



Union of Chambers and Commodity
Exchanges of Turkey (TOBB)



العقبة الإسلامية للتجارة والصناعة والرفاهية
Islamic Chamber of Commerce, Industry & Agriculture
La Chambre Islamique de Commerce, d'Industrie et d'Agriculture



The Perez-Guerrero Trust Fund
for South-South Cooperation (PGTF)

Report on the Training Program on “Technology Entrepreneurship Advocacy and Management of Business Incubation & Technology Parks”

23-25 April 2018
Istanbul, Republic of Turkey

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Preamble:

Business incubation programs are designed to accelerate the successful development of entrepreneurial companies through an array of business support resources and services, developed or orchestrated by incubator management, and offered both in the incubator and through its network of contacts. A business incubation program’s main goal is to produce successful firms that will leave the program financially viable and freestanding.

Business incubation provides a nurturing, instructive, and supportive environment for entrepreneurs during the critical stages of starting up a new business. The goal of such programs is to decrease the chance that a startup will fail, and shorten the time and reduce the cost of establishing and growing its business.

Business incubation programs can be undertaken at different levels and in different formats. Science parks, business/enterprise centers, and innovation/incubator centers all seek to provide an environment in which businesses can be nurtured, improving their chances of survival. However, there can be important differences in the objectives of each model and in the type of businesses that become their clients.

Some, such as science parks and business/enterprise centers, offer little more than managed workspace, whereas incubators predominantly take an active, hands-on approach, becoming part of the startup team. Involvement can vary from day-to-day administrative assistance (secretarial support) through to marketing and business development. In general, incubators attract very early-stage knowledge-based firms, whereas science parks and business centers appeal to businesses graduating from incubators and university spinouts.

In line with the importance of SME in developing the emerging OIC economies while introducing innovation technology-based business ideas, the Islamic Chamber of Commerce, Industry & Agriculture (ICCIA) organized a Training Program on “Technology Entrepreneurship Advocacy and Management of Business Incubation & Technology Parks”, from 23rd to 25th April 2018 in Istanbul, Republic of Turkey. The program was conducted in collaboration with the Perez-Guerrero Trust Fund for South-South Cooperation (PGTF) and the Union of Chambers and Commodity Exchanges of Turkey (TOBB).

The Training Program was attended by 18 participants from 13 Countries, representing African Region, Middle East, Gulf, Europe, Central Asia and South-East Asia. The participating Countries were from Guinea, Iran, Jordan, Kazakhstan, Mali, Morocco, Pakistan, Palestine, Sudan, Tajikistan, Turkish Cyprus, Turkey and Uganda. In addition, representatives of United Nations Office for South-South Cooperation (UNOSSC), Islamic Conference Youth Forum for Dialogue

and Cooperation (ICYF-DC) and Statistical, Economic and Social Research and Training Centre for Islamic Countries (SESRIC) also participated.

Objectives:

The key objectives of the Training Program were to highlight the importance of developing entrepreneurial culture in OIC countries and to emphasize the policy advocacy for initiating technology-based startups and creating ecosystem for such startups. To understand the conceptualization, development process, management, and importance of business incubators and technology parks as key components of SMEs support systems and ecosystem with a special focus on OIC countries. To learn cross-country best practices for the management of business incubators and technology parks. To understand the process of converting the startups into commercial organizations. To combat poverty and move towards self-reliance and prosperity.

Opening Session:

The Training Program was opened with a recitation from the Holy Quran.

In his welcome speech Mr. Bahri Can CALICIOGLU, Advisor to the President of Union of Chambers and Commodity Exchanges of Turkey (TOBB) welcomed all the participants on behalf of TOBB and conveyed the warmest regards of the President of TOBB and the Vice President of the Islamic Chamber, H.E. M. Rifat Hisarcıklioğlu. He thanked the Perez-Guerrero Trust Fund for South-South Cooperation (PGTF) and Islamic Chamber of Commerce, Industry & Agriculture (ICCIA) for conducting this important Training Program in Turkey. He underlined the importance of the SMEs and said that SMEs are acknowledged worldwide as the drivers and engine of socio-economic development and economic growth, especially in developing countries and they are vital in an economy due to their important role in GDP growth, new job creation and entrepreneurship development. One of the key drivers of the development of the SME's in any economy is the promotion of entrepreneurship to achieve sustainable development. Entrepreneurship is a key to the national development and solution of many problems. He said that today's global economy calls for entrepreneurs and companies to focus on technology-based production and innovation. However, transformation of a technology-based entrepreneurship idea to an operational and successful SME is not an easy task. Most of the technology entrepreneurs lack the necessary basic skills in establishing and operating such SMEs. He further added that the provision of support system such as Incubation Centres, Technology Parks and Industrial Parks will prove to be of utmost beneficial to the young organizations through the stages of establishing a technology based SME's and their operationalization therewith.

