



- The DNA of Entrepreneurship -

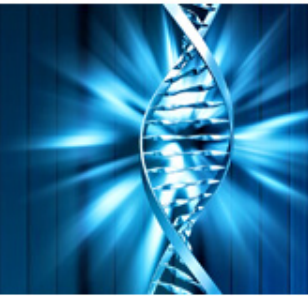
- THE DAY OF FULL-SCALE ENTREPRENEURSHIP -

Vision



- “Techpreneur in every family.”

SATA as NGO



- SATA Been register officialy as a NGO 30 August 2010

Objectives



TO CREATE MORE LOCAL
TECHPRENEURS IN SABAH
THROUGH ACTUAL
DEVELOPMENT OF IDEAS
AND TURNING THEM INTO
SUSTAINABLE BUSINESS

Opportunity in sabah



SABAH, a unique place rich of cultures and beautiful nature with blends of multi-racial community of over 32 ethnic groups.

The colourful mixture makes Sabah the pond of **CREATIVE people who are full of ideas.**

SABAH is RICH with IDEAS – all we need is a program to tap the ideas and turn them into realities.....



Problem & Challenge



- 🧐 **Sabah has many untapped ideas and creative people**
- 🧐 **Untapped ideas are wasted resources**
- 🧐 **Afraid of others stealing a good idea**
- 🧐 **Afraid idea not good enough**
- 🧐 **Lack of guidance & information**
- 🧐 **No access to Funding**
- 🧐 **Anything And Everything**



SATA HCD



- •
- 💡 state wide program
- 💡 platform for creative people to develop ideas
- 💡 help turn creative ideas into business reality
- •
- 💡 training & mentorship
- 💡 funding
- 💡 networking
- 💡 market

- •
- 💡 mini re-seed funding program

- •
- 💡 to create more entrepreneurs in abah

Thank You



- Like us on Facebook
- Or email us : satafriends@mysata.org



SATA – MAD Incubator Initiative



Preamble

1. A collaboration between MAD Incubator and Sabah Westcoast Technopreneur Association
2. Objective: To identify, nurture and develop more technology entrepreneurs in Sabah
3. Focus on commercial development for international /local markets
4. Focus on Mobile, Software As A Service (SaaS)/Cloud Computing and Internet-based/Web services business

The Incubation Strategy

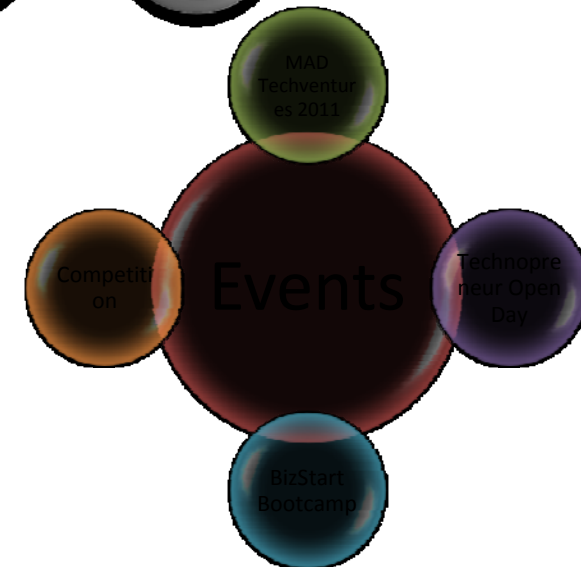
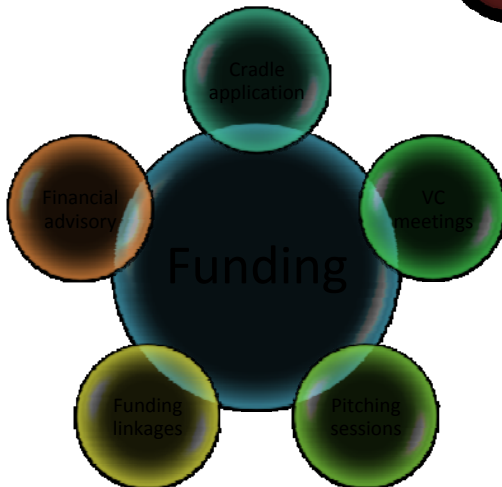
MAD and SATA will focus on the following:

- Introduce multi-tiered membership
- Focus on Business HUB methodology: creating sector-specific hubs with its own business eco-system
- Incubator handholding programs
- Coaching and mentoring
- Deliver value services focusing on market access, marketing and promotions and funding
- Enhance value partnerships with partners on commercialization, funding and market development
- Events
- Training workshops
- Co-incubation facilities – Kota Kinabalu and Kuala Lumpur.
(coming soon: Jakarta)



Make a Difference!

What we do for our incubatees



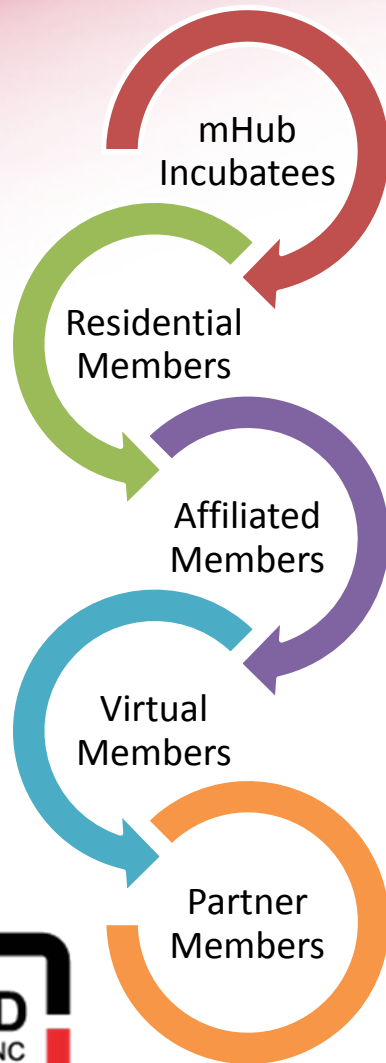
The Hub Value Chain

Connecting Technopreneurs
via the Hubs

MAD Value Creation Chain



Membership Tier



Categories	Membership Target
Incubatees	Participate in full incubation program
Residential	Not in full incubation program but motivated by access to office space, value chain partners and networking opportunities
Affiliated	Do not need office space but motivated by access to networking opportunities, training, talks etc
Virtual	Initial entry point for individuals interested in becoming affiliated with the HUB
Partner	Stakeholders and partners of the HUB eco-system who are motivated by a desire to have access to the entrepreneurs within the HUB

Services By Membership Category



- Business training (eligible/add. fee)
- Technical training (eligible/add. Fee)
- Testing (add. fee)
- Business mentoring (eligible)
- Competitions (eligible)
- Venture funding (eligible)
- Code repository (eligible)
- Access to value chain partners (included)
- Networking (included)
- Events invitation (included)

- Business training (eligible/add. fee)
- Technical training (eligible/add. fee)
- Testing (eligible/add. fee)
- Business mentoring (included)
- Market intelligence (eligible)
- Competitions (eligible)
- Venture funding (eligible)
- Professional services (add. fee)
- Technical outsourcing (eligible)
- Code repository (eligible)
- Due diligence and capital readiness (eligible)
- Access to value chain partners (included)
- Networking (included)
- Events invitation (included)

- Physical workspace (eligible)
- Business training (eligible)
- Technical training (eligible)
- Testing (eligible)
- Business mentoring (included)
- Market intelligence (eligible)
- Competitions (eligible)
- Venture funding (eligible)
- Professional services (add. fee)
- Technical outsourcing (eligible)
- Code repository (eligible)
- Due diligence and capital readiness (eligible)
- Access to value chain partners (included)
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- Due diligence and capital readiness (included)
- Access to value chain partners (included)
- Networking (included)
- Events invitation (included)



Make a Difference!

