



This Project is co-financed by the European Union and the Republic of Turkey

# TECHNICAL ASSISTANCE FOR 'GROWING AND PROSPERING THE ENTREPRENEURSHIP ECOSYSTEM IN ANKARA TO INCREASE YOUNG EMPLOYMENT'

TRH1.2ADA/P-01

## OPENING CONFERENCE October 25 2016

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Team Leader





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# WELCOME TO: Opening Conference

# HOŞ GELDİNİZ

# Summary of Project



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## CURRENT STATE ANALYSIS

with Survey and Focus group

Promotional activities

**Project opening conference** with 200 participants, at least 6 international and 13 from regions

## WEBSITE AND PORTAL

- Video film
- Social media
- Brochures and materials

## CLOSING CONFERENCE AND INVESTOR FORUM

- 200 participants and 150 more for Investor Forum

## TRAINING OF TRAINERS with international certifications for ADA

## YOUNG ENTREPRENEURSHIP DEVELOPMENT PROGRAMME

**FOR 500 STUDENTS/RESEARCHERS**

**Young potential entrepreneurs** will be selected among 5-7 universities and technoparks

About 25 workshops for 20 participants each

## MENTORSHIP

**FOR 200 ENTREPRENEURS**

Mentoring Guide and guidance workshops for at least **20 mentors**

200 young entrepreneurs will be mentored with 3 days each of consulting and coaching following the Mentoring Manual.

## TECHNOLOGY

**COMMERCIALISATION PROGRAMME & COMPETITION/INT VISITS**

**FOR 30 TEAMS OF 4 MEMBERS EACH**

They will participate in 3 days of coaching and consulting in teams of 4 mixed technology and business specialists

An open **COMPETITION** will be organised for all Ankara entrepreneurs

**9 best innovative start-ups or projects** will be selected and offered a study trip in EU countries for acceleration of their business

**ANKARA ENTREPRENEURSHIP DEVELOPMENT CENTRE / STUDY TOUR**

**The EDC will become important pillar to support young potential and existing entrepreneurs** for growth. A Business plan for EDC will be prepared with programme for the next 3 to improve Ankara's ecosystem



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# Key Conclusions CSA

- **Key Conclusion 1** - Increase further University /Industry Collaboration in the field of entrepreneurship support.
- **Key Conclusion 2** - Incentivise early-stage funding for projects and start-ups, especially angel investors and co-investment/guarantee funds.
- **Key Conclusion 3** - The coordination and collaboration of the public and private actors of the entrepreneurship ecosystem needs to be strengthened, and include more investment and private actors.
- **Key Conclusion 4** - The Ankara region needs to work on shifting its present image as “only government and public state-owned companies” towards a “women-friendly with strong business specialisations (in health-bio, security and engineering, etc.)” and a flexible government-support system.

# Panel Discussions



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## Panel 1- Evolving the Ankara Entrepreneurship ecosystem

- How should Ankara's entrepreneurship ecosystem evolve from the present »techno-infrastructure-oriented« hubs to include new actors and instruments?
- Which actors are essential to complement and provide other avenues for entrepreneurs with innovative projects: either technology-based or projects with a high innovative component?
- How did the ecosystem evolve in other developed tech-entrepreneurship markets such as Ireland, where there is a multiplicity of actors and hubs beyond the universities and their parks/offices?
- What should public agencies and authorities do to promote these hubs, knowing that more grant or public funding for startups would only continue distorting the startup market?
- How can mentoring and other support services be further supported in Ankara, when most mentoring programmes to date have focused on paid advisor-training rather than on voluntary business individuals?

# Panel 2- Funding



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- What has been the experience of the initiatives to start business angel networks in Ankara, and what are reasons for their difficult growth?
- How can Ankara-based startups realistically search and pitch to Istanbul-based and international angels and funds?
- What can public sector agencies such as ADA do to co-finance and promote angel/seed investment in the region (co-financing, guarantee funds, convertible debt, etc.?)
- How can EBAN and other EU-based angel institutions believe the Turkish scene should develop, and what other international networking opportunities are there for angels/fund networks?
- What due diligence methods (EBAN, Keiretsu, SBA, IDDA, etc.) are interesting to know and promote from ADA/other institutions, so as to prepare good projects/startups for investment?



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## Panel 3- Women Entrepreneurs

- How is the overall situation and participation of women entrepreneurs in Ankara versus other regions; and how is it specifically for technology and innovative entrepreneurship?
- What actions should be taken to actively promote and support women entrepreneurship initiatives at the Technoparks, incubators and other hubs?
- How can the women entrepreneurship and business associations/NGOs promote and support women access to services, financing and other needs of women entrepreneurs?
- What is the international experience (esp. of the Nordic EU countries) in providing support platforms and multiplying the participation of women in entrepreneurship?
- How will the EBRD national support and financing (with the collaborating banks) small business programme continue, and how can its lessons learned be incorporated into a specific women-innovative/tech entrepreneurship programme?
- What can be realistic targets /indicators for all programmes and initiatives supporting women entrepreneurship?

# Panel Rules



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- **Speak 5- 6 minutes on your approach (you can present briefly the institution if not done previously in keynotes).**
- **Moderator will then start discussing issues by asking one or more participants.**
- **Last 15 minutes moderator will ask for questions from audience; please be brief in answers.**

**THANK YOU FOR HELPING MAKE PANEL DISCUSSIONS EFFECTIVE.**