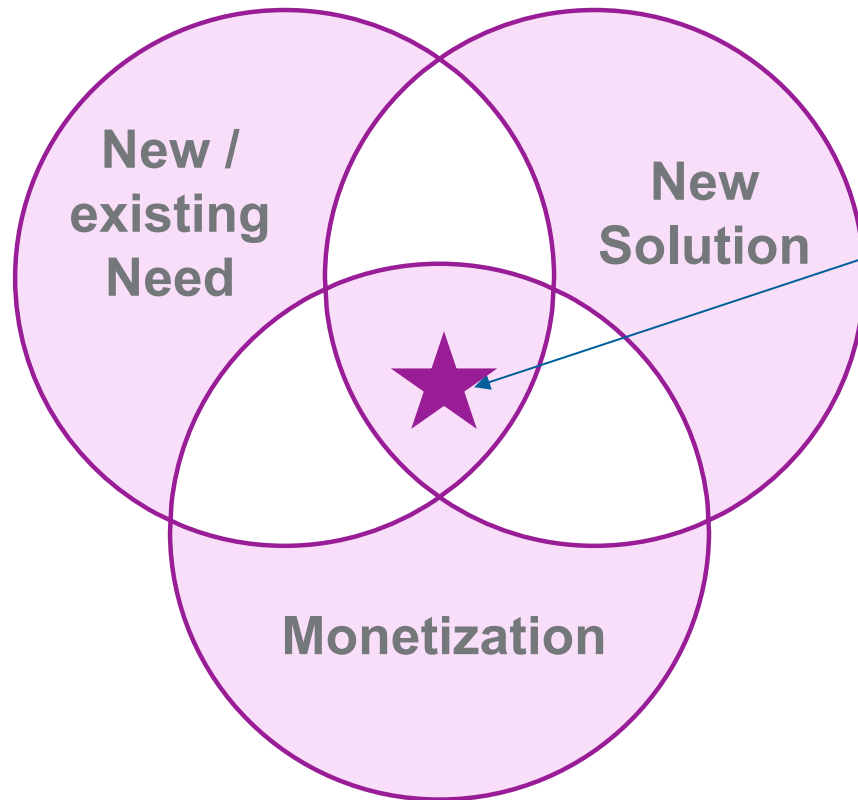




How to develop your entrepreneurial idea - IEEE programs supporting entrepreneurship

Tiziana Tambosso (IEEE Italy Section)

WHAT IS AN ENTREPRENEURIAL IDEA?



An **Entrepreneurial Idea** is the result of finding an **innovative solution** to a **new or existing problem** and a way to **monetize it**, reaching a **sustainable business model**

Innovative solutions will involve **new technologies** or **new applications to existing technologies**

They usually arise in a technological research environment, where research is done but with an eye to application (MIT, Harvard,...)



Harvard John A. Paulson
School of Engineering
and Applied Sciences

Technology transfer covers eight main steps, but can be more complex

- 1**
Find a marketable innovative solution and develop a business model
- 2**
Protect Intellectual Property
- 3**
Evaluate commercial potential
- 4**
Build a business plan
- 5**
Secure funding (grant, corporate, VC)
- 6**
Establish a spin-off company (legal entity)
- 7**
Assemble a team of technical and business experts
- 8**
Execute commercialization plan

Iterate – Learn – Seek Support – Adapt – Repeat



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



MENTORSHIP
PROGRAM

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



IEEE PITCH

entrepreneurship@ieeer8.org

IEEE can help with **Competition Platforms**

Series of **local entrepreneurship** events and **pitching competitions across ME, Africa & Europe**