The HUB Eco-system



Make a Difference!

Expected Outcomes

Broad-based Engagement

- Wider broad-based engagement with community, entrepreneurs, partners and stakeholders

Confidence, Motivated & Inspired

- Hand holding
- Guided and assisted by incubation team
- **Structured business model and business plan in placed**

Speed to Market

- Linkages provided where speed to market is shortened
- Focus on revenue traction
- **Increased revenue traction**

Accelerate Businesses

- Stimulate more ideas and business tactics
- Structured business model and business plan in placed
- **Execution done together with incubation team**
- **Business strategy monitoring**

Increase Success

- **Improves entrepreneurs' success**



Make a Difference!



Question and Answer

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Make a Difference!

Power of Incubators

- R.M.P. Jawahar

Asian Association of Business Incubators, **AABI** and
Indian Science Technology Entrepreneurs Parks Business Incubators Association, **ISBA**,
Trichi Regl. Engg. College - Science and Technology Entrepreneurs Park **ISBA**.

**3rd Asia Pacific Conference on Business
Incubator and Entrepreneurship
NINA
July 2011**

A vertical beam of light descends from the top, striking a swirling vortex of light that resembles a cyclone or a storm. The background is dark, making the light elements stand out.

**"Science Parks & Business Incubators
are the**

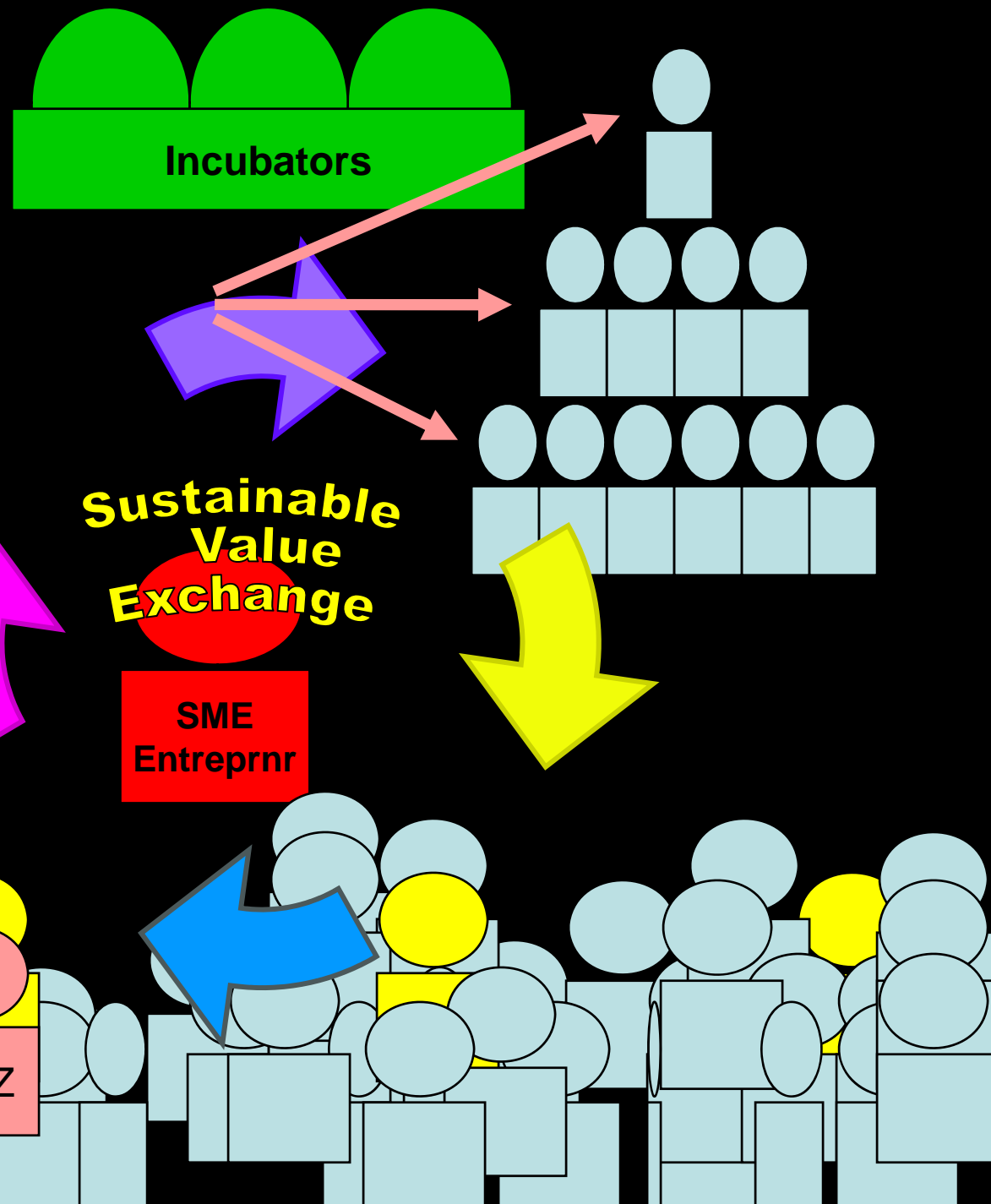
GREATEST INNOVATION

of the 21st Century

Industrialization "

