

Handbook

Raising the capacities of young entrepreneurs Programmes and initiatives implemented

ANIMA Investment Network



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Iconography

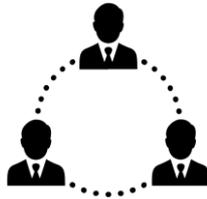
Icons highlight the main specificities of each programme and ease the quick identification of the services offered.

Meaning and credits



International programme

Icon by Creative Stall, Noun Project[©]



Networking

Icon by Gregor Cresnar, Noun Project[©]



Hosting / co-working space

Icon by Iconathon, Noun Project[©]



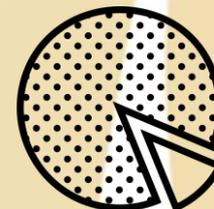
Business internationalisation

Icon by Baboon design, Noun Project[©]



Pitching of projects to investors

Icon by Noun Project[©]



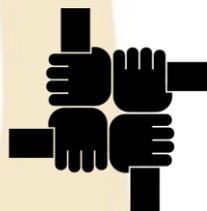
% Equity or shares required

Icon by Oliviu Stolan, Noun Project[©]



Entrepreneurs' camp

Icon by Chris, Noun Project[©]



Coaching / training

Icon by Gilbert Bages, Noun Project[©]



Awards / prizes

Icon by Creative Stall, Noun Project[©]



Experts

Icon by Creative Stall, Noun Project[©]



Mentoring

Icon by Gilbert Bages, Noun Project[©]



Loan or cash funding

Icon by Rohith M S, Noun Project[©]

Introduction

Several studies by the OECD and the World Bank have showed that young innovative firms (less than five years) accounted for a high proportion of job creation in developed economies. In 2011, a study published by the World Bank under the title “SME innovators and gazelles in MENA (Middle East-North Africa)”, argued that fast-growing small and medium enterprises (SMEs) are the most likely to generate new jobs. In a context of increased rates of unemployment, especially among young people, fostering the creation and development of new ventures with high-growth potential became one of the primary concerns for policy makers. National and local governments in MENA have been implementing measures to promote entrepreneurship and encourage entrepreneurial spirit among young people. In this sense, public policy can play a crucial role in stimulating the emergence of talents and flagship start-ups that would become job providers.

In recent years, a new generation of entrepreneurs has emerged in MENA countries, due to a combination of several factors: the creation of accelerators, co-working spaces, business plan competitions, investment funds and mentoring programmes, as well as the promise of empowerment, which resulted from the Arab uprisings. Diaspora talents also play an increasing role in the transfer of knowledge and dissemination of entrepreneurial models and success stories.

In MENA, there is a dual reality regarding start-ups. Most of the time, young entrepreneurs point out to a lack of access to finance. In the meantime, investors find it difficult to source qualitative and mature projects. In fact, there is a relatively weak entrepreneurial culture, which is not addressed by the education system. Despite the creation of instruments to provide funding in most countries, many challenges remain as the legal framework often fails to encourage private investment in SMEs.

To accompany the new entrepreneurship trend and overcome the challenges faced by the promoters, a range of programmes and initiatives dedicated to support young innovators and entrepreneurs have been launched in the MENA countries led by private, non-for-profit, national and foreign actors.

Supporting youth entrepreneurship: To whom and what?

The present handbook “Raising the capacities of young entrepreneurs” explores the various forms of support implemented in the Southern Mediterranean countries and beyond. It helps understand the dynamics around entrepreneurship and start-up growth and outlines the stakeholders that nurture the entrepreneur’s environment. This handbook is designed as a practical tool that enables:

- Policy makers and practitioners, active in the field of innovation and entrepreneurship, to get an insight of the main support programmes and initiatives and their operating mode;
- Young students, “wanna-be entrepreneurs” or start-up founders to understand the framework of entrepreneurship support and the activities they could benefit from.

The handbook is based on a review of more than 80 initiatives, events and organisations engaged in innovation and entrepreneurship support, mainly in five Arab countries: Algeria, Egypt, Lebanon, Morocco and Tunisia. Information on entrepreneurship support schemes and organisations was collected via online research as well as inputs from the Sahwa partners.

The programmes and initiatives featured in this handbook have been selected according to a list of criteria: target audience and beneficiaries profile, types of support and services delivered, status of the implementing body (public, private, civil society/non-for-profit), business model and source of funding, partnerships with local and international organisations, after-care strategy and maturity (new or well-established initiatives). Interviews were conducted with 15 experts and managers in order to complement information on the best practices and constraints of the programmes.

Traveling the entrepreneurial journey

In every start-up conference or event, serial entrepreneurs and start-up supporters feel the need to remind the audience about one particular fact: being an entrepreneur is not an easy task. Entrepreneurs evolve in a very complex environment in which multiple variables and stakeholders interact. During their entrepreneurial journey, they encounter many obstacles, doubts and have to overcome failure several times.

This is why providing support to entrepreneurs is crucial to increase the chances of success, especially among young people. It calls for a diverse range of measures and tools to be applied in line with the entrepreneur's needs, at each phase of its journey. In addition to this, it is also important to encourage entrepreneurial attitudes at an earlier stage, celebrate risk taking, develop creativity and leadership and enhance the image of entrepreneurs among the public. It is essential if we expect that young people would consider entrepreneurship as an option for their careers¹.

Taking into account that there is no one-size-fits-all solution, this handbook draws on the variety of initiatives implemented in the MENA region and in Europe, in order to present diverse innovative initiatives and means that contribute to increasing the entrepreneurs' competences at each phase of their start-up development. The presentation of each programme attempts to give an overview of the services provided as well as the strengths and constraints of each model. Feedbacks from entrepreneurs and mentors who participated in the programmes have been included in the presentation when information collection was allowed.

The initiatives presented in the handbook are organised into three chapters:

- **Inspiring wanna-be entrepreneurs:** it is about showcasing how programmes address the prerequisites to entrepreneurship development among young people, especially students, and how to induce creativity and endeavour.
- **Ideation and early stage:** features the main services offered to help a young researcher or entrepreneur develop their idea and turn it into a viable and scalable business.
- **Cross-cutting support; internationalisation, coaching, mentoring:** takes into account the diversity of the entrepreneurs' needs, paths and profiles, and explores different angles to help entrepreneurs expand their economic activity and stimulate the ecosystem, especially start-ups who are at an inflection point.

¹See Sahwa policy paper - ANIMA Investment Network, "Raising the capacities of young entrepreneurs in Arab countries: Best practices and recommendations", 2016.

CHAPTER 1 | Inspiring wanna-be entrepreneurs

Although becoming an entrepreneur is a personal choice, building a favourable environment and promoting entrepreneurship among young people is necessary in order to help the young generations adopt positive attitude towards their future and consider entrepreneurship as an optional career choice among others. This chapter features different initiatives implemented in several Arab countries in order to encourage creativity and inspire the youth by engaging them in idea development events and competitions. It also shows how specific training can be developed for high school and university students.

The benefit of these programmes should be underlined: young students are put in a context where they can explore collaboration, brainstorm, acquire soft and interpersonal skills and try new things without the fear of judgment. This contributes to changing the mindset regarding risk taking. Other mentioned activities celebrate innovation and enhance public perception towards creativity by implementing recognition mechanism and rewards and highlighting success stories.

Startup Weekend is a 54-hour experience that contributes to budding entrepreneurs and teaching them how to pitch new ideas.

