Building Innovation Ecosystems that Create 10 Million Innovation Jobs
KAMRAN ELAHIAN
INNOVATION CATALYST

Global Hi-Tech Entrepreneurship 25 years

Co-founded 10 companies

- **CAE Systems**: acquired by Tektronix for $75M
- **Cirrus Logic**: IPO at $150M; peak at $3.5B
- **NeoMagic**: IPO at $300M; peak at $700M
- **Centillium**: IPO at $700M; peak at $4B

Global Hi-Tech Venture Capital 17 years

Global Catalyst Partners: Chairman and Co-founder

- **Global Catalyst Foundation**: Chairman and Co-founder - Leverage ICT for Youth Education & Empowerment of Women
- **Relief International-Schools Online**: Chairman Emeritus – Provided computers and access to the Internet for 6400 schools in 36 countries, assistance to refugees, 2000 employees, $45M annual budget
- **Beceem**: acquired by Broadcom for $330M
- **UNGAID**: Former Co-chair - United Nations Global Alliance for use of ICT in Development
- **Centillium**: IPO at $700M; peak at $4B

Global Philanthropy 20 years

- **Global Catalyst Foundation**: Chairman and Co-founder - Leverage ICT for Youth Education & Empowerment of Women
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Innovation Catalyst

- Advisor to various governments: fossil based economy > innovation economy
- Former Advisor to the **Government of Singapore**
- Chairman of **BIT-AMENA Center for Building Innovation Economies**, Haas School of Business, **UC Berkeley**
- Global Innovation Economy Advisor, **500 Startups**
- Founding Mentor, **Unreasonable Institute**
Pressing global challenges are accelerating and necessitate an innovative course of action.
MEGA TRENDS
Understanding the future of our world

Key trends outline future realities
MEGA TRENDS

FALLING OIL AND GAS PRICES
MEGA TRENDS

DECREASING PRICES FOR SOLAR

“By 2030, solar energy will have the capacity to meet all of our energy needs.”

Ray Kurzweil
MEGA TRENDS

SUSTAINABLE CONSUMPTION

The consumers' awareness to save the planet and move away from destructive consumption are reminiscent of similar movements in the 80s and 90s that destroyed the profits of tobacco industry.
IMPACTED COUNTRIES

OIL REVENUE, % of GDP 2013
<table>
<thead>
<tr>
<th>Country</th>
<th>Revenue minus production cost of natural gas, percent of GDP, 2013 (percent. Source: The World Bank)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Tr &amp; Tobago</td>
<td>20.26</td>
</tr>
<tr>
<td>2. Turkmenistan</td>
<td>16.00</td>
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<tr>
<td>3. Brunei</td>
<td>11.47</td>
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<tr>
<td>4. Qatar</td>
<td>11.21</td>
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<td>5. Uzbekistan</td>
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<td>6. Brunei</td>
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<td>7. Bhutan</td>
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<td>11. Oman</td>
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<tr>
<td>12. Mozambique</td>
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<td>13. Burma</td>
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<td>14. Malaysia</td>
<td>3.18</td>
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<td>15. Egypt</td>
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<td>16. Saudi Arabia</td>
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<td>17. Libya</td>
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<td>18. Azerbaijan</td>
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<td>24. Kuwait</td>
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<tr>
<td>25. Thailand</td>
<td>1.58</td>
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<tr>
<td>26. Venezuela</td>
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<tr>
<td>27. Kazakhstan</td>
<td>1.15</td>
</tr>
<tr>
<td>28. Ukraine</td>
<td>1.10</td>
</tr>
<tr>
<td>29. Tunisia</td>
<td>0.94</td>
</tr>
<tr>
<td>30. Netherlands</td>
<td>0.54</td>
</tr>
</tbody>
</table>
FOSSIL BASED ECONOMIES
ASIA & MENA (AMENA)

IMPACTED COUNTRIES
SIGNIFICANT OVERLAP WITH MUSLIM MAJORITY COUNTRIES
IMPACTED COUNTRIES

THE IMPACT OF TERRORISM

- Highest impact of terrorism
- Lowest impact of terrorism
- No impact of terrorism
- Not included

Map showing regions affected by terrorism with different color intensities representing the impact level.
Hi-Tech Innovation is changing the world. Hi-Tech companies from Silicon Valley are dominating the market and creating sustainable Innovation Economies.
NEEDS

AMENA

SHORTAGE OF:
- Experienced Hi-Tech Entrepreneurs & VCs
- Fear of Failure

LACK OF:
- Innovation Ecosystem

SILICON VALLEY

LACK OF:
- Interest in AMENA
- Insight into the Region

Regional / International Growth

Hi-Tech Entrepreneurship Expertise
Youth’s High Level of Enthusiasm for Hi-Tech Entrepreneurship

Governments Awareness of the Need for an Innovation Ecosystem

Several Countries Have Incubators, Accelerators and Local VC Funds

High Demand for Mentorship & Guidance

Corporations Need Knowledge Workers

Successful Entrepreneurs in Egypt, Jordan, Turkey, Malaysia, Ethiopia, Iran…

Very Successful Diaspora in U.S. & Europe
Connecting the region with the BIT-AMENA resources to create