- Jiang Zhameen,
Former Chinese Premier

Business Incubators and Entrepreneurship Social, Economic and Innovation Leaders



Incubators

Sustainable
Value
Exchange

SME
Entrepreneur

Fund

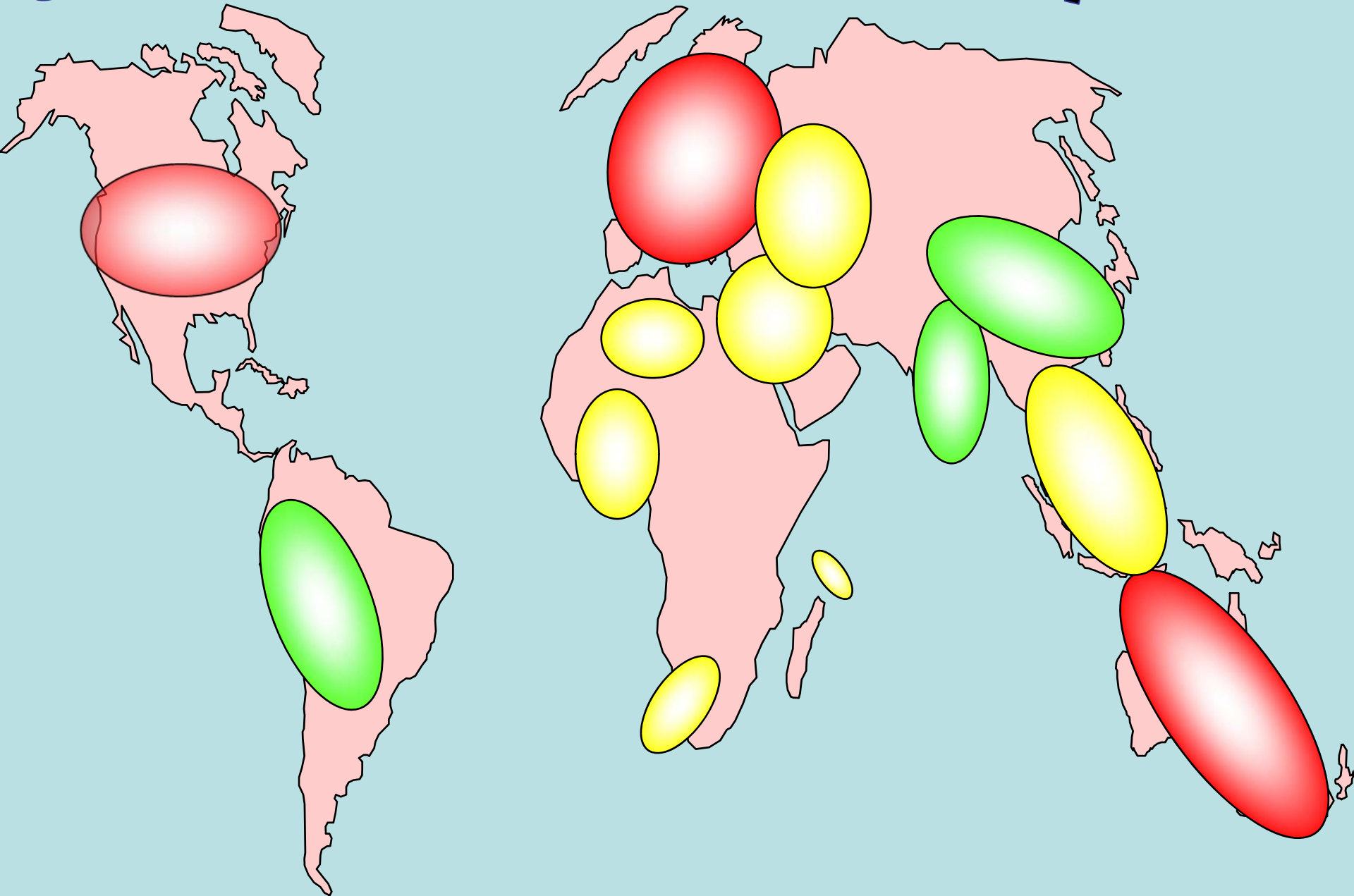
ZZZ

XXX

Prof

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Global Incubation Spread . . .



Indian Experience in Incubators Network

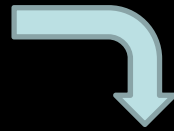


The Road taken, so far ...

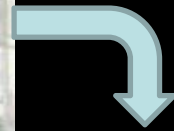
Savagery → **Barbarism** → **Slavery** → **Imperialism**

Democracy

Agricultural Economy



Industrial Economy



**Knowledge Based
Innovation Economy**



- Land
- Labour
- Natural Resources

- Capital
- Machinery
- Management

- Science & Technology
- Innovation
- Entrepreneurship

Standing on the Shoulders of the Giants

Adam Smith

Peter Drucker

**“ Innovation
is the
vehicle for
entrepreneurship ... ”**

**“ It is not from
the benevolence
of the butcher,
the brewer, or
the baker that
we expect our
dinner, but from
their regard to
their own
interest. ”**

Awards won by TREC-STEP



EOS Award - Best Success Story Award @ Lyon France



UKBI International Champion of Business Award



World Bank - Development. Mkt. Place Award 08

Best Entrepreneur Award 2003

Mining and Incubating, the Start-up innovation champions ...

**Tepp
Innovation
Fund**

Youth with

- No Experience
- No Business Knowledge
- No Team
- No Funds
- But Big Dreams

**TDB
Incubation
Fund**



Tech Angel Network

Common
Production Facilities

Training &
Knowledge Inputs

Messengers, Mentors and Models

- Dynamic Tech Entrepreneur
- Rich Business & Tech. Expertise
- Motivated Team
- Growing Market
- Reputed Firm
- High Funds Requirement
- Good reputation
with Banks, Suppliers
- Provides Growth, Wealth,
Employment and hope

