



# THE IMPACT OF TECHNO- PARKS: LEBANON CASE

# Lebanon “Tech-Parks” initiatives (2001)

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- Beirut Emerging Technology Zone (BETZ)
  - 1 Million sqm in Damour
  - 30M\$ cost estimate
  - Public-public partnership
  - IDAL – Municipality of Damour
    - Law 360
- Berytech
  - “Focused” private initiative
  - USJ + 20 private stakeholders
  - on USJ Campuses (Labs/Faculty)



# BETZ today !

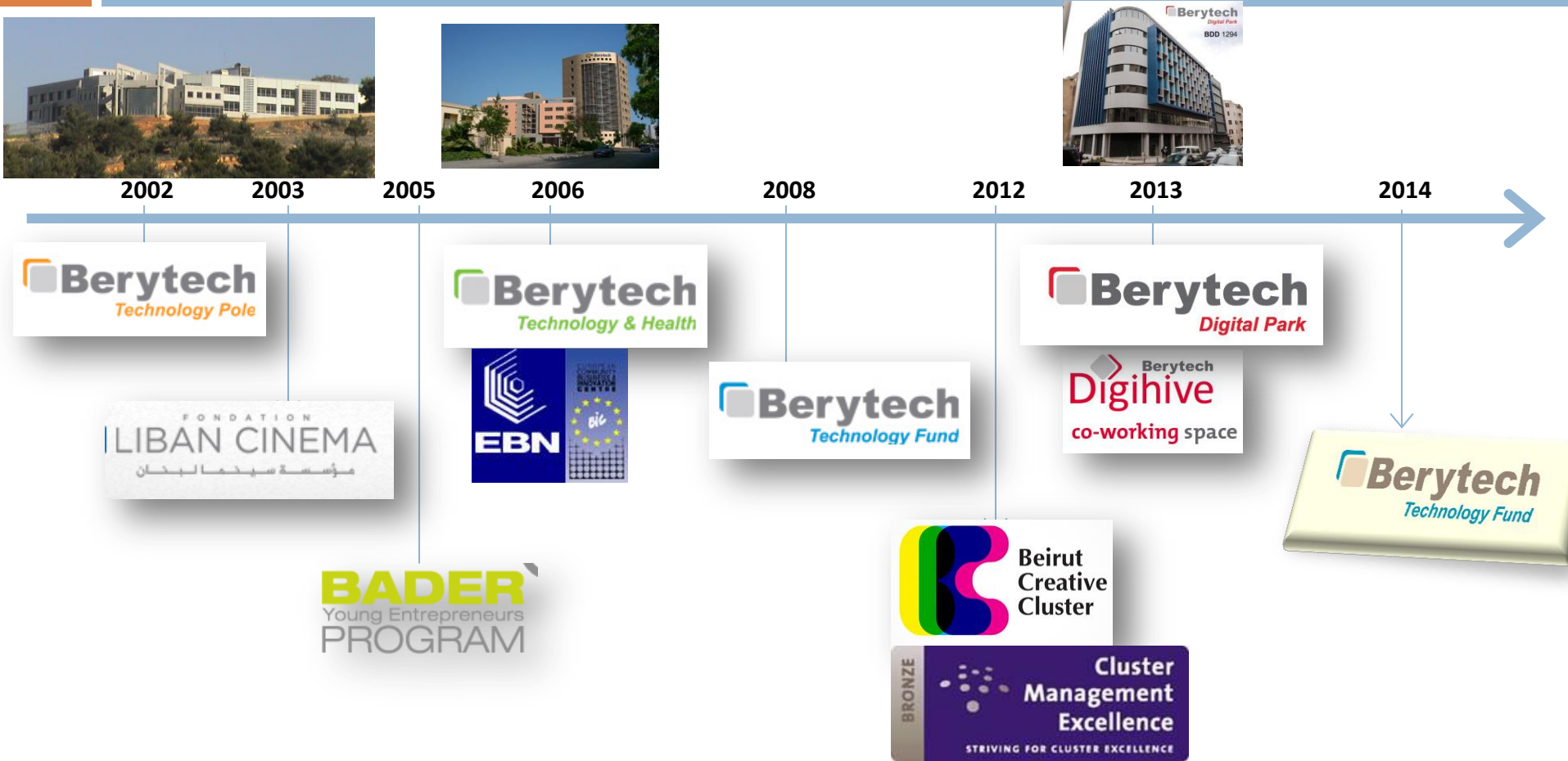
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# Berytech today! Evolution

