

Alinov

alinov

Webbbsite: <http://www.alinov.org>

Alinov est le premier incubateur privé d'entreprises innovantes en Algérie. Il a été lancé en février 2009 par le cabinet Alliance Consulting1AC en collaboration avec le réseau de consulting international MédafCO-Développement.

Grâce aux soutiens financiers de l'Ambassade Royale du Norvège à Alger et du programme Maghreb de la Fondation allemande Friedrich Naumann, l'incubateur Alinov assure chaque année des services de conseil, de formation et de coaching gratuits au profit de dix projets innovants portés par des start-up algériennes de moins de cinq ou des jeunes créateurs d'entreprises âgés de moins de 50 ans.

Les entreprises / entrepreneurs bénéficiaires des prestations gratuites d'Alinov sont sélectionnés à travers un concours d'entrepreneuriat innovant ouvert à toutes les jeunes compétences algériennes de l'intérieur et de l'extérieur du pays (en pièce jointe l'appel à projets Alinov 2010 précisant les modalités d'organisation du concours).

Objectifs Alinov

Le principal objectif d'Alinov est de contribuer chaque année à l'émergence de vingt start-up algériennes innovantes ayant un fort potentiel de développement international et incarnant l'éthique entrepreneuriale prônée par Alinov à savoir :

- innovation,
- responsabilité environnementale,
- responsabilités sociale & sociétale.

Le respect impératif de ces trois valeurs par les entrepreneurs Alinov est un véritable gage de succès et de pérennité de leurs entreprises.

Alinov a pour but de contribuer chaque année à la création, au développement et à la promotion de vingt entreprises algériennes championnes, notamment dans les secteurs prioritaires suivants :

1. Technologies de l'information et de la communication / recherche & développement
2. Conseil, ingénierie & formation
3. Agro-alimentaire
4. Santé & sport
5. Energies renouvelables & environnement (récupération et traitement/recyclage des déchets)
6. Tourisme & culture (bien être, loisirs, hôtellerie, restauration, etc)

Services

Les projets sélectionnés bénéficient pendant une année renouvelable des services suivants:

- Conseil et coaching personnalisés hebdomadaires : Chaque semaine les entrepreneurs bénéficient de quatre heures de conseil/coaching individualisé pour la bonne réalisation de leur projet conformément à la stratégie et au plan d'actions validé en début de parcours par Alinov,
- Evaluation et orientation stratégiques semestrielles : chaque projet bénéficie à la fin de chaque semestre de l'expertise d'un comité ad-hoc composé de consultants, d'experts financiers et de banquiers en vue d'aider chaque entrepreneurs, d'une part à évaluer l'avancement de son projet par rapport aux objectifs semestriels prédéfinis, et d'autre part à finaliser son plan d'actions pour le semestre à venir, en prévoyant les solutions optimales aux éventuelles difficultés rencontrées.
- Formation qualifiante à travers des trainings et des workshops ponctuels traitant les difficultés rencontrées par les entrepreneurs au cours de la réalisation de leurs projets.
- Promotion et accompagnement du développement commercial national et international des entreprises labélisées Alinov « Compétence& Ethique ».

Pôles de compétences

Les services de conseil, de formation et de coaching assurés par l'incubateur Alinov se déclinent en quatre principaux pôles de compétences :

- Leadership & Management,
- Stratégie & intelligence économique,
- Communication & Marketing,

- Finances.

Le principal gage de réussite d'Alinov reste de toucher l'excellence algérienne là où elle se trouve, et la convaincre de l'opportunité et la nécessité de s'impliquer dans le développement du pays à travers la création d'entreprises innovantes génératrices de richesses et d'emplois.

Country: Algeria

Associated Partner networks:

Contact: Med Kamel Osmane



A 32 ans Kamel Osmane est le Directeur Fondateur de l'incubateur algérien d'entreprises innovantes Alinov et General Manager du réseau de consulting MédafCO-Développement basé à Paris.

Diplômé d'un « Master Professionnel en Commerce International » de l'Université Paris I Panthéon- Sorbonne en 2005, d'un « Diplôme d'Etudes Supérieures Spécialisées (DESS) en « Intelligence Economique et Gestion du Développement International » préparé en 2004 à l'Institut de Relations Internationales « ITIRI » de Strasbourg, d'une licence en Sciences Politique et Relations Internationales obtenue en 2003 à l'Institut de Sciences Politiques d'Alger et d'un Diplôme Supérieur d'Etudes Bancaire « DSEB » option Finances internationales délivré en 2001 par l'Ecole Supérieure de Banque d'Alger, il est actuellement doctorant en économie à l'Université Paris I Panthéon-Sorbonne.

Il a commencé sa carrière professionnelle en 2001 à la Banque de Développement Local à Alger dont il est devenu chef du service central de relations internationales en 2002. Il a par la suite été Chargé d'Affaires Corporate à la Housing Bank for Trade & Finance, puis Gestionnaire d'opérations de négoce international chez Natexis Banques Populaires à Paris.

En Décembre 2007, il fonda à Paris le réseau de consulting MédafCO-Développement œuvrant pour le développement des investissements innovants au Maghreb.

E-mail: kamel.osmane@medafco.org

Algerian Startup Initiative

ALGERIAN STARTUP INITIATIVE

Website: <http://www.algerianstartupinitiative.com>

OUR MISSION

The Algerian Startup Initiative (ASI) is a platform that promotes the creation of technology startups between Algeria and the USA, Innovation and entrepreneurship.

Through its mentoring and networking capabilities ASI's hopes to bridge entrepreneurs abroad with Algerian entrepreneurs for sharing their experience with business plan generation, patenting, fund raising, HR management, marketing and partnership

ASI aims to help existing Algerian companies go to the next level with possibility of opening an office in the Silicon Valley

ASI is connected with a large network of partners in the Silicon Valley, entrepreneurs and VCs

Provide educational conferences for explaining the key steps for starting and managing with success a technology startup.

Organize a yearly national business plan competition with award to fund and provide mentorship to the best ideas.

Promote Algeria's advantages for technology investment and outsourcing

Country: Algeria

Associated Partner networks: FCE+ANPT

Contact: Yacine Rahmoun



Yacine Rahmoun is currently Chief Operating Officer at CBS a data and document Management Company.

He began his career at the Speech Technology Labs, Panasonic Inc, where he performed research in speech recognition. In 1997 he joined WESCO a data management company as a project engineer, in 1998 WESCO was acquired by IKON Office Solutions and he continued as Engineering Manager. He was later promoted as Production and Technology Manager. Yacine held a National Production and Technology manager position at RICOH, the world leader in document management. RICOH enables customers worldwide to improve document workflow and increase efficiency

In January 2006, he co-founded TechWadi an Arab American Technology Executive Platform; its mission is to foster connections, relationships, and entrepreneurship among the Arab-American technology community in Silicon Valley and beyond. TechWadi today numbers more than 500 individuals from engineers to CEOs to VCs to Bankers to Academics.

In January 2004 he was elected President of the Algerian American Association of Northern California (AAA-NC). AAA-NC is a non-profit non-religious apolitical cultural organization serving the North African American community since 1992. Yacine received several awards for best community services in the Silicon Valley.

Yacine earned a M.S. in Communications Systems Engineering from the Swiss Federal Institute of Technology Lausanne “ Ecole Polytechnique Federale de Lausanne”, Switzerland, a Postgraduate degree in Multimedia Communications Systems from the Eurecom Institute, Sophia Antipolis, France and a Management Degree in Business Administration at UC Berkeley. He was a speaker in numerous conferences in the US and Algeria, was interviewed in key business technology magazines and lectured at the University of UC Santa Barbara.

E-mail: yrahmoun@capturedoc.com

Berytech



Website: www.berytch.org

Berytech is the first technological pole in Lebanon. It promotes the creation and development of new and the growth of existing high potential businesses through incubation, business support, counseling, and company hosting in a dynamic and vibrant environment. Berytech assists existing and aspiring entrepreneurs to identify new projects and business opportunities, to develop their entrepreneurial skills, to access information, local and international networks as well as funding.

Berytech contribute to the development of the economy by encouraging entrepreneurship & startup creation, thus, reducing the brain drain, creating new jobs and stimulating innovation.

Country: Lebanon

Associated Partner networks:

Contact: Nicolas Rouhana



Nicolas is a telecommunications engineer from ESIB (USJ), with a PhD in Networking Systems from Université Pierre et Marie Curie, France. He is a published researcher in the IT field, a Certified Cisco Networking Academy Instructor from University of Central England (Birmingham), a graduate of the INSEAD School of Management (Young Manager's Program), and a certified Business Counselor from UNIDO Entrepreneurship Development Center. He is also accredited Business Advisor from the Institute of Business Consulting (UK) and accredited Assessor by the Oxford Cambridge & RSA Examinations (OCR) and a Certified Trainer by the Micro-Enterprise Acceleration Institute, Switzerland.