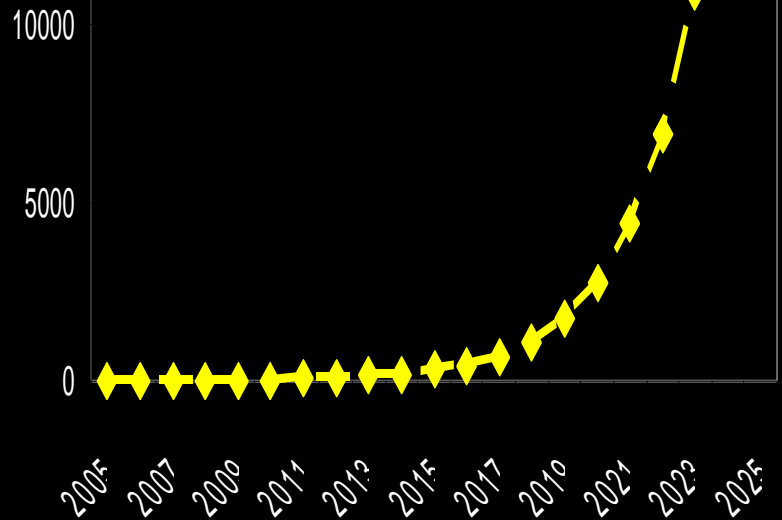
Innovation Venture Highlights

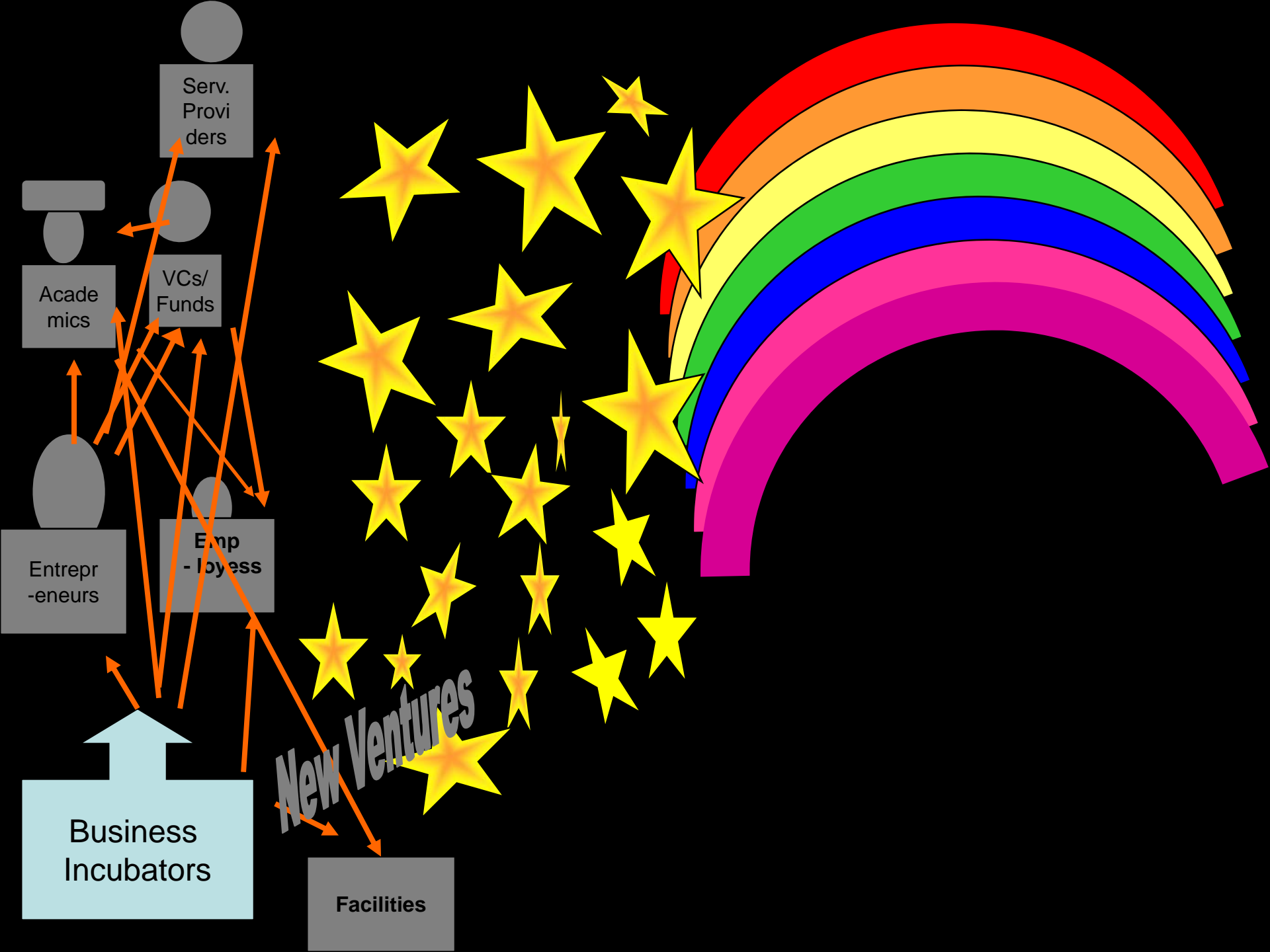
1. Vinayapandi New Tool Inserts
2. Aravind Coolant Recovery
3. Dr Subhas Nano Molecule
4. Augustine Bio Mining
5. Jeya Kannan Extrn of Titanium
6. Dakhsina Manft. Systems
7. Karthik Digital X rays
8. Paneer Bio Fuels
10. P. ...



**START UP Companies in a Incubator
are not small companies ;
They are large companies
which happen to be small now
-- Rustam Lalkaka**

Year	Turnover	Employment
2008-09	0	0
Reality Now . . . 2010	10 ml	100 Jobs
Cumulative Dreams . . . 2016	100 bl.	100,000 jobs





Serv. Providers

Academics

VCs/Funds

Entrepreneurs

Emp-loyees

Business Incubators

Facilities

New Ventures

Innovation :
New products / processes

Human Development

I n v e s t m e n t

Regional Development

Jobs 300 per mln.

Community

Government
& Society

BI Investment

After
5 to 7 years

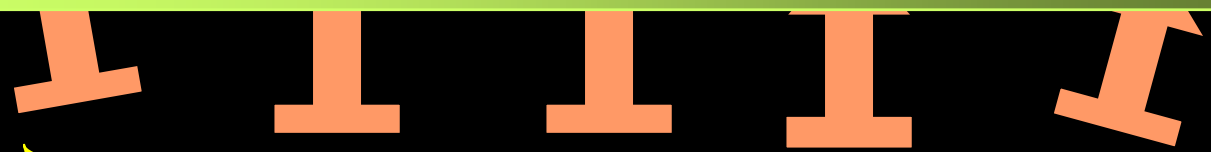
Tax Revenue to Governments (Profit, Turnover, Manufacturing Taxes)

Business Incubator with and through K' SME

The Rainbow Equation ...!

National Innovation Performance : Logic Vs Magic

Country Performance



Innovative & Entrepreneurial SMEs

Training
Skills
Knowledge
Networks
Research
Institutes
Social Vision
and The Will

Connectivity
to
New markets
and
Others

Risk Capital
Innovation
Ambience
Venture Mind
Social
Recognition
& Reorganization

Innovation
Fund
Tech.
Bridge
Fund
Investments

Business and Social Environment

Impact of Incubating SMEs !

“ It is not crazy enough to be true ! ”

- Neil Bohr

Innovation and
Entrepreneurial SMEs
waiting to be Unleashed
300 to 400 Million \$

**SME
Incubation
Investment
1 milion \$**

Incubator - Entrepreneurs, the process and their evolution

BUTTERFLIES:

Once a little girl saw a pupa

She was watching it for many hours as the butterfly inside was struggling to come out.

Then it got stuck. Wanting to help the butterfly she cut open the cocoon and freed it.

BUT ALAS! IT COULD NOT FLY AND IT NEVER WOULD.

The Butterfly's struggle to get through the small opening is nature's way of forcing fluid from the body to its wings, so it would be ready for flight.



Incubators - Entrepreneurs and reality

Next day the same thing happened

She saw another butterfly struggling to come out.
She can not do anything.

She stood there shouting and yelling

“ Come on“, “Be carefull“, “Don’t get hurt“, “Keep it-up“, “No-No“, “Yes-Yes“, “Prepare a Business Plan“, “No good strategy“...

Finally the butterfly came out and started flying beautifully. ... She was in laughter and tears.