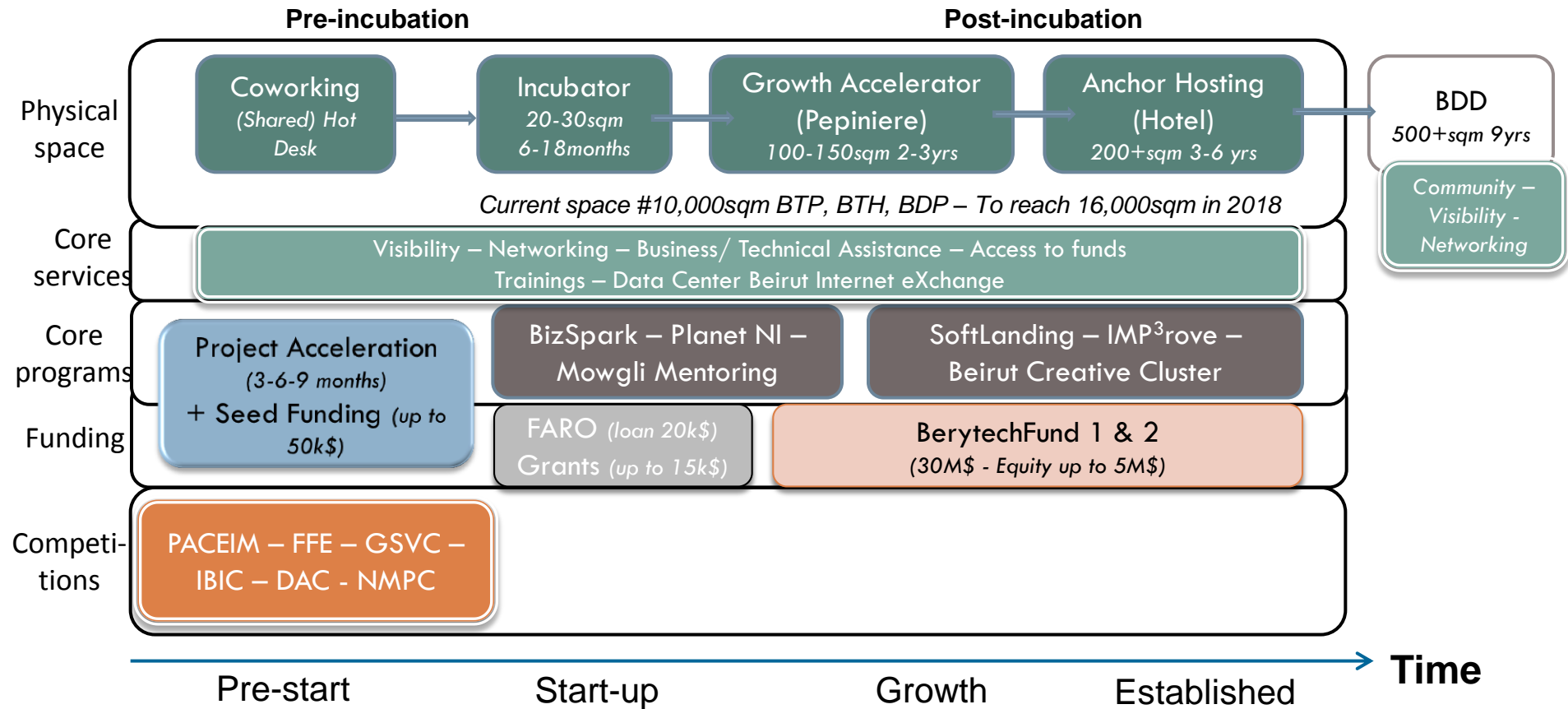


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# Berytech: "Eco-system in a box"

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# Spreading entrepreneurship “vibes”: innovation launchpad