He is currently an Associate Professor at ESIB (USJ) where he teaches computer and communication networks, and is the Director of Berytech Technology Pole which he had joined since inception in 2002. He provides business, financial and technical assistance to companies in Berytech, and acts as mentor and general business adviser to them. He identifies potential client businesses that would benefit from the support of Berytech and screens applicant companies, start-ups and entrepreneurs. He also develops and manages business development programs, seminars and workshops that assist and support client businesses, and organizes yearly Incubation Awards grants scheme for innovative start-ups.

He is also Technical advisor of the management team of Berytech Fund, a technology seed fund for start-ups.

E-mail:

Capital Trust and the EuroMena fund



Website: <http://www.capitaltrustltd.com/>

The EuroMena Fund is a \$65 million private equity fund sponsored by Capital Trust Group, dedicated to the Middle East and North Africa (MENA) region.

EuroMena was established in March 2006 with the goal of developing and consolidating promising sectors and industries in the MENA region. EuroMena was successfully invested in diverse sectors including construction materials, banking, financial services, printing and packaging food, IT, insurance, etc in Egypt, Jordan, Lebanon and Palestine.

EuroMena II was raised in 2009 with commitments of \$100 million to be invested in the MENA region.

Country: Lebanon

Associated Partner networks:

Contact: Wassim Heneine



Wassim is a senior Manager of The EuroMena Fund Management Team where he sits on the investment team, in charge of investment and divestment process of EuroMena and EuroMena II funds.

Prior to joining the Group, Mr. Heneine was an Investment Banker at BNP Paribas, Paris (Investment Banking division) covering merger markets. He advised major clients including Saudi Arabian Airlines, the Government of Albania and regional banks in the Middle East on several transactions in the banking, insurance, airline, consumer goods among others.

Prior to that, Wassim was a Manager in the transaction services department of PriceWaterhouseCoopers in Paris and Boston where he performed buy side and sell side due diligence for financial and strategic buyers and sellers.

Mr. Heneine is a CFA charter, CPA holder. He obtained his MBA (with honours) from Boston University and is also a graduate of AUB. Wassim is fluent in Arabic, English and French.

E-mail:

DIVA SICAR - Filiale du groupe Tunisie Télécom

Capital: 20 000 KDT
Employees: 07
CEO: Ms. Aicha ENNAIFAR

Headquarters: Dar El Khir Residence, first floor, the shores of Lake Il-1053 - Tunis
Tel: (+216) 71 967 100 / 71 967 848
Fax: (216) 71967077
Mail: divasicar@divasicar.tn
Web: www.divasicar.com

Presentation :

DIVA VC is venture capital firm founded in 2009, TUNISIA TELCOM GROUP affiliated.

DIVA VC aims to invest in fast-growing innovative start ups with potential high growth.

Our priority target is to provide equity financing to innovative businesses managed by talented entrepreneurs . Our investment policy covers all stages of venture capital from green field to advanced investment level in the new information and communication technologies.

We cooperate with financial institutions to better structure deal and optimize the investment operation in order to ensure sustainable development for the investee company.

We act as a strategic partner alongside firm management teams, offering our expertise, experience, and our networks to help them achieve areas of potential value creation and assist them to deliver on the agreed growth strategy.

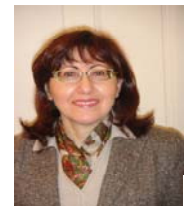
Our investment portfolio :

SSEIIF , DOT IT Edition, MSS, HIMILCO, OPEN VISION, SERVICOM IT, IPNet, TECHNODREAL, EVACOM ...

Country : Tunisia

Associated Partner networks:

Contact: AÏCHA ENNAÏFAR



Since January 2010, she was Executive Director of Diva SICAR, an investment company in venture capital, whose role is to assist companies especially those operating in Information Technologies and Communication sector, in the phase investment and financing to strengthen their capital.

From 2009 to 2010, she was Project Officer in the office of Minister of Industry, Energy and SMEs.

From 2005 to 2009, she was Executive Director of Elgazala Pole of Communication Technologies, whose main mission is to support innovative business start-ups in information technology and communication, the holders of projects at the incubator and technology park to provide the appropriate environment to Tunisian and foreign investors in this area by ensuring the animation technology to create synergy between the industrial, research and training but also visibility of the technology park at the international level.

During this period she also chaired the board of directors of NIDA Outsource Center, the first business park in Tunisia dedicated to offshoring activities.

She performed much of his professional career in the industry. She was successively in the National Centre for Industrial Studies and the Agency for the Promotion of Industry where she was responsible for the development of economic studies: industrial strategies - industry - market analysis projects.

In the Ministry of Industry, she was in charge of promoting, monitoring and upgrading of support services to the industry she was a member of various international bodies including the Working Group Euro-Mediterranean on industrial cooperation

EJB



Website : www.ejb.org.eg

The Egyptian Junior Business Association (EJB) is a non-governmental organization, established in 1999 and formally registered in 2000 with a vision to become the “association of first choice among Egyptian Junior Business people who are committed to the development of a culture of Excellence, Ethics and Public Service” and a mission to “Provide a platform for dynamic business people to affect a positive business environment through Business Development & Social Responsibility promoting a culture of excellence and business ethics

Pays : Egypt
Associated Partner networks:

Contact: Khaled Farouk



Khaled is a Board Member of The Egyptian Junior Business Association (EJB) and Head of the Knowledge Society. He is extremely active in the Community development related activities, especially Entrepreneurship, He took part of the Global Entrepreneurship Week in Egypt in 2007 as a member of the core team, and was one of the founding team members of an SME financing competition called Mashro'ak Hakika, as well as participating in founding the KEY career development centre. This program was implemented in 5 universities around Egypt to raise awareness and provide training courses and internships to students.

Khaled is currently the Procurement Manager at ExxonMobil Egypt. As a fleet manager he was exposed to the environmental challenges in Egypt. He was able to change safety culture, implement outstanding international procedures and drive operational Excellency and efficiency to his fleet.

Khaled is fluent in English and Arabic, graduated from Cairo University with a Bachelor of Mechanical Engineering in 1993, achieved a Diploma in Project Management from the AUC in 1996, and has an MBA in Marketing.

E-mail: khaled.farouk@exxonmobil.com; marwa.hany@ejb.org.eg

El Hassan Science City



Website: <http://www.elhassansciencecity.com/>

Country: Jordan

Associated Partner networks: iPark-Queen Rania Center for Entrepreneurship

Contact: Omar Hamarneh



Is the Chief Executive Officer of El Hassan Science City, Jordan's first Science City entrusted with supporting the development of Jordan's Innovation and Entrepreneurship ecosystem. Omar is directly involved with establishing and growing entrepreneurship development programs, Incubation centers, Technology Transfer & commercialization services and supporting the establishment of VC and Angels Investor networks. Prior to his current position, Omar established and managed iPARK, Jordan's first technology focused incubator while also serving at the Higher Council for Science and Technology as Director of International Cooperation. Omar Hamrneh also serves on the Board of Trustees of Princess Sumaya University for Technology (PSUT). He holds a BS degree in Avionics Engineering and a Master degree in Science and Technology Policy.

E-mail: omar@ehsc.jo

Fondation Banques Populaires pour la création d'entreprise



Website: <http://www.gbp.ma/Presentation/Pages/Fondations.aspx>

La Fondation Création d'Entreprise a été créée en 1991 par le Groupe Banque Populaire sous la forme d'une association à but non lucratif. Elle a pour principale vocation la promotion de l'entrepreneuriat. Elle traduit de ce fait l'engagement permanent du Crédit Populaire du Maroc en faveur du tissu national des TPE et PME.

Son rayonnement au niveau national lui a permis d'avoir le statut d'utilité publique par décret du 27 Juin 2001.

Grâce à ses ressources humaines hautement qualifiées, à son réseau de bureaux de représentation adéquatement étendu et à ses multiples prestations, elle a permis à des milliers d'entreprises de voir le jour et de pérenniser leurs activités.

La mission de la Fondation Création d'Entreprises consiste à :

- Œuvrer pour la diffusion d'une culture entrepreneuriale citoyenne et moderne.
- Promouvoir et faciliter l'acte d'investir.
- Faciliter l'accès au financement.
- Informar, orienter et accompagner les investisseurs issus de la population des MDM.