MIT Enterprise Forum of the Pan Arab Region promotes entrepreneurship and innovation at several stages of the start-up.

INJAZ Al Arab prepares Arab youth to become business leaders of tomorrow with training and events, including in schools.

InnovEgypt is a capacity-building programme for students that provides training in the area of innovation and entrepreneurship.

Darwazah Student Innovation Contest celebrates entrepreneurship and innovation among undergraduate and graduate students.

Girls in Tech implements various activities to inspire young females to pursue technology degrees and engage in entrepreneurship.



Startup Weekend is a 54-hour experience dedicated to helping budding entrepreneurs and pitch new products and initiatives

Date of creation:

2007

Countries of implementation

Worldwide (including Morocco, Algeria, Tunisia, Egypt, Lebanon etc)

Timeline

Duration: 54 hours

Frequency: ad hoc events

Conditions to join

Variable (between €25- €90)

Profile

Wanna-be entrepreneurs

All sectors

Startup Weekend events span the course of a weekend (approximately 54 hours), and gather some 60-120 participants. In addition to attendees, the event attracts speakers, coaches, panelists, sponsors and company representatives. The objective is to build up and coach teams around an innovative business idea. Participants are generally requested at registration to specify their technical or non-technical skills (developer, designer, marketer, etc.) in order to facilitate the matchmaking.

Day 1: Meet, pitch and team up

Idea-bringers present and pitch their concept; participants choose the concept they are interested to develop and teams are formed.

Day 2: Learn & work

Teams start to work on their business project, from building the product to developing the most appropriate go-to-market strategy. Mentors and coaches are mobilised throughout the day to support teams in the challenges they face.

Day 3: Present and choose

At the end of the week-end teams have 5 minutes to present their project to the crowd and a jury of experts.

Indicative process & timeline

+ A fun and short event
A quick way to test a concept and check if it mobilises talents and attracts interest
Open to anyone even without a concept
Very eclectic crowd attending

- Dedicated only to very new entrepreneurs (ideas brought have to be totally new)
Very eclectic crowd attending
Quality of idea and participants is not the focus (no previous selection)



Day 1

Networking; Pitching; Choosing; Building teams



Day 2

Working; Coaching; Mentoring; Networking

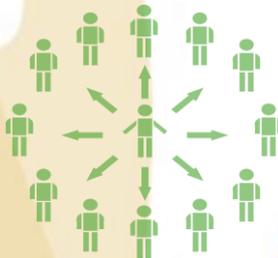


Day 3

Working; Pitching; Selecting; Networking

HOW TO PARTNER?

Anyone who has already attended a startup week-end can apply to organise one. It has to be launched by a team, to follow the set format, and to involve the local community (partners, sponsors, etc.)



FRANCHISE AGREEMENT

Organisers have to commit to strict engagements to use the franchise. They should be individuals, apply the format and the communication tools of the brand and involve official facilitators. No royalties are requested but the leftovers are retained (50% for Startup week-end, 50% for the local ecosystem)

FEEDBACK

“Startup weekend is a great opportunity for trying entrepreneurship, being a stakeholder of a project and understanding how it works. Also, it allows people to be totally conscious of their own potential, capabilities and capacity to undertake, often underestimated. To make a success of the event, everyone needs to keep in mind that we are here to work, learn and discover.”

William Roy, member of the organisation team, Startup Weekend Aix-Marseille.

“Startup Weekend is an amazing event. It helped accelerate my business from just an idea to a working prototype in just 54 hours!”

Nick Tippmann, Startup Weekend Bloomington

THE IMPACT

2007-2016 results:
2.9k events organised
150 countries
196k members
23k teams formed

IMPLEMENTING BODY

UP Global
Non for profit status
HQ: Seattle, USA
startupweekend.org



The MIT Enterprise Forum of the Pan Arab Region promotes MIT-style entrepreneurship in 21 countries of the Arab region

Date of creation:
2005

Countries of implementation
Arab countries

Conditions to join
Selection process

Profile

The MIT Enterprise Forum Arab Start-up Competition: from idea with no prototype to start-ups and advanced businesses

Innovators under 35 Pan Arab: proven innovators with technical work, under 35-years old (must be citizens of, or work in, one of the Arab countries)

The MIT Enterprise Forum Pan Arab is one of the 28 worldwide chapters of the MIT (Massachusetts Institute of Technology) Enterprise Forum Global, a major promoter of entrepreneurship and innovation worldwide. The MIT Enterprise Forum-Pan Arab targets 21 countries of the Arab region with:

The MIT Enterprise Forum Arab Start-up Competition: One of the biggest entrepreneurship competitions in the region receiving 5,000 applications each year. Besides prize money, the competition engages entrepreneurs in training, exposure and networking. Prizes range from \$5,000 to \$50,000.

Innovators under 35 Pan Arab, launched in 2010: The programme recognises Arab innovators under 35 years. The awards span a wide range of fields, including biotechnology, materials, computer hardware, energy, transportation, communications, and the Web. The winners of the regional competitions automatically become candidates for the "Innovators under 35" global list.

Indicative process

+ Promotion of entrepreneurship at several stages thanks to the 4 tracks, and high-level exposure to young talents

- The Innovators under 35 Pan Arab is more focused on individual recognition rather than projects developed by co-founders

The MIT Enterprise Forum Arab Startup Competition receives online applications in 3 different languages: English, Arabic and French for 4 different tracks: Ideas, Startups, Social Entrepreneurship, and The Silicon Valley Program

Innovators under 35 Pan Arab in partnership with MIT Technology Review: Nominations are made online. From a list of 100 nominees, 5 young Arab innovators are recognised as top innovators by the MIT Technology Review.

MIT Enterprise Forum Pan Arab: www.mitefarab.org | www.mitarabcompetition.com



INJAZ Al Arab prepares Arab youth to become business leaders of tomorrow

Date of creation:
1999

In 2004, INJAZ became the Regional Operating Center of Junior Achievement Worldwide (JAW)

Countries of implementation

Algeria, Bahrain, Egypt, Kuwait, Lebanon, Morocco, Oman, Palestine, Qatar, Saudi Arabia, Tunisia, the United Arab Emirates, Yemen and Pakistan

Profile

Students (schools and universities)

INJAZ Al Arab's mission is to help inspire a culture of entrepreneurship and innovation among Arab youth. It promotes youth education and training in the Arab World under three pillars: workforce readiness, financial literacy and entrepreneurship. INJAZ recruits private sector volunteers to work directly with the students on the following programme:

Company Programme and Innovation Camps: improve financial literacy and soft skills.

JA More Than Money: teaching children about money basics – earning, spending, sharing and saving.

It's My Business: encouraging students to use critical thinking when exploring entrepreneurial pursuits and supporting positive attitudes towards the investigation of career aspirations.

Be Entrepreneurial: encouraging high school students to start an entrepreneurial venture.

Partnerships & Sponsors

INJAZ engages in partnerships with various companies to support its programmes, including The Citi Foundation, HSBC Global Initiative, Mastercard and The Bank Of New York Mellon.

+ Helping students develop basic business skills as well as soft skills
Encouraging positive attitudes & creativity
Collaboration with Ministries of education, corporate organisations, schools, universities

- Performance and level of implemented activities vary from one country to another: staff, number of volunteers, partners etc.

