



صندوق العلوم والتنمية التكنولوجية

Science & Technology Development Fund



STDF Innovation Boot Camp Track Workshop (STDF-IBCT)-Call 1

Science and Technology Development Fund

www.stdf.org.eg

Call for Applications

February, 2020

Innovation Boot Camp Track Workshop 2020/2021

The Science and Technology Development Fund (STDF) was established by Presidential decree number 218/2007. Its mandate is to promote science and technology (S&T) through funding scientific research and technological development in a way that supports the complete cycle of innovation. STDF's specific objectives are to improve Egypt's research and development (R&D) environment, to fund S&T activities and to develop the innovation capacity in Egypt. STDF implements its objectives within the context of the national S&T development strategy. Since its establishment, STDF has disbursed tens of millions of pounds to researchers in universities and research institutions to improve the research and development capacity in these institutions. STDF objective is to link academia with business to get impact of the research outcomes to improve social welfare.

Introduction:

- **Innovation Boot Camp Track Workshop (STDF-IBCT)** is a training and mentoring program for candidate entrepreneurs to develop their business planning skills and enable them to prepare viable business plans for their ideas that they can successfully pitch to investors or present to entrepreneurship incubators.
- STDF is seeking applications from innovators, with strong entrepreneurial potential, to take part in their entrepreneurship and commercialization of their research outcomes; This is a residential training program in innovation and technology entrepreneurship.
- **Innovation Boot Camp Track Workshop** is to build the capacity of innovators for entrepreneurship and commercialization of their research.
- To create national networks of innovators and technology entrepreneurs.
- The program is aimed at innovators who are about to develop, or are in the process of developing, a business proposition for their innovation. Select researchers will benefit from a focused period of training and mentoring along 6ms to support a commercialization plan for their innovation. In the long term they will benefit from access to a network of skilled trainees, in taking their commercialization plan forward.

- The program builds on the expertise of skilled trainees in supporting technology entrepreneurs through a variety of training sessions and modules.
- Fellows supported through this program will benefit from connectivity to a network of technology innovators, researcher entrepreneurs, and senior industrialists driving and supporting world class innovation.
- The program seeks to build national science and innovation partnerships that promote the economic development and welfare of Egypt.

Program's Operations Process

- This **Innovation Boot Camp Track Workshop** takes potential startups in a business planning journey to ensure that they have a solid business model in place with a committed team that is eligible for funding and/or incubation.
- The program begins by receiving candidate teams' applications. Each team should be composed of two to three (aspiring) entrepreneurs.

Teams should possess one of the following:

- An idea + the evident ability to transform it into a business solution.
- A prototype that has the potential to be turned into a product in the market.
- An MVP in the market with some market penetration attempts.
- Each team should submit an initial screening document outlining the existing/aspired entrepreneurial venture's preliminary opportunity/problem statement, the project goals, and the deliverables.
- Qualified teams will be selected and enrolled in the **Innovation Boot Camp Track Workshop**
- During the course cycle, the teams should work on the different parts of their business plan. Regular meetings with the mentors and other program participants help to establish a grounded, real-world perspective of the opportunities and challenges that lie ahead.

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- The teams should be guided by qualified business/technical mentors with industry/venture experience to complete and optimize their business plans.
 - At the end of the cycle, after having completed/optimized their business plans, the teams pitch them to a specialized panel, which evaluates the final outcome and selects outstanding teams to be commended and granted access to the subsequent phases

Scope of Work

- Providers will design, develop, conduct and deliver business and entrepreneurial management workshops and trainings for an average of 10-15 teams (each team shall include maximum 3 members supporting technical, applicability and financial aspects).
- Providers will provide mentoring and coaching to the entrepreneurs to enable them to deliver the following main items:
 - Project brief
 - An Investor pitching presentation
 - Project financial projections
- Mentors are expected to interact with each team for a period of 3 – 5 mentoring hours, distributed across various mentoring sessions as per the needs and circumstances of each team.
- STDF is responsible for the preparation of all required materials (presentations, handouts, simulations, media (e.g. videos), ... etc.).
- STDF is responsible for the organizing of all the workshops and training sessions, transportation, catering and accommodation of the successful applicants, as well as for the follow up on the program participants (materials distribution, attendance, monitoring progress, gathering feedback, etc.)
- STDF will contract third party to fulfil the training modules and mentors support and follow-up for trainees and evaluation of trainee performance and progress along the workshop.
- Providers will provide periodic written assessments for each team, assessing their business and technology development status.

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- Mentors will avail candidates to participate in the final pitching panel at the end of the round to screen the qualified pitches for incubation.
 - Mentors will review all the final business briefs resulting from the participating teams and provide a full report with evaluations and scoring thereof.
 - Mentors will develop a final report at the end of the round highlighting the development status of each team and their recommendations for further actions to be conducted through incubation phase after the round.

