



# 120<sup>th</sup> R8 Meeting – Bucharest

March 2023

# First things first – Our BIG team!



**Rawan El Jamal**  
*Chair*



**Ayat Amr**  
*Member, Partnerships*



**Mohamad Zidan**  
*Member, Partnerships*



**Kithinji Muriungi**  
*Member, Events*



**Khaled Zamzam**  
*Member, Website*



**Umar Ibrahim**  
*Member, Website*



**Hend Kmiha**  
*Member, Social Media*



**Rosa Delgado**  
*Member*



**Conrad Attard**  
*Corresp. Member*



**Mohamed Dallal**  
*Corresp. Member*

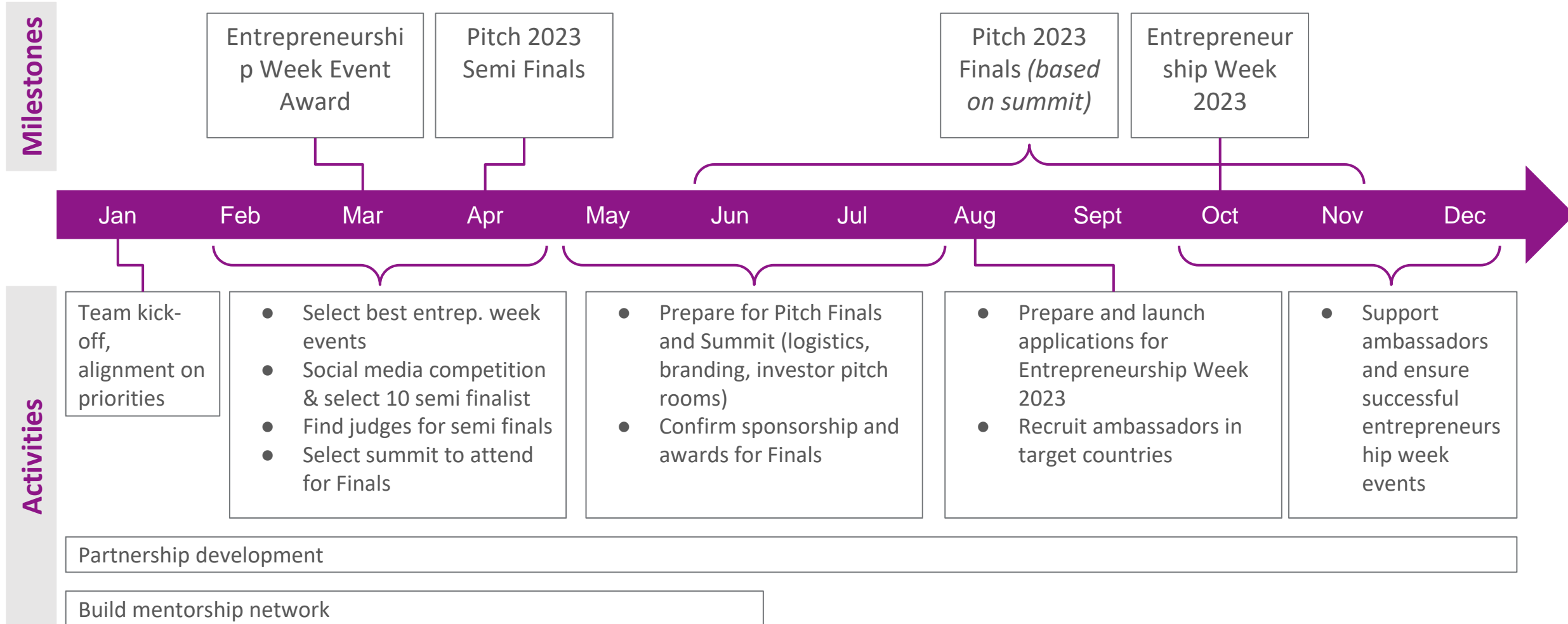


**Konrad Markowski**  
*Corresp. Member*

# Specific committee goals and objectives for 2023

Goals	Improve the caliber of our events and startups	Extend our presence in region 8 and have equal coverage	Grow our reputation and network in the space
Objectives	<ul style="list-style-type: none"><li>● Ensure Pitch 2023 finalists have MVP and commitment to their startup</li><li>● Host pitch competition at renowned entrepreneurship summit in Europe</li><li>● Secure attractive award for winner</li><li>● Ensure entrepreneurship week 2023 events have large attendance (100+) and high caliber organization</li></ul>	<ul style="list-style-type: none"><li>● Ensure entrepreneurship week 2023 events are equally split between Europe, ME and Africa</li></ul>	<ul style="list-style-type: none"><li>● Secure partners and sponsors for pitch 2023 and entrepreneurship week 2023</li><li>● Create mentorship network across region 8 with at least 1 mentor per section</li></ul>

# Plan and milestones to achieve objectives this year





# 9 Entrepreneurship Week events hosted in 2022, in 7 countries, with ~1000 attendees

Country	Event	Participants
Lebanon	Lebanon Entrepreneurial Leap 2022	128
★ Egypt	Let's Embark	187
Egypt	"OPET"	101
Egypt	PSEEW	200
Kenya	Accelerating Sustainable Innovation	150
Greece	Smart Internet of Things for Energy Systems	16
Spain	AEROENTREPRENEUR SHIP 2022	15
★ Palestine	IEEE PIONEERS 2.0	100
★ Jordan	IEEE Unleash	100