INJAZ, a non-profit organisation | www.injazalarab.org



InnovEgypt: innovation & entrepreneurship training for students

Date of creation:
2014/2015

Countries of implementation
Egypt

Conditions to join
Free access
Selection process
Absence is not allowed

Profile
Students in any ICT specialisation
(Information & Communication Technology),
2nd academic year or higher
Good command of English language

InnovEgypt is a capacity-building programme for students that provides education and training in the area of innovation and entrepreneurship. Building on global studies' recommendations to embed entrepreneurship education early at university stage, the programme is developed by the Technology Innovation and Entrepreneurship Center (TIEC). It is delivered in six universities.

During 6 days, selected students follow three main modules:

Innovation & Technology Management [2 days]: introduction to methodologies and tools.

Ideation Module [2 days]: exploring ways to generate ideas and create innovative solutions.

Entrepreneurship 101 Module [2 days]: introduction to the basic concepts of entrepreneurship and training on the essential tools to start a business.

Indicative process

- + Direct collaboration with universities
Introducing students to the start-up support environment: increased chances of follow-up by TIEC for next stage services & events
- Lack of a case-practice module to engage students in an idea development



Registration on Egypt Innovate platform database
EgyptInnovate.com → students receive an email with their ID



Submission of applications online



National selection of 75 students from each university

Implemented by TIEC, an affiliate to the Egyptian Ministry of Communication & Information Technology | www.tiec.gov.eg



Darwazah Student Innovation Contest

Date of creation:
2014

Countries of implementation
Lebanon

Conditions to join
Selection process

Profile
Undergraduate and graduate students from the American University of Beirut (AUB)

The Darwazah Student Innovation Contest is a programme developed by the Darwazah Center for Innovation Management & Entrepreneurship. The purpose of the contest is to encourage entrepreneurship and innovation among undergraduate and graduate students of the American University of Beirut (AUB), as well as collaboration among students from different disciplines.

Students engaged in the contest take part in ideation workshops, business-model development training and pitch training.

Two awards are granted to the winning teams:

Darwazah Award's first prize \$15,000
Darwazah Award's second prize \$5,000

The Hikma Pharmaceuticals group, which is founded by the Darwazah family, is the official sponsor of the Darwazah Center and the Student Innovation Contest.

Indicative process



November: Opening of online applications & information session



February: Selection of semi-finalists (16) & training session



March: Submission of written proposals & selection of 8 finalists



April: Pitching and award ceremony

+ Encourage students to developing ideas and adopting new ways of working
Connecting university students with industry

- Limited to students from the American University of Beirut

Darwazah Center for Innovation Management & Entrepreneurship (AUB) | www.aub.edu.lb/osb/darwazah

Girls in Tech



Girls in Tech: Women. Technology. Entrepreneurship.

Date of creation:
2007

Countries of implementation

US (originally) and worldwide
Active in Jordan (2014)
In Egypt (2014) and Morocco (2015)

Conditions to join

Open access

Profile

Female students or wanna-be entrepreneurs interested in technology, coding and entrepreneurship.

Girls in Tech is a global non-profit organisation focused on the engagement, education and empowerment of women in technology and entrepreneurship. Among several programmes implemented by Girls in Tech: the hackathon is dedicated to encourage young females in exploring and developing their skills in coding, as well as learning to working with fellow hackers. It is a two-day event where developers, designers, scientists, students, entrepreneurs and educators gather to collaborate on projects including applications, software, hardware, data visualisation and platform solutions.

Format:

Introductory session on the chosen platform/technology
Coding sessions with breaks for refreshments
Presentation round for teams to show off the results of their work
Judging by the panel of experts
Awards ceremony and networking

Partnerships & Sponsors

+ Inspiring young females to pursue technology degrees and engage in entrepreneurship
Events, including hackathons, are open to both female and male participants

- Programmes & methods developed in each country depend on the local context/teams
Risk to maintain women in a non-mixed environment in certain conservative countries

Girls in Tech expands in new countries by collaborating with women who are active in the field of entrepreneurship and innovation:

Girls in Tech Morocco was created in partnership with the founder of the co-working space New Work Lab in Casablanca.

Girls in Tech Egypt was founded by a young woman who works in Research and Development at Vodafone

Girls in Tech sponsors include IBM, AUTOMATTIC, Angelhack, GoDaddy.

Girls in Tech | www.girlsintech.org

CHAPTER 2 | Ideation and early stage

Adequate support is a prerequisite to create a favourable ecosystem for entrepreneurship. This chapter shows programmes implemented by co-working spaces, accelerators, innovation support organisations and investment networks to assist entrepreneurs from the idea stage to the take-off of their start-ups, and guide them through the proof of concept and market validation phases. Considering that 92% of technology start-ups fail, such support plays a key role in reducing the probability of failure.

It also paves the way to developing a strong deal flow of investment-ready projects to consider by equity funds after graduation. The services offered by the programmes include hosting, expertise, financing, connections with investors and potential customers.

Dare inc. offers services to innovative social entrepreneurs in order to develop their ideas into high-impact, market-ready startups.

UNIVENTURE is a research-based spin-off generator that helps young engineers turn their research results into a venture.

Impact Lab is a private acceleration and incubation programme for high impact entrepreneurs.

Flat6Labs is a regional startup accelerator programme that invests in bright entrepreneurs with cutting-edge ideas.

Speed@BDD is a technology startup accelerator that invests cash in top-tier companies in the MENA region.



Dare inc. supports the most promising, innovative social entrepreneurs in Morocco in developing their ideas into high-impact, market-ready startups

Date of creation:

2014

Countries of implementation

Morocco

Timeline

Duration: 4-12 months

Frequency: 3/year

Conditions to join

Startups must be located in Morocco

Selection process

5% equity or 2% royalty (early stage)

Profile

New entrepreneurs (idea or early stage) with sustainable & high impact ideas (all sectors)

Dare Inc. supports social entrepreneurs with scalable, sustainable solutions to major social and environmental issues. The programme hosts entrepreneurs from the ideation phase and during early-stage in order to build a viable start-up.

Services provided to the entrepreneurs are designed to respond to the specific needs of each start-up at each stage of their development:

Access to a co-working and maker space (in Rabat)

Coaching and mentoring: by local and international experts

30,000 dirhams in seed funding

Access to a network of investors and crowdfunding platforms

Access to international exchange programmes

Free or discounted services: including accounting & legal services delivered by the partner network

Indicative process & timeline

+ Mix of acceleration (short period) and long incubation (idea stage projects)
Open to start-ups from outside Morocco

Foreign star-ups need to relocate in Morocco



Call for online application (from April 25th to May 20th) then preselection (from May 21st to May 26th)



Bootcamp: Two-day business-model validation bootcamp



Final selection of 10 startups per cohort

HOW TO PARTNER?

Dare Inc. is always looking for new partners in Morocco and around the world, especially for developing joint programmes or entrepreneur exchange. Contact: dareinc@mcise.org

FEEDBACK

“Dare Inc. is more than an incubator for us. This has been the first step towards the world of social entrepreneurship. Dare Inc. provided us with all the necessary support to develop our company, to develop ourselves as entrepreneurs, to follow our dreams, and this is only the beginning!”

Mahdi Caf, entrepreneur

“Dare Inc. produces entrepreneurs that have a rare blend of business acumen and deep understanding of social impact. They leave the programme well-equipped to scale their startups internationally.”

