How to develop your entrepreneurial idea - IEEE programs supporting entrepreneurship

IEEE R8 EUROCON - JULY 2023
An **Entrepreneurial Idea** is the result of finding an **innovative solution** to a **new or existing problem** and a way to **monetize** it, reaching a **sustainable business model**

Innovative solutions will involve **new technologies** or **new applications to existing technologies**
WHERE DOES RESEARCH FIT IN?

Research and lab work leads to **new technologies** and unlocks potential for **new entrepreneurial ideas**

**Ambri** - renewable energy storage company, focused on liquid metal batteries for grid-scale energy storage.

**Modern**a - biotechnology company that specializes in mRNA (messenger RNA) therapeutics and vaccines.

**Boston Dynamics** - robotics company that specializes in the development of highly advanced and dynamic robots.
Technology transfer covers eight main steps, but can be more complex

1. Find a marketable research project
2. Protect Intellectual Property
3. Evaluate commercial potential
4. Build a business plan
5. Secure funding (grant, corporate, VC)
6. Establish a spin-off company (legal entity)
7. Assemble a team of technical and business experts
8. Execute commercialization plan

Iterate – Learn – Seek Support – Adapt – Repeat
IEEE can help with **Competition Platforms**

Series of local entrepreneurship events and pitching competitions across MENA & Europe

Let’s Embark - Egypt 2022

187 attendees
29 teams competing in Pitch
IEEE can help with **Mentorship**

**Mentors/Investors and Experienced Entrepreneurs**

- IEEE Founder Office Program conducted over 78 mentoring sessions with entrepreneurs in countries all over the world, with aspiring entrepreneurs, start-ups, and growth companies.
- Exit surveys with participants – 2021 average scores
  - Quality of mentoring – 4.5/5.0
  - Did the mentor meet your expectations – 4.75/5.0
IEEE can help with Technical Expertise

Access on-demand trainings, publications, and more for free or at a discount from Resource Centers hosted through 39 IEEE Societies and Communities.
IEEE can help with **Grants**

**IEEE Member discounts**

**IEEE Grants and Funding**

**IEEE Smart Village**
Our impact?
Grew and gathered traction from 2018 to 2022 despite COVID

60+ local events with 6000+ participants

100+ ambassador organizers in 30 countries

Participation in Techne Summit with 13,000 participants

470+ startups in local events and 90+ in regional Pitches

10 internationally coordinated talks and workshops

30 startups mentored in the Africa IoT and AI challenge 2021
Our focus is on Entrepreneurship and Tech for Good bringing together innovation and impact

B2B Telemedicine – Nigeria
(Pitch Competition 2020 Winner)

Smart aeroponic garden – Croatia
(Pitch Competition 2020 Finalist)

Agri-Tech, Robotics – Croatia
(Pitch Competition 2020 Finalist)

Anti-Counterfeit, NFC, Blockchain – Armenia
(Pitch Competition 2020 Finalist)

Crowd Sourced Logistics – Jordan
(Pitch Competition 2021 Finalist)

Home care – Lebanon
(Pitch Competition 2021 Finalist)
Our startups have taken part in some of the biggest entrepreneurial events in Europe and ME

Digital Economy: Leap 2022 And The Nigeria-Saudi Technology Partnership, by Mubarak Umar

**MyClinic**: is a digital health startup working to deliver low-cost process automation solutions to hospitals in resource limited settings. It was designed to deploy solution to hospitals across the Nigeria, solving problems of cost and complex, and increase access to healthcare via telemedicine.

**MyClinic participation in LEAP 2022** provided them with the opportunity to meet investors, ventures capitalist and other global startups across the world.

**Amtea**
Connecting travelers with available luggage space to people who want to send packages affordably.

**Greeners**
Providing farmers with eco-friendly, effective liquid fertilizers and agricultural consulting services.
THANK YOU AND STAY CONNECTED!

entrepreneurship@ieeer8.org

ieee8entrepreneurship

IEEE Region 8 Entrepreneurship Committee

IEEE R8 Entrepreneurship