Country: Morocco

Associated Partner networks: AFEM - Casablanca TechnoPark - Centre des Jeunes Dirigeants

Contact: Hassan Charraf



Engineer in 1989 from Ecole Hassania Public Works and holds an MBA from the University of Sherbrooke and holds a certificate in Ingéniérid and Skills Development, began her career as an engineer-technical sales manager at a software company, then in charge of IT within a hotel group before joining a tanker groupe where he worked as director of information systems, director of strategic studies and planning and director général of an omnium of Commerce and Industry. In 2003, he joined a project funded by the European Commission as an expert in human capital in three sectors as textiles, tourism and IT.

Since 2000, responsible for development of human capital, it goes in the center of the young leaders of youth cr & e firms. He has hosted several seminars and conferences on national and international entrepreneuriat and human capital. Currently, Director of Development at CTF for accompanier Moroccans in the world to realize their dream.

E-mail: charraf@fondationbpc.org

Galata Business Angel

Website:

Galata Business Angels is Istanbul's premier angel investor organization. GBA is a formal group of executives, entrepreneurs and angel investors who are interested in investing their time and money into new, cutting edge, start-up companies. GBA members have founded companies such as AirTies, Yemeksepeti.com, Mynet.com, and Markafoni.com and been senior executives at the likes of Apple, eBay, Maxim, Turkcell and DBI.

GBA operates as a not-for-profit organization and acts as a platform where member angel investors and aspiring entrepreneurs meet to exchange ideas about start-ups and discuss investment opportunities.

Country: Turkey

Associated Partner networks:

Contact: Numan Numan

Numan Numan, currently a member of Galata Business Angels and a managing Partner at 212VC, has a solid background in global technology services and international management. Numan utilizes his 20 years of experience to analyze technology venture companies, identify their needs, and provide customized solutions for each enterprise.



Most recently, Numan was Vice President at Goldman Sachs where he spent over 12 years in Tokyo and New York, as a technology evangelist in the firm's leadership team. He managed global engineering teams, focusing on new technologies to bring competitive advantage and addressing challenging business problems. Working closely with the firm's private equity and venture capital arms, Numan identified, evaluated, and reviewed start-up companies around the world for the firm's interest. He also initiated and oversaw the Global Mobile Technology team to define and facilitate the firm's mobile strategy. As VP of Technology Division, Numan designed and implemented more than 40 global projects, identifying new products, facilitating M&A integrations, and maximizing efficiency.

Prior to Goldman Sachs, Numan provided technology solutions and built support systems at both regional and global levels for companies such as CS First Boston, Dun & Bradstreet, and GTE.

Being an entrepreneur, Numan has ventured into other businesses. He currently serves on the board of directors and advisory boards of various companies. Numan holds B.Sc. in Computer Sciences from Ege University and MBA from Marmara University.

Numan currently lives in Istanbul, Turkey where he is among pioneers cultivating the ecosystem.

E-mail:

Genilem



Website : www.genilem.ch

Contact : genilem.algerie@yahoo.fr

GENILEM-ALGERIE

Un programme de soutien novateur aux micro-entreprises innovantes en Algérie

Créé à Alger en 2008, Genilem- Algérie (GA) est un organisme membre du réseau de Genilem du Monde et de Genilem-Suisse. Spécialisé dans l'accompagnement de proximité, GA s'adresse à des micro- entreprises innovantes de 0 à 3 ans d'activité, généralement portées par un maximum de deux à trois collaborateurs. L'accompagnement se fait après sélection des micro-entreprises sur la base de leur caractère innovant, c'est-à-dire de l'originalité du produit ou du service qu'elles proposent et ceci, tout secteur confondu.

Tout porteur de projet dont l'entreprise a moins de trois ans d'activité et qui propose des services ou produits innovants et commercialisables au niveau de la wilaya d'Alger, peut bénéficier du programme de GA.

Pour bénéficier du soutien de GA, il suffit de le solliciter et d'exposer son projet.

La sélection se fait grâce à un comité de sélection de projet (CSP) composé de chefs d'entreprises expérimentés, ayant une place respectable et reconnue sur le marché économique. Ce comité se réunit pour juger de l'innovation du projet, ainsi que de la motivation et de la détermination du porteur du projet.

L'accompagnement est assuré par des gestionnaires de haut niveau, spécialisés en création d'entreprise.

L'appui de Genilem est à la fois confidentiel, neutre et gratuit.

Les points forts de l'accompagnement sont :

- Mesure de la vitalité commerciale
- Rigueur des visites et utilisation d'indicateurs de progression
- Stratégie d'entreprise : point nodal
- Transformation du créateur d'entreprise en patron d'entreprise
- Réseau d'affaires et communication

Genilem-Algérie se fixe comme objectif de pouvoir à terme mettre en place une antenne, d'abord dans chacune des régions de l'Est, de l'Ouest et du grand Sud, plus tard dans chacune des wilaya, en commençant par les grands centres urbains abritant des pôles ou centres universitaires et disposant d'une plus ou moins grande activité industrielle. Le but est d'aider le plus grand nombre de jeunes entrepreneurs, là où ils se trouvent.

Genilem-Algérie bénéficie d'un réseau étoffé de partenaires relevant de différents horizons, qui interviennent ponctuellement de manière différente mais complémentaire, parfois en synergie et en final toujours de façon convergente. Leur intervention porte, soit sur le financement, soit sur le conseil de GA, soit sur l'assistance et l'encadrement direct des entreprises accompagnées ...

Nous citons à ce titre :

Genilem du monde (GM) - Forum des Chefs d'Entreprises (FCE) – Genilem Suisse – Agence Nationale de Soutien à l'Emploi de Jeunes (ANSEJ) - Ambassade de Suisse - Chambre de Commerce et d'Industrie Suisse-Algérie (CCI/SA) - Coopération technique allemande GTZ – Centre des Jeunes Dirigeants (CJD) – World Trade Center Algeria (WTCA)...

Ces partenaires, tous attachés et promoteurs de valeur d'éthique et de solidarité, agissent dans un but d'intérêt général : « *favoriser la création d'entreprises innovantes, c'est contribuer au dynamisme, à la vitalité de l'ensemble de l'économie, donc à un niveau d'emplois, d'activités et de croissance profitable à tous* ». Citation de Genilem Suisse

Country: Algeria

Associated Partner networks:

Contact : Rachâa BEDJAOUI-CHAOUCHE

Rachâa BEDJAOUI-CHAOUCHE (R.B), Genie- Biologic engineering degree holder from University of Sciences and Technologies of Houari Boumediene (USTHB-2004) as well as a Master of Science in Management Business Administration from the University of Lille 2 and Master degree in Management: Marketing of Services from Algerian Superior Business School (ESAA- 2007).



After nearly a year spent as responsible for control of pharmaceutical products sold in Algeria in the Ministry of health, RB founded in 2008 “RBC Consulting & Events”, a business specialized in administrative, legal and tax assistance in creating business in Algeria as well as assistance in the organization of professional events.

In addition to her professional work, R.B is also very active in the social and charity type of work (SOS village children, Nour El Doha association for patients suffering from cancer). In 2006, she joined the network of Algerians graduates of the French big schools and universities (REAGE) she is currently a member of the Board of Directors. REAGE is an association of French right comprising Algerian abroad Diaspora competencies at the service of Algeria.

In 2008, R.B joined Genilem-Algeria as a Director. Genilem - Algeria being an organization that encourages young entrepreneurs for innovative projects to better consolidate the first years of life of their business with an accompaniment of three years free of charge.

Through her professional and social activities, R.B was able during recent years to build a strong professional network well diversified, consisting mainly of large government institutions, administrative as well as major group, Algerian and foreign, business leaders thus giving her a good knowledge and mastery of the Algerian economic environment.

E-mail : rbedjaouichaouche@yahoo.fr

Invest in Israel



Website: <http://www.investinisrael.gov.il/>

Invest in Israel is the Investment Promotion Center of Israel's Ministry of Industry, Trade and Labor. The Center serves as a full-service "one stop shop" for foreign based companies and individuals who are interested in investigating direct investment and joint venture opportunities in Israel.

Invest in Israel provides a wide range of personalized services, assistance and information to potential investors and serves as a resource for investment related information about Israel.

Invest in Israel is a founding-member of Invest in Med and over the past years had served as a partner in a number of programs initiated by Invest in Med framework.

For more information or services, please to contact Invest in Israel at investinisrael@moital.gov.il

Country: Israel
Associated Partner networks:

Contact: Zafrir Asaf

Zafrir Asaf is a cadet at the Investment Promotion Center (IPC-www.investinisrael.gov.il) of Israel's Ministry of Industry, Trade and Labor.

