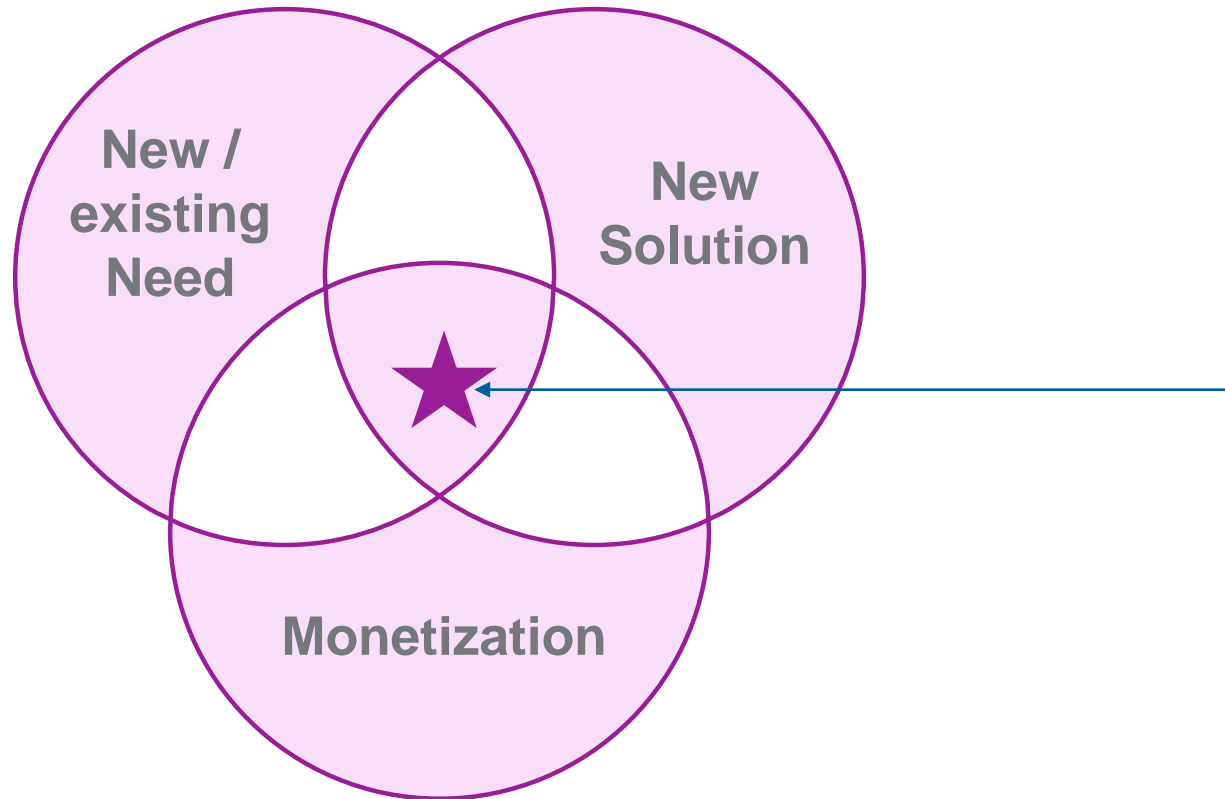




# How to develop your entrepreneurial idea - IEEE programs supporting entrepreneurship

IEEE R8 EUROCON - JULY 2023

# WHAT IS AN ENTREPRENEURIAL IDEA?



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.