Arnaud Pinier, mentor

THE IMPACT

(2014-2015)

Over 1,000 potential entrepreneurs trained

50 startups accelerated

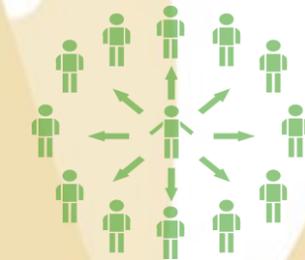
100 mentors mobilised

IMPLEMENTING BODY

Implemented by MCISE (Moroccan Center for Innovation and Social Entrepreneurship), a not-for-profit organisation

www.dareinc.org

www.mcise.org



PARTNERS AND FUNDERS

The programme is supported and funded by the Drosos Foundation

Other partners include: Ashoka, MakeSense, UnLtd, Social Impact (Germany), Unreasonable Institute



UNIVENTURE is a research-based spin-off generator in Tunisia

Date of creation:

2013

Countries of implementation

Tunisia (open to projects from Africa)

Timeline

Duration: 6 months

Frequency: 2/year

Conditions to join

Selection process

Profile

Researchers & engineers

Specific sectors: Biotechnology, Health,

Agribusiness, Energy and Media & ICT

(Information and Communication Technology)

- + Promotion of research results from universities
Strengthening research-industry linkages
A large number of participants learn from the selection process (pitching, training)
- Funding is primarily dedicated to the top 3-6 winners who receive a cash prize

UNIVENTURE is a programme for start-up creation based on academic and scientific research. It aims to develop an ecosystem with an integrated approach of innovation incubation that involves different enabling partners from different fields of expertise: technical assistance and support to innovation, access to market and access to finance.

UNIVENTURE is based on a call for competition combined with a capacity building content: during the programme, workshops on strategic planning, innovation, marketing and feasibility study, are organised for the participants in Tunis & Sousse.

The best projects receive a cash prize together with incubation and technical services.

In 2016, UNIVENTURE launched its first edition open to projects from African countries.

Indicative process & timeline



Call for competition, then selection at the end of two pre-boot camps (structure project ideas, training)



A series of workshops is held in order to help participants progress in their projects + **selection of the final candidates** who will attend the boot camp



10 finalists participate in the UNIVENTURE Boot Camp held over 5 days + **Selection of the winners** (3 to 6 projects)

HOW TO PARTNER?

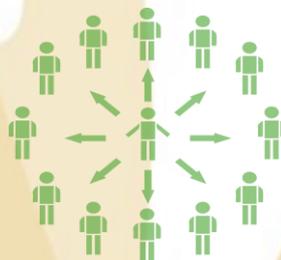
UNIVENTURE is open to explore partnerships with public and private stakeholders

Contact: ot@wikistartup.tn

FEEDBACK

"Our mentors have been showing flawless dedication to their mission of helping us; UNIVENTURE helped us realizing our dream of launching our Biotech Startup"

Ilyes Gouja, CEO of Vitalight Lab



"It was great to get a feel of what these teams in UNIVENTURE are trying to do. We are finally seeing academic research tuning into wonderful startups"

Mohamed Slah Frad, CEO of United Gulf Financial Services – North Africa

THE IMPACT

Since the beginning
14 researchers supported
40 events and seminars organised
+ €40K of funding provided (TND100K)
+300 hours of mentoring
+200 participants
+10 partners

IMPLEMENTING BODY

Implemented by Carthage Business Angels (capacity building)

www.cba.tn

Wiki Startup (hosting and programme design) www.wikistartup.tn

www.univenture.org

PARTNERS AND FUNDERS

CEED, USAID, GIZ, CDC, Green Tunisia and Tunisie Telecom



Impact Lab (in partnership with Numa Casablanca) is an acceleration and incubation programme for high impact and responsible entrepreneurs

Date of creation:

2014

Countries of implementation

Morocco (open to international start-ups)

Timeline

Duration: 5 months

Frequency: 2/year

Conditions to join

Selection process + Full time commitment to the acceleration program + Impact Lab takes a 5% equity stake in supported start-ups

Profile

New entrepreneurs (at any stage of maturity) with high impact or responsible projects across sectors

+ Partner with European accelerator Numa and access to a large international network
Intensive 5-month program (mixed acceleration and incubation)

- No cash provided against equity, only services & non-financial support (the Impact Lab fund invests only on a case basis)

Impact Lab aims to empower individuals and organisations to transform the problems in their communities into innovative business opportunities. Impact Lab supports high impact and responsible start-ups at different stages of maturity through a 5 month intensive acceleration program or a 12 to 18 month incubation program. In exchange for a 5% equity stake, the supported start-ups benefit from several advantages:

Free office space at Impact Lab and all Numa's office around the world

Open access to 200+ experienced experts

More than 50 perks including consultants & lawyers

Regular one-on-one meetings with experts in residence and external experts

Access to all workshops and tutorials organized by Impact Lab and Numa

Exposure to investors through the Demo Day and other investor meet-ups throughout the program and after

Indicative process & timeline



Selection of best start-ups to attend Month #1: Discovery, decomposition & diagnostic



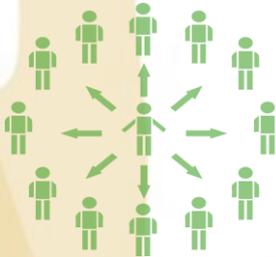
Shortlisted startups are invited to continue for the rest of the program: Validation, test, growth strategy, exposure & scale



At the end of month #5, start-ups have proof of market, are fully equipped for growth and are ready for investment

HOW TO PARTNER?

Impact Lab is open to collaboration.
Contact: contact@impact-lab.co



FEEDBACK

"Since I joined Impact Lab's acceleration program, I have had access to high quality customized workshops, one on one coaching sessions, and experts mentorship, which has allowed me to dramatically develop SNAIL in a very efficient way."

Ola Barramou, entrepreneur SNAIL

THE IMPACT

180 entrepreneurs trained
40 start-ups supported
22 start-ups accelerated
+ €150K of seed investment made

IMPLEMENTING BODY

Implemented by Impact Lab, a for-profit organisation based in Morocco.

www.impact-lab.co

www.casablanca.numa.co

PARTNERS

Impact Lab developed a joint acceleration program in partnership with Numa, a European acceleration and innovation player. Accelerated start-ups have access to Numa's international network of alumni, partners and foreign offices (Paris, Barcelona, Moscow, Mexico, and Bangalore).



Flat6Labs is a regional startup accelerator program that fosters and invests in bright and passionate entrepreneurs with cutting-edge ideas

Date of creation:

2011

Countries of implementation

Egypt, Lebanon, Abu Dhabi (UAE), Saudi Arabia

Timeline

Duration: 4 months

Frequency: 2/year

Conditions to join

Flat6Labs takes 10-15% equity from accelerated startups

Selection process

Profile

Mainly start-ups with two founders minimum (idea or early stage)

Sectors/niches: ICT/ e-commerce, online marketing, mobile applications

Flat6Labs is a regional start-up accelerator program, which aims to create an environment where entrepreneurs can advance their company in a short period. Selected teams are offered:

Funding: \$10-15K in seed funding to cover their early expenses during the programme and to help define their product, develop their core application and commercialise their enterprise.

Mentorship: each team is linked with established mentors in their field in order to ask questions during scheduled meetings, build a long-term relationship, and get connections during weekly dinners.

Training: from industry experts, corporate leaders, and academic institutions.

Perks & Services: benefits and exclusive offers from sponsors & partners

Legal Support: legal consultation and support delivered by a team of lawyers

Office Space: 24-hour access to the co-working and incubation space

Networking & Exposure: At the end of every cycle, Flat6Labs holds a Demo Day event, where teams are given the opportunity to showcase their products to potential investors and the media.

