

## GEP Program Descriptions

*The Global Entrepreneurship Program (GEP) promotes entrepreneurship by catalyzing, coordinating and convening partners and U.S. Government agencies around programs and activities to create holistic, entrepreneurial ecosystems in emerging market countries. The six categories of activities include: Identifying promising entrepreneurs, training them, connecting them and sustaining their enterprises, increasing access to funding, enabling supportive public policy, and celebrating entrepreneurs' successes. The GEP seeks to increase the effectiveness of existing entrepreneurship programs in these six areas as well as driving new programs, with the support of partners. Below is a list of current GEP programs, including identification of opportunities/needs for partner participation.*

Program	Description	Opportunities for Involvement	GEP Role	Category
<b>Developing Angel Networks</b>	One of the biggest challenges for entrepreneurs around the world is access to early stage, start-up capital. One of the most important sources of capital in developed economies is angel investors and networks. Over 90% of U.S. start-ups receive angel funding, compared to only 7% who receive traditional venture capital investment. Angel capital networks are not prominent in emerging markets but have the potential to unlock new resources for emerging entrepreneurs. The GEP is looking to create these networks in emerging markets to enable local investors to invest in entrepreneurs in their own country. The program will include training for angel networks as well as access to an online platform with support materials and on-going mentoring.	<ul style="list-style-type: none"> <li>▪ Identification of angel hosts/qualifying investors</li> <li>▪ Funding for translation of materials and online platform</li> <li>▪ Provide training for angel networks</li> <li>▪ Build pipeline to investment worthy entrepreneurs and start-ups</li> <li>▪ Publicizing angel efforts and emerging groups</li> </ul>	<ul style="list-style-type: none"> <li>▪ Introduce concept of angel investing where it does not exist</li> <li>▪ Convene potential qualifying angel investors and provide necessary connections to training and support organizations.</li> <li>▪ of materials and online platform</li> <li>▪ Build pipeline to investment worthy entrepreneurs</li> </ul>	Train, Connect & Sustain, Fund
<b>E-Mentor Corps</b>	Mentoring has been identified as one differentiator between successful and unsuccessful start-ups. Industry experts, consultants, and employees can share their knowledge, but only a mentor can share wisdom on an ongoing basis and offer advice on how to overcome challenges based on their personal experience. The E-Mentor Corps is a Web-based platform which allows entrepreneurs and mentors to meet, share stories and answer questions.	<ul style="list-style-type: none"> <li>▪ Provide mentors from organization and introduce new mentors through affiliated networks</li> <li>▪ Improve/enhance platform</li> <li>▪ Publicize platform and encourage use of services</li> </ul>	<ul style="list-style-type: none"> <li>▪ Outreach to mentors and entrepreneurs through missions and embassies</li> <li>▪ Manage the platform through a host partner</li> </ul>	Connect & Sustain

