



The Global Entrepreneurship Program at the U.S. Department of State

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Dear GEP Partners and Friends,

Now entering the Global Entrepreneurship Program's first full year in existence, I am excited to offer our first quarterly GEP Newsletter. The GEP has made tremendous progress since its April 2010 launch by Secretary Clinton at the Presidential Summit on Entrepreneurship. We have partnered with nearly 100 organizations to support entrepreneurs around the world, ranging from corporations to NGOs, academia to foundations as well as financial institutions and investors.

Now that the GEP has reached critical mass and garnered increasing support, we are increasingly focused on the GEP's role as **Catalyst, Convener** and **Coordinator**. This quarterly newsletter will act as a tool not only for sharing information and suggestions between the GEP and partners, but also for maximizing synergies between partner organizations. Through the newsletter we encourage you to summarize your ongoing events and activities, offer opportunities for involvement in your programs for other partners, and propose resources and ideas to the group.

Along with the expansion of GEP's partner network, we are also witnessing growing support within the U.S. Government to promote entrepreneurship as a major component of our foreign economic and development policy. As Secretary Clinton has explained, supporting entrepreneurship exemplifies a new approach to global engagement—an approach “based on investment, not aid; on supporting local leadership and ideas rather than imposing our own.”

As many of you know, our first pilot country, launched in the summer of 2010 was Egypt, followed a few months later by our second pilot country, Indonesia. Our progress in Egypt has included the announcement of our first GEP country office headed by a Lead Entrepreneur, and on January 13, the wrap of an incredibly successful [Entrepreneurship Delegation](#). Of course, a few short days after our GEP Egypt Delegation concluded, the situation in Egypt dramatically changed and as of this writing, continues to evolve.

We intend to continue our work promoting entrepreneurship in Egypt not in spite of the events, but rather because they underscore the importance of our work. Egypt has one of the highest rates of unemployment among college-educated men and women under the age of 30 in the world – over 33% of Egypt's unemployed have university degrees. Entrepreneurs are drawn disproportionately from this group, such as the two extraordinary startups that won our [GEP Delegation Business Plan Competition](#). It is precisely these people that not only seek meaningful opportunities, but frankly, upon whose shoulders the future growth and prosperity of the country most likely will depend.

We look forward to our continued work together to spur and promote entrepreneurship as a way to create new enterprises and value-added jobs.

Best regards,

Steven R. Koltai
Senior Advisor for Entrepreneurship



About GEP

The Global Entrepreneurship Program (GEP) is a U.S. State Department-led effort to promote and spur entrepreneurship around the world. The U.S. Department of State has the unique ability to play the role of catalyst, convener and coordinator.

Leveraging this ability, the GEP marshalls primarily non-governmental partners around six key areas that are essential to creating a successful entrepreneurial ecosystem. These six areas include: identifying promising entrepreneurs, training them, connecting and sustaining entrepreneurs, guiding them to capital, advocating for supportive policy and regulations, and celebrating their successes.

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LATEST GEP NEWS

Entrepreneurship Delegation Fosters New Partnerships with Egyptian Innovators

**** The events unfolding in Egypt have had economic ramifications for Egypt. The GEP hopes to continue its work in our first pilot country of Egypt. Supporting entrepreneurship in Egypt is an important way to create economic growth through new enterprises and value-added jobs—which can benefit all Egyptians. ****



From January 9-12, 2011, the U.S. Department of State's Global Entrepreneurship Program (GEP), led by Senior Adviser for Entrepreneurship Steven Koltai, brought a delegation of 11 prominent U.S. investors, entrepreneurs and government leaders to Cairo, Egypt to learn about business opportunities and foster partnerships to support entrepreneurship in Egypt. The

Upcoming Entrepreneurship Events

January 31: The Cisco Entrepreneur Institute will present its Cisco UAE Select Partner Summit 2011 in Dubai on January 31, with guest speaker Dr Eesa Bastaki, CEO of the TRA ICT Fund.

February 21-26: The American University in Cairo will hold the Entrepreneurs' Society Convention in Cairo to enhance the awareness of entrepreneurial skills in advancing society.

For more information, please contact Sayed Omar at somar@aucegypt.edu

February 24: Grassroots Business Fund will hold an "Impact investment" round table discussion with Harold Rosen (Grassroots Business Fund) and Bob Annibale (Citi) in London.

For more information, please visit: <http://www.csfi.org.uk/> (By Invitation Only)

February 28-March 4: The American University in Cairo will present "The International Conference on Global Economy (ICGE)" in Cairo.

For more information, please contact Sayed Omar at somar@aucegypt.edu.