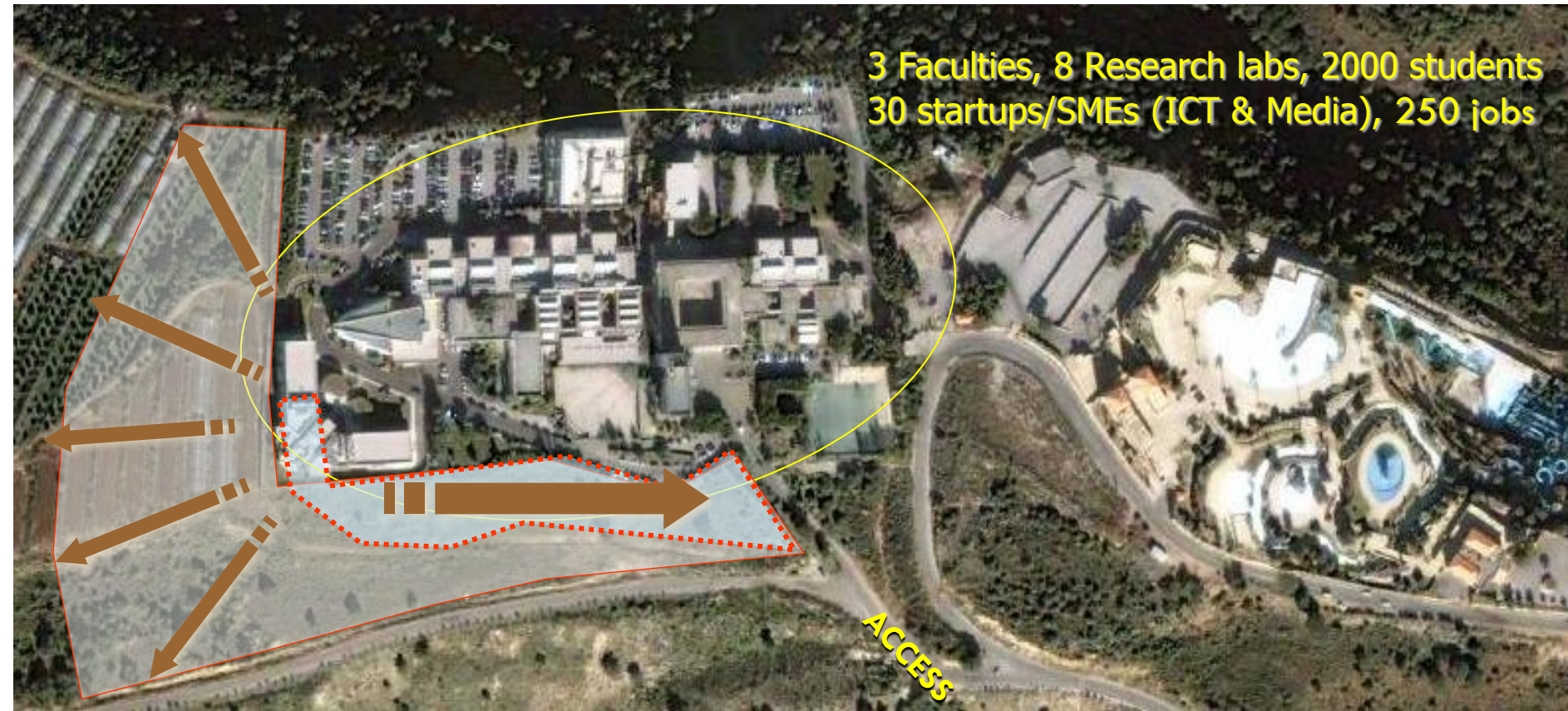
- Initiator of EU-funded incubators (2006)
- First Accredited EUBIC (2006)
- First VC-fund (2008)
- First Hackathons (Microsoft Imagine & Dev Camp Days)
- First Mentoring Program (Mowgli)
- First Entrepreneurs Forum (2009)
- First StartUp Weekend (2010)
- Incubation Awards (2002-2012)
- First Women Entrepreneur Incubation Award
- First Global Social Venture Competition (Berkeley)
- First Intel Innovation Competition (Berkeley)
- First PitchFest “SeedUp Your Startup”
- First National Mobile Programming Competition
- First Digital Arabic Content Competition
- Focal point for PACEIM program
- First Agile Lebanon - Lean Startup workshop (2013)
- First Beirut Service Jam
- Hosting Internet Exchange Point
- Founding members of ISOCLeb, LINC, LTA
- IMProve Innovation Management ToT
- First Planet NI Tech lab
- First Host of GEW Lebanon
- Lebanon Mobile Monday chapter
- Co-Founder FARO fund
- Etc etc !