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<b>Entrepreneurship Delegations</b>	Many entrepreneurs and organizations in developing countries lack the capability to gain high-level exposure to funding sources. Entrepreneurship Delegations are intended to be a bridge between the US and key GEP partner countries and will include 8-12 American investors interested in emerging companies in emerging markets, as well as American entrepreneurs who may serve as role-models and mentors. Delegations meet with GEP Partners as well as a host of other key participants in the entrepreneurship ecosystem such as local investors, incubators, training organizations and relevant government officials. Most importantly, delegations meet individual entrepreneurs, leading some of the most promising start-ups.	<ul style="list-style-type: none"> <li>▪ Recommend qualified candidates for delegations</li> <li>▪ Facilitate sessions during delegation visits</li> <li>▪ Sponsor activities during delegation visits</li> <li>▪ Source local entrepreneurs and start-ups for events including business plan competitions and mentoring sessions.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Facilitate an introduction between in-country entrepreneurs and US investors</li> <li>▪ Organize meetings with U.S. government and host country officials</li> <li>▪ Provide opportunity for the exchange of information and ideas, and networking between entrepreneurs and investors</li> </ul>	Train, Connect & Sustain
<b>Business Plan Competitions</b>	Many new ideas and emerging entrepreneurs are identified through business plan competitions, which are often sponsored by investors and universities. The GEP works with partners to ensure business plan competitions have the highest visibility and entrepreneurs have knowledge and access to these competitions. The participants of business plan competitions sponsored by GEP partners also have the opportunity to be highlighted during official GEP delegations where they can pitch business plans to U.S. investors and entrepreneurs.	<ul style="list-style-type: none"> <li>▪ Identify qualified entrepreneurs to enter into business plan competitions</li> <li>▪ Sponsor business plan competitions</li> <li>▪ Provide training to participants</li> <li>▪ Connect participants to organization resources</li> </ul>	<ul style="list-style-type: none"> <li>▪ Connect partners to sponsor business plan competitions together</li> <li>▪ Identify qualified entrepreneurs to enter into business plan competitions</li> <li>▪ Highlight entrepreneurs during GEP delegations</li> </ul>	Identify, Fund
<b>Entrepreneur-in-Residence (EIR)</b>	The GEP has the unique ability to connect, coordinate, and catalyze organizations through missions and embassies. There is a need for coordination and management of GEP programs and partners at the country level in order to ensure synergies between organizations are captured. The Entrepreneur-in-Residence (EIR) will manage all GEP programs in country and act as a resource for organizations in order to develop a strong entrepreneurial network.	<ul style="list-style-type: none"> <li>▪ Suggest qualified candidates</li> <li>▪ Sponsor EIR and/or GEP office in-country</li> <li>▪ Offer office space and office support</li> </ul>	<ul style="list-style-type: none"> <li>▪ Identify qualified candidates</li> <li>▪ Link EIR to U.S Government resources</li> <li>▪ Support/backstop all in-country programs</li> </ul>	Identify Train, Connect & Sustain, Fund, Enable Policy, Celebrate

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<b>Entrepreneur Bridge</b>	In the United States and other developed countries, incubators, accelerators and centers of commercialization support innovators and entrepreneurs as they transition an idea or technology into a viable business concept. These organizations are largely absent in the developing world. Through the Entrepreneur Bridge, the GEP will pair U.S. and local partners to develop the appropriate infrastructure (i.e. accelerators, incubators and/or centers of commercialization) to effectively bring innovation from lab to Main Street in emerging markets.	<ul style="list-style-type: none"> <li>▪ Serve as a U.S. partner for local institutions</li> <li>▪ Map U.S. resources* (private and public)</li> <li>▪ Perform diagnostic studies in key GEP countries</li> <li>▪ Provide curriculum development and/or training for local partner institutions</li> <li>▪ Sponsor an Entrepreneur Bridge program in-country</li> <li>▪ Provide facilities and/or equipment</li> </ul>	<ul style="list-style-type: none"> <li>▪ Identify key partner institutions in the U.S. and in host countries</li> <li>▪ Connect in-country partners to U.S.-based organizations</li> <li>▪ Convene U.S.-based experts for diagnostic study</li> </ul>	Identify, Train, Connect & Sustain, Fund
<b>Virtual Global Network for Entrepreneurs (VGNE)</b>	<p>A global, web-based portal to coordinate:</p> <ul style="list-style-type: none"> <li>▪ Matching mentors and entrepreneurs (currently E-Mentor Corps);</li> <li>▪ Matching of investors and entrepreneurs</li> <li>▪ Directory of entrepreneurship programs</li> <li>▪ Resources for entrepreneurs</li> <li>▪ Online forums between emerging entrepreneurs</li> <li>▪ Global calendar of entrepreneurship-related events and conferences</li> </ul>	<ul style="list-style-type: none"> <li>▪ Develop portal/web infrastructure</li> <li>▪ Build pipeline of mentors, entrepreneurs</li> <li>▪ Provide content</li> <li>▪ Provide funding to support ongoing development</li> </ul>	<ul style="list-style-type: none"> <li>▪ Build pipeline of mentors, entrepreneurs</li> <li>▪ Provide content</li> <li>▪ Market portal to stakeholders</li> </ul>	All categories
<b>US-Based Boot Camps</b>	<p>While GEP partners offer critical, in-country entrepreneurship training opportunities, GEP recognizes the need and value of U.S.-based training. This provides emerging market entrepreneurs with increased opportunities for networking, peer-to-peer exchanges, exposure to U.S.-based resources (companies, incubators) and training from world-class entrepreneurs. A specific need exists for intensive entrepreneur “boot camps” including:</p> <ul style="list-style-type: none"> <li>▪ Faculty and practitioners-developed entrepreneurship and innovation curricula;</li> <li>▪ Lectures by entrepreneurs, venture capitalists and angel investors;</li> <li>▪ Site visits; and networking opportunities.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Sponsor boot camp (both costs associated with training/teaching as well as with travel and student tuition)</li> <li>▪ Provide speakers, lecturers and/or trainers</li> <li>▪ Host a networking event</li> <li>▪ Develop curriculum</li> <li>▪ Provide classroom facilities</li> <li>▪ Host a site visit</li> </ul>	<ul style="list-style-type: none"> <li>▪ Find appropriate and interested U.S. institutions to provide training</li> <li>▪ Identify entrepreneur participants from emerging markets</li> <li>▪ Identify appropriate lecturers/speakers from GEP Speakers Bureau</li> </ul>	Train, Connect & Sustain