**Moderna** - 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

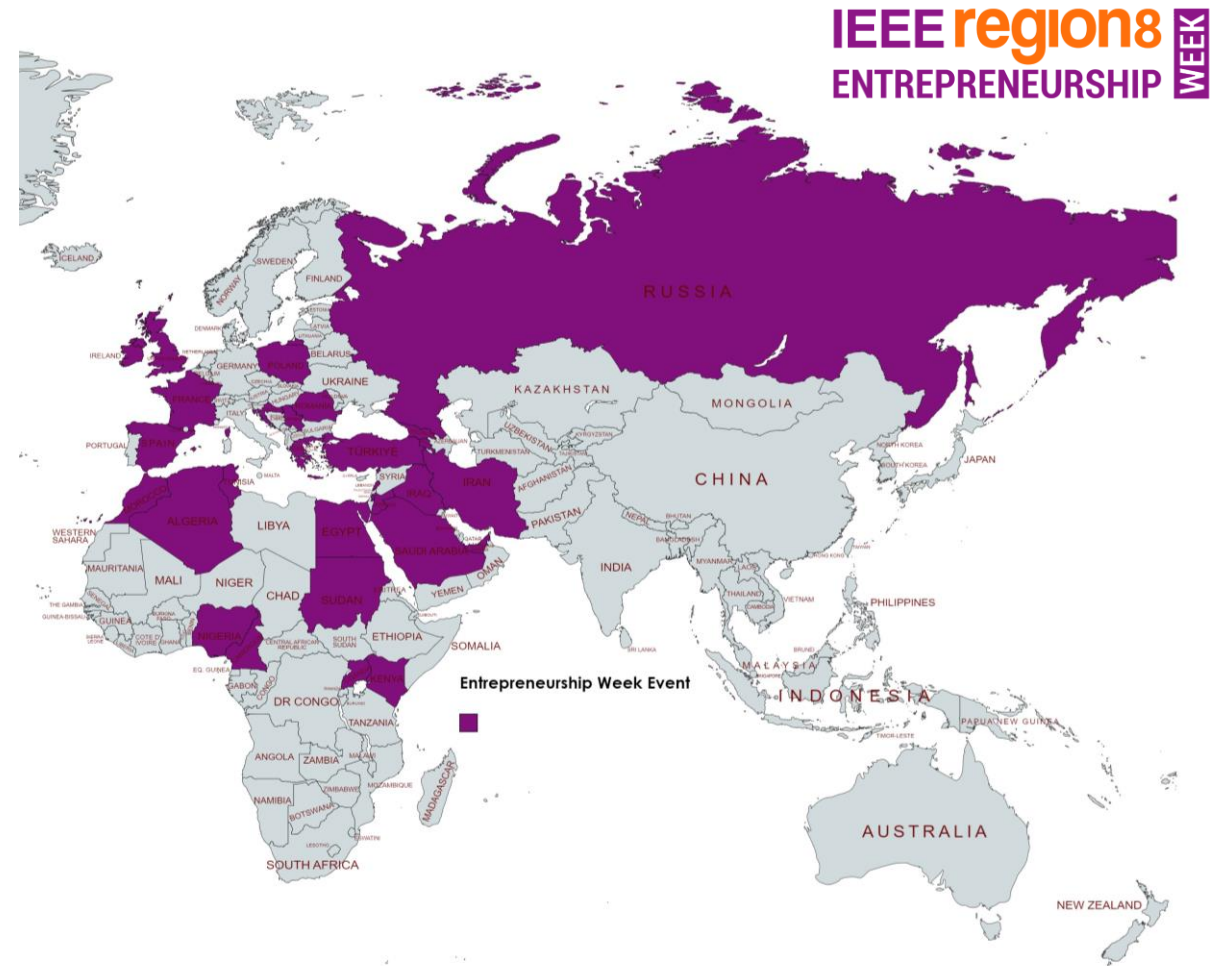


[Let's Embark - Egypt 2022](#)



187 attendees

29 teams competing in Pitch



# IEEE can help with Mentorship



## Mentorship partners



## 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 engineering resources are published through topic-specific Resource Centers and hosted through specific IEEE Societies and technical communities. Through the Resource Centers, IEEE enables anyone to access engineering educational resources on demand using an easy-to-use global portal. IEEE members get discounts on many resources, and Society members get almost all resources from their Resource Center for free.

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**Power & Energy Society  
(PES)**

Voltage, currents, HVDC systems,  
and more.



**Reliability Society (RS)**

Human machine systems, product  
development, and more.



