

PLUGANDPLAY APAC

Asia Pacific Partners

SERVICE PROVIDERS



Service Providers - Asia Pacific Partners



AWS provides startups with low cost, easy-to-use infrastructure needed to scale and grow business of any size.

Eligibility

- Limited to PNP Startups

Benefits

- \$25,000 in AWS Activate Credits valid for 2 years
- 1 year of AWS Business Support (up to \$5,000).
- 80 credits for self-paced labs



Hubspot is an inbound marketing and sales platform.

Eligibility

- Limited to PNP Startups

Benefits

- For startups with under \$2m in funding: 90% discount for 1 year
- For startups with over \$2m in funding up to and including Series A: 50% discount for 1 year



Stripe helps entrepreneurs across the world to start and grow their business.

Eligibility

- Limited to first time users
- Singapore and Japan

Benefits

- For PNP portfolio startups, waived Stripe fees on your next US\$50,000 of payment processing
- For PNP programme startups, waived Stripe fees on your next US \$30,000 of payment processing
- Early access to events and new product betas
- Priority support from the Stripe team



Intelleigen finds innovative solutions for client's intellectual property needs

Eligibility

- Limited to first time users

Benefits

- Incorporation of Company in Singapore: SGD980
- Trademark Registration (Filing a trademark in one class): SGD 600
- Note: Prices listed above are exclusive for PNP startups



weConnect helps foreign companies expand into Asia by managing their back office functions in Asia.

Eligibility

- Limited to PNP Startups

Benefits

- Corporate secretarial, accounting, tax, payroll, HR



Talenox is a HR software design to manage payroll and leave, and store precious employee details from a central location.

Eligibility

- Limited to PNP startups and first time users

Benefits

- 30-day trial of the Talent SUITE
- SGD200 worth of Talenox credits to help pay for monthly subscriptions up to 5 months

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QuickBooks offer on-premises accounting applications as well as cloud-based versions.

Eligibility

- Limited to small-medium sized teams

Benefits

- Cloud Accounting, IRAS Compliant, Invoicing, Accounting Report, Cash Flow Management, Accountant access, Automatic backups, Data security, Free unlimited support: Start from SGD20



The Great Room offers a range of flexible office solutions.

Eligibility

- Limited to PNP startups and first time users

Benefits

- Hot-desk space including enterprise grade wifi, complimentary coffee and tea, private phone booths, access to lounge: SGD70/day, SGD750+/month
- Located in Singapore, Bangkok and Hong Kong



S&P Global Market Intelligence, a division of S&P Global (NYSE: SPGI) is a leading provider of financial and industry data, research, news and analytics.

Eligibility

- Limited to PNP startups

Benefits

- Data covering 99% of global market capitalization, SEC filings and transcripts, transactions and key executives, permanent unique identifiers assigned to each company, security and trading item for simple management and cross-reference.



Google Cloud Platform frees you from managing infrastructure, server provisioning and configuring networks.

Eligibility

- Limited to first time users
- Limited to startups up to 6months of graduation from accelerator batch

Benefits

- Get US\$20,000 in credit for 1 year surge package
- Get US\$100,000 in credit for 1 year
- Receive 12 free months of Google Apps (\$60/user)



Microsoft for Startups lets you leverage their cloud marketplace, enterprise sales team, and partner ecosystem to reach customers globally.

Eligibility

- Limited to first time users
- Limited to B2B startups
- Limited to startups up to 6months of graduation

Benefits

- Get US\$25,000 in credits (or more based on needs) for 1 year
- Office 365 Business Premium
- Visual Studio Enterprise Cloud Subscription



Autodesk builds software that helps people imagine, design, and create a better world.

Eligibility

- Limited to first time users

Benefits

- Up to US\$150,000 in free Autodesk software

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Zendesk for Startups provides a SaaS suit for desk ticketing, issue tracking and customer service support.

Eligibility

- Limited to first time users
- Maximum of 100 employees

Benefits

- For startups with Series B fundings and below
- Any combination of Zendesk Support, Talk, Chat, Guide, Explore, and Sell products, free for 6 months
- Online office hour sessions with startups customer success team



Oracle for Startups provides Oracle Cloud credits, partnerships and marketing for startups.

Eligibility

- Limited to first time users

Benefits

- US\$20,000 Oracle Cloud credits
- 1:1 in-depth architecture review with an Oracle Cloud architect
- Access to Oracle migration services
- Co-marketing opportunities
- Additional discounts (70%) on Oracle Cloud for 2 years



The Hatch program provides startups with essentials and easy-to-use tools to build their business

Eligibility

- Limited to first-time users
- Selected Asian countries

Benefits

- 30-day US\$100,000 in infrastructure credits for 12 months
- Education and Training from their Developer Advocates
- Technical training and advice from their Solutions Architect



Segment makes analytics and customer data collection easy.