Indicative process & timeline

+ Link with investors and preparation to secure follow-on funding

— Full-time engagement for 3 months
Mandatory hosting
Very selective



Applicants fill out the **online application form**



Shortlisted startups are contacted for multiple stage screening process



5-day bootcamp to select the 10 top startups joining the acceleration programme

HOW TO PARTNER?

Flat6Labs' expansion depends to a large extent on the expertise of the local partners they choose to partner with. This expertise allows Flat6Labs to apply their know how to accelerate startups and scale across MENA

FEEDBACK

"What Flat6labs offers is way more than seed funding. It's about the learning experience with hands on training and instant feedback. In our case, they helped us a lot gaining global exposure through international connections.

As engineers we learned a lot of business skills during the cycle, how to think from a business perspective and gain traction early as a startup."

Amr Saleh, CEO, Integreight

"Joining Flat6Labs in Summer 2012 was simply one of the best decisions we made at Instabug! The amount of knowledge and experience that we gained during the 3-months incubation was incredible. And the best thing that we like about Flat6Labs is their continuous support after our graduation, the relationship doesn't end by leaving their offices - actually it just starts."

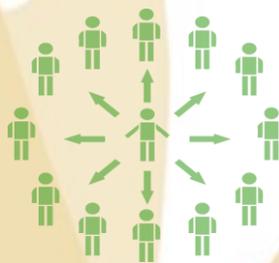
Omar Gabr, CEO, Instabug

THE IMPACT

From 2011-2016:
More than 90 companies accelerated
50% of the accelerated start-ups access to external funding
More than 550 jobs created

IMPLEMENTING BODY

Flat6Lab, a for-profit organisation, subsidiary of Sawari Ventures
www.flat6labs.com



PARTNERS AND FUNDERS

Flat6Labs Cairo – Sawari Ventures
Flat6Labs Jeddah – Qotuf Al Riyadhah (Sponsors: Arabian Cement + IKEA)
Flat6Labs Abu Dhabi – TwoFour54



Speed@BDD is a Beirut-based technology startup accelerator that invests cash in top-tier companies in the MENA region

Date of creation:

2014

Countries of implementation

Lebanon

Timeline

Duration: 3 months

Frequency: 2/year

Conditions to join

Speed@BDD takes 10% equity from accelerated startups

SAL incorporation upon qualified investment Selection process

Profile

New entrepreneurs (idea or early stage)

Software, digital, and Web/mobile

Speed@BDD accepts startups at the idea and early stage, and is tasked with producing the region's next high-growth businesses, particularly in the software, digital, and Web/mobile industries.

Selected teams are offered:

Full hosting at the cutting-edge Beirut Digital District (BDD);

Access to **60+ top mentors, experts, & industry connections;**

\$60,000 in total value, out of which \$30,000 in cash.

The top two startups in every batch will each receive a grant around \$20,000 from Speed@BDD to attend a follow-on Silicon Valley immersion.

Indicative process & timeline



Applicants fill out the **online application form**



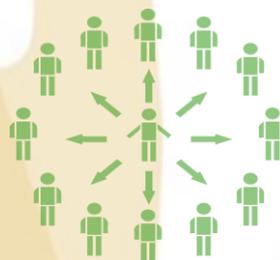
Shortlisted startups are contacted for a **multi-round interview process**



10 selected startups move to Speed@BDD to begin acceleration

HOW TO PARTNER?

The program is looking to grow its community of ecosystem players who could open up additional investment and growth opportunities for the Speed@BDD startups.



PARTNERS

Speed@BDD is a collaborative effort between Lebanon's leading investment funds and entrepreneurship support organisations (Berytech Fund II, Middle East Venture Partners, IM Capital, Lebanon for Entrepreneurs, and Bader)

FEEDBACK

"Three months are usually a probation period in typical workplaces. Speed@BDD redefines that period allowing entrepreneurs like me to turn their ideas into a serious business thanks to an extensive mentorship program, many networking events, and a Silicon Valley immersion opportunity."

Charlie el Khoury, entrepreneur

"The energy at Speed@BDD is inspiring! The team is passionate about providing entrepreneurs with the best tools, constructive feedback, and genuine support. I am glad to be a part of the Speed@BDD family and will continue to do what I can to encourage entrepreneurs to communicate their ideas in the best way possible."

Priscilla Elora Sharuk, mentor

THE IMPACT

Startups undergo three months of workshops and mentorship that help them move from the idea/seed stage to an actual product they can pitch to investors on Demo Day. Previous experiences proved an increase by up to 20 times their initial valuation pre-acceleration.

IMPLEMENTING BODY

Detailed info about Speed@BDD team: www.speedlebanon.com/team

+ Follow-on immersion in Silicon Valley
Open to startups from the MENA region
Link with early stage investors

- Full-time commitment for 3 months
Mandatory hosting
Foreign startups need to relocate to Lebanon during the programme

CHAPTER 3 | Cross-cutting: Internationalisation, coaching, mentoring

Cross-cutting support is another valuable component of the entrepreneurship landscape. It is about taking into account the diversity of the entrepreneurs' needs, paths and profiles, and exploring different angles to help them expand their economic activity and stimulate the ecosystem. This chapter gathers initiatives and programmes that complement the services usually proposed to entrepreneurs who want to develop their ideas. Either organised on a short or long duration, they are based on dynamic approaches and offer tailored accompaniment on very specific requirements, especially for start-ups who are at an inflection point: applying to complementary funding mechanism (loans), getting long-lasting personnel coaching and mentoring, working on an international strategy and testing new markets, accessing international networks, etc.

Thanks to their pioneering concepts and models, these programmes foster the immersion of entrepreneurs in highly competitive and rich environments, enabling them to upgrade their skills and assets as well as to adapt their strategies to meet international standards, benchmark with other start-ups from outside their countries and further advance their ventures.

Big Booster proposes a 6-month intensive internationalisation acceleration program between Lyon (France) and Boston (USA), which includes three boot camps and final awards.

Endeavor catalyses long-term economic growth by mentoring and accelerating the best high-impact entrepreneurs thanks to an extensive international network.

Startup Sauna connects the most promising startups with experienced serial entrepreneurs, investors and other industry experts.

enpact conducts an 8-month-long international mentoring and coaching programme to empower entrepreneurs from Europe and MENA countries.

Mowgli supports, through a one year 1-2-1 holistic mentoring programme, entrepreneurs to drive economic growth and overcome the challenges linked to the development of their venture.

Réseau entreprendre international is a network of experienced entrepreneurs ready to allocate time and money to mentor business starters and buyers. The support is coupled with a loan on trust.

MedGeneration links young entrepreneurs with diaspora talents and experienced serial entrepreneurs.



Big Booster proposes a 6-month intensive internationalisation acceleration program between Lyon (France) and Boston (USA) which includes three boot camps and final awards.

Date of creation:

2015

Countries of implementation

France (Lyon) and USA (Boston)

Selection open to start-ups from MENA

Timeline

Duration: 6 months

Frequency: 1 per year

Conditions to join

Free access

100>20>10 selected per year

Profile

Incorporated Startups with proof of concept/proto/demo

Big booster is a short intensive programme dedicated to entrepreneurs wishing to go global. Three boot camps of three days each are organised for a progressively more selective number of entrepreneurs (100>20>10). The programme ends with the selection of the 3 best projects to be awarded a cash prize of a total of €100k. Each boot camp includes:

Mentoring from the industry professionals – individual accompaniment during the 3 days (and potentially beyond) by a mentor selected from a related industry.