# Berytech Technology “Pole”

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3 Faculties, 8 Research labs, 2000 students  
30 startups/SMEs (ICT & Media), 250 jobs

ACCESS



# Berytech Digital Park

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- Beirut Digital District is a pilot project, which was inaugurated on September 3, 2012. It started with 5,000 m<sup>2</sup> in 2012 and will eventually cover **40,000 m<sup>2</sup>**.
- The objective is to provide startups, as well as companies wishing to use Lebanon as a regional platform to export their services, with a zone where they can find **all the professional offerings for the different services** they need to develop their products.
- This is the **cluster effect** which is actively sought and which represents the main added value of digital zones throughout the globe.
  - The physical proximity between companies and persons contributing to the production chain of a given product stimulate productivity and creativity.
- **First MoU signed between ZRE, MoT & Berytech !**



Beirut  
Digital  
District





# Berytech: Key figures 2002-2012

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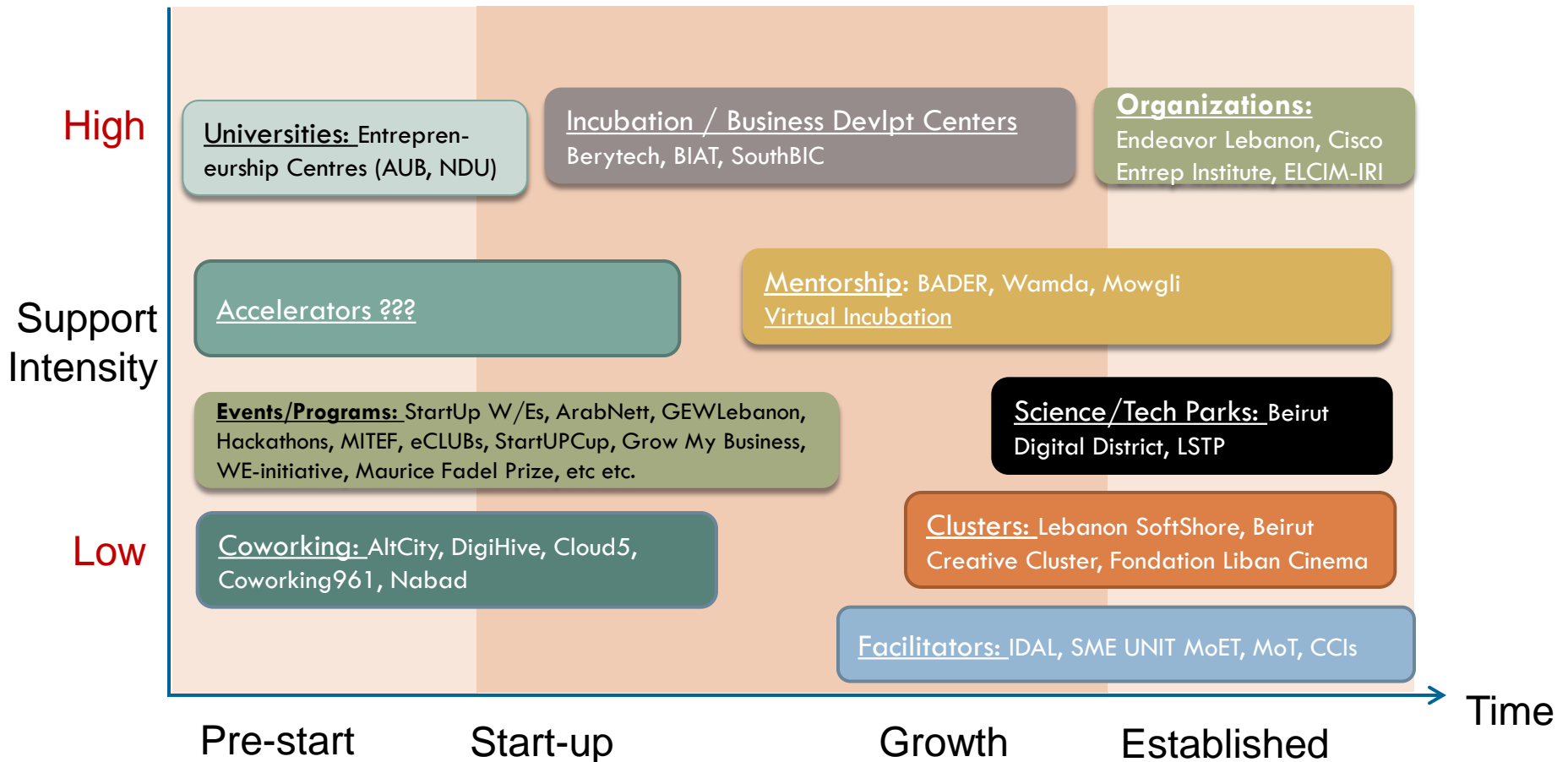
- +**100** startups created
- +**250** companies hosted
- +**1,000** jobs created
- +**3,000** entrepreneurs trained
- +**350,000\$** distributed in grants for 35 startups
- +**6M\$** invested in 16 technology startups & SMEs
  - ▣ co-investments with MEVP, Wamda
- and counting...