March 4: The University of Cape Town Graduate School of Business will hold a presentation on "Creating angel investor groups in South Africa" in Cape Town.

For more information, please contact Craig Mullett at cmullett@branison.com.

delegation, which included the founder and former CEO of Carmax, an MIT management scientist and a Silicon Valley venture capitalist, was largely supported and organized by GEP's lead private sector partner in Egypt, [Sawari Ventures](#).

Over the course of four days, the delegates met with and were hosted by representatives from Egyptian business and industry, government, and academia, including the Ministry of Communication and Information Technology, Cairo's Smart Village, Nile University, the US-Egypt Business Forum, the American Chamber of Commerce in Egypt, and the American University in Cairo. The GEP Egypt Entrepreneurship Delegation was the "most useful trip I've taken in the past 5 years," said Austin Ligon, one of the GEP delegates and Founder/Chairman of Carmax.com. The delegates also hosted a business plan competition, and, at an event on January 12, hosted by the American Chamber of Commerce in Egypt, the American University in Cairo, and Sawari Ventures, awarded two cash prizes worth \$20,000 each to the winning concepts for a new Egyptian startup business.

The awards went to two innovative, Egyptian start-up companies whose entrepreneurial ideas and business plans impressed the visiting U.S. delegation of entrepreneurs: Kngine (www.kngine.com), founded by brothers Ashraf and Haytham El Fadeel, is a web 3.0 personal assistant and search engine that can be accessed on mobile devices. The other awardee was the Egyptian company Silminds (<http://silminds.com>). CEO Mostafa El Khouly, CTO Hossam Fahmy, Design Manager Assem El Gamal, and a team of 17 employees contribute to the team at Silminds, a digital design company that specializes in hardware accelerators of financial computing systems.

For more information, please see the [Egypt Entrepreneurship Brief](#). The GEP will be organizing a series of upcoming delegations, including delegations to Indonesia, the Maghreb and Turkey. If you are interested in more information, please contact us at entrepreneurship@state.gov.

March 7-9: The Stanford Technology Ventures Program (STVP) will hold a roundtable on Entrepreneurship Education Middle East/North Africa (REE MENA) in Abu Dhabi, Dubai.

For more information please visit: http://ree.stanford.edu/mena_2011/

March 23-25: The Global Technology Symposium will occur in Silicon Valley. For more information, please visit: <http://globaltechsymposium.com/index.html>

GEP Programs

In an effort to address the gaps in the entrepreneurial ecosystem, the [GEP has created programs](#) that not only focus on the needs in GEP core countries, but that are also relevant and available to non-GEP core countries. [The GEP-driven programs](#) are global in design and can be implemented in a country which expresses need or interest. Funding for these programs differs based on the circumstance and we are looking for GEP partners to leverage their resources to make these programs a success.

GEP's Updated Partner Package

The [GEP Partner Package](#) explains in detail the overall mission of the GEP. It also outlines the process of becoming a partner and includes a sample letter of intent as a model to express an incremental commitment to the program. As an official GEP Partner, an organization will be able to participate in the "Bid/Ask" section of the newsletter, have access to GEP resources, and be invited to GEP delegations and events. We work with partners both globally and at the country-level, so we ask partners working in GEP core countries to specify their activities in these countries and express their incremental commitment as it relates to this country.

PARTNER UPDATES

Current List of GEP Partners

The GEP Network continues to grow! We now have [90 partners](#) working to support entrepreneurship around the world. See the attached file for the full list.

GEP Partner Spotlight: Sawari Ventures

With the stated goal of "identifying, serving, and providing capital for extraordinary entrepreneurs who are changing the MENA region", it's no surprise that [Sawari Ventures](#) was a perfect fit for the role of lead private-sector partner during the [GEP Egypt Entrepreneurship Delegation](#) earlier this month. Sawari Ventures played a pivotal role



supporting and organizing the delegation. Most notably, the Sawari team organized an Entrepreneur Showcase, a business plan competition that awarded two Egyptian entrepreneurs \$20,000 each in seed funding and offered mentoring opportunities for 52 other contestants.

While the events of recent days remind us of the significant issues that remain in Egypt and other countries in the MENA – political instability and high unemployment, as an example – Sawari Ventures see the potential of Egypt's talent. "Local entrepreneurs possess world-class talent, but need access to capital, mentorship and expanded networks to realize their full potential," said Ahmed El Alfi, Founder and Chairman of Sawari Ventures. Egypt represents a market of more than 80 million people, and is the gateway to the broader MENA market of 320 million people (larger than US, Brazil or Russia).