10 MILLION INNOVATION JOBS

in 10 Years
CREATE 10 MILLION INNOVATION JOBS

Advise Governments, Create Entrepreneurial Culture, Develop Innovation Ecosystem

Public Policy Seminars, Instructors without Borders

Modify Laws (Securities, Bankruptcy, Incorporation)

50M Youth

1M Entrepreneurs

500K Startups

300K Companies Accelerated

100K Companies w/100 Employees
CREATE 10 MILLION INNOVATION JOBS

- 50M Youth
- 1M Entrepreneurs
- 500K Startups
- 300K Companies Accelerated
- 100K Companies w/100 Employees

Short Viral Videos, Role Models Project

Video Series, Webinars, Conferences, Virtual Mentorship

Online Courses, Pre-Acceleration, Investment

Acceleration, Investment

New Role Models and Mentors
PLAN OF ACTION

I: ECOSYSTEM CREATION
Help Create an Innovation Ecosystem Localized for Each Country

II: PLANT THE SEEDS
Plant the Seeds of Hi-Tech Entrepreneurship on a Massive Scale

III: INVEST & ACCELERATE
Invest in / Help Accelerate 100 K Startups in 10 Years
PLAN OF ACTION

I: ECOSYSTEM CREATION

LOCALIZED INNOVATION ECOSYSTEM CREATION

- Advise Key Government Officials of Selected Countries
- Provide Policy Support in Collaboration with Johns Hopkins (SAIS)
- Help Create Hi-Tech Entrepreneurship Culture
- Build Awareness about Social Innovation
### IDEAL INNOVATION ECOSYSTEM

#### ENABLERS
- Academic / Research Centers
  - Grants
  - Papers
- Garage Entrepreneurs
- Company Spin-Offs
- Incubators

#### ACTIVITIES
- Founding Team
- Product Concept
- Create Jobs
- Company Formation
  - Management Team
  - Product Development
  - Go to Market Strategy
- Revenue Generation
  - Scale-Up Production/Service
  - Dominate U.S. Market
  - Expand to China/Japan
- Increase Revenue
  - Achieve Profitability
  - Expand to Europe/Russia & India
  - M & A
  - IPO

#### SOCIAL IMPACT
- Innovation Culture
  - Increase SPI
  - Create Innovation Jobs
- Innovation Culture
  - Increase SPI
  - Create Innovation Jobs
  - Increase GDP
- Innovation Culture
  - Increase SPI
  - Create Innovation Jobs
  - Increase GDP
- New Product / Service that Benefits Society
  - Significant SPI
  - Significant GDP
  - Jobs, Jobs, Jobs

* SPI (Social Progress Index - www.socialprogressimperative.org)
II: PLANT THE SEEDS

PLANT THE SEEDS OF HI-TECH ENTREPRENEURSHIP ON A MASSIVE SCALE TO REACH 50 MILLION PEOPLE

- Partnership with UC Berkeley Haas School of Business (BIT-AMENA Center)
- Partnership with Unreasonable Institute (BIT-AMENA Unreasonable)
BIT-AMENA BERKELEY
ACTIVITIES & PROGRAMS

- Conferences
- Courses
- Instructors Without Borders
- Virtual Mentorship
- Role Models Project
CONFERENCES
• Borsa Istanbul (Turkey), iBRIDGES (Iran)
• Expand to 4 Conferences per Year in the Region
• Expand the Sponsorship by Local and Global Corporations

Courses
• Introduction to Hi-Tech Entrepreneurship & Venture Investment
• Students (High School & University), Entrepreneurs, Corp. Execs, Traditional Investors & Government Officials
• On Going Online (MOOK)
• 2 Week Courses in Silicon Valley
• 1 Week Courses in the Region

Instructors Without Borders
• Berkeley Faculty
• In the Region for 1 Week to 3 Weeks
• Fixed Price per Instructor
• Travel Expenses and Lodging Covered
VIRTUAL MENTORSHIP

- Free to Mentees, Volunteer Participation of Mentors (Diaspora)
- Utilize LinkedIn Platform + Develop Mentor/Mentee Matching Engine
- Leverage Skype/Facebook Video, if possible
- Skills, Geography & Time Availability Matched

ROLE MODELS PROJECT

- Identify Successful Entrepreneurs from the Region
- Promote Them to Become Role Models
UNREASONABLE INSTITUTE

Proof of Impact

24
PROGRAMS AROUND THE GLOBE

300+
VENTURES IN 50+ COUNTRIES

$73m
US DOLLARS RAISED BY OUR VENTURES

8m+
LIVES BENEFITED BY OUR VENTURES

Sustainable Social Entrepreneurship

• One Week Courses
• In the Region
• Travel Expenses and Lodging Covered
III. INVEST & ACCELERATE

INVEST IN & HELP ACCELERATE 100,000 HI-TECH STARTUPS IN 10 YEARS

Collaboration with 500 Startups

Proof of Impact

- Invested in more than 1,500 companies in 50 countries in less than 6 years from founding.
- Manages over $200 Million (4 global funds and over 10 local funds).
- Brings over 150 companies per year to Silicon Valley for a 4 month comprehensive accelerator program leading to a Demo Day.
- Over 300 of the invested companies have a value of over 10 Million and more than 30 companies have a value of over 100 Million.
The best way to predict the future is to create it.

Peter Drucker