As a cadet, Zafrir is trained to become a commercial attaché in the near future. Among his role at the IPC, Zafrir works with foreign companies, including MNCs, assisting them in establishing new businesses in Israel and investing in industrial and R&D initiatives.

In addition, Zafrir oversees the ministry's activities vis-à-vis the film industry and coordinates IPC activities in the 'Invest in Med' framework. Zafrir is also responsible for production of various marketing materials and is deeply involved in developing and designing the promotion of Israel as a significant player in the global economy.

Prior to joining the IPC, Zafrir worked in the International Relations Department of the American Jewish Joint Distribution Committee (JDC), focusing on fund raising for JDC's activities in Israel's conflict zones in the north and south. In the past Zafrir led educational activities on social involvement on behalf of several organizations and served in the IDF.

Zafrir holds a BA in International Relations from The Hebrew University in Jerusalem, and is currently studying for an MBA at Hebrew University.

Zafrir lives in Jerusalem with his wife and son.

E-mail: Zafrir.Asaf@moital.gov.il

JEDCO

Website: www.jedco.gov.jo

Jordan Enterprise Development Corporation (JEDCO) is a public sector organisation mandated to support SMEs throughout their lifecycle, thus enhancing their competitiveness in the local and targeted export markets. JEDCO implements policies and extends technical and financial assistance that support creative ideas and entrepreneurship. These tools are to stimulate the emerging environment of creativity and competitiveness and facilitate an ecosystem that supports innovation and start-ups.

Services offered include business advisory services, export development, innovation and R&D facilitation and networking, access to finance services and financial support for Jordanian entrepreneurs with export focused startup businesses. JEDCO manages a network of Innovation Centers (JIC) spread across Jordan and offers financial grants, specialized training programmes in marketing, management, strategic planning, communication, market analysis, financial planning, accounting and bookkeeping, and Intellectual Property (IP) consulting. For more information, please visit: www.jedco.gov.jo

Country : Jordanie
Associated Partner networks:

Contact : Ms. Rawan Tarawneh



Business Incubation and Technology Transfer Officer/ Cross Cutting Support Directorate

Ms. Rawan Tarawneh - Business Incubation and Technology Transfer Officer/
Cross Cutting Support Directorate

Ms. Tarawneh has a BA in Business Administration and Marketing from Mu'tah University – Jordan. She has attended and participated in many training courses and conferences with a particular focus on supporting startups, incubation, technology transfer and promoting R&D and innovation to enhance productive sectors in Jordan. Within JEDCO, Ms. Tarawneh has the following responsibilities:

- Overlooks the receipt, assessment and evaluation of requests and enquiries of entrepreneurs to enter into the JIC Incubators/Innovation Centers and provides structured support to companies for provision of business services.
- Promotes business incubation activities by facilitating information exchanges among international incubators, incubator clients, universities and related organizations. Follows up on the technology needs from the Industry Sector and transfer these needs to the technology offices in the Universities.

Contacts: rawan@jedco.gov.jo

Telephone: +962 6 56 03 50 7 ext 2404 - Fax: + 962 6 56 84 56 8

LabX



Website: <http://www.lab-x.org/>

LabX, established in 2006 as Turkey's first commercial business angel network, has been the leading business incubator and angel network in the Turkish startup scene. LabX has undertaken the mission to enhance the underdeveloped entrepreneurship culture in Turkey by incubating promising business ideas and launching new initiatives. Being the main contributor and sponsor in several entrepreneurship events and the leading public face in Turkish media, LabX ensures the attention of all entrepreneurs nationwide and keeps the applications flowing.

LabX currently has 85 business angels and 6 start-up and early-stage companies in its portfolio all of which have the mission to be unique in what they do in the region (or even the world). The portfolio companies have a market value of over \$ 10 million with an initial investment of \$ 3.5 million.

In order to promote entrepreneurship culture among students, LabX has been running Turkey's largest university-wide entrepreneurship competition doyouHAVEanIDEA? (www.doyouhaveanidea.com) since 2007. The competition has attracted thousands of applications from several universities in Turkey and the world, and is unique in the way that winners' ideas get funded by LabX's Business Angel Network. In its third year, the competition has taken on an exciting international aspect and is on the way to become a global entrepreneurship competition by collaborating with international organizations and welcoming applications from all over the world.

LabX is keen to extend its local and international presence and hence is open to various partnership opportunities with likewise international angel networks, venture capital companies and universities in the fields of know-how sharing and financing. In this regard LabX has formed strategic alliances with business angel networks and funds like EBAN, VeraVenture and Desert Angels.

Country: Turkey

Associated Partner networks:

Contact: Fuat Sami



Fuat Sami, born in London, completed his primary education in Turkey and secondary education at Eton College, London. He earned his Bachelor of Science degree from Imperial College and Master's Degree from Tanaka Business School, Imperial College.

Mr. Sami worked for Helix Management Consultants (local alliance partner of Booz & co.) as a consultant, senior consultant and project manager for several years. He carried out projects in different geographical areas such as Europe, Middle East and

Turkey and led business strategy, restructuring, organizational design and sales optimization projects for local and international companies. Mr. Sami also led several due-diligence projects for M&A activities and privatization of high-profile Turkish companies.

In 2006, after many years of management consulting experience, Fuat Sami founded LabX Business Angels and currently holds the position of general manager. LabX is Turkey's first private business incubator backed up by a business angel network and forms a basis for entrepreneurs and business angels to meet and launch innovative business initiatives. Mr. Sami is an active business angel and serves on the boards of 6 different portfolio companies worth over \$ 10 million with an initial investment of \$ 3.5 million in the telecommunications, internet, advertising and health sectors. Moreover, Mr. Sami runs Turkey's leading entrepreneurship competition doyouHAVEanIDEA? (www.doyouhaveanidea.com) and manages LabX Business Angels which is Turkey's first business angel network with 85 high-profile business angels.

Mr. Sami is actively involved in several NGOs:

- Board member of GYIAD (Young Executives and Businessmen Association)
- President of GYIAD's Projects Commission
- Executive board member of TOBB (Union of Chambers and Commodity Exchanges of Turkey) Young Entrepreneurs Committee
- Ozyegin University (Turkey's leading business and entrepreneurship oriented university) Advisory Board Member and Visiting Lecturer
- Member of Cercle d'Orient and Cercle d'Orient Foreign Affairs Committee

E-mail: fuat.sami@lab-x.org

Mersin BAN (Business Angel Network)



Website: <http://www.mersinban.com>

Our region Mersin; has a diversified economical structure in which agriculture, commerce, industry and logistic segments as well as tourism develop relatively. Particularly its port, hinterland, organized industry zone and free trade zone play an active role in Turkey's trade. Due to such potentials our region succeeded to get an EU grant and implemented a very promising project under the name of 'Regional Innovation Strategies – RIS' for three years which completed in January 2008. As an outcome of this project three important sector corporation platforms have been established, which are now in full action. (Logistics, Agro-Food and Tourism Platforms)

Another important activity carried out within the scope of RIS Mersin Project was training young entrepreneurs with innovative ideas about preparing business plans. RIS Mersin Project did cover most of the problems, except the development of an alternative source of finance for entrepreneurs. This lacking topic could be solved through the development of Business Angel Network in the region which would be the subject of our action.

Mersin BAN project's overall objective was with the collaboration of European and Turkish Chambers, starting with MCCI (Mersin Chamber of Commerce and Industry) as the first practice (pilot model) of Turkey, to facilitate the BAN system within a Turkish Chamber, as an alternative source of finance for entrepreneurs with innovative ideas, in order to develop the competitiveness of the regional economy. It was also aimed to support regional investment promotion activities and consultancy to Chambers' members and entrepreneurs including providing alternative financial source using BAN system and managerial experience to entrepreneurs, which increase the start-up enterprises to survive.

Mersin region as the first implementer of the BAN system in Turkey within a governmental organization has also become the only province in Turkey with an innovation strategy and an innovation council with representatives from institutions among key actors of the Mersin innovation system. The Mersin Governorship leads the innovation actions in this council. The project provides the region in the leadership of Mersin Chamber of Commerce and Industry a through insight in the BAN system and the consultancy tools needed. The project lasted for 12 months.

BAN is known as one of the models for risk capital. BAN is an extensively used system in EU member countries. The network management gives consultancy to the entrepreneur about how to prepare a business plan and how to protect the intellectual property rights. The network management develops the pool of business angels, consultants and organizes the match-making events between two sides. With the BAN system, besides banks or similar institutions, forming of new financial developments will be provided for innovative entrepreneurs to accomplish their projects.