In confirmation of this need, Sawari is doing more than providing much needed access to capital to entrepreneurs. At the final event of the GEP's Delegation to Egypt, the firm signed a memorandum of understanding (MOU) with the American University in Cairo (AUC) to launch a new entrepreneurship lab, Flat6 Labs. Leslie Jump, Partner at Sawari, calls the lab "Y-Combinator meets Survivor." Flat6 Labs will offer financing, mentoring and relationship capital for a new generation of entrepreneurs to deliver on the promise of the mobile and social web. The Lab, which Jump describes as similar in feel to a Soho industrial loft--an uncommon aesthetic for Cairo, will provide desktop space, bandwidth, and other incubator-like services designed to support startup operations. Unlike traditional incubators, Flat6 Labs does not "incubate" businesses; rather Flat6 Labs is about accelerating entrepreneurs in Egypt.

About Sawari Ventures: Sawari Ventures is a Cairo-based venture capital firm, focusing on early- and growth-stage media and communications companies in the Middle East and North Africa. Led by Ahmed El Alfi, Hany Al-Sonbaty and Leslie Jump, the firm announced the launch of its fund as well as initial investments the week following the delegation on January 18, 2011.

GEP Partner Spotlight: ImagineNations Network



[ImagineNations Network](#) is a platform of global and local portals that engages and connects young entrepreneurs to each other and to mentors, supporters, financing sources and markets to spur the development and growth of youth-led businesses. Through global and local portals, ImagineNations Network (INN) offers a one-stop platform for young people, NGOs, supporters, financing sources, commercial outlets, and others to interact virtually to promote youth-led entrepreneurship and economic development.

INN enables entrepreneurs, mentors, and supporters to interact virtually by offering access to:

- **Peer Networking:** Linking people or groups in the same country or across the globe who share common interests, ideas and challenges
- **Q&A Forums:** Personalized answers to business questions
- **Mentoring and Advising:** Expertise from experienced peers and business professionals
- **Content Knowledge Base:** Educational articles, videos and practical tools covering a range of business topics



INN is the host of the [GEP's E-Mentor Corps](#). GEP partners are encouraged to participate by signing on as a mentor or sharing the site to entrepreneurs in need of a mentor. In addition to participating in the E-Mentor Corps, Partners can participate in the first INN-sponsored business plan competition.

The Business Plan Competition

INN's first Business Plan Competition offers a new way to engage the almost 1,000 young entrepreneurs registered on the network. One winner will be able to turn their business plan and idea into reality with \$10,000 in start-up funding.

The competition leverages INN's vast mentorship resources, by linking up entrepreneurs in the second round with mentors who have experience writing business plans. To join [click here](#) (entry deadline is 2/14). For more info please contact Rafael Viturro at Rafael@imaginationations.org.



EO Partners with Department of State's International Visitors Leadership Program

From September 20 – October 8, 2010, the Entrepreneurs' Organization (EO) participated as a lead partner on the Department of State's International Visitors Leadership Program (IVLP) entitled A New Beginning: Entrepreneurship and Business

Innovation. Announced by President Barack Obama at the 2010 Presidential Summit on Entrepreneurship, this program provides a professional exchange experience for 28 leading entrepreneurs from 28 countries.

In each of the program's four cities, the local Chapters of EO hosted Accelerator educational seminars, engaged in peer-to-peer sharing in Forums with the delegates, created networking events to connect with local entrepreneurs and built lasting relationships. A New Beginning will continue for three additional years, with this year's program running September 26 - October 14, 2011.

"Through these relationships, we are building momentum with leading entrepreneurs that are ready to make an impact and in need of support in development of communities and connections to a global entrepreneurial network."

- Adrienne Cornelson, Global Communications Committee for EO

Abraaj Capital Launches Seed Funding Program and Announces Partnership with Endeavor



Abraaj Capital's SME Investment Platform, Riyada Enterprise Development (RED), has recently launched a seed-funding program in Egypt in collaboration with the Egyptian Ministry of CIT (MCIT) and the Technology Entrepreneurship and Innovation Center (TIEC). In addition to the services offered by the TIEC, the successful startups will have a chance of receiving seed funding to support early phases of their project development.

Abraaj Capital and Endeavor recently announced a strategic alliance to combine the expertise of the region's largest private equity firm with Endeavor, a NGO that transforms emerging markets by establishing high-impact entrepreneurship as the leading force for economic development. The joint venture will include the founding of an Endeavor regional hub for the Middle East, North Africa and South Asia (MENASA) region, hosted by Abraaj Capital and headquartered in Dubai. This will become a base for the organization to grow its capabilities in the Arabian Gulf and beyond, offering the opportunity for early-stage businesses to access the mentorship and networks required for them to flourish. The Dubai office will allow Endeavor to promote its expansion to new countries in the region and to provide expanded services to its country affiliates in Egypt, Jordan, Lebanon and Turkey, all of which will continue to operate independently.