Training Modules

- Applicants are allowed to participate without solid experience in similar projects targeting development of startups and entrepreneurial development programs.
- Successful applicants shall attend all sessions of the modules and will be evaluated after each module to allow continuation of participation in the program.
- Mentors will evaluate trainer's performance and recommend the continuation of training modules for promising ones.
- The final successful applicants (top five), will be invited to apply for extra fund through STDF incubation program to reach final marketing phase.
- Each module shall provide detailed and practical step-by-step instructions of the process, while always reflecting the topics being covered from the industry.
- Modules will include experiential activities and tools, business simulations, case studies and practical exercises preferably from renowned institutions, so that trainees can understand how the concepts from the training are implemented.
- Applicants must provide mentors to perform the mentoring activities. Mentors will be highly qualified, both from a technical and business perspective, with a solid managerial experience, preferably from multi-national or industry leading corporates background with solid experience in mentoring technology startups. Mentoring could be done in groups or one-to-one.
- Applicants must provide a means to documents and track the progress achieved by each team and reflect their level of assimilation and level of compliance with the expected requirements after each training module.

Program Duration;

Training & Mentoring in 18 days (1d= 8hrs).

	Module	Module Content	Dura tion
1	Business model generation & business plan structure	<ul style="list-style-type: none"> • Main components of the business model • Generating a business model • Business model validation • The main segments of a business plan • How to write a proper business plan 	7ds
2	Innovation and technology management	<ul style="list-style-type: none"> • Understanding innovation basics • Creating an innovation culture • Innovation tools and methods • Technology trends • Prototyping techniques 	
3	Lean startup and validation	<ul style="list-style-type: none"> • The lean startup methodology • Validation concepts • Hypotheses, experiments and testing • Metrics and scalability 	
Monitoring phase I			
4	Marketing for startups	<ul style="list-style-type: none"> • Developing a marketing plan • Marketing strategies • Customer development • Differentiation and unique selling points • Pricing • Sales process and promotion mix • Distribution channels • Digital marketing 	7ds
5	Entrepreneurial finance for startups	<ul style="list-style-type: none"> • Financial model development • Costing techniques • Understanding financial sheets <ul style="list-style-type: none"> ○ Income statement ○ Cash flow statement ○ Balance sheet 	
6	Operations and project planning	<ul style="list-style-type: none"> • Managing the startup's operations • Project planning 	

Monitoring phase II			
7	Understanding investors and pitching techniques	<ul style="list-style-type: none"> • What investors are looking for • Designing the winning pitch • Basic presentation skills • Pitching techniques 	4ds
8	Business Mentoring	<ul style="list-style-type: none"> • Help teams create a business case and a business plan • Help teams to understand the complexities of the business • Assist teams in defining the revenue model(s) and the various cost structures • Guide the teams in creating their pitch decks 	
Monitoring phase III			

Training Materials

For training purposes, the Applicants must develop the following:

- Material that does not have to be shared with the trainees
 - **Training Presentations:** To be used in the training workshops.
- Material that has to be shared with the trainees
 - **Training Handouts:** for the trainees to use as a reference.
 - **Supporting tools:** tools or forms that assist the participants in understanding and practicing the acquired knowledge or help in facilitating the achievement of the training objectives.

Dates and Location

Successful applicants will start training on May, 2020

Important Note; participants are expected to attend the full training, and completion of the program is dependent on satisfactory attendance and participation in all program activities.

Follow-on support

After the 18 days residential program, we begin the follow-on support aspect of the program lasting up to 6 months. This is an integral part of the program, and will

comprise of the individual mentors from the residential training continuing to provide mentoring and advice to allow fellows to achieve some of the jointly established goals set when designing the business plan.

Eligibility Criteria

Egyptian researchers affiliated to Egyptian Universities or Research Institutions. Through their research, applicants must have developed (or co-developed), or be in the process of developing (or co-developing) a new technological innovation. Applicants should have the ambition to take a leading role in creating a new business to commercialize this innovation.

Specific eligibility criteria are as follows:

- Applicants must be Egyptian researcher, employed fulltime at an Egyptian university or research institute.
- Applicants must be in the process of developing a business proposition of their innovation.
- Projects at the basic research stage are not supported through the current program.
- The applicant's innovation can be any new product, technology or service, based on research work covering wide range of fields, including, but not limited to;
 - Agriculture
 - Biotechnology
 - Engineering
 - Medical Sciences
 - Computer science
 - Energy
 - Water
 - Veterinary sciences
 - Materials science
 - Nanotechnology
 - Pharmacology
- The innovation should have the potential to benefit our country, in terms of improving social welfare and driving economic growth.
- Previous experience of commercialization or involvement with technology transfer is not required.

Applicants will be expected to participate in the up to 6 months follow-up support that the mentors will provide to all successful participants proceeding in the program after regular evaluation.

Applicants will be required to submit regular progress report for the STDF including the progress in development of the business plan to ensure successful implementation.

After the acceptance of final progress reports, STDF may offer seed funding to support promising business plans to help commercialize the project outputs. Selected work plans showing promising commercialization of participant's innovation business plan will be given the opportunity to apply for extra fund with full justification (refer to incubation program guidelines and application form to be announced after assessment of the final progress report). Applications for the implementation phase of the innovation business plan will be evaluated and selection will be based on the feasibility and market potential, excellence and novelty, technology readiness, applicability challenge and expected benefits of the innovation.

Proposed Timeline

Call open: 5th of February, 2020

Deadline: 5th of March, 2020

How to Apply/submit your information

All applications must be submitted to the STDF website available www.stdf.org.eg.

The application form has sections to complete [refer to application form template](#).

An endorsement letter (signed by the head of entity and stamped), is required as supporting document.

Submission Deadline

All applications must be uploaded on **STDF website** no later than 5th of March, 2020

If you have any queries, please contact

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