Mainly, it is aimed to build capacity of the partners, about the know-how of BAN system and to support regional investment promotion activities and consultancy of chambers to its members and entrepreneurs with the collaboration of the MCCI (Mersin Chamber of Commerce and Industry), SUCCI (Şanlıurfa Chamber of Commerce and Industry), TVCCG (Thames Valley Chamber of Commerce Group) and LCCI (Liverpool Chamber of Commerce and Industry). New consultancy services will be established within the regional chambers (MCCI, SUCCI) for supporting entrepreneurs with innovative ideas for preparing Business Plans and about the intellectual property rights. Raising awareness about the BAN system among potential business angels, entrepreneurs, key authorities and stakeholders is also aimed in the scope of the project.

MersinBAN has the following specific objectives for its implementation of the system;

- Raising awareness about business angel network system.
- Providing alternative source of finance to innovative entrepreneurs.
- Contribute to the sustainable development of the regional economy.
- Encouraging the concept of Entrepreneurship.
- Capacity building of the partners of the project in using BAN system.
- Establishing the Mersin BAN and creating the investor (BA) and consultant pools.

This network enables the nationwide businessmen, who have enough saving for investing in business and experience to mentor the project to find entrepreneurs with innovative projects. The network requires on one hand well trained entrepreneurs who would have the capability of preparing and presenting good business plans and on the other hand candidate businessmen who would need to be convinced to support these entrepreneurs with his available funds and experience to play the role of Business Angel.

Role of Mersin Chamber of Commerce and Industry (MTSO);

Fundamental duty of MCCI is to canalize commerce and industry for the furtherance of public welfare. In this sense, MCCI have a major role in sustainable economy of the Mersin province, to bring potential entrepreneurs to business life, which is the starting point of development and economic progress of the country. MCCI has essential knowledge from EU projects carried out by project management department within its own. MCCI is responsible for precise implementation of all activities (preparation, promotion, training, and workshop) of the network and aims to raise awareness about BAN both in regional and national level with the staff which is trained within the scope of the MersinBAN project. Because of MCCI's relations with potential business angels, regional Universities, Technoparks (Technoscope), networks such as EBAN, regional development agency and other actors where potential entrepreneurs in Mersin can be found, this also increases the capacity of the services provided.

Country: Turkey

Associated Partner networks:

Contact: ERDEM YATKIN



Erdem YATKIN was born in 1978 in Adana, Turkey. He completed his secondary and high school education in Ankara Ataturk Anatolian High School. Subsequently, he completed the pro-language training in University of Missouri Rolla, which is considered among the top 10 universities of The United States of America. For his university degree, Mr. Yatkın was transferred to University of Central Missouri and graduated in 2002 with a Bachelor of Science in Business Administration majoring in Management with Computer Information Systems, which was considered as one of the major profession of the 21st century.

Upon his graduation, Mr. Yatkın began his career as the Regional Marketing Assistant in the company of Cydcor Platinum Marketing, which is one of AT&T's sister company located in Washington, DC. In 2003, he returned to Turkey to fulfill his military duty. Right after his serving period, he had worked as a Foreign Trade Manager in Ota-Net Ltd Co. in Ankara. During his time of work, he was specialized as a Product & Brand Manager. In 2005, he was transferred to Istanbul to Panatel Inc. as Brand Manager, which was a sister company of Tekofaks Inc., and the corporate partner of Netcell Inc. As of his job description, during the tasks of developing brand & product focused marketing strategy, market research, and creating sales channels, he had the opportunity to work with the outstanding global companies such as Leica - Germany, Cowon - South Korea, Lava - Sweden, Hanns-Star Group - China.

Throughout his career, he improved his knowledge of Foreign Trade Programs, Foreign Investment Programs, Controlling & Revising Budgets for Enterprises, and Accounting. Including the work experiences throughout his university years, Mr. Yatkın, who considers that the creativity and entrepreneurship are the key elements of the successful business life, began to work within his hometown region, which is called the Çukurova Region, with the aim of carrying out his experience in his country's economic and social development, and to promote entrepreneurship to the masses. In 2008, he began working as a Project Specialist in the Mersin Chamber of Commerce and Industry, a pioneer Governmental Organisation in Turkey with its Regional Innovation Strategies.

While providing consultancy services in the region to the private sector including manufacturers and local community in the areas of Innovation, Entrepreneurship, Investment and promotional activities, he realized the difficulty of accessing the Financial Resources, which is the most important obstacle in front of the entrepreneurship and innovation. To overcome this crucial problem, he took action to review the developments in the area of finance in the world, and to bring the Business Angels System into the region. In 2009, by taking advantage of the European Union's Grant Schemes, he implemented MersinBAN project. The project has been a pioneer to the investment sector as being the first Business Angel Network, which was established within the Governmental Organisation in Turkey. In addition to these, Mr. Yatkın took responsibility as a Representative of Mersin Chamber of Commerce and Industry in the Agriculture & Food sectors oriented regional clustering studies of State Planning Organization, which had a great strategic value; he also worked as Regional Coordinator in the studies of Logistics, Tourism, Agriculture & Food industry oriented Research and Strategy Development, which was carried out by IBM Inc. in cooperation with the United Nations Development Programme and the Digital Opportunity Trust.

As him still working for MCCI as the Project Specialist and also as the Director of MersinBAN, Mr. Yatkın continues working in the issues of financing start-ups and entrepreneurship & innovation within both the national and region levels. Besides, he currently titled as the Project Coordinator at the GREEN project, a project which aimed at creating an environmental service network on greening businesses across Europe, and disseminating valuable information to SMEs for their environmental practices.

Having the expertise in the subjects of Information Technology, well known Software Programs as well as professional Information Processing Applications, Mr. Erdem Yatkın is also a member of Turkish American Association and UCM Alumni Association. He is also involved in photography and Mr. Yatkın is an elite member of one of the world's distinguished association 'Magnum Photos' and 'Leica Fotografie International', as well.

ERDEM YATKIN

Network Director

Mersin Chamber of Commerce & Industry

Address: Çankaya Mh. Atatürk Cd. MTSO Hizmet Binası Kat:2

33070 / Mersin / TURKEY

Tel: +90 324 238 95 00 / 298

Fax: +90 324 238 98 02

E-mail: erdemyatkin@gmail.com

Nile Capital

Website: www.it-investment.com

NILE CAPITAL is an incorporated Egyptian joint-stock private-equity firm. It evolved from and builds on the experience of IT Ventures, an established fund manager and private-equity house that has a track record of 9 years, and led the placement and management of a pioneering ICT private equity fund in Egypt and the MENA region. In this framework, it has sourced, screened and analyzed more than 1,200 opportunities over the past 9 years with a rich pipeline of investment opportunities and has invested in 45 companies inside and outside Egypt. Through the IT Investments fund, the company invests in early stage, start-up, and growth companies in telecommunications, information technology, and high-tech sectors in Egypt, the Arab world, and global markets.

Country: Egypt

Associated Partner networks:

Contact: Dr. Basel Hussein Roshdy, DBA



Dr. Basel Hussein Roshdy is currently the Chief Investment Officer and General Manager of Nile Capital, a private equity group, recently established as the evolution and growth plan of the current Fund Manager IT Ventures Company of IT Investments, managing private equity funds and transactions including IT Investments (www.it-investment.com), which is the largest private-equity direct investment fund in technology (mainly ICT) in Egypt, the Middle East and North African region.

Basel has more than 17 years of professional experience in the investment and corporate finance sectors including 10 years with IT Ventures & IT Investments Group of companies and funds (Nile Capital now), whereby he witnessed and participated in the creation and evolution of the group's success stories and learning experiences. Basel has worked on a large number of investment cases, complicated deals structuring, mergers and acquisitions transactions, and new funds creation. He is also Director of the General Partner of Telecom Ventures Partners Luxembourg, a Fund focusing on equity investments in the telecom & technology sectors. Previously, as Senior Lending & Project Finance Officer at Misr Iran Development Bank, Basel has helped restructuring a number of financially distressed companies, and sale of companies under the privatization program.

Basel is a member of several local and international organizations, and serves on the board of directors of a number of operating and investment companies inside and outside Egypt (including newly-established Luxembourg private-equity funds). Also he acted before as finance and investment instructor/trainer. In addition, Basel has been a speaker and panelist in a number of conferences and seminars inside and outside Egypt; and has participated in several events, roundtables, seminars and workshops.

E-mail: broshdy@nile-capital.com

Palestine Information and Communications Technology Incubator (PACTI)



Website: <http://www.pacti.ps/>

The Palestine Information and Communications Technology Incubator (PACTI), is an independent Palestinian organisation that has been created through the initiative and support of the Palestinian Information Technology Community. PACTI and its partner organizations, including PITA and Paltrade, have as their mission the revitalization and the sustainable growth of the Information Communication Technology (ICT) sector in Palestine.