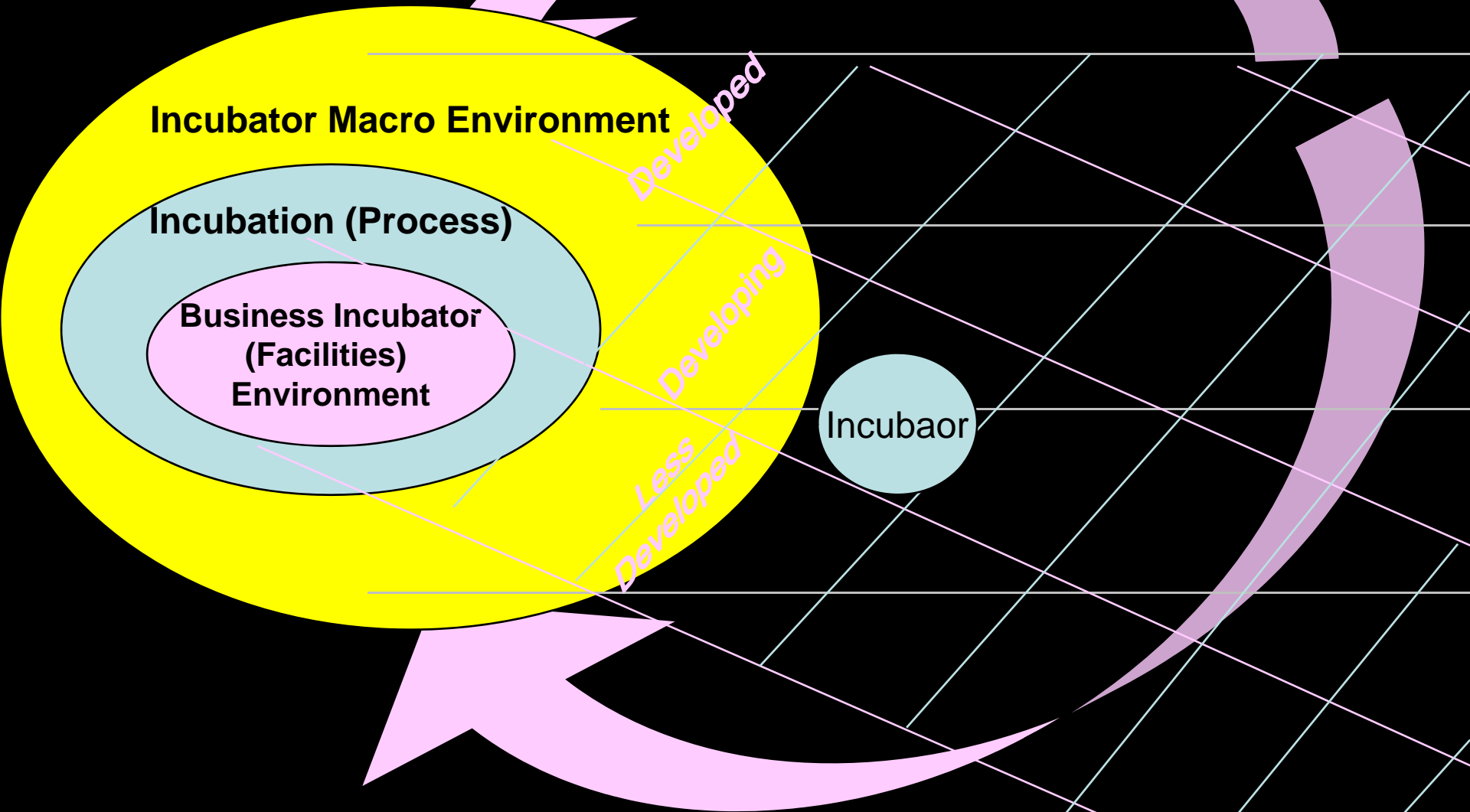
The Butterfly came , sat on her shoulders & said

“ Thank you, I became a butterfly only because of you ! ”



Business Incubation

Global Summit of Business Incubators' Definition!



Business Incubator Time Slice .

when an Incubator

**Self-Rewarding &
self-Inspiring
work**

When we complete the work,

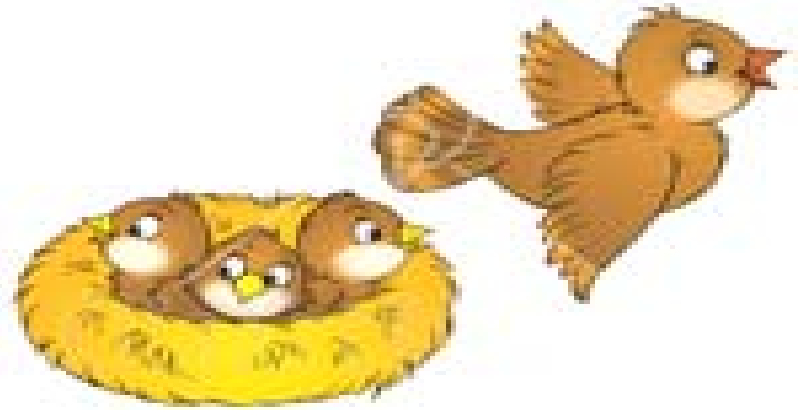
What is left behind

- Dusty Work place just vacated
- Broken furniture
- Rejected Models and Equipments
- Worn Out, Old Version Machine
- A tired and Old Professors
- A grey Haired BI Manager and
- A New set of nervous but enthusiastic students as incubatees

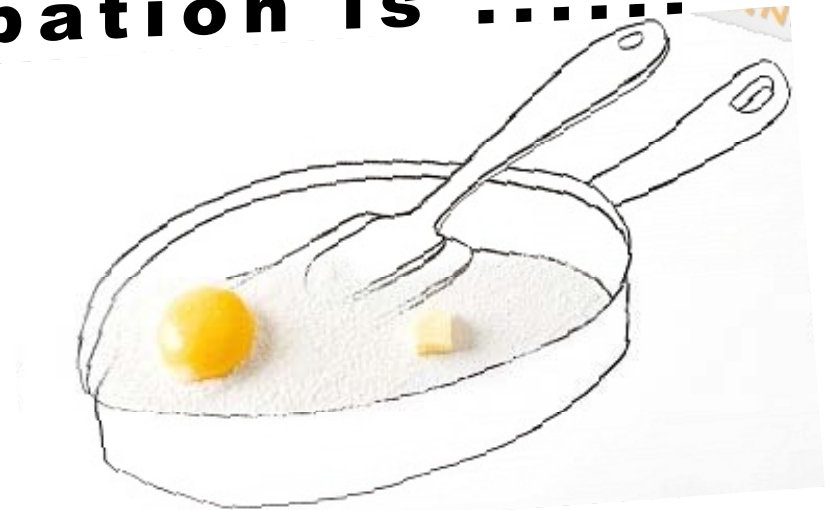
tside

- A shining New Industry of a young tech entrepreneur
- Busy motivated army of Employees
- World Class Facilities for the region
- Bubbling Activities for the place and bringing in hope
- New Dynamism of the place
- New Model for Region to watch and follow
- Example Enterprise Empire

Business Incubation should result in inquisitive, innovative and sterling ventures.



Too much of Incubation is



..... Simply disastrous

Development
Two co-travelers are lost in the desert.
They are dying from hunger and thirst..

Finally, they come to a high wall.

On the other side,
they can hear the sound of a waterfall and
birds singing.

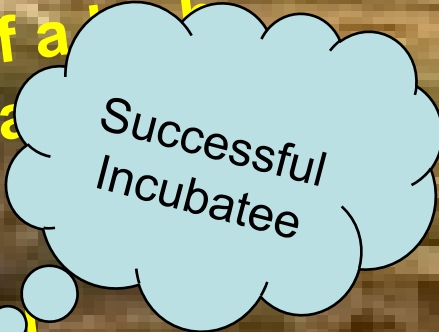
Above, they can see the branches of a
tree extending over the top of the wall.
Its fruit look delicious.

One of them manages to climb over the wall
and disappears down the other side.

The other, instead, returns to the desert
to help other lost travelers
find their way to the oasis.