He further said that Turkey has been transformed from an agriculture-based economy to an Industrial based economy in a very short period of time. Turkey achieved this by supporting the establishment of SMEs and enhancing entrepreneurship, which is the backbone of any modern economy. Today Turkey's aim is to transform from an industrial economy to a technology based industrial economy. Turkey has been undertaking various reforms and projects in this aspect. Turkey as a member of the OIC and the TOBB as the Vice President of ICCIA are always ready to share our experiences in all areas.

He wishes that this Training Program will Inshallah provide an opportunity to highlight the importance of entrepreneurship in OIC Countries, provide a road map for technology based start-ups and stress upon the importance of support systems such as incubation centres in the economies of developing countries.

Mrs. Attiya Nawazish Ali, Assistant Secretary General of the Islamic Chamber of Commerce, Industry and Agriculture (ICCIA) while delivering her speech, welcomed the participants and thanked the Perez-Guerrero Trust Fund for South-South Cooperation (PGTF) for their generous support and Union of Chambers and Commodity Exchanges of Turkey (TOBB) for their kind hospitality towards the organization of not only this Training Program, but also the various activities held in the past in collaboration with the TOBB.

Further, she underlined the significance of the Technology Entrepreneurship Advocacy and Management of Business Incubation & Technology Parks and urged the trainees to benefit from this opportunity and gain maximum knowledge and know-how from the trainers, who are selected for their expertise, knowledge and rich experience in the subject domain. She underlined that the economies of most of the OIC Countries are based on SMEs and hence the significance of the Incubation Centers for start-ups. She highlighted that ICCIA always emphasizes on capacity building in various areas of economic development in the OIC Countries.

TECHNICAL SESSIONS:

The Training Program focused on the following Technical Sessions and the expert resource persons Mr. Waqar Ahmed, Lead Trainer and Mr. Manqoosh ur Rahman, Trainer, made presentations. The sessions covered following themes:

Business Incubation: Process, Planning and Management

- Business Incubation Basics
- Elements of Business Incubation
- Business Incubation Principles
- Incubation Process
- Planning the Business Incubator
- Operational Management of Business Incubators

Technology Parks Planning and Management

- Technology Parks Ecosystem and Management
- Business and Technology Commercialization

Mentoring and M&E Processes of Business Incubators and Technology Parks

- Mentoring Program for Business Incubators and Technology Parks
- Monitoring and Evaluation of Business Incubators and Technology Parks

Presentations by SESRIC:

On behalf of Statistical, Economic and Social Research and Training Center for Islamic Countries (SESRIC), Mr. Khalid Salih gave a brief presentation on SME development in post conflict and fragile states, focusing on the context of Libya. Mr. Salih emphasized on BINA Libya project, a project that is funded by the Islamic Development Bank (IsDB) and implemented by SESRIC. particularly, Mr. Salih indicated that there are some crucial factors that need to be considered when planning and implementing a project in fragile and conflict effected states. Among these factors, Mr. Khalid listed limited capacity, insecurity, limited geographical access to be the most important.

Presentation by ICYF:

On behalf of Islamic Conference Youth Forum for Dialogue and Cooperation (ICYF-DC), Mr. Ahmet Halit Hatip, Director of International Projects made a presentation on the OIC Startup platform, a multiphase entrepreneurship platform of ICYF-DC. The platform offers young entrepreneurs from the OIC Member States, an opportunity of online & offline trainings in related fields and to be matched with the specifically chosen investors both in online platform and in a yearly Summit. The online platform is available at www.oicstartups.org

Field Visit to Incubation Center:

The participants visited a Technology Incubation Center ITU ÇEKİRDEK...Early Stage Incubation Center in Istanbul. Senior Experts of the Center Mr. Tufan Aygüneş and Mr. Güvenç Sözen gave presentation on the function, facilities and services offered by the Center. The Center provides training and consultancy to the incubatees. They explained about the process of selection of start-up, pre-Incubation and Incubation period. They informed that the Center receives 2500 application every year. However, they select only 500 start-ups, who meet the selection criteria.

ITU ÇEKİRDEK has been addressing young start-ups which have technological and innovative business ideas and transforming their ideas into innovative and commercial activities. ITU ÇEKİRDEK, has been supporting projects in various fields, such as financial technologies, health technologies to enhanced reality applications and hardware projects. The Center is a wide entrepreneurship platform that brings its more than 40 stakeholders together with entrepreneurs, companies, angel investors and professionals.

At end, a question answer session was held and the participants took interest and enquired about various details. The participants were also taken into the various sections of the Incubation Center and briefed about different startups.