The strategic core components of PACTI include incubation and providing professional business services and facilities to Palestinian entrepreneurs who have mature concepts for unique and innovative ICT products assessed to have strong market potential. These core elements will form the backbone of PACTI's operations and its support to the ICT sector in Palestine as well as address many of the unique challenges facing its development, growth, and expansion. As the incubator itself matures, PACTI looks forward to working with Palestinian ICT firms to jointly identify, develop, and implement new initiatives that will be of significant benefit to the sector.

The key competitive advantages of PACTI include its governance structure that provides access to economic clusters, its dedicated staff with incubation know-how, its clients and pipeline of entrepreneurial ideas, and an initiative underway to structure a seed fund for the benefit of pre-revenue start-up companies incubated at PACTI.

Country: Palestinian Authority
Associated Partner networks: PIPA

Contact: Kassis Laith



Born in Palestine in 1971, Mr. Omar is currently the Manager of the Palestine Information and Communications Technology Incubator (PACTI). He is a founding executive member of the first ICT incubator in Palestine (PACTI) since its establishment in 2004 through a USAID fund.

Mr. Omar has extensive experience in providing technical, business, and marketing advisory and coaching services to several ICT high-growth start-ups and MSMEs. As managing PACTI's pipeline as part of the technical and marketing evaluation panels, he has assessed more than 500 ICT projects' ideas. He is also a member in the evaluation panel for H. H. Sheikh Salem Al-Ali A-Sabah Award for Internet – Kuwait (thus evaluating more than 420 Arab web sites) and a member of the [Microsoft Imagine Cup Competition](#) evaluation committee organised by Microsoft for Palestine.

Mr. Omar has also played a critical role in launching and managing the 1st, 2nd and third Technology Business Plan Contest (2008, 2009, 2010) in Palestine sponsored by InfoDev and then Intel as well as he managed the Digital Arabic Content competition with ESCWA.

As a [Medibtikar](#) Innovation Expert, Mr Omar has also developed niche skills to train, coach and mentor technology entrepreneurs in conducting dozens of workshops and has trained thousands of ICT students and recent graduates on technology entrepreneurship, innovation, ICT marketing, starting technology businesses and running MSMEs.

He is a founding member of the MENA Network of Incubators ([MENAinc](#)) under the umbrella of the infoDev program.

E-mail: laith.kassis@pacti.ps

SAGES CAPITAL



Website: <http://www.essaimage-sagescapital.com>

Sages capital a été créée en 2006 pour favoriser le développement de l'essaimage en Tunisie. tout d'abord dirigée par Allaya BETTAIEB, la société de gestion est depuis novembre 2008 dirigé par Afif BEN YAHIA, Ingénieur de l'Ecole Centrale de Paris, ayant exercé des fonctions de direction générale dans plusieurs entreprises de diverses industries, après avoir travaillé à la BTK (Banque Tuniso Koweïtienne) sur des opérations de financements industrielles, avant de rejoindre SAGES Capital fin 2008.

La loi sur l'essaimage en Tunisie n'offre pas seulement la possibilité pour un promoteur issu d'un grand groupe de créer son entreprise, mais aussi la possibilité pour un grand groupe de parrainer un promoteur de la société civile qui propose une solution d'amélioration de la compétitivité d'un secteur ou d'une entreprise, de soutenir le promoteur sur le développement stratégique, et d'acquérir la solution, de manière à accélérer la pénétration de l'innovation sur le marché

SAGES Capital intervient en fonds propres, et permet également la mobilisation d'un prêt pour le démarrage de l'activité. Le promoteur apporte quant à lui un financement en fonds propres, des actifs immatériels, et peut bénéficier du soutien des fonds de garanties ou d'aide au développement économique nationaux: SOTUGAR, FOPRODI. SAGES Capital gère également un fonds de restructuration de 25 Millions de Dinars à l'attention des PME PMI ayant un plan de croissance et d'innovation, mais dont la structure capitalistique est encore fragile au regard des critères des banques susceptibles de leur accorder un prêt.

En 2010, SAGES Capital s'est vu confié la gestion du Fonds d'amorçage INDET (INNOVATION ET DEVELOPPEMENTS TECHNOLOGIQUES) de 50 Millions de Dinar Tunisien, soit un peu moins de 30 Millions d'euro, pour financer le développement de Start-ups innovantes avec un plan de croissance fondé sur le développement et / ou l'utilisation de technologies innovantes. C'est pour contribuer à l'accélération de l'innovation en Tunisie, et pour permettre à l'innovation de voyager sur le pourtour méditerranéen que SAGES capital soutien le Concours MEDVENTURES 2010.

Pour le concours MEDVENTURE 2010, SAGES Capital a délégué les activités d'identification et d'information des promoteurs intéressés à Synbea consulting - Société de conseil en Stratégie et Management de l'Innovation basée à Marseille. Synbea est représentée en Tunisie à travers l'Alliance ICI - Euromed qui regroupe les Innov'acteurs Méditerranéens : Promoteurs, Chercheurs, Laboratoires, Start up, PME PMI de différents secteurs clés pour la Méditerranée, ainsi que des spécialistes de l'accompagnement de l'innovation.

Country: Tunisia

Associated Partner networks: Ministère de l'Industriel et des Technologies / API : Agence de Promotion de l'Industrie / La BFPME / Le Réseau des Pépinières de l'API / Le Réseau des Centres d'affaires / l'ANPRI: Agence Nationale de Promotion de la Recherche et de l'Innovation / ATIC : Association Tunisienne des Investisseurs en Capital / UTICA : Représentation patronales des entreprises / ATUPE : Association de promotion de l'Entrepreneuriat / ATUGE : Association des diplômés des Grandes Ecoles / Le réseau des Technopoles et pôles de compétitivité

Contact: Meryam BOUGHZALA

SAGES CAPITAL : Tél : + 216 71 96 19 93

Anissa HFAIEDH : a.hfaiedh@essaimage-sagescapital.com

E-mail: m.boughzala@essaimage-sagescapital.com

Sherpa Finance Club



Website: <http://www.sherpafinance.com/accueil>

Sherpa Finance Club, initié par le Groupe Saham, a pour mission la promotion de la création d'entreprises à travers tout le Maroc.

Sherpa Finance Club est ouvert à tous les porteurs de projets pour permettre l'émergence de structures pérennes, compétitives et créatrices d'emplois durables au Maroc.

Sherpa Finance Club apporte un coaching personnalisé et mobilise des compétences technologiques et entrepreneuriales pour accompagner les entreprises en création et parrainer les créateurs.

Sherpa Finance Club sélectionnera des projets innovants et à fort potentiel compétitif sur ses marchés cibles nationaux ou internationaux.

Country : Morocco

Associated Partner networks:

Contact: Khalil Azzouzi

Khalil Azzouzi holds an MBA from l'Ecole des Ponts et Chaussées of Paris (School of Civil Engineering) in International Management and a Masters Degree in International Commerce from ISCAE. He has 20 years of professional experience in the industrial sector as well as in the financial and venture capital sectors. At the beginning of his career, he served as Chief Operating Officer within the "Conserves de l'Oriental" company, a unit that had 540 hectares of agricultural land and an industrial unit of processing, of vegetable freezing and of manufacturing of floral essences for export. He later joined the banking sector where he was Branch Manager and in charge of regional commitments within Crédit du Maroc, a subsidiary at the time of Crédit Lyonnais, he later joined BMCI, subsidiary of BNP Paribas, where he held different positions including Manager of the Agribusiness Division in Morocco as well as Support and Development Manager. During these years, he dealt with structured finance and corporate banking as much as the problematic of the small and medium sized enterprise (SME) in Morocco, since he was in charge of the strategic development of this subsidiary, its restructuring and its development. He carried out several negotiations with international financial institutions (IFC, Proparco, EIB, Grameen Foundation, etc..) for the establishment of financing and guarantee lines for SMEs and microcredit associations. He was also part of the think tank and of the deployment of the Basel II agreements within the Moroccan Banking Association (GPBM) to facilitate access to financing for SMEs. Currently, Mr. Khalil Azzouzi is the Managing Director of the venture capital fund Dayam and Sherpa Finance making equity investments in innovating projects in their creation and post-creation phase as well as of Sherpa Finance (www.sherpafinance.com), an entity emanating from the SAHAM group and dedicated to fostering and counseling entrepreneurs. He intervenes on "Entrepreneurship and new Business Creation" at different business schools. He remains very active in the associative world; he is the Vice-President of " la Commission Strategies Sectorielles" of the Moroccan Business Community (CGEM). He was the Ex-Vice President of the MBA Association of l'Ecole des Ponts et Chaussées of Paris in Morocco and President of the Organization Committee of the first worldwide conference of the international network of MBAs of the same school held on March 3rd and 4th 2007 in Marrakech.