	2001-2004	2005	2006	2007	2008	2009	2010	2011	2012
<b>FINANCE</b>	Kafalat Basic	Kafalat Basic	Kafalat Basic	Kafalat Basic	Kafalat Basic	Kafalat Basic	Kafalat Basic	Kafalat Basic	Kafalat Basic
				Kafalat+/Innov	Kafalat+/Innov	Kafalat+/Innov	Kafalat+/Innov	Kafalat+/Innov	Kafalat+/Innov
					Berytech Fund Building Block Fund	Berytech Fund Building Block Fund	Berytech Fund	Berytech Fund	Berytech Fund
							Cedrus Ventures MEVP	Cedrus Ventures MEVP	Cedrus Ventures MEVP
							Ryiada Leb Business Angels	Ryiada Leb Business Angels	Ryiada Leb Business Angels
<b>INCUBATION</b>	Berytech	Berytech	Berytech	Berytech	Berytech	Berytech	Berytech	Berytech	Berytech
			BTH	BTH	BTH	BTH	BTH	BTH	BTH
				BIAT	BIAT	BIAT	BIAT	BIAT	BIAT
				Agripole	SouthBiC	SouthBiC	SouthBiC	SouthBiC	SouthBiC
									SouthBiC Berytech Digital Park Cloud5
<b>Co-work/ Acceleration</b>							Seeqnce AltCity	Seeqnce AltCity	Seeqnce AltCity
									DigiHive
<b>SUPPORT</b>	Berytech Incub Awards	Berytech Incub Awards	Berytech Incub Awards	Berytech Incub Awards	Berytech Incub Awards	Berytech Incub Awards	Berytech Incub Awards	Berytech Incub Awards	SeedUP
<b>GRANT</b>	IDAL	IDAL SME Unit MoET	IDAL / SME Unit MoET	SME Unit MoET	SME Unit MoET	SME Unit MoET	SME Unit MoET	SME Unit MoET	SME Unit MoET
<b>PROGRAMS</b>			BADER	BADER MIT Ent Forum	BADER	BADER	BADER	BADER	BADER
					MIT Ent Forum	MIT Ent Forum	MIT Ent Forum Entrepreneurs- Lebanon	MIT Ent Forum Entrepreneurs- Lebanon	MIT Ent Forum Entrepreneurs- Lebanon
							Endeavour- Lebanon	Endeavour- Lebanon	Endeavour- Lebanon
							MOWGLI- Mentorship	MOWGLI- Mentorship	MOWGLI- Mentorship
							StartupW/E	StartupW/E	StartupW/E
							Arabnet DevCamps	Arabnet DevCamps	Arabnet DevCamps
							GSVC Maurice Fadel Prize – Grow Your Business	GSVC NMPC	GSVC - IBIC - NMPC