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<b>Speakers Bureau</b>	The GEP Speakers Bureaus act as a resource for organizations (including the State Department) who plan conferences, training and special events by providing experts interested and available to talk about the importance of entrepreneurship. These experts, including entrepreneurs, academics and investors, draw upon their own experience and expertise to promote entrepreneurship both in the United States and abroad.	<ul style="list-style-type: none"> <li>▪ Suggest individuals/ provide introductions for the GEP Speakers Bureau</li> </ul>	<ul style="list-style-type: none"> <li>▪ Facilitate and provide opportunities (including potential travel funding) for speaking engagements, trainings, etc.</li> <li>▪ Provide contacts and introductions for partner trainings and conferences</li> </ul>	Train, Celebrate
<b>Entrepreneurship Conferences</b>	<p>An annual or bi-annual GEP Entrepreneurship Conference provides GEP partners and stakeholders with an opportunity to share best practices and experiences as they work to support entrepreneurs around the world. With GEP's mission to help create ecosystems that support entrepreneurs, it is important to provide a forum to discuss how the entrepreneurial landscape is evolving with the presence and role of GEP and its partners. In addition to a venue for sharing best practices and experiences, the conferences will:</p> <ul style="list-style-type: none"> <li>▪ Provide workshops for entrepreneurs;</li> <li>▪ Showcase emerging market entrepreneurs, providing opportunities to connect to mentors, investors, etc.; and,</li> <li>▪ Provide mentoring sessions/training for partners who wish to become mentors to highlighted entrepreneurs. (The lack of training has been identified as a major impediment in the success of mentoring relationships).</li> </ul>	<ul style="list-style-type: none"> <li>▪ Sponsor the conference</li> <li>▪ Provide/identify speakers</li> <li>▪ Provide facilities for the conference</li> <li>▪ Provide training and/or mentoring</li> </ul>	<ul style="list-style-type: none"> <li>▪ Sponsor and/or support the conference</li> <li>▪ Identify speakers</li> <li>▪ Facilitate organization and conference content</li> </ul>	All Categories
<b>Capacity Development Fund*</b>	The Capacity Development Fund is intended to spur initiatives aimed at collaboration and capacity building. The goal of the CDF is to increase the collaboration and effectiveness of GEP partners, while making incremental commitments to supporting entrepreneurs in emerging markets.	<ul style="list-style-type: none"> <li>▪ Funding/sponsorship</li> <li>▪ Leverage fund to increase activities around a certain sector, program or event</li> </ul>	<ul style="list-style-type: none"> <li>▪ Give partners access to funds to support new initiatives</li> <li>▪ Introduction to partners and potential collaborators</li> </ul>	Connect, Fund, Celebrate

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<b>Policy Study</b>	Although there are many studies which look at the SME sector and emerging markets, there are very few which focus on challenges and barriers for entrepreneurs as researched by those in-country. The GEP recognizes that local expertise and knowledge of domestic regulations is critical when forming policy recommendations for how to reduce barriers for entrepreneurs and start-ups. The GEP will support studies focused on in-country partners with input from missions and embassies.	<ul style="list-style-type: none"> <li>▪ Expertise on regulations</li> <li>▪ Research on barriers for entrepreneurs</li> <li>▪ Sponsor studies</li> </ul>	<ul style="list-style-type: none"> <li>▪ Access to data at the embassy and mission level</li> <li>▪ Catalyze partners and connect resources in-country to support studies</li> </ul>	Enable policy