E-mail: kazzouzi@saham.ma / azzouzi28@hotmail.com

Syrian Enterprise Business Center (SEBC)



Website: <http://www.sebcysyria.com>

The Syrian Enterprise and Business Centre (SEBC) is a Non-State actor, formally established in March 2006, pursuant to the provisions of association and private institutions law, based upon the work and achievements of the Syrian European Business Centre (an EC funded project for 10 years established in 1996).

SEBC was projected to be the first national institution to support the Syrian economy by serving as an implementation agency for projects aimed at developing the private sector in general and small and medium enterprises (SMEs) in particular. SEBC hosts and implements several EU programmes and projects i.e. SME Support Programme, Trade Enhancement Programme, Business Environment Simplification Programme and the National Competitiveness Observatory. In addition to managing and coordinating the national network of Enterprise Europe Network in Syria.

The 14 years of co-working with European agencies and bodies, provided SEBC with great experience and knowledge in implementing different types of projects enabling SEBC to reach higher EU standards.

The positioning of SEBC within the Syrian business community is strengthened by virtue of its sound management capabilities and excellent resources to institutional capacity building instruments, including its information centre based in the Enterprise Europe network, its own SKILLS training centre and its SEBC-BI business incubator facility, all of which are combined together establishing access to the highest points of decision making within the Syrian government.

Country: Syria

Associated Partner networks:

- Junior Chamber International – Syria (Best Business Plan Competition)
- OECD (MENA 100 Business Plan Competition)
- Syrian Young Entrepreneurs Association (SYEA Ventures)
- Syrian Computer Society

Coach: Ms. Dalia SAKKAL / daliasakkal@yahoo.com

Dalia Sakkal is a Business Consultant at SEBC, a catalyst institution for private sector development and growth in Syria.

Ms. Sakkal has over 12 years of professional experience as business consultant and access to finance consultant, working with SMEs. She has extensive experience in providing business, marketing, finance consultancy, training, advisory and coaching services to start-ups and established SMEs operating in various sectors including textiles, agro-food, pharmaceutical, services among others. She has also worked with SMEs to facilitate their access to finance through local private, public, and programs of international donors (EIB SME fund I and II).

Ms. Sakkal has also played a major role in managing and implementing national business plan competitions taking place in Syria through local and international agencies such as JCI (Best Business Plan Competition - Junior Chamber International 2008, 2009, 2010) and MENA 100 (2009 and 2010).

Ms. Sakkal holds a Graduate Management Diploma and B.Sc. in Biology both from McGill University, Canada. She is a Certified Management Consultant through IMC (Institute of Management Consultancy), UK, and Accredited Trainer and holder of VQSET Certificate (Vocational Qualifications in Science, Engineering & Technology: Preparing and Delivering Training to Facilitate Production), in Ireland.

Contact: Mr. Muhamad SHABAREK / mshabarek@sebcysyria.com

Technology innovation & entrepreneurship center (TIEC)



Technology innovation & entrepreneurship center (TIEC)

Website:

The Technology Innovation and Entrepreneurship Center (TIEC) was formed in association with academia, the government, and the private sector to develop and support Egypt's workforce through educational, technological and financial resources. As part of the TIEC, viable ICT start-ups can receive support such as funding space in the Smart Village incubator buildings, expertise in taking a product or service to market, and help with intellectual property protection.

Country: Egypt

Associated Partner networks:

Coach:

- Bachelor of Science (Ain Shams University).
- MIBA (Ecole Superior Liber des Science commercial Appliqué-Paris).
- Certified Incubator Manager -National business Incubation Assoc (NBIA- Athens, Ohio.).
- 14 Years of Experience, 6 of them as BD Manager.
- 6 Years of international assignments covering USA- Germany- Italy- France- Japan, Gulf countries
- 4 years of Government exposure leading National initiatives within the ICT hand by hand with local key players e.g. Cairo University, Alexandria University, Assiut University as well as leading global Technology owners, e.g. Intel, Microsoft, Google, Nokia, Rim along with Mobile Operators as Vodafone & Etisalat.
- 6 Years of experience supporting Start-ups and SME's, 3 years of them with main responsibility of establishing Egypt ICT Incubation Network & managing 4Million US\$ Angel Fund supporting 5 Incubation Centers with 30 start-ups.

Currently:

- Department Manager (Technology Incubation Program), at Technology Innovation & Entrepreneurship Centre (TIEC), earlier operating under ITIDA (Information Technology Industry Development Agency).
- Board Member at "EFEG"; Egyptian Federation for Electronic Games.

Contact: Ahmed Laiali

Technopark de Casablanca



Website: www.technopark.ma

Le Technopark de Casablanca est l'un des points focaux du secteur des technologies de l'information et de la communication au Maroc. Aujourd'hui le Technopark compte 170 Entreprises, employant 1500 personnes et représentant un chiffre d'affaires cumulé supérieur à 700 millions de DH. Inauguré en 2000 et ouvert en 2001, le Technopark occupe un espace de 30 000 m². Il a pour vocation d'accompagner le développement du secteur des TI, développer la culture de l'innovation et la compétitivité fondée sur le savoir. Les actionnaires du Technopark sont l'Etat marocain, BMCE BANK, Attijariwafa Bank, la BCP et la CDG. Le Technopark héberge aussi depuis un an, un fonds d'amorçage de 100 millions de dirhams, Maroc Numeric Fund dont les actionnaires sont les mêmes que ceux du Technopark.

Country: Maroc
Associated Partner networks:

Coach:

Contact: Omar Balafrej



Omar Balafrej, administrateur directeur général du Technopark, est né le 26 octobre 1973 à Rabat. Diplômé de l'école Centrale de Lyon, il a participé à la création du Technopark en 2001, en tant que président du directoire de MITC (société gestionnaire)

Il a ensuite travaillé au sein de l'Université Al Akhawayn d'Ifrane, notamment au rapprochement des Centres de Recherches avec le monde de l'Entreprise puis pour le compte de la SFI (Groupe Banque) entre le Maroc et l'Algérie.

Omar Balafrej rejoint de nouveau le Technopark en Mars 2008 en tant que Directeur Général.

Il est aussi Président de MITC Capital, société gestionnaire de Maroc Numeric Fund.

Inauguré en 2000 et ouvert en 2001, le Technopark occupe un espace de 30 000 m². Il a pour vocation d'accompagner le développement du secteur des TIC au Maroc et de participer au développement d'une culture de l'innovation.

Aujourd'hui le Technopark compte 170 Entreprises, employant 1500 personnes et représentant un chiffre d'affaires cumulé supérieur à 700 millions de DH.

Issu d'un partenariat public-privé, ses actionnaires sont l'Etat marocain, BMCE BANK, Attijariwafa Bank, BCP et CDG.

Par ailleurs, Omar Balafrej est Président de la Fondation Abderrahim Bouabid (www.fab.ma) et fut conseiller municipal à Ifrane (Moyen Atlas) de 2003 à 2009.

The Technology Incubators program

Website: <http://www.incubators.org.il/>

BACKGROUND & GOALS

The Technological Incubators Program was established in 1991 and is administrated by the Office of the Chief Scientist of the Ministry of Industry, Trade & Labor. The primary goal of the program is to transform innovative technological ideas that are too risky and too early stage for private investments, into viable startup companies that are able to raise money from the private sector and operate on their own after the incubator term.

Secondary goals of the program are as follows: 1. Promote R&D activity in peripheral and minority areas. 2. Create investment opportunities to the private sector, including venture capitalists. 3. Transfer technologies from research institutes and implement them into the industry. 4. Create an entrepreneurship culture in Israel.

CURRENT STATUS

There are 26 incubators in Israel to date, out of which 23 are technological incubators, 2 are technology based industrial incubators and 1 is a designated biotech incubator. The incubators are spread out across Israel from Tel-Chai in the North to Sde Boker in the South. Out of the 26 incubators, 16 are located in peripheral areas.

There are approximately 200 companies in various stages of R&D that are being carried out in the incubators at any given time.

THE INCUBATOR

An incubator is a private legal entity, for profit, that supplies its portfolio companies with the following:

1. Work environment.
2. Administrative services.
3. Technological & Business guidance.
4. Legal & Regulatory assistance.

FINANCIAL SUPPORT

The incubation term in a technological incubator is approximately 2 years and the total budget for the two year term ranges between \$ US 450,000 to \$ US 600,000. 85% of the total budget is financed by the government.