# Evolution Entrepreneurship support system in Lebanon

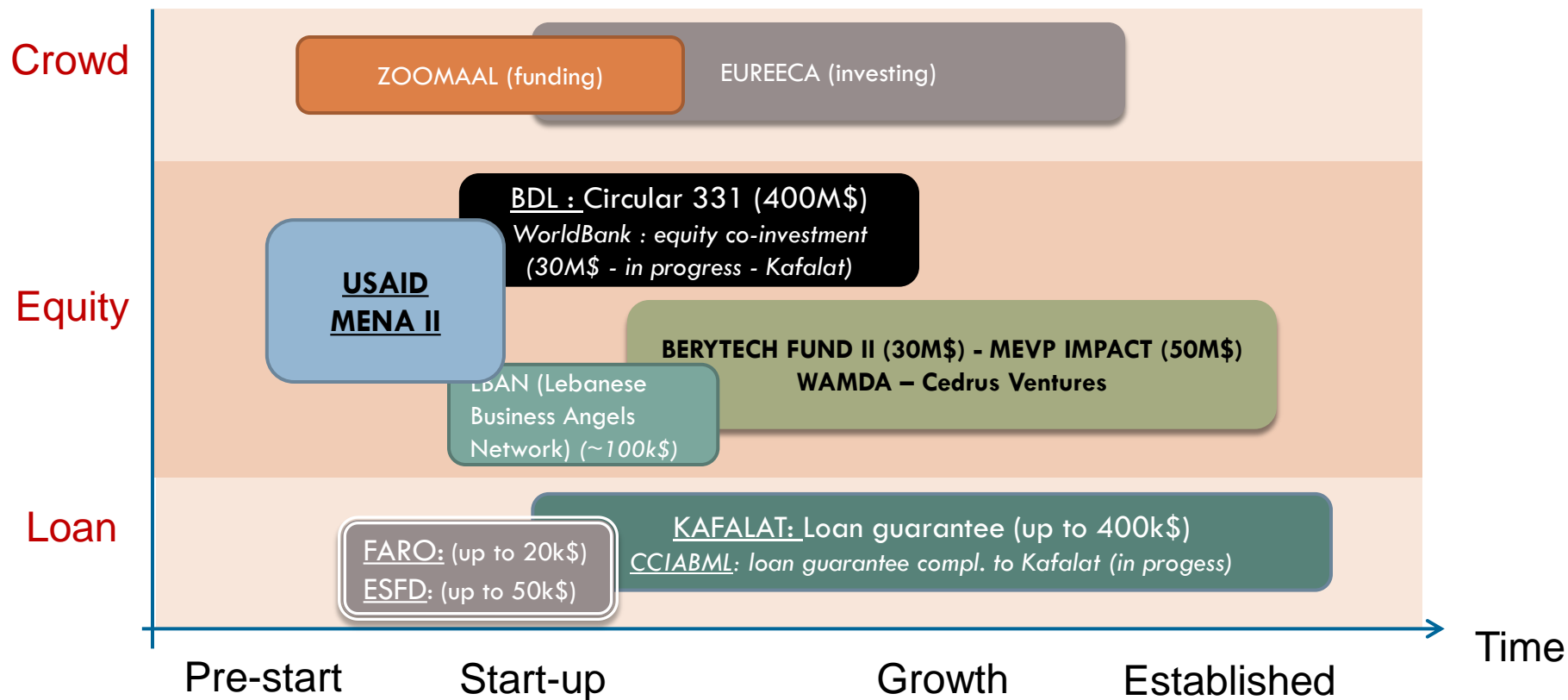
# Entrepreneurship support system in Lebanon: Today !

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# Entrepreneurship Financing in Lebanon: Today !

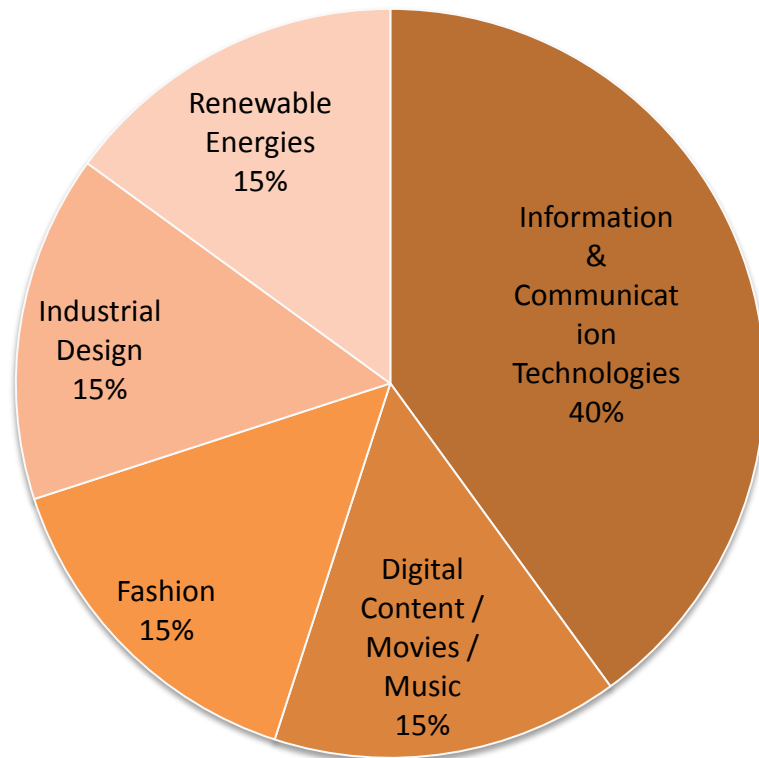
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# Investing in Lebanese Creativity