Grassroots Business Fund Named as a G-20 SME Finance Challenge Winner

During the G-20 Pittsburgh Summit, world leaders launched a global SME Finance Challenge to locate the best models for catalyzing finance for small and medium enterprises (SMEs) around the world. The first-ever competition was a unique financial inclusion initiative aimed at giving small entrepreneurs a chance to help them grow and scale up solutions.



The Grassroots Business Fund, which is an impact investing organization that builds and supports High Impact Businesses around the world, was named one of 14 winners for the G-20 SME Finance Challenge. GBF's winning proposal to establish the "East African Rural Enterprise Facility" will help create wealth, and provide jobs for up to 150 SMEs specializing in agribusiness. In addition, the facility will provide technical assistance targeted at improving business management, reporting systems, and internal controls of these SMEs.

Cisco Entrepreneur Institute Offers New Training Opportunities, Announces Strategic Partnerships



The Cisco Entrepreneur Institute announced the establishment of its AMIDEAST/West Bank Gaza office in Ramallah. The first training of entrepreneurs expected to begin in March 2011. Abu Dhabi University offered its first Cisco Entrepreneur Institute course in December 2010.

The Institute also recently announced new partnerships with Abraaj Capital, USAID and World Learning. In November 2010, Cisco partnered with Abraaj Capital to support the launch of Wamda, www.wamda.com, a platform created by Abraaj Capital and its subsidiary, Riyada Enterprise Development (RED), to facilitate entrepreneurship in the Middle East, North Africa and South Asia. Cisco's partnership with USAID and World Learning will promote local entrepreneurs, workforce development and economic growth, through the establishment of the Cisco Entrepreneur Institute and the Cisco Networking Academy.

William Davidson Institute (WDI) to Host Global Summit on Educating Entrepreneurs

The William Davidson announces the “Global Summit on Educating Entrepreneurs,” to be held June 16-17, 2011 at the University of Michigan in Ann Arbor. This conference will bring together leading thinkers in the field of international entrepreneurship; experienced educators who have designed, tested, and delivered successful programs, and U.S. governmental and other multilateral donor agencies who have declared entrepreneurship development a priority. Other participants will include international development agencies, international non-profits, and micro-lending institutions.



“Entrepreneurship programs, and training in particular, have made significant strides in the emerging markets over the past three years,” said WDI Executive Education Director Amy Gillett. “This conference will facilitate discussions about how to deliver world-class entrepreneurship programs. We will explore programmatic and curriculum approaches for successful entrepreneurship development in emerging markets, with a focus on Muslim countries as well as non-Muslim African nations.”

For more information on the conference and to register, please visit: www.wdientrepreneurship.com. To inquire about sponsorship or speaking opportunities, please contact Amy Gillett at gilletta@umich.edu.

Stanford Technology Ventures Program Launches Roundtable in the Middle East/North Africa

The Stanford Technology Ventures Program (STVP) at Stanford University presents five annual international conferences for entrepreneurship educators called Roundtables on Entrepreneurship Education (REE). They are designed to stimulate communication and collaboration between business, science and engineering faculty who teach high-technology entrepreneurship in universities around the world. This year, Stanford will launch its first REE Middle East/North Africa (REE MENA). The event’s co-host is the Higher Colleges of Technology, and the event will take place at the Abu Dhabi Men’s College campus.

The event, entitled “Entrepreneurship Oasis: Building the Regional Ecosystem”, will be a landmark event, bringing together entrepreneurship educators and other members of the entrepreneurial ecosystem from throughout the Middle East and North Africa, as well as other parts of the world. The goal is to create a vibrant and growing community that works together to advance entrepreneurship education in the region.

Call for Presentations

The organizers of REE MENA 2011 invite you to share your experiences with regard to:

- Entrepreneurship education methodologies and curricula
- Research on innovation and entrepreneurship in the Middle East/North Africa
- Innovative entrepreneurship education programs

For more information, visit http://ree.stanford.edu/mena_2011/index.html#call_for_pres

“BID-ASK”

The “Bid-Ask” Section allows GEP partners to offer resources and/or express a need in order to leverage the groups’ resources and capture synergies. Leveraging resources combines existing and new resources to accomplish a goal, promote growth, and make more from what is available. Collaboration can maximize resources, enabling partners to accomplish as a group what they could not accomplish individually. Through the exchange of ideas, experiences, and expertise, partners can expand their personal knowledge and learning and explore new ways to accomplish the group’s goal of supporting entrepreneurs.