Expert corners - Individual meetings organised with transversal experts (IP, marketing, finance, etc.)

Networking - Specific team spaces shared by 4/5 start-ups to facilitate peer-to-peer exchanges. Time available for networking (business meetings, access to investors, etc.)

Key speakers session - Recognised speakers are invited to deliver public insights on entrepreneurship-related subjects.

Pitching sessions & final pitch - Sessions planned to train entrepreneurs in pitching their project. Selection (jury) of the 20>10>3 best projects invited to go to the next phase.

Indicative process & timeline



Month 1

100 selected start-ups to participate in Lyon's bootcamp
Personalised mentorship programme for 4 months



Month 4

20 selected start-ups to participate in Boston's bootcamp
Selected start-ups will optimise North American markets approach and meet US-based peers who scored great success in their sector



Month 6

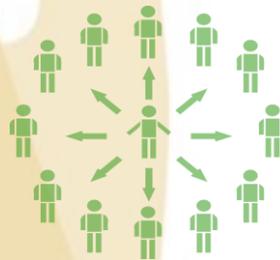
10 selected start-ups to participate in Lyon Final Challenge
Top 3 awarded with €100k

+ Short and intensive
Access to the European and US markets (information, networking, training)
Diversity of the players in the boot camps

- Limited to start-ups with proof of concept
Light individual accompaniment in between the bootcamps
Ad-hoc follow-up only for selected start-ups

HOW TO PARTNER?

Big Booster is a centralised programme. Innovation players can be associated as partners to source projects, mobilise speakers, experts and mentors.



PARTNERS

Boston Mass Challenge (main partner), local & international innovation players (Clusters, incubators, economic development organisations, etc.)

FUNDERS

Public (French tech, BPI France, etc.) & private (Airfrance, Véolia, J&J, etc.)

FEEDBACK

"This international connection is a real asset to boost development opportunities. Big Booster which accelerate start-ups with a strong involvement of industry players offers an excellent way to develop both intimacy and positive partnership."

Benoit Pradet, Capgemini Consulting

"Since Big Booster, we have been hiring staff and adding new functionalities to our products to extend our market base [...]. We are also preparing our establishment in the US market"

Adrien Farrugia, SteadXP

THE IMPACT

2015 results
450 applicants
60 partners involved
100 mentors & experts mobilised

IMPLEMENTING BODY

Fondation pour l'Université de Lyon
Non for profit status
HQ: Lyon, France
www.bigbooster.org



Endeavor catalyses long-term economic growth by Selecting, Mentoring, and Accelerating the best High-Impact Entrepreneurs

Date of creation:

Endeavor Global: 1997

Endeavor Egypt: 2010

Countries of implementation

Endeavor Global: 25 countries, 52 cities around the world

Timeline

Duration: on average 12-18 months

Frequency: on a rolling basis

Conditions to join

Endeavor asks entrepreneurs to donate a portion of equity or incremental revenues
Rigorous selection process

Profile

Companies that are at an inflection point.
All sectors

High-Impact Entrepreneurship Programme

Endeavor Global screens thousands of entrepreneurs each year and selects those with exceptional, high-impact potential. Through a rigorous, multi-step selection process candidates pass a series of local and regional interviews before presenting to panelists from the global business network at International Selection Panels held four to five times each year.

Once selected, entrepreneurs are provided with **mentorship, network, strategic advice, talent, skills, inspiration and access to smart capital** from a volunteer network of 3,000+ global and local business leaders.

Endeavor has in place a **Give-Back programme** that encourages Endeavor Entrepreneurs to make a financial contribution to the organisation in order to support the next generation of entrepreneurs through supporting its ongoing operations. As community leaders and role models, Endeavor Entrepreneurs also mentor earlier-stage innovators, share their stories to inspire future generations, and spearhead socially responsible business initiatives and venture funds.

Indicative process & timeline

+ High exposure and extensive support
Graduated entrepreneurs are engaged in the network with a formal model (Give-Back)

- Long duration programme
Commitment to re-invest in the network
Significant growth prospects and potential to create jobs required



Launch
In local communities and cities around the world



Support
Entrepreneurs throughout their business life-cycle



Reinvest
By re-investing and paying it forward, Endeavor Entrepreneurs expand the impact of the network.



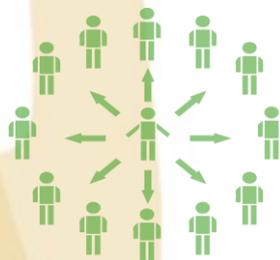
Select
A portfolio of High-Impact Entrepreneurs multiple-times per year



Multiply
Successful entrepreneurs re-invest in their communities and networks, multiplying their impact

HOW TO LAUNCH?

Endeavor launches in markets with a pipe-line of potential high-impact entrepreneurs, a vibrant start-up scene still lacking in scaleup support, and a local "pull" from top business leaders



THE IMPACT

Endeavor Global
3,000+ Business leaders mentor Endeavor Entrepreneurs
1,233 High- Impact Entrepreneurs selected out of 47,000 screened
587k high quality jobs created by Endeavor Entrepreneurs
\$8.16 bn generated by Endeavor Entrepreneurs in 2015

IMPLEMENTING BODY

Endeavor Global
Non-profit organization status
www.endeavor.org

PARTNERS (Endeavor Egypt)

AUC VLab, Flat6Labs, Cairo Angels, MC Egypt, Rise up Egypt, Injaz Egypt, BDO Esnad, CIB, US Embassy, Nahdet el-Mahroussa, PwC, GroFin, ENCC, MITEF, Dale Carnegie

BOARD OF DIRECTORS (Egypt)

Ayman Ismail (DMG Group), Mohamed Azab (Seha Capital), Amr Shady (TA Telecom), Hassan Abdalla (Arab African International Bank), Khaled Bichara (Accelero Capital).

FEEDBACK

"Endeavor gives me exposure to what is happening globally. The network is very inspiring, and knowing you have support around you is very motivating. The resources provided by the network to me as an Entrepreneur and to my business open a lot of opportunities."

Adel Sedky, Entrepreneur, Endeavor (Egypt)



Startup Sauna connects the most promising startups with experienced serial entrepreneurs, investors and other industry experts

Date of creation:
2012

Countries of implementation

Finland
Open to projects from Nordics, Eastern Europe and Russia

Timeline

Duration: 5 weeks
Frequency: 2/year

Conditions to join

Selection process

Profile

Entrepreneurs at early stage with proven concept

Start-up Sauna is a short and intensive programme that focuses heavily on business development: from finding a scalable business model to understanding the target market and customers' needs, and from pitching to putting together an investor deck. The programme offers:

1on1 Coaching by seasoned serial entrepreneurs and investors

Pitching: Entrepreneurs get to learn how to present their business credibly to investors, potential partners, media, and huge audiences with or without slides.

Hands-on Help: Entrepreneurs get help from industry experts in areas that are essential to early-stage startups (legal, PR & marketing and fundraising).

The accelerated start-ups can get access to Slush, one of the biggest start-up/investor event in Europe: In 2015 Slush attracted more than 15,000 attendees, 1,500 startups, 800 investors and 700 media representatives.

Start-up Sauna co-working space is located at Aalto University's campus (Greater Helsinki).