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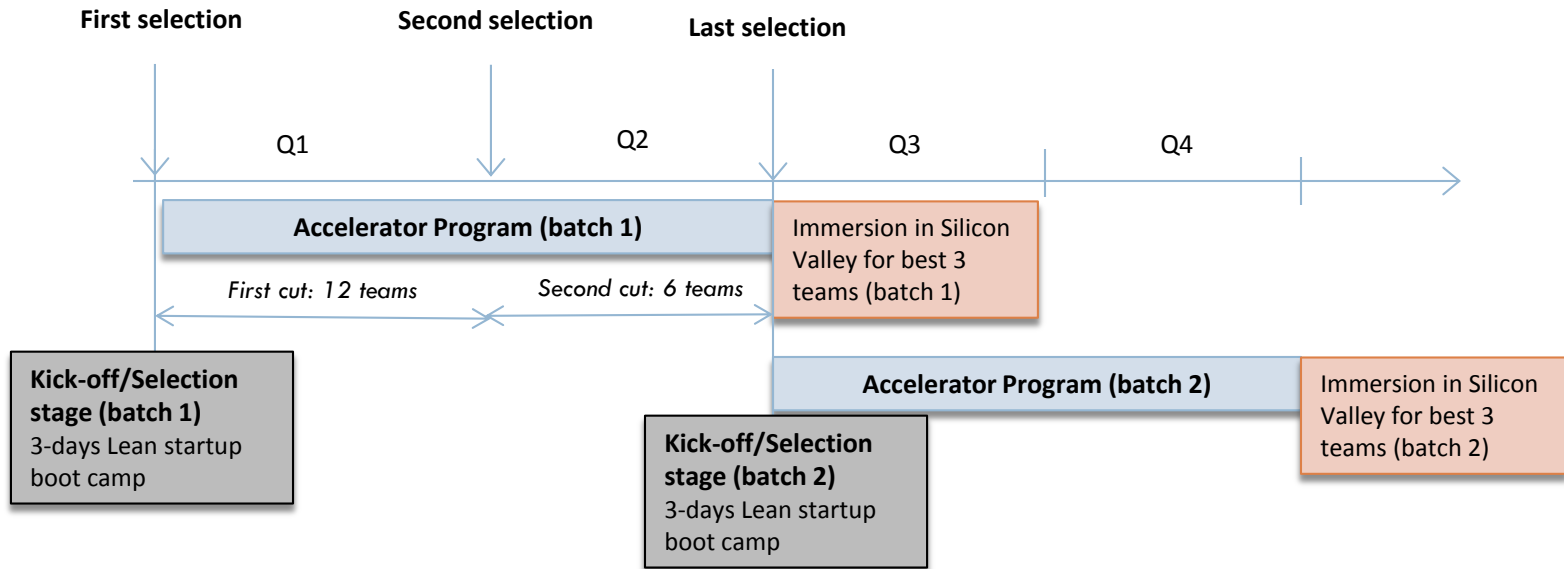
## Allocation of New Funds



- The allocation of funds is indicative and preliminary; it is here to serve as an indication of a general direction...
- ...however, the roots of Berytech and Berytech Fund in technology are stable and likely to continue to pre-dominate
- Medical Research, particularly when it intersects with ICT, is already an area of particular interest