Incubation
Managers



Successful
Incubatee

Thank you very much for your kind patience !

jawa_ts@yahoo.com

Incubator

—A Policy Tool to Promote
Innovation and Entrepreneurship



Shanghai Technology Innovation Center
Shanghai International Business Incubator

July, 2011

Outline



- **Overview of Business Incubation in Shanghai**
- **Road Map for Promoting Entrepreneurship**
- **Transnational Bilateral Programs**
- **Other Internationalization Activities**

Why we should encourage the international cooperation?



- **China Torch Program**
—Government will support Hi-tech commercialization, industrialization & Internationalization
- **Why Incubator should encourage the international cooperation?**
High-tech area & Incubator are the two key instruments under the Torch Program

Overview of Business Incubation in China

- **Statistics by now**

- **The number of incubators: 786**

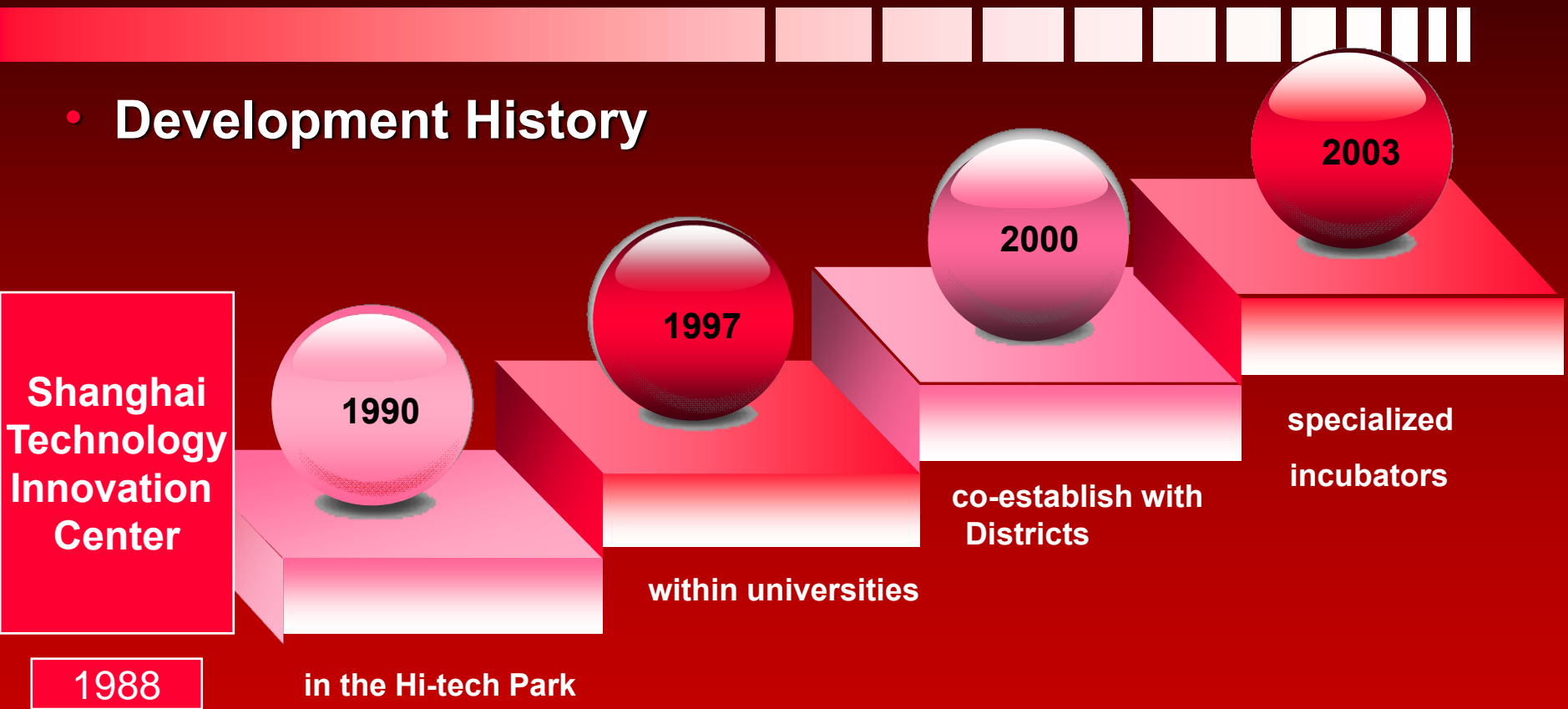
- **State-level incubators: 346**

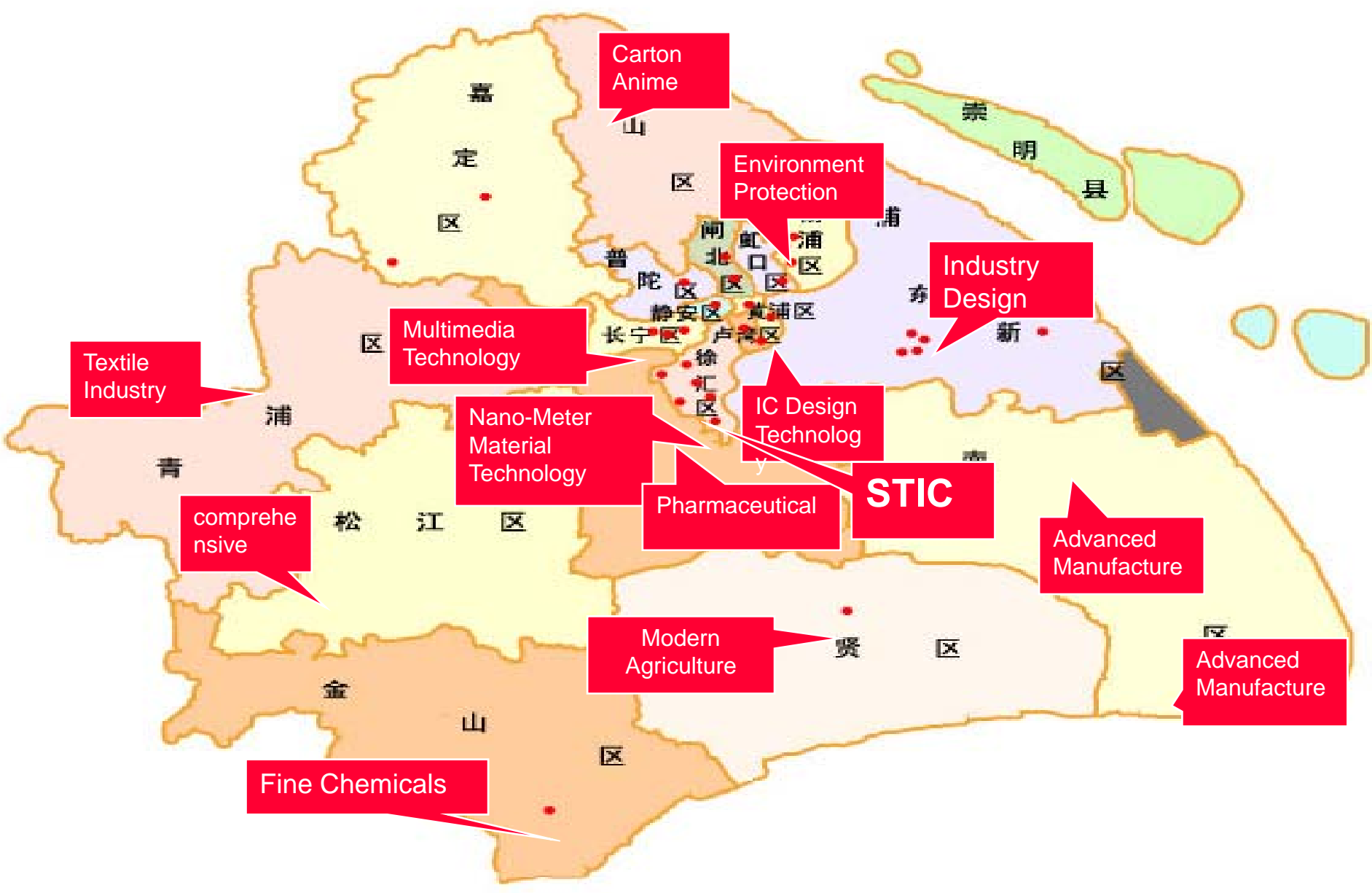
(Above 10,000 m² Above 80 tenant companies in it)