**Signal Processing Society  
(SPS)**

Advanced signal processing, data  
and privacy, machine learning, and



**Ultrasonics, Ferroelectrics,  
and Frequency Control  
(UFFC)**

Ultrasound technology, and



# IEEE can help with Grants

## IEEE Member discounts



## IEEE Grants and Funding

List of New Initiatives and Seed Grants Funded Between 2013 and 2023		
Project Description	Years	Total amount funded
<b>Early Career Faculty Development (ECFD)</b> seed grant project was sponsored by Educational Activities, IEEE Region 8 and IEEE Region 10. Its objectives were to pilot several 'proof-of-concept' programs validating the professional needs of Early Career Faculty (ECF) and create a sustainable, fee-based ECF resource portfolio of products and services. Early career resources would be targeted to individuals from zero to five years post-graduation as they transition from student to industry professional or faculty member.	2013	\$40,000
<b>IEEE Academic</b> was sponsored by the Student Educational Resources Committee (SERC), University Resources Committee and Educational Activities. The project assists students with their academic learning through an extensive collection of locally-relevant educational content, developed by professors and students working together. Launched with a seed grant in 2013, it became a new initiative in 2015. IEEE Academic now contains more than 508 videos in 7 languages, totaling 72 hours of technical and educational content.	2013-2017	\$176,480
<b>China Social Media</b> was sponsored by IEEE Corporate Activities to establish a strong social media presence in China. The objectives were to develop IEEE sites on the four (4) most popular social media platforms in China (Sina Weibo, Renren, Tencent QQ, and Wechat), communicate in Chinese, and attract up to 100,000 followers across the social media platforms over the course of	2013-2015	\$158,700



## IEEE Smart Village





# Our impact?

Grew and gathered traction from 2018 to 2022 despite COVID



60+ local events with  
6000+ participants



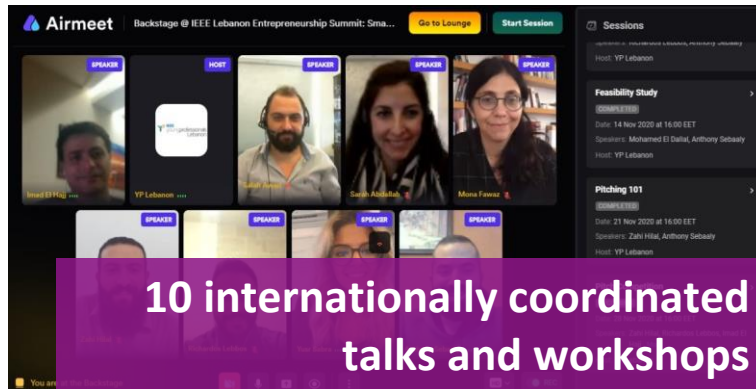
100+ ambassador organizers  
in 30 countries



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



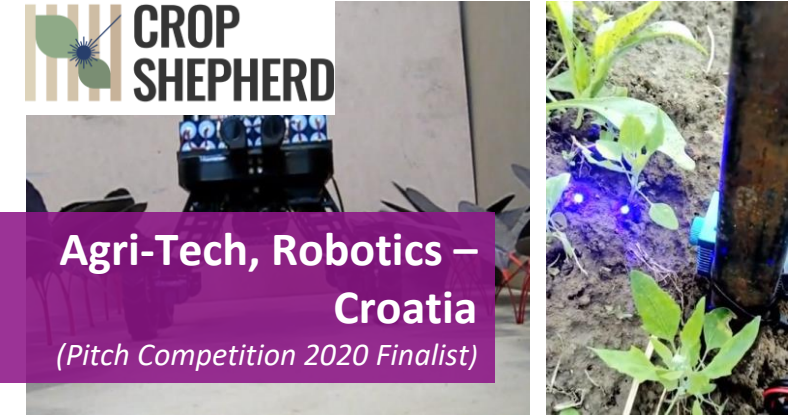
**B2B Telemedicine –  
Nigeria**

*(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

ECONOMIC  
CONFIDENTIAL

## 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.

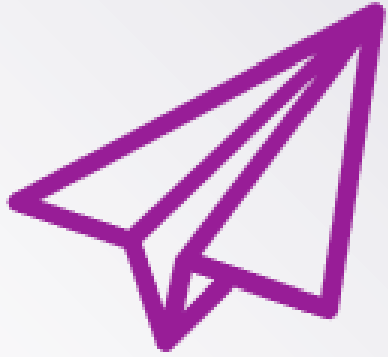


HULT PRIZE



### Greener

Providing farmers with eco-friendly, effective liquid fertilizers and agricultural consulting services.



**THANK YOU AND  
STAY CONNECTED!**



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IEEE Region 8 Entrepreneurship  
Committee



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MENTORSHIP  
PROGRAM

IEEE **region8** **WEEK**  
ENTREPRENEURSHIP



IEEE PITCH

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