GEP Partner Bids

Access to Cisco Internal Telepresence rooms & Cisco WebEx

As a leading company that designs and sells consumer electronics, networking, voice, and communications technology and services, Cisco can help entrepreneurs and organizations communicate more effectively in order to start and grow their programs. GEP partners can have access to Cisco Internal Telepresence rooms and Cisco WebEx to facilitate mentoring and networking opportunities, business plan competitions and group workshops. For more information please contact Siemietkowski Needham at msiemiet@cisco.com.

Training Sessions for Entrepreneurs

Cisco has assembled an engaging and wide collection of resources, ideas, learning, and people that can help

entrepreneurs succeed. Many of these resources and services are available for free, while others require that you register with a Cisco Entrepreneur Institute. Resources and learning are available in various languages and regions around the world. The Institute offers facilitated learning sessions to help entrepreneurs prepare to start a business, or to successfully operate and grow an existing business. For more information please go to: <http://ciscoinstitute.net/index.php?page=283809>

Access to Global Entrepreneur Indicator Data

The Entrepreneurs' Organization (EO) created and manages the Global Entrepreneur Indicator. The Global Entrepreneur Indicator is a global survey conducted to tap into the minds of the world's leading entrepreneurs to spot current and future benchmarks and trends in business and the economy. As a result of the unique makeup of its membership, the EO is the only organization with the ability to reach such a concentrated sample of the people who drive the business landscape, from tomorrow's innovations to job creation. Generally speaking, the Global Entrepreneur Indicator measures several broad categories: Job growth, entrepreneurship-related government policy, access to capital, investments, profits, and industry performance and potential.

For more information, contact Adrienne Cornelsen (acornelsen@insite.net) or Kevin Langley (email@kevinlangley.com).

GEP Partner Asks

Seeking Nominees for GEP Entrepreneurship Delegations

GEP is pleased to announce two upcoming Entrepreneurship Delegations in Indonesia and the Maghreb. We are seeking 8-12 leading investors interested in early-stage companies in these regions. In addition to investors, we are also looking for established entrepreneurs to serve as mentors to the emerging companies in country. Candidates can be nominated for either one or both delegations. We encourage you to apply and/or nominate candidates. For more information, please email Entrepreneurship@state.gov.



Women Needed for "Wisdom Sessions"

The Department of State's Special Representative to Muslim Communities (SRMC) is looking for women (or those who can speak about the experience of women) in the field of technology and social entrepreneurship to participate in "wisdom sessions." The participant will be asked to talk about trends and interesting activities in the field. The objective of the sessions is to learn about the technology and social entrepreneurship landscape as it pertains to women and to see if any programs can be created or supported by the office. If you are interested in becoming a "wisdom session" speaker please contact Anne Park (ParkAM@state.gov).

Volunteer as a Mentor for INN Business Plan Competition

ImagineNations Network (INN) is looking for mentors with solid business instincts and the ability to evaluate business plans to serve as judges for the first round of their business plan competition. Volunteer mentors will be asked to rate 5-10 different business concept plans over two weeks using our online rating system. INN is also looking for mentors who have had experience producing business plans to serve as mentors to the finalists in the second round who will be producing full business plans. If interested please email Anne Park (ParkAM@state.gov) and state your interest, experience and languages spoken.

Entrepreneurs to Act as Strategic Partners to grow the EO Network

EO is in need of strategic partners that can help identify and bring together high potential, high growth entrepreneurs in targeted countries/cities/regions. We are looking for entrepreneurs who would benefit from having global connections and being a part of a global network of entrepreneurs. This particularly resonates with entrepreneurs who are looking to expand globally and regionally. For more information, contact Adrienne Cornelsen (acornelsen@insite.net) or Kevin Langley (email@kevinlangley.com).

Support for Research on Angel Networks in South Africa

The Branison group is looking for partners and sponsors for a research project on the creation of angel investor groups in South Africa. The Branison Group is a corporate finance firm that is developing a new financing project for angel investors in Africa. They will start by targeting South Africa and building an ecosystem which supports angel investing. Please contact Craig Mullett (cmullett@branison.com) for more information.

Share Success Stories with Africa Report

Africa Report will be filming success-stories starting March 2011 in East and West Africa. We invite all GEP partners to share their success-stories with us, so we can cooperate on creating relevant content for our program while creating awareness about entrepreneurial success within the African continent. For more information please contact Elly Kusters (ekusters@aficareport.com).



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