- **Tenant Companies: 40,000**

Overview of Business Incubation in Shanghai

- **Development History**





Carton Anime

Environment Protection

Industry Design

Textile Industry

Multimedia Technology

Nano-Meter Material Technology

IC Design Technolog

comprehensive

Pharmaceutical

STIC

Advanced Manufacture

Modern Agriculture

Advanced Manufacture

Fine Chemicals

Overview of Business Incubation in Shanghai

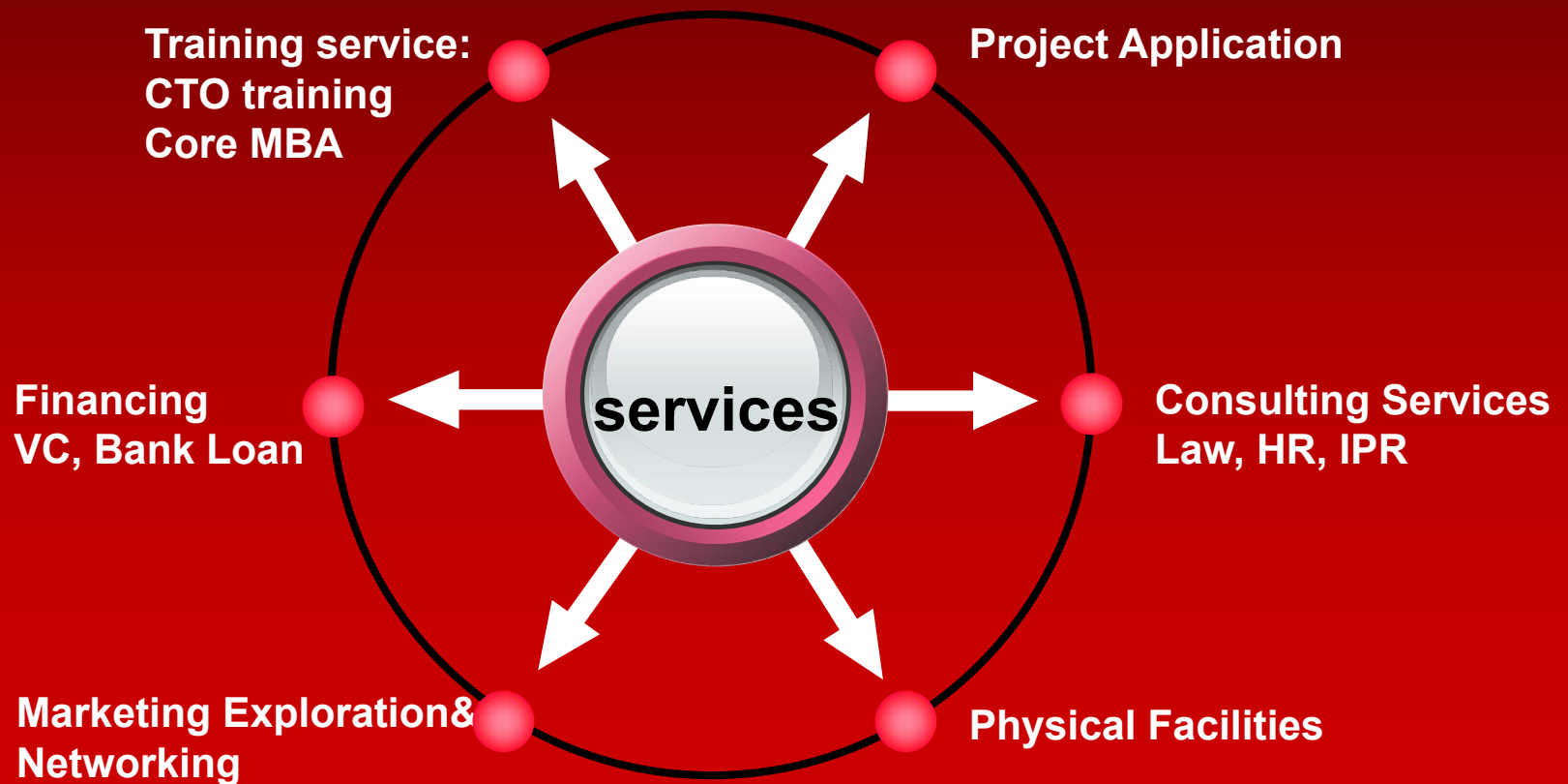


- **Statistics (by 2010)**

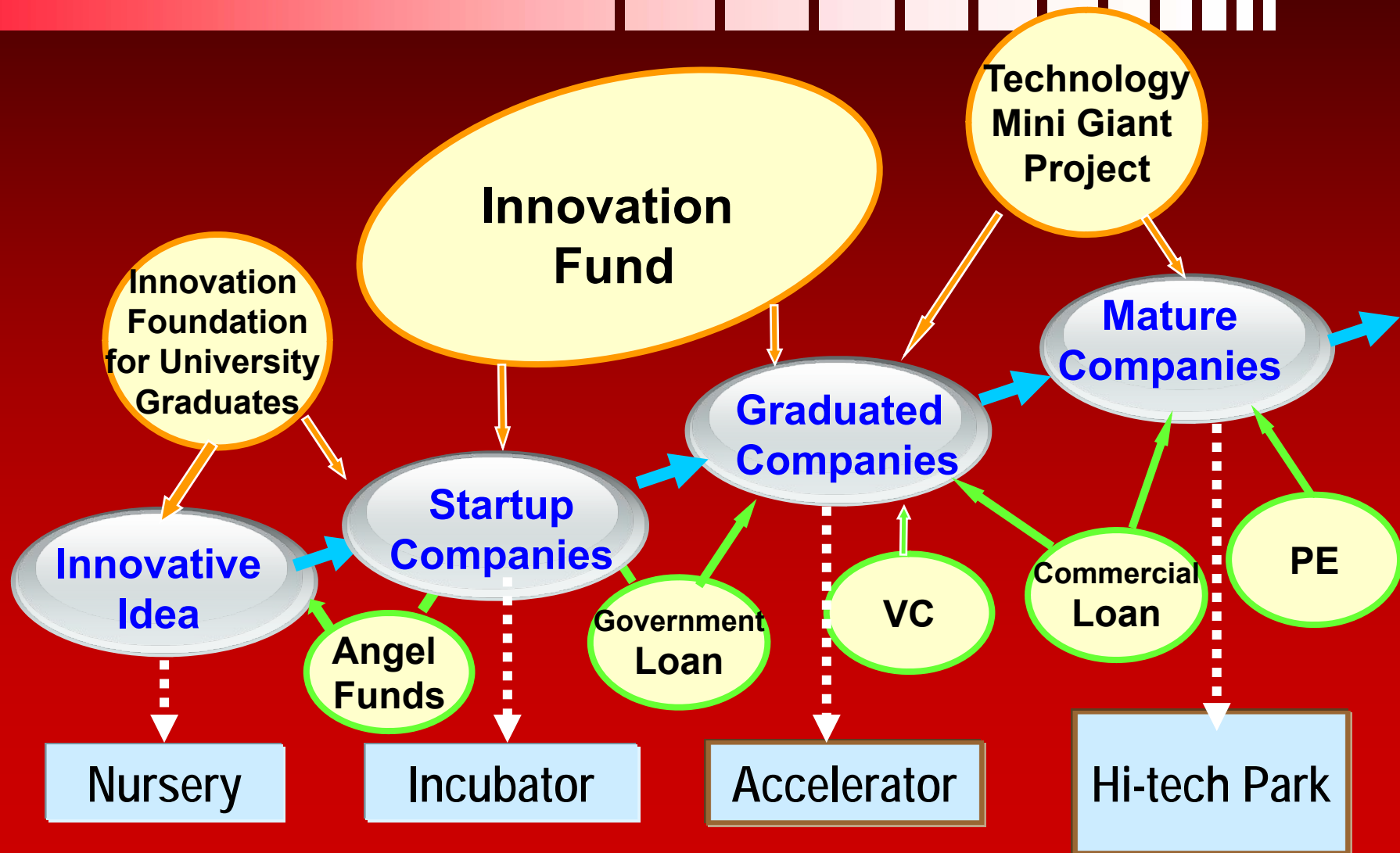
The number of incubators:	59
Incubation Area:	698,394 m²
Tenant Companies:	2744
Sales Volume:	7.5Billion RMB
Employees:	42,157
Total Graduated Enterprises:	1193

Overview of Business Incubation in Shanghai

- **Incubation Service Platform**



Road Map for Promoting Entrepreneurship



Transnational Bilateral Programs

- Shanghai International Business Incubator
- Asian Association of Business Incubation
- International Training Workshop
- Transnational Bilateral Programs



Shanghai International Business Incubator (IBI)



Approved by Ministry of S&T in 1997

Headed by Shanghai Technology Innovation Center

Takes the mode of “One Incubator, Several Bases”

Shanghai International Business Incubator
(Headquarter in STIC)

**Caohejing Technology
Innovation Center**

**Shanghai Technology
Innovation Center(STIC)**

**Zhangjiang Technology
Innovation Center**

**Withub Hi-tech Business
Incubator**

**YangPu Technology
Innovation Center**

**Shanghai University
Science Park**

Asian Association of Business Incubation (AABI)



AABI was official founded in 2002. Now it has covered 17 countries and regions and represent over 1600 incubators in Asia and Pacific.

- **One of the Founding Members of AABI**
- **Has been the president organization in 2006-2007**
- **Responsible for AABI Secretariat since 2007**
- **Launch AABI Torch Entrepreneur Award in 2009**

International Training Workshop



We have successfully hosted International Training Workshop for 13 years since 1998. Nearly 300 incubator managers from 30 countries and regions have joined this program and shared their experiences on business incubation.

Transnational Bilateral Programs



Model 1: Sino-France & Sino-Netherland

*Assist the SMEs to go to the global market and
Reduce its initial cost and risk.*

- ***Strong Government Support***
- ***Effective Executive Organization***
- ***Reciprocal Supporting condition***
- ***Achieve Mutual Benefits***

Transnational Bilateral Programs



- **CAP α incubator in Montpellier Region (France) win the International Cooperation Award of NBIA**
- **Through the incubator cooperation, the Montpellier Region set up the “Sister-region” with Yang Pu District Shanghai and further the corporation in education, healthcare and trade & economy.**