Indicative process & timeline

- +** Sourcing start-ups in +20 cities in the world with local accelerators and universities
Best teams of each batch are brought to Silicon Valley to discover the US market
Access to a major "meet investors" event (Slush)
- Mandatory hosting in Helsinki (Finland)
Suitable for a very specific stage of the startup development



Call for online application



One-day coaching event in 20+ cities (Nordics, Eastern Europe and Russia)



Final selection of 10 start-up/batch

IMPLEMENTING BODY

Implemented by Startup Sauna Foundation, Non-profit organisation
www.startupsauna.com www.slush.org



enpact conducts an 8-month-long international mentoring and coaching programme to empower entrepreneurs from Europe and MENA countries

Date of creation:

2013

Countries of implementation

Tunisia, Egypt, Jordan, Morocco
EU: Germany & Europe

Timeline

Duration: 8 months
Frequency: 1/year

Conditions to join

Only founders are eligible
Free access (participants have to cover their own flight costs)
Application & selection process

Profile

Entrepreneurs (mainly growth stage, but open to all stages and all sectors)

enpact selects 60 entrepreneurs each year to be mentored and involved in an horizontal learning programme in order to empower them to scale their startups. The programme includes individual & group mentoring, ongoing thematic workshops (national & international) multi-day long entrepreneurs camps in the project countries, insights into national ecosystems, pitch trainings, B2B & B2C matchmaking & much more.

Entrepreneurs camp (every 2-3 months in different countries)

Activities: Mentoring (individual & group), horizontal learning exchange with entrepreneurs from other countries (peer-to-peer learning), startup safaris, stakeholder exposure, enpact lounge, B2B & B2C matchmaking + international networking

National roundtables (Monthly basis)

Activities: Community building, enhancing peer-to-peer learning, sector/thematic workshops, empowering the ecosystem

Individual & group mentoring (ongoing throughout the programme)

Activities: One-on-one & group mentoring sessions with one focal mentor and two other entrepreneurs

Other: An app has been developed to facilitate communication among the community.

Indicative process & timeline



January – April

Promotion, Application, Selection Process



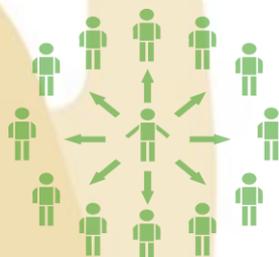
May – December

Programme Phase (including mentor & group matchmaking, monthly roundtables, bimonthly entrepreneurs camps, lounges, start-up safaris & the ongoing mentoring based on project plans developed by mentors & fellows together)

- +** Very dynamic, interactive and international programme
Mentoring by and for entrepreneurs, therefore all needs are covered
Mix of onsite and offsite international mentoring & networking
First hand discovery of different ecosystems
- Time-consuming (great availability – 200+ hours & readiness to travel necessary)
No funding
High competition in the selection process

HOW TO PARTNER?

enpact is open to all sorts of partnership proposals



PARTNERS

Variety of national & international stakeholders within the entrepreneurial ecosystems of the current project countries. Large network of successful entrepreneurs (who act pro bono as mentors & experts) and future success stories (fellows)

FUNDERS (2016)

Public & private: such as ifa, BMW Foundation, Siemens Foundation, board of directors of enpact,

THE IMPACT

2015: (participating startups)
+ 25% growth in turnover
+ 83% growth in employees
since inception: 2,000 jobs

IMPLEMENTING BODY

Implementing body enpact
Non-profit NGO
Berlin, Germany (HQ)
www.enpact.org

FEEDBACK

“The enpact programme was a unique and invaluable experience for me. Not only did I scale up my business with the support of my mentor and the other fellows – I now have friends in distant countries and continents.”

Wehib Chebi, Plexideco, Fellow

“enpact not only gives me the chance to share my experiences with outstanding fellows – it also allows me to gain firsthand insights into high potential entrepreneurial ecosystems.”

Thierry Feike, Warema, Mentor



Mowgli supports, through a one year 1-2-1 holistic mentoring programme, entrepreneurs to drive economic growth and overcome the challenges linked to the development of their venture

Date of creation:

2008

Countries of implementation

United-Kingdom (Originally)

MENA: Algeria, Egypt, Jordan, Lebanon, Libya, Morocco, Palestine, Syria, Tunisia

Timeline

Duration: 12 months

Frequency: upon request

Conditions to join

Conditions are tailor made to the project requirements and partnership agreement

Profile

Entrepreneurs (1 year post business creation min) & SME leaders

All sectors

Mowgli proposes a 12-month one-to-one and peer mentoring program, which begins with an intensive 3-day kickstart workshop. For each programme, a maximum of 12 entrepreneurs and 12 Mowgli trained mentors learn, connect, build relationships and are matched for a yearlong exchange with the objective to achieve mutual growth and development.

Kickstart workshop

Activities: Training for mentors and entrepreneurs separately, experiential and interactive capacity building sessions, matchmaking of mentor with entrepreneurs and the development of 12-month mentoring working agreements

12-month, 1-2-1 mentoring relationship

Activities: Supervision and ongoing support which includes regular contact between mentors, entrepreneurs and Mowgli and the collection of impact data.

Refresher & networking session (at least 2)

Activities: 1/2 day refresher session, Mowgli Jam (learning and networking event) and Graduation Ceremony

Indicative process & timeline



Mowgli Mentoring Experience | Kickstart workshop

Over 3 days: Mentor training & preparation (1); Entrepreneur preparation and matching (2); Design of working agreement (3).



Mowgli Mentoring Experience | Mentoring programme

Over four quarters: Mentoring Relationship Review (1); Mowgli Jam, Mentoring Relationship Review & Impact Assessment (2); Mentoring Relationship Review (3); Graduation Ceremony & Impact Assessment.

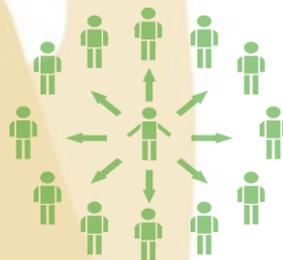


Post Mowgli Mentoring Experience

Enrol into the Mowgli Alumni, Stay connected and pass it on; inspire and mentor another.

HOW TO PARTNER?

All partners can contact Mowgli through one of their 4 offices to design and implement a tailored-made curricula to support their target group of entrepreneurs and/or mentors. Ecosystem and innovation partners can also participate as mentors.



PARTNERS

Local & international ecosystem and innovation players (clusters, incubators, economic development organisations, etc.)

FUNDERS

International and local development grants, philanthropists, corporate CSR programmes and tech hubs

FEEDBACK

"In 2013 I won numerous awards, we were approached by more than 7 VC companies. It didn't stop there and we continued winning awards, including the Best Medical Services Company in the MENA region. I personally attribute 100% of my achievements during this year to my mentoring relationship [built through Mowgli]."

Mazin Khalil, Mowgli Entrepreneur, Sudan

"The most important thing I learnt was that the role of the mentor is to help the other person to find the solutions himself and not teach him a solution and that is why the mentor must also be a leader and listener"

Norah Abdallah Othman AlKhuwaiter, Mowgli Mentor, Saudi Arabia

THE IMPACT

2009 – 2016

1680+ alumni

3,470 jobs created or safeguarded

Ave 2 jobs created per entity

95% of jobs safeguarded

IMPLEMENTING BODY

Mowgli Foundation

Non for profit status – UK registered charity

HQ: Bristol, UK

www.mowgli.org.uk



REI is a network of experienced entrepreneurs ready to allocate time and money to mentor business starters and buyers. The support is coupled with a loan on trust.

