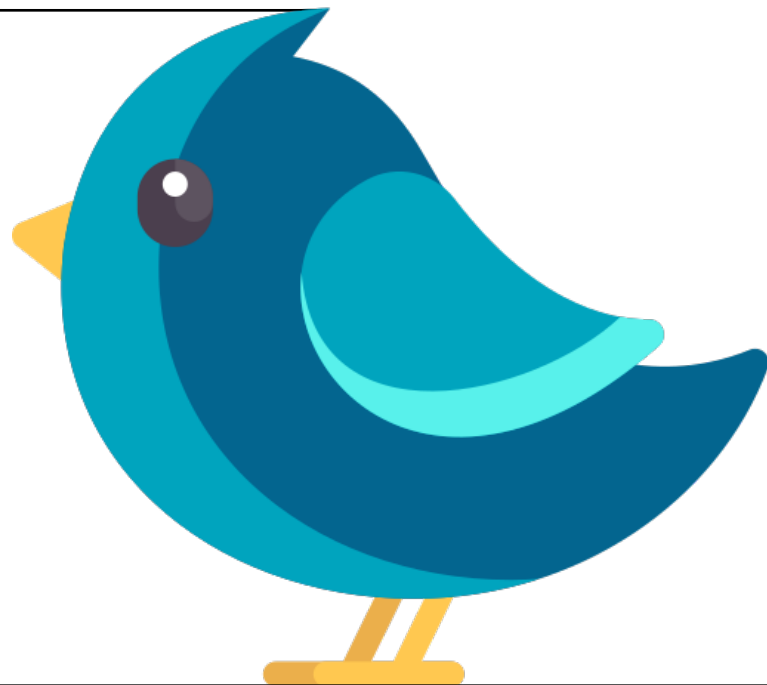
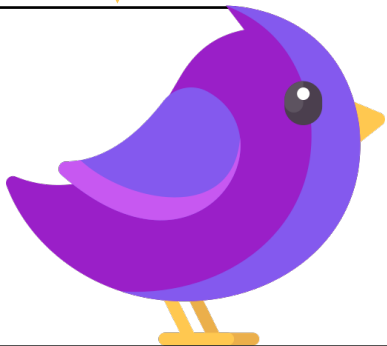
titles have made over \$10M in gross revenue, up 11 from February.

55

titles have made over \$5M in gross revenue, which has doubled since last year.

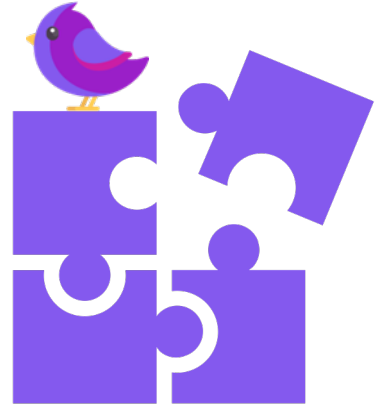
HOW

Bridge the GAP!



Strategic Fit

- 1/ Your product, their distribution platform, for much broader reach
- 2/ Their product, your (regiona) distribution
- 3/ 1+1+3: Your product + partner's product are much stronger together



Risk vs. Reward

- 1/ Make or Buy
- 2/ The Secondary Risk of Buy
- 3/ Size of Reward
- 4/ Risk / Reward Tolerance