Evaluation and Follow up:

The participants of the Training Program showed great interest in the lectures and actively participated in the proceedings. During the discussions the representative of Uganda, Guinea, Morocco and Palestine highlighted the areas where they require assistance.

The participants from Guinea and Palestine are informed that their Chambers are in the process of establishing of Business Incubation Centers within their Chambers and knowledge gained from this Training Program will be very beneficial in establishing these Centers. Moreover, they will consult with the Resource Persons for further guidance.

Furthermore, the participant from Morocco, who is already running a Fashion Incubation Center in Bahrain, shown interest to conduct a similar training program in Bahrain.

Closing Session:

At the end of the Training Program a closing session was held, in which the resource persons gave a summary of the presentations. The participants gave their views on the proposed recommendations and various issues were discussed.

Mr. Edem Bakhshish, Chief, Division for Arab States, Europe and the CIS of the United Nations Office for South-South Cooperation (UNOSSC) in Istanbul participated in the closing session. During his speech he thanked the ICCIA, PGTF and TOBB for organizing the Training Program. He said that ICCIA is one of the most reliable partners and one of the key success of the ICCIA's Programs is that the ICCIA brings people who are not only students or learners, but they have expertise and have been sharing their experiences with other participants. The UNOSSC Office in Istanbul facilitates the work of Government focal points for South-South Cooperation. UNOSSC has been working to develop skills and expertise for the SMEs of developing countries through various partner organizations.

Mrs. Attiya Nawazlish Ali, Assistant Secretary General of the ICCIA in her closing remarks thanked all the participants and partner organizations, TOBB, PGTF and UNDP for their kind cooperation and support towards organizing this Training Program. She also thanked Mr. Edem Bakhshish for joining the closing session and she underlined that the PGTF/UNDP and UNOSSC are very supportive to ICCIA for implementing various programs of South-South Cooperation. She also thanked the resources persons for conducting the program and imparting training very diligently. While addressing the participants, she hoped that the knowledge gained through this program will be shared with other partners in their respective countries.

At the end of the session certificates and mementos were distributed among the guests, resource persons and participants.



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Recommendations

- 1) The specific outcome of the Training Programme were Iran, Uganda, Guinea, Cyprus, Pakistan and Palestine Chambers of Commerce, called for assisting in setting-up, marketing and management of Incubations Centers within their respective Chambers.
- 2) Taking into consideration the need to define and establish the right eco-system for incubation centers, Bahrain and Tajikistan called for holding such Training Programmes in their Countries.
- 3) In view of the expertise and experience of Turkey in the area of Techno Park, the relevant entities in Turkey maybe approached to assist the countries, where such need is required to build their capacity. In this context, Kazakhstan, Mali and Uganda sought assistance in this area.
- 4) Realizing that financing was an important component to set-up Incubation Center.
- 5) In view of the important role of SESRIC in implementing a project on SMEs Development, in which business incubators will be established to support startups and entrepreneurs, the participants urged the need of replicating the concept of setting up Incubation Centres for SMEs in other OIC Countries that have shown interests, like, Uganda, Guinea, Sudan, and Mali.
- 6) Realizing the scope of work and the outreach of the OIC Institutions, the Training Program called to further strengthened cooperation between ICCIA and other OIC Institutions, such as ICYF and SESRIC, ICDT and the IDB Group in areas which could support and help with start-ups.
- 7) Call upon the National Chambers of Commerce & Industry in OIC Countries to enhancing their role in supporting young businesses through establishing or supporting Business Incubation Centers.
- 8) To call upon the existing business incubation centers in the OIC Countries to intensify the professionalism and upgrade their infrastructure to attract businesses and skills.

- 9) To call upon the Business Development Agencies / SMEs Development Authorities of the OIC Countries to facilitate advisory services, consultancy and training to start-ups and young businesses.
- 10) To call upon the Technology Parks in the developing Countries to play their due role in transfer to technology to other Countries.
- 11) Establishment of Common Facility Centers (CFCs) for facilitation of preservation and value addition of agricultural produces in agri-based countries like Mali was strongly recommended. The Facilitators have agreed to extend their support in systems design and development for incubation centers and capacity building thereof.
- 12) To call upon the Uganda National Chamber of Commerce to initiate contacts with the University of Uganda for establishing Incubation Center.
- 13) To Call upon the relevant stakeholders to emphasize on academia-industry linkages through incubations centers.
- 14) To Call upon the Chambers of Commerce of the OIC Countries to extend their complete guidance to the business community.
- 15) To Call Upon the organizers of the various Business Forums / Conferences / Exhibitions to invite youth and start-ups, so as to encourage them into businesses.
- 16) The participants extend their profound thanks and appreciation to PGTF for extending financial support and to TOBB for its kind hospitality as well as to ICCIA for organizing this important Training Program.

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