Date of creation:

2009 (1987)

Countries of implementation

EU: France, Belgium, Italy, Switzerland, Spain, Portugal

MENA: Morocco, Tunisia

Timeline

Duration: 2-3 years

Frequency: on-going

Conditions to join

Free services

Selection by a committee of entrepreneurs

Profile

Business starters or buyers

All sectors

Réseau entreprendre international is a spin-off of Réseau entreprendre (created in 1987), a network of experienced entrepreneurs which are volunteering to advice, guide and support business starters and buyers (and possibly franchisees).

Once the project is selected by the local association (applicant should be located within a one-hour radius of travel from an association) for its high growth potential, laureate get a tailored accompaniment for 2-3 years, which includes:

Individual mentoring (2-3 years)

A volunteering experienced entrepreneur meets with the business starter each month to provide help, connections and hands-on support.

The REI Laureate club (Monthly meetings)

Entrepreneurs are invited to exchange ideas on a regular and informal basis with other entrepreneurs in the same situation. Practical contributions from experienced entrepreneurs are shared.

Financing in the form of a "loan on trust" (once)

Interest-free, unsecured loans on trust (repayable over five years) ranging from €15,000 to €50,000 are granted to eligible entrepreneurs by partnering banks.

Indicative process & timeline

- + Tailor-made support for new entrepreneurs; Access to an international network (10 countries)
- Access to finance: loan can be leverage to access bank loans

- Limited target (Geographical proximity required & SMEs must create minimum number of jobs)
- Long (2-3 years) commitment needed
- Focused mainly on traditional business



Initial discussions with the candidate and his project screening by Réseau Entreprendre International



Meetings with experienced entrepreneurs to challenge and professionalise shortlisted projects



Presentation of "polished" projects to the Approval Committee who will decide whether to back the business starter



Approval Committee appoint the new laureate's mentor, search for suitable solutions; and grant the loan on trust.

FUNDERS

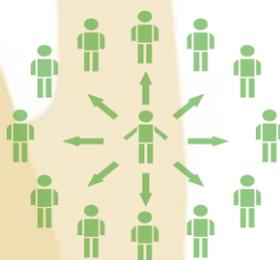
Banks, Companies, local and public authorities

THE IMPACT

1987-2016 results
10 countries
112 offices
5,700+ members
8,800 laureate
72,000 jobs created

IMPLEMENTING BODY

REI, Non for profit status
HQ: Lyon, France
www.reseau-entreprendre-international.org



HOW TO PARTNER?

New associations are set up by local entrepreneurs willing to create and develop an association on RE's model in their own country. Partners are mobilised to fund loan budget, operating costs and events of the association.

FEEDBACK

"REI Bruxelles and our mentor have encouraged us to raise the bar on our ambitions. The network allows us to share experiences with other entrepreneurs and talk about the highlights and lowlights of the life of an entrepreneur."

Jonathan Schokaert, Founder of Listminut

"As an entrepreneur there are moments of doubt, loneliness and worry. Being able to discuss with people who encourage, guide and advise us is very important. Once we have been mentored, we understand the benefits of mentoring and feel vested to do the same".

Neila Benzina, Administrator of RE® Tunisia



MedGeneration aims to mobilise economic Diasporas for the Mediterranean countries development

Date of creation:

December 2013 - June 2016

Countries of implementation

Jordan, Lebanon and Palestine

Timeline

Duration: 30 months

Frequency: on-going

Conditions to join

Free services;

Selection by call for applications (should encourage investment capacity, be relevant for the area, create job, be exportable and sustainable)

Profile

Entrepreneurs from Diaspora of Jordan, Lebanon or Palestine
All sectors

MedGeneration aims at mobilizing economic diasporas, supporting entrepreneurs from the diaspora to develop their projects and accompanying expatriate investors wishing to invest back in their country of origin. The exploitation of the potential of diasporas could enhance economic dynamism and strengthen the international competitiveness of the countries of origin: increasing their stream of productive investments, improving their international attractiveness or stimulating the spirit of business at the local level through the promotion of entrepreneurial success stories of the diaspora, particularly among younger populations.

MedGeneration contributes to local development and aims to strengthen the entrepreneurship in Jordan, Lebanon and Palestine through activities **supporting investment projects, transfer of innovation, training, coaching and customised business support.**

Among the major activities of the project:

Strengthen the dialogue between diasporas and governments through advocacy

Achieve a shared diagnosis and build a territorial action plan

Foster entrepreneurship and investment

Rely on the talents of the Diaspora to train and coach young

Implement marketing strategies and Welcomes Packages to attract diaspora members.

Indicative process



Launch

Call for economic value-added projects



Selection

The top 30 projects will receive support in depth



Project selected

Networking within MedGeneration community; Access to key resources and information (reduction of costs, time, risks); Gain visibility; Capacity building and Technical assistance (participation to the Business Tours, Master Classes, etc.).

+ Linking young entrepreneurs with diaspora talents and experienced serial entrepreneurs
Advocacy to enhance the entrepreneurship support framework

- Highly focused on diaspora entrepreneurs
Limited time frame (activities are not sustained after the end of the project)

FUNDERS

The project is funded for 1,73 million euros through the European Neighbourhood and Partnership Instrument.

FEEDBACK

"MedGeneration, in a very short period of time, was able to enrich the knowledge of stakeholders on diaspora engagement and create a network of professionals who are able to take on responsibilities to improve the link between expatriates and their homeland."

Rana Moughabghab, Investment Development Authority of Lebanon

"Many sessions were conducted, more than expected. With Karim, we remained in very regular contact by telephone, email, Skype, Whats'app... I also met his associated Brahim with whom we even did several pitching sessions in London."

Jadd Chamie, Coach and Mentor within the MedGeneration project

THE IMPACT

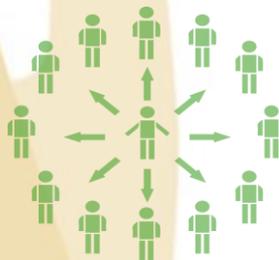
48 operations
+ 1280 attendees to the project activities
18 activities to mobilise diaspora talents
+ 300 talents of Jordanian, Lebanese and Palestinian diaspora identified
+ 230 diaspora talents mobilised in the project activities
12 projects of diaspora entrepreneurs supported

IMPLEMENTING BODY

Project's coordinator:
ANIMA Investment Network
Non for profit status
www.medgeneration.eu

PARTNERS

Chamber of Commerce Industry and Agriculture of Beirut and Mont Lebanon, Palestinian Investment Promotion Agency (PIPA), Palestinian Information and Communications Technology Incubator (PICTI) and Jordan Investment Commission (JIC)





Researching
Arab Mediterranean Youth:
Towards a New Social Contract



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The SAHWA Project (“Researching Arab Mediterranean Youth: Towards a New Social Contract”) is a FP-7 interdisciplinary cooperative research project led by the Barcelona Center for International Affairs (CIDOB) and funded by the European Commission. It brings together fifteen partners from Europe and Southern and Eastern Mediterranean countries to research youth prospects and perspectives in a context of multiple social, economic and political transitions in five Arab countries (Morocco, Algeria, Tunisia, Egypt and Lebanon). The project expands over 2014-2016 and has a total budget of €3.1 million. The thematic axis around which the project will revolve are education, employment and social inclusion, political mobilisation and participation, culture and values, international migration and mobility, gender, comparative experiences in other transition contexts and public policies and international cooperation.