Eligibility

- Limited to small-medium sized teams

Benefits

- US\$50,000 in Segment credits for 2 years ▪ Priority support and analytics advice



TestFairy is a mobile testing platform that allows mobile teams to see what happens on their mobile applications during testing.

Eligibility

- Limited to PNP startups and first time users

Benefits

- Free account for the first year



InVision is a digital product design platform powering the world's best user experience.

Eligibility

- Limited to PNP startups and first time users

Benefits

- Free prototypes (up to a maximum of 3 prototypes) for 6 months

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noCRM is a lead management tool that helps sales people stay on top of their follow-ups and close more deals while providing managers with needed visibility.

Eligibility

- Limited to PNP Startups and first-time users

Benefits

- 1 license for 1 year OR
- 2 licenses for 6 months (Currencies available for complimentary credits: USD, EUR, GBP)



Findings is a security & privacy compliance automation platform to streamline security auditing & risk management.

Eligibility

- Limited to first time users
- Singapore and Japan

Benefits

- Free security & privacy compliance posture
- Free showcase and/or VRM setup
- 50% discount on Findings subscription for 2 years



Tech in Asia is a media, events, and jobs platform on a mission to build and serve Asia's tech and startup community. We decode the latest tech news and analysis so you don't need to!

Eligibility

- First time Tech in Asia Subscriber (Does not apply to existing TIA Subscribers)

Benefits

- Latest exclusive articles about Tech startups
- Access to the latest insights, trends, and pitch decks
- Follow active investors in the SEA region
- Access to exclusive member-only events
- Access to 50,000 company database



True Digital Park is the Southeast Asia's largest tech and startup hub located in the heart of Bangkok CyberTech District.

Eligibility

- Startups from PNP batches
- First-time purchase only

Benefits

- 30% discount on True Digital Park Monthly Co-Working Space with no min. number of months
- Free WIFI
- Free \$1,000 credits (valid for 1 year)
- Access to Thai startup ecosystem via events and networking sessions



Carta simplifies equity management and fundraising for founders, help investors manage the funds that invest in startups, and make it as easy for founders to issue equity to their employees as it is to issue payroll.

Eligibility

- Limited to PNP startups

Benefits

- For Series A+: we can offer companies incorporated in SE Asia 20% off the first year and waive the implementation (\$500).
- For seed and pre-seed: we can offer free cap table, ESOP, and fundraising functionality at no cost until they close their series A.



Deel lets you onboard a global team in 150 countries, process payroll with a click, and never have to worry about the word "compliance" again.

Eligibility

- Limited to PNP Startups.

Benefits

- For the first year:
- Contractor Model: 3 month free + 50% off remaining year
 - Full-Time Employees: 20% off for select countries

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Startup Partners

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Osome provides online incorporation, corporate secretarial, accounting, tax, immigration and payroll services in Singapore, Hong Kong and the United Kingdom.

Eligibility

- Limited to PNP startups

Benefits

- Get 16% discount for your first invoice through PNP
- If startup is already a client of Osome before their referral from PNP, 16% discount will apply for the startup's next invoice.



Start Me Up is offering startups free access to its intern talent pool, comprising international students from global top universities who will intern with the startup on a remote basis.

Eligibility

- Limited to first time users

Benefits

- Get Complimentary access to Start Me Up's talent pool and dedicated recruiters
- For more information: startmeup.careers/accelerators-offer/ (using code "PNPSING")



Hire Digital connects businesses to a curated network of top talents in digital marketing, development, design, and more, across 350+ skill sets to fulfill immediate and long-term needs.

Eligibility

- Limited to PNP startups and first time users

Benefits

- 20% off any Hire Digital talents for the first 4-weeks of engagement
- Include **HIREDIGITALPNP** in the talent brief form, or inform the sales associate of this promotion when requesting for a talent



Squadzip is the Digital Extension of your Office where teams can plan, report, collaborate, monitor, and gather insight as easily as using social media.

Eligibility

- Limited to PNP startups and first-time users
- Minimum of 10 users

Benefits

- Enjoy 30-day free trial for your team, max of 50 user for the trial
- Includes free set up, implementation and training
- Use promo code **#PNPSTARTUP** to enjoy 26% discount rate from retail pricing



InstaReM is an online money transfer platform which enables businesses to pay overseas suppliers or vendors overseas at competitive rates.

Eligibility

- Limited to PNP startups and first-time users

Benefits

- Get SG\$20 off your first transfer, with a minimum transfer amount of SG\$1000
- Use code **"PLUGNPLAY"** to enjoy the discount



Grow your business with UIB's white label, AI-driven, omnichannel MSP API — allow your solutions, to talk on over 40 communications channels and platforms.

Eligibility

- Startups must satisfy all 3 requirements:
 - <3 years in operation
 - <US\$5M funds raised
 - <US\$1M in revenues

Benefits

- Up to \$5,000 in credits towards omnichannel MSP APIs

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MotaWord is the world's fastest human translation platform, with over 20 thousand vetted, highly-qualified translators in 90+ languages.