FIELDS OF ACTIVITY

The incubators operate in all fields of R&D, especially in Life science (including medical devices), Cleantech and ICT.

Out of ~200 incubated companies, ~40% are medical device companies, ~15% are biotechnology & pharma, ~15% are cleantech, ~25% are ICT and ~5% are in other areas such as machinery and materials.

SUCCESS

Since 1991 and to the end of 2009, the government initiated over 1,400 companies with a total cumulative government investment of over 500 Million Dollars.

Over 1,200 companies had matured and left the incubators. Of these graduates, 60% have successfully attracted private investments, and over 55% continued R&D activity at least 3 years after graduating from the incubator. By the end of 2009, ~40% of the incubators graduates are still up and running. The total cumulative private investment in graduated incubator companies reached nearly 3 Billion Dollars.

This means that on every Dollar the government invested in an incubator company, the company raised an additional 5 – 6 Dollars from the private sector.

CONCLUSION

Without the government taking the risk and making the initial investments in these initiatives, the companies would not have been established and the private investments that they have successfully raised would not materialize.

The incubators program positioned itself as the primary manufacturer of start-ups in Israel today, establishing over 80 new start-ups every year. The program has positioned itself as an important source of deal-flow for the venture capital industry that is searching constantly for new technologies in which to invest.

Country: Israel

Associated Partner networks:

Contact: Yossi Smoler

Carrier Background



1994-2005

President & CEO of Eldat Communication Ltd. Eldat is an Israeli company dedicated to advanced wireless solutions for the retail industry. Eldat is today a world leading vendor of Electronic Shelf Label (ESL) systems.

I have been managing this company from its very first days and brought it at the end of 2004 to annual sales of more than \$20M and around \$1M net profit.

1992-1994

Managing Director of Manof Communication Systems Ltd. Manof is an Israeli software house developing and exporting software systems in the field of inter-bank communications.

1989-1992

Assistant Managing Director of ISIS Information Systems Ltd. ISIS is a South African system house (around 200 employees) providing services of product definition, design, development, installation and support of software embedded systems.

My main areas of activity: Strategic Planning, Preparation and follow up of budgets and working plans, Control and follow up of big projects, Marketing and Sales (inside and outside South Africa) and Business Development.

I also represented the foreign shareholders of the company, served as a Director of the Board and as an active member of the Executive Committee.

1964-1989

Service in the Israel Defense Forces (IDF), reaching a rank of Colonel.

In the first five years I served as a professional officer in the IDF Computer Center (MAMRAM). Later on, after completing my engineering studies, while serving in the R&D Department, GHQ, IDF, I was involved with big R&D projects and Operation

Research studies (in cooperation with the Israeli Defense industries), covering a wide variety of highly complex and inter-disciplinary technologies.

During the last five years of my service I was the head of the System Analysis Center in the GHQ, IDF (as a Colonel). The areas of activities of this organization (which is based mostly on academic officers from various scientific and engineering disciplines) included also development of computerized war games for training and research applications for the IDF ground forces.

Education

1977-1979

Msc Operation Reserarch (with distinction) Naval Postgraduate School, Monterey, CA, USA

1969-1973

BSc Industrial & Management Engineering (with distinction) Technion, Israeli Institute of Technology, Haifa, Israel

Further Studies

1989-1992

Professional training in South Africa:

- Professional Selling Skills program
- The Accomplished Negotiation program
- Business Presentation Skills program

1985-1987

Seminars and workshops on Artificial Intelligence, University of Tel Aviv

1975-1977

Postgraduate studies for a MBA degree, University of Tel Aviv

E-mail: hamamot@ocs.moital.gov.il

UTICA



Website : www.utica.org.tn

Créée depuis 1946, l' Union Tunisienne de l'Industrie , du Commerce et de l' Artisanat (UTICA) Est l'Organisation patronale Qui Représente les employeurs Tunisiens dans les Secteurs industriel, commercial , de services et artisanales . Elle est organisée régionalement grâce à des unions régionales dans Tous les gouvernorats de la Tunisie (Départements) et sectorielle ment grâce aux fédérations professionnelles.

L'UTICA est le Porte Parole attitré de ses Adhérents Auprès des Pouvoirs publics , assure la défense de leurs intérêts Professionnels , économiques et Sociaux , Coordonne leurs Activités , explore pour eux en permanence les nouvelles Opportunités de Progrès et promotion , les Informe et Répond à leurs Demandes les plus diversifiées et recueille leurs Préoccupations.

MISSIONS ET ATTRIBUTIONS

Les missions de l'UTICA sont :

- Veiller à la défense et à la Sauvegarde des intérêts de ses Membres dans la limite des Moyens mis à disposition par la législation en Leur vigueur.
- Participer activement auprès des Pouvoirs publics, à l'élaboration et à la mise en application d'une Politique économique et sociale susceptible d'assurer Progrès et Prospérité a tous les agents économique.
- Mettre en place une Stratégie et un programme d'action afin de participer au Développement économique du Pays dans tous les Domaines ou se trouve une entreprise et notamment l'emploi, l'exportation, l'Investissement et le Développement régional.
- Veiller à Consolider le dialogue et le consensus social Avec les partenaires Sociaux.
- Assurer la représentation de ses Membres Auprès des Pouvoirs publics et Développer la coopération Avec les organisations professionnelles et économiques nationales et internationales.
- Agir pour la promotion des différents Secteurs économiques dans Tous les Domaines qui concerne indirectement ou directement l'entreprise.

- Développer le Partenariat international par l'animation du Réseau et établir des relations privilégiées Avec les Centrales étrangères et patronales, Avec les institutions et organisations internationales.
- Coordonner et animer l'activité de structures professionnelles locales, régionales et nationales

Réseaux et Partenaires :

15 fédérations Nationales sectorielles, CNFCE- (Chambre des femmes chefs d'entreprises), CJD (Centre des Jeunes Dirigeants), Chambre de commerce et d'Industrie de Tunis (CCIT), Chambre de Commerce et d'industrie de Sfax(CCIS), Chambre de Commerce et d'Industrie du Centre(CCICENTRE), Chambre de Commerce et d'Industrie du Sud Est (CCISE), Chambre de commerce et d'Industrie du Nord Est (CCINE), Chambre de Commerce et d'industrie du Sud Ouest (CCISO), Chambre de commerce et d'industrie du Cap Bon (CCI Cap Bon), Jeune Chambre Economique (JCI)

Pays : Tunisia

Associated Partner networks:

Contact : Douja Gharbi



Mrs. Douja Gharbi is a well established entrepreneur in Tunisia with a strong community development motivation. She started her own business in 1996 in the manufacturing sector and since then always promoted and implemented innovative marketing ideas and production processes with a focus on export to European Markets. She has founded 5 companies and joint ventures and she has participated in a number of international export and investment fairs.

Parallel to her private business, Douja is an active member of the National Young Entrepreneurs Association and served as Board Member from 2005 to 2009 in charge of international relationships. In addition, since 2002, she has served as Board Member for the National Chamber of Women Entrepreneurs of Tunisia in charge of communication. In this role, she is also the Tunisian Hub Manager representing the CNFCE to the MENA Businesswomen's Network, a regional network of businesswomen throughout the Middle East and North Africa. In 2006, the ARCEIT Center of the United Nations Industrial Development Organization based in Bahrain selected her for her vision, skills and experience as

a successful women entrepreneur to become a UNIDO Counselor and Trainer for the Enterprise Development Program launched by UNIDO in the Arab Region in the year 2000. Since then, she has worked on a voluntary basis to organize enterprise development courses in Tunisia for young graduates and has mobilized human and financial resources through national and international institutions and NGOs. In the framework of UN joint program launched in the year 2009, she started a professional collaboration with the Government of Tunisia and UNIDO for strengthening institutional capacity in the field of youth entrepreneurship development in the regions most affected by unemployment.

Mrs. Gharbi has her master degree from the School of Management and Economics of the University of Tunis and a condensed training certificate in Business Administration from the Beyster Institute of the Rady School of Management of the University of California (San Diego). She also attended many trainings held by international organizations (Centre de Commerce International, Trade Facilitation Office Canada...) on export techniques, management and capacity development.

Mrs. Gharbi has also participated as speaker in a number of important international conferences presenting her experience as an Arab woman and young entrepreneur, or speaking about entrepreneurship concerns (ITPO Bahrain, ITPO Jordan, WIFE Foundation, British Council, Invest In Med-EU, ADB....).

E-mail: douja@topnet.tn douja.gharbi@planet.tn