Trust Index

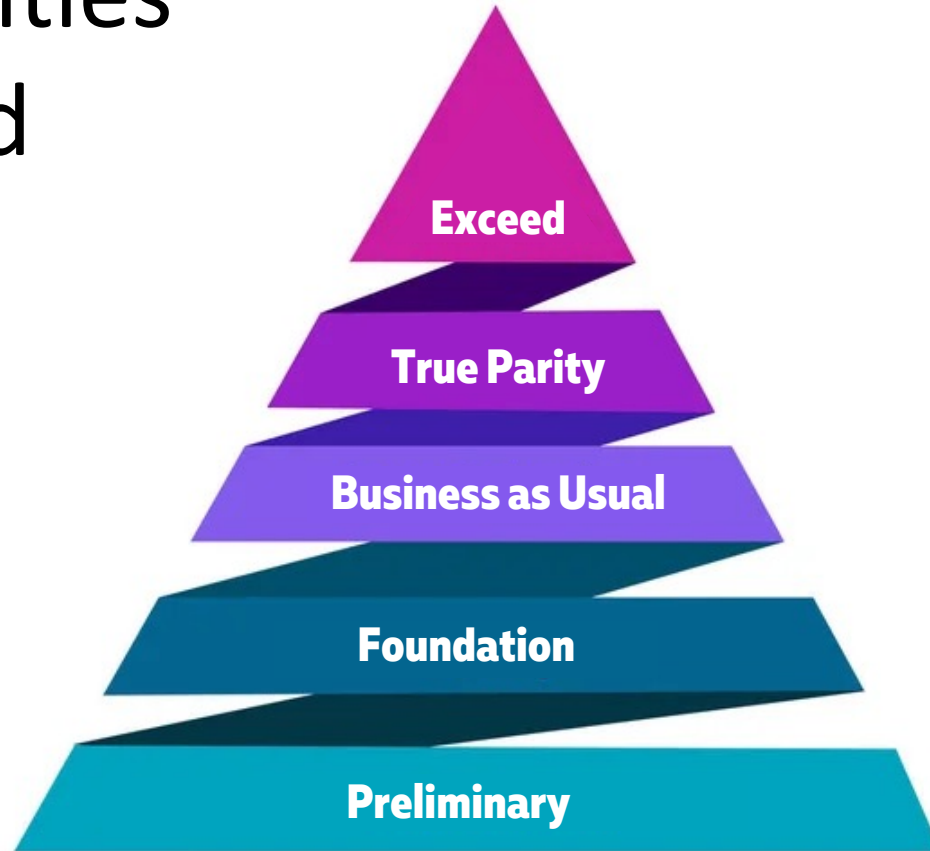
1/ Transparency

2/ Predictability

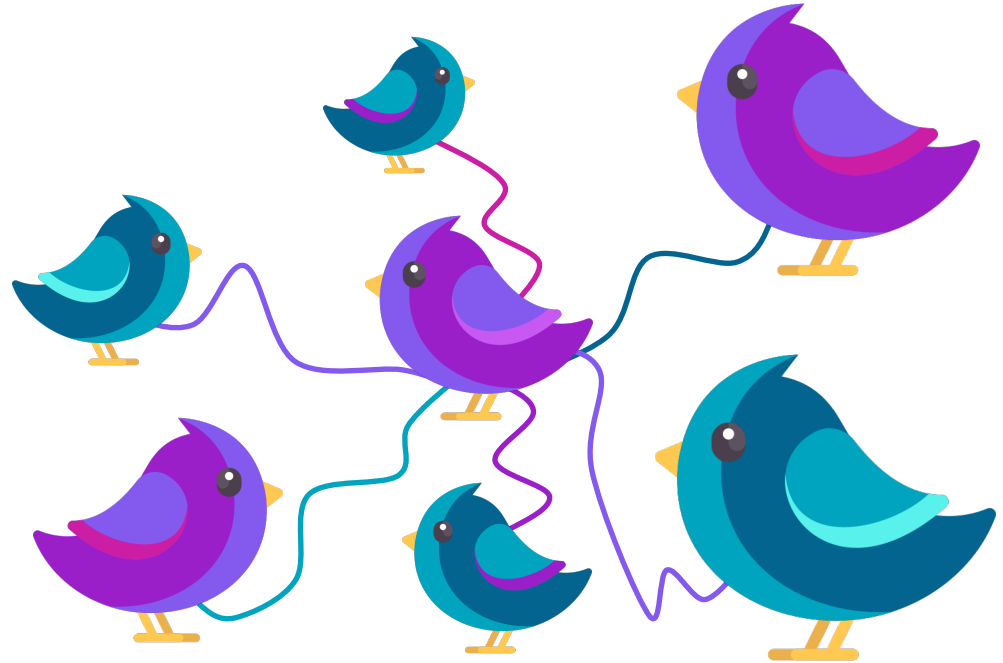
3/ Communication



Capaiblities Pyramid



How many Strategic Partners should you have?



Thank you!



Contacts



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