Eligibility

- Limited to PNP startups

Benefits

- 15% discount on all orders (no T&Cs)



ProSpark is a flexible all-in-one Learning Management System (LMS) to train, reskill and upskill your workforce.

Eligibility

- Limited to PNP startups

Benefits

- 50% discount of ProSpark Lite for 1 year. Normal price: \$150
- 30% discount of ProSpark Enterprise for 1 year. Normal price: \$500 (for 100 users)



Shortlyst is a Global Talent Sourcing platform suitable for businesses of all sizes to hire the right teams.

Eligibility

- Limited to PNP Startups

Benefits

- 50% discount for the first 3 months of chosen plan.
- Starter Plan: USD 15 / Account / per Month with monthly billing; OR USD 12 / Account / per Month with annual billing
- Professional Plan: USD 40 / Account / Month with monthly billing; OR USD 32 / Account / Month with annual billing
- *All packages will get a 2-week free trial after onboarding



Funderbeam is the first and only Private Exchange to facilitate fundraising and equity trading across Europe and Asia.

Eligibility

- Limited to PNP portfolio startups
- Incorporated in SG/EU/UK
- Have secured/securing a lead investor
- (subjected to assessment by Funderbeam)

Benefits

- Get access to Funderbeam's services at discounted fundraising/listing fees
- For more information, please refer to the brief here: <https://bit.ly/3xmV0JS>



Xendit is the leading payment gateway in SEA.

Eligibility

- Limited to PNP startups and first-time users
- Pre-seed to Series A startups
- Have portfolios in the Philippines and Indonesia

Benefits

- Get up to US\$100,000 in credits for Xendit solutions
- Minimum 1-year retention beyond sponsorship period with best price offer + 10% discount



Sleek helps companies to effortlessly incorporate and manage all corporate secretary, accounting and tax compliance 100% online in Singapore & Hong Kong.

Eligibility

- Limited to PNP startups and first-time users

Benefits

- Get 100 SGD or 500 HKD immediate discount on the first invoice using "PLUGANDPLAY100"

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Bespin Global is a Cloud Management company helping their clients to navigate the maze of services, solutions, and technologies on offer from various CSPs, including Alibaba, AWS, Huawei, Google, and Microsoft.

Eligibility

- Limited to PNP startups
- Pre-seed to Series C

Benefits

- Discount on AWS/GCP total cloud billings for 12 months
- Free 3 Months of Google Workspace (Business Starter), capped at 10 users
- Free Well-Architected Review for your cloud infrastructure



Freshworks is a leading maker of cloud-based customer and employee engagement software based in San Mateo, California. The company's cloud-based suite is widely used by over 250,000 businesses around the world.

Eligibility

- Limited to PNP startups

Benefits

- 10,000 USD Credits split across Freshworks suite of products listed below:
- Sales and Marketing Suite
 - Customer Experience Suite
 - Business suite
 - White-Glove Onboarding
 - Startup-focused Resources & Mentorship on Freshworks area of expertise



Get wholesale FX rates with 0.5% cashback on overseas money transfer and payment

Eligibility

- Limited to PNP startups in SEA

Benefits

- Get 1.0% cashback on your first transaction



IPOS International is a wholly-owned subsidiary of the Intellectual Property Office of Singapore (IPOS), housing over 100 IP experts in areas such as IP strategy and management, patent search and analysis, and IP education and training.

Eligibility

- Limited to SMEs with at least 30% Singapore local holdings

Benefits

- Free 45-minute Intangible Assets Chat Session
- 70% Subsidy for Discover Intangible Asset (DIA) Program - a pre-scoped consultancy program that helps companies discover their intangible assets
- More information: <https://bit.ly/3rM8vTI>



Maragoo.com provides a secure cloud-based platform where private and public businesses such as governmental departments, health trusts, hospitals, clinics can post listings for required medical devices, equipment, disposable items and/or any other medical related items.

Eligibility

- Limited to PNP startups

Benefits

- 50% discount on Maragoo's 30-day subscription package (US\$14.99, instead of US\$29.99)
- Discounted mandatory verification fee
- Free email support for all users



Dedoco is a blockchain-based digital document and signing solution.

Eligibility

- Limited to PNP startups and first-time users

Benefits

- 50% of either your Monthly or Annual Business Plan (SaaS) for 12 months
- With your Dedoco license you'll be able to create trusted, verifiable documents and credentials when sending agreements for e-signature
- For more information, visit us at <https://www.dedoco.com>

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SeedLegals automates the legal startups need, dramatically cutting down the time and expense companies used to spend with traditional lawyers and accountants.

Eligibility

- Limited to PNP startups incorporated in Singapore/Hong Kong

Benefits

- Free two months Startup Essentials Subscription
- Unlimited support from their experts
- For more information, visit <https://seedlegals.com/sg/pricing/>