★ **Winners of Best Event and Ambassadors Award**

# Pitch Competition 2023

*Present - April 9th*

## Selecting semi-finalists

- 20 startups competing
- Selection of 7 semi-finalists under-way
- Top 5 semi-finalists selected by evaluation committee from IEEE Region 8
- Remaining 2 semi-finalists selected by audience in social media competition on FB, LI and YT



**Stay tuned for Social Media competition next week and vote for your favorite startup!**

*April 28th - May 5*

## Virtual Semi-Finals

- 7 startups will pitch for 5 minutes each
- Judges to be selected from IEEE and industry
- Top 3 startups will be selected as finalists

*June or November*

## In-person Finals

- Finals to take place in parallel to entrepreneurship summit
- Top 3 finalists' award will be fully funded attendance and participation at summit
- Two options for final under-development

**VIVA  
TECHNOLOGY**

14-17 Jun 2023 / Paris

**web  
summit®**

13-16 Nov 2023 / Lisbon

- Partner + free individual tickets promised
- Need to negotiate booth package
- Timing might be tight for logistics (visas, etc.)

- Negotiation underway
- Better timing
- More expensive

# Entrepreneurship Week 2023

## Key dates

<b>Jun - Jul 2023</b>	Engage volunteers to spread the word in target sections
<b>Aug 2023</b>	Open application for EW 2023 Ambassadors
<b>Sept 2023</b>	Ambassadors selected - event organization starts
<b>Oct 2023 - Jan 2024</b>	Events take place

## Key Actions and targets from R8 Entrepreneurship

- Actively engage and recruit ambassadors in target countries with decreasing to no engagement
- Provide dedicated mentorship to ambassadors to ensure successful and consistent event organization
- Provide symbolic monetary support to organized events (through external sponsorship or IEEE sources)

- Share key dates with your members and officers
- Support the next Entrepreneurship Week event organized in your section
- Ask us any questions to know more!

## Mentorship Network 2023 in collaboration with Global IEEE Entrepreneurship

- Focus on leveraging the IEEE membership and building a **region 8 wide mentorship network**
- Network will also feed into the **Global Entrepreneurship existing mentorship program**
- Goal to have **one mentor per country** at least, with diverse expertise in technology and business



**Recommend Mentor!**



# ► Share Global IEEE Entrepreneurship benefits with members



Product Ideation Stage

Early Start-Up Stage

Growth & Scaling Stage

**FREE 60 minute session**



## Negotiated benefits

### Powered by IEEE

IEEE Xplore®  
Digital Library

IEEE DataPort™

aws activate

freshworks

newchip

ORACLE  
for Startups

slidebean

NEON



50% discount for IEEE Digital Library

50% discount for access to invaluable data

\$10K US credits for AWS\* cloud services - Limited offer

\$10K US credits for CRM products

Global virtual accelerator; 20% tuition discount + 3 months additional program services

Up to 70% cloud services discount for 2 years + access to Oracle customers/partners, media services & product teams

10% discount for presentation design, pitch deck and financial modeling consultancy services

Up to 20% discount for mentoring expert network for entrepreneurs

\*Credit Distribution Disclaimer: AWS will select the top three startup companies on a monthly basis. Credit distribution/company selection is at the sole discretion of Amazon Web Services and is limited to three companies per month.



# Budget and sponsorship work 2023

## Approved budget by R8 as of now

Category	Item	Approved by R8
<i>Awards</i>	Entrepreneurship Week - Best Event and Ambassador award	\$1,500
<b>Total Awards Budget</b>		<b>\$1,500</b>
<i>Pitch Final 2023 - startup expenses</i>	Summit registration	\$1,600
	Flights	\$3,000
	Hotel stay	\$1,800
<i>Pitch Final 2023 - team expenses</i>	Summit registration	\$600.00
	Flights	\$2,000
	Hotel stay	\$1,000
<b>Total Pitch 2023 Budget</b>		<b>\$10,000</b>
<b>TOTAL BUDGET</b>		<b>\$11,500</b>

## Additional external funding sources sought

External funding sought to cover the following:

- Symbolic support to Entrepreneurship Week organized event (**HIGH PRIORITY**)
- Additional conference attendance and travel budget (**MEDIUM PRIORITY**)
- Pitch finalists awards (**LOW PRIORITY**)

Initial start - Sources engaged so far



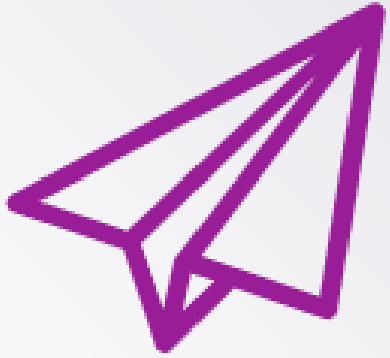
Binance Middle east —> **In negotiation**



Visa UAE



Injazat Data Systems UAE



**THANK YOU AND  
STAY CONNECTED!**



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ieeeer8entrepreneurship



IEEE Region 8 Entrepreneurship  
Committee



IEEE R8 Entrepreneurship



IEEE **region8**  
ENTREPRENEURSHIP  
C O M M I T T E E



MENTORSHIP  
PROGRAM

IEEE **region8** **WEEK**  
ENTREPRENEURSHIP



IEEE PITCH

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