THE IMPACT OF TECHNO-PARKS: LEBANON CASE

Nicolas Rouhana – Berytech

How-to of Innovation, Technology & Entrepreneurship
Istanbul, May 26-27, 2014
Lebanon “Tech-Parks” initiatives (2001)

- 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!
Berytech today! Evolution

2002

Berytech Technology Pole

2003

Liban Cinema

2005

EBN

2006

Berytech Technology & Health

2008

Berytech Technology Fund

2012

Berytech Digital Park

2013

Digihive co-working space

2014

Beirut Creative Cluster

Cluster Management Excellence

Berytech Nurturing Innovation
Berytech: “Eco-system in a box”

Pre-incubation:
- Coworking (Shared) Hot Desk
- Incubator 20-30sqm 6-18 months
- Growth Accelerator (Pepiniere) 100-150sqm 2-3 yrs
- Anchor Hosting (Hotel) 200+sqm 3-6 yrs

Post-incubation:
- BizSpark – Planet NI – Mowgli Mentoring
- SoftLanding – IMP3rove – Beirut Creative Cluster
- Project Acceleration (3-6-9 months) + Seed Funding (up to 50k$)

Funding:
- FARO (loan 20k$)
- Grants (up to 15k$)
- BerytechFund 1 & 2 (30M$ - Equity up to 5M$)

Competitions:
- PACEIM – FFE – GSVC – IBIC – DAC - NMPC

Physical space
- Core services
- Core programs

Current space #10,000sqm BTP, BTH, BDP – To reach 16,000sqm in 2018

Time

Pre-start Start-up Growth Established
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”

3 Faculties, 8 Research labs, 2000 students
30 startups/SMEs (ICT & Media), 250 jobs
Beirut Digital District is a pilot project, which was inaugurated on September 3, 2012. It started with 5,000 m² in 2012 and will eventually cover **40,000 m²**.

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 !**
Berytech: Key figures 2002-2012

- +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...
# Evolution Entrepreneurship support system in Lebanon

<table>
<thead>
<tr>
<th>Year</th>
<th>Finance</th>
<th>Incubation</th>
<th>Support</th>
<th>Grant</th>
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**Example Programs:**
- MIT Ent Forum
- Entrepreneurs-Lebanon
- Endeavour-Lebanon
- MOWGLI-Mentorship
- StartupW/E

**Example Grants:**
- IDAL
- SME Unit MoET

**Example Support Programs:**
- BADER
- MIT Ent Forum
- Entrepreneurs-Lebanon
- Endeavour-Lebanon
- MOWGLI-Mentorship
- StartupW/E
- Arabnet
- DevCamps
- GSVC
- Maurice Fadel Prize – Grow Your Business
Entrepreneurship support system in Lebanon: Today!

- **High Support Intensity**
  - **Universities**: Entrepreneurship Centres (AUB, NDU)
  - **Accelerators***
  - **Events/Programs**: StartUp W/Es, ArabNett, GEWLebanon, Hackathons, MITEF, eCLUBs, StartUPCup, Grow My Business, WE-initiative, Maurice Fadel Prize, etc etc.
  - **Coworking**: AltCity, DigiHive, Cloud5, Coworking961, Nabab
  - **Mentorship**: BADER, Wamda, Mowgli
  - **Virtual Incubation**
  - **Science/Tech Parks**: Beirut Digital District, LSTP
  - **Clusters**: Lebanon SoftShore, Beirut Creative Cluster, Fondation Liban Cinema
  - **Facilitators**: IDAL, SME UNIT MoET, MoT, CCIs

- **Low Support Intensity**
  - **Incubation / Business Devlpt Centers**: Berytech, BIAT, SouthBIC
  - **Organizations**: Endeavor Lebanon, Cisco Entrep Institute, ELCIM-IRI

**Time**
Entrepreneurship Financing in Lebanon: Today!

**Crowd**
- ZOOMAAL (funding)
- EUREECA (investing)

**Equity**
- USAID MENA II
- BDL: Circular 331 (400M$)
- WorldBank: equity co-investment (30M$ - in progress - Kafalat)
- BRYTECH FUND II (30M$) - MEVP IMPACT (50M$)
- WAMDA – Cedrus Ventures

**Loan**
- FARO: (up to 20k$)
- ESFD: (up to 50k$)
- KAFALAT: Loan guarantee (up to 400k$)
- CCIABML: loan guarantee compl. to Kafalat (in progress)

**Timeline**
- Pre-start
- Start-up
- Growth
- Established
Investing in Lebanese Creativity

- 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

Applicants
1 IT + 1 Business (up to 3)
Complementarity of team is key
DMD panorama: DerManDar

> 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

Parameters Measured
- Heart Rate
- Calories
- Flip turns
- Laps
- Speed
- Distance

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<tr>
<td>GREEN</td>
<td>Fitness</td>
<td>70-85% of HRmax</td>
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<tr>
<td>RED</td>
<td>Maximum Performance</td>
<td>85-100% of HRmax</td>
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Parting thoughts: Can Lebanon have it’s own “Valley”?

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!

Q & A ?

Register to receive our newsletter: www.berytech.org

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