Transnational Bilateral Programs



- **Section 1—Scholarship Program**

Provide 1 month accommodation

Offer basic office facilities for 1 month

Assist to market survey, find partners ...

Transnational Bilateral Programs



- **Section 2—Soft landing Program**

Provide 30 m² free office space for 1 year

Offer basic office facilities for 1 year

One English speaking coach follow up

Cover some expenses for consulting, exhibition...

Tailor made services according to the company's request

Case Studies—How we can help?



Case Study 1: Shanghai Sanguine Co. Ltd

- Set up the Branch in France under the Softlanding Program
- Annual Sales Turnover: 4 million Euros

Case Study 2: Shanghai LICENSE Software Consulting Co. Ltd.

- Will set up the Branch in Netherlands under the Softlanding Program
With Delft incubator

Transnational Bilateral Programs



Model 2: First Incubator Overseas Window in UK

- * Assist European companies develop their businesses in China*
- * Create the overseas incubation base & the overall service for the internationalization of Chinese Technology SMEs*

Case Studies—How we can help?



Case Study :

An UK Airport Consultancy Company

- Setting up meetings with decision-makers of Shanghai Airport Group and Xiao Shan International Airport
- Projects Following up
- They got the big contract from Pudong Airport (the biggest airport in China) after one and a half years.

Transnational Programs



- **Model 3: Sino-Israel Model**

A program for cooperation and establishment of Joint Ventures in China between Israeli hi-tech companies and Chinese industrial companies for commercialization of new products based on novel technologies

Transnational Programs



- **Section 1—**

Find out the potential companies for cooperation:

Israeli Hi-tech companies &

*Chinese Industrial companies for
commercialization for the Israeli products*

Transnational Programs



- **Section 2—**

*Setting up JV between Chinese & Israeli companies
The JV will focus on R&D & Commercialization.*

- **Section 3—**

*The Caohejing International Business Incubator
provides various incubation support (funding) to
help the JV grow fast.*

Case Studies—How we can help?



Under this model:

Shanghai MicroPowers Ltd. (funded by China Shipping Industry Corporation) signed the MOU with Israeli IST Industry Co. Ltd on Stirling Cryogenic Refrigerator Technology.

Transnational Programs



- Model 4: Sino- Ukraine Model

Sino-Russian Science and Technology Cooperation Base and Sino -Ukraine Science Park will set up in Feb in Shanghai Caohejing Science Park.

More than 10 Sino-Russian and Sino-Ukrainian cooperative project will move into the park, which will be a new milestone of Sino-Russian and Sino-Ukrainian technology cooperation.

Thank you!

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