# Community-owned Acceleration Program: SpEED @BDD

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## Applicants

1 IT + 1 Business (up to 3)  
Complementarity of team is key



# DMD panorama: DerManDar

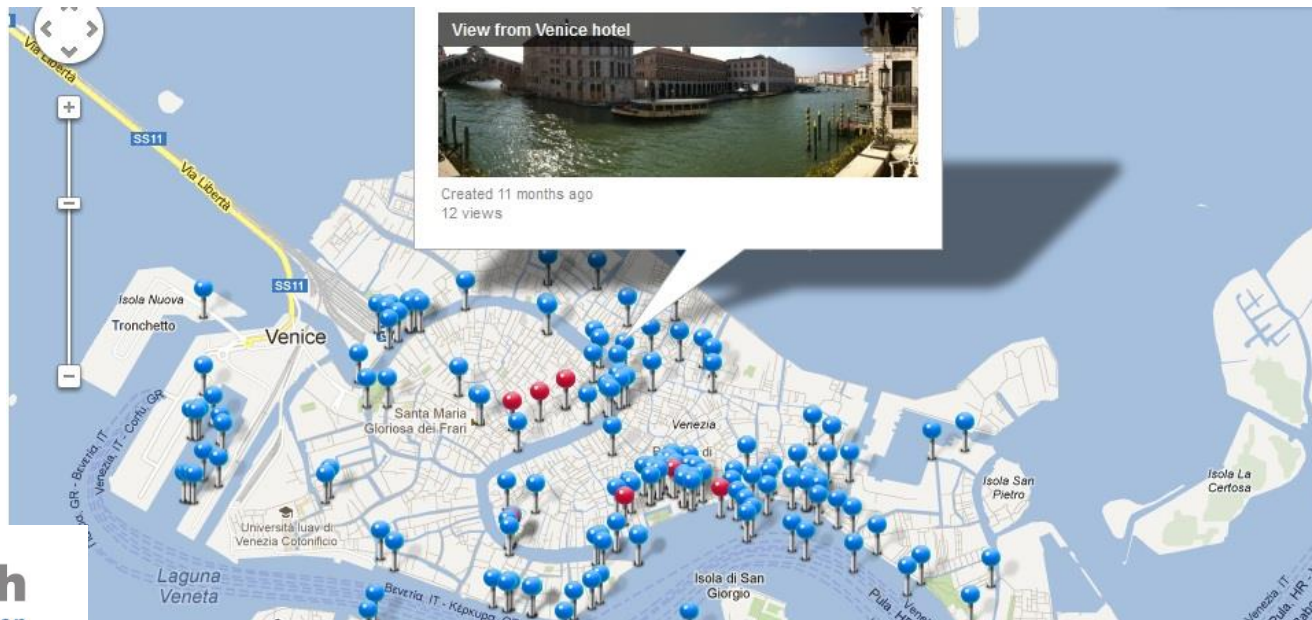
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> 10M downloads (iOS and Android) @ \$1.99 with in-app purchases (pano selfies, HD, etc)

#2 photo app in the US at launch (June 2011)

1 panorama shot & shared every second

Licensed to Cycloramic



Instabeat is the first modular, all-in-one training monitor adapted to the intricate biomechanics of swimming



### Features

- ✓ Mounts on any type of swimming goggles
- ✓ Measures heart rate without a chest belt
- ✓ Reflects a color on the lens in real-time to signal speed adjustment

<b>BLUE</b>	Fat Burning	50-70% of HRmax
<b>GREEN</b>	Fitness	70-85% of HRmax
<b>RED</b>	Maximum Performance	85-100% of HRmax

### Parameters Measured

- ✓ Heart Rate
- ✓ Calories
- ✓ Flip turns
- ✓ Laps
- ✓ Speed
- ✓ Distance



# Parting thoughts: Can Lebanon have it's own “Valley”?

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## What is needed ?

- Tech Entrepreneurs
- Money – venture funding
- Attitude (risk taking)
- Attractive and welcoming to diaspora + foreign talent
- Universities (discuss entrepreneurship in classes)
- Weather (skwimming ;)
- No bureaucrats / legal framework
- Technology/Science parks for start-ups; they need to start there (Start-ups happen in clusters)
- Internet (for direct to consumer) or Arab market (to compensate for small domestic market)
- Success stories (exits)

# Thank you !

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## Q & A ?

***Register to receive our newsletter: [www.berytech.org](http://www.berytech.org)***

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