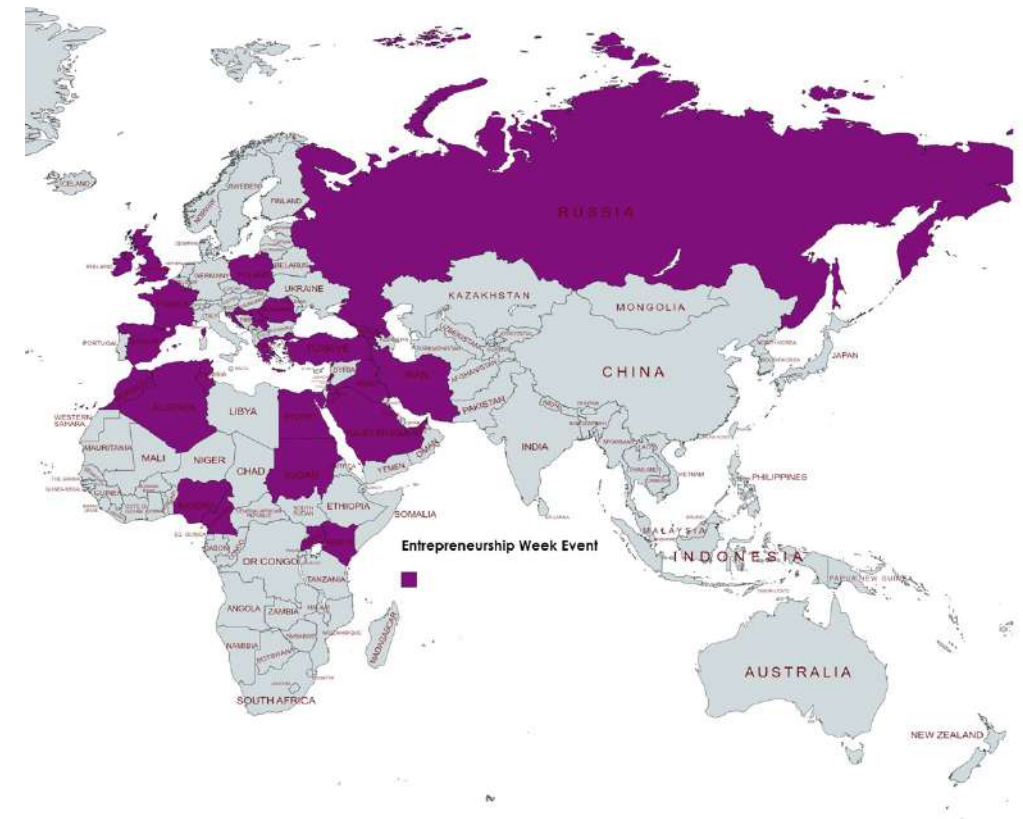
Winners of local pitches compete in the **regional IEEE Pitch Competition**

The R8 flagship annual Pitch Competition has two stages

- *Top 10 startups from local pitches are selected for semi-finals* by panel of judges and “People’s choice” social media competition.
- Semi-finalists compete in an *online event*

Finalists are awarded a trip to an Entrepreneurship Summit (e.g., Web Summit, Techne, Slush, GITEX Global) where the Final Pitch takes place and startups get to present their business to summit attendees

IEEE region8 WEEK
ENTREPRENEURSHIP



Local Pitch competition



[Let's Embark - Egypt 2022](#)



187 attendees

29 teams competing in Pitch



Jordan, 24 December 2022
IEEE Unleash competition

17 teams competing in Pitch

At GITEX Global 2023 – IEEE R8 entrepreneurship Pitch finals



GITEX
GLOBAL
16-20 OCT 2023
DUBAI WORLD TRADE CENTRE

THE LARGEST TECH SHOW IN THE WORLD
WHERE REAL GLOBAL BUSINESS IS DONE

RATED WORLD'S *Best*
LARGE-SCALE EXHIBITION



IEEE regions8 WEEK
ENTREPRENEURSHIP

PITCH 2023
FINALS

GITEX GLOBAL DEVSLAM, DUBAI WORLD TRADE CENTER
16TH OCTOBER 2023

IEEE Entrepreneurship DUBAI
IEEE REGION 8 FINALS 2023
PITCHING COMPETITION



IEEE Region8 | IEEE regions8 ENTREPRENEURSHIP COMMITTEE | GITEX GLOBAL | GLOBAL DEVSLAM

GITEX GLOBAL | DEV SLAM | IEEE Region 8 | IEEE regions8 Entrepreneurship | IEEE Entrepreneurship | IEEE



IEEE can help with Mentorship

IEEE R8 Entrepreneurship Committee work with Global IEEE Entrepreneurship and external partners (Startups Without Borders, The Founder Institute) to provide mentorship and skills development opportunities for IEEE startups. If you're interested in being a mentor or receiving mentorship, please reach out!

Mentorship partners



Mentors/Investors and Experienced Entrepreneurs

- IEEE Founder Office Program conducted over 78 mentoring sessions in countries all over the world, with aspiring entrepreneurs, start-ups, and growth companies.
- Exit surveys with participants – 2021 average scores
 - Quality of mentoring – **4.5/5.0**
 - Did the mentor meet your expectations – **4.75/5.0**

<https://entrepreneurship.ieee.org/founder-office-hours-mentors-investors/>

IEEE can help with **Technical Expertise**

Access on-demand trainings, **publications**, and more for free or at a discount from **Resource Centers** hosted through **39 IEEE Societies and Communities**



IEEE engineering resources are published through topic-specific Resource Centers and hosted through specific IEEE Societies and technical communities. Through the Resource Centers, IEEE enables anyone to access engineering educational resources on demand using an easy-to-use global portal. IEEE members get discounts on many resources, and Society members get almost all resources from their Resource Center for free.

Get started by [finding your Society](#) below.

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Power & Energy Society (PES)

Voltage, currents, HVDC systems, and more.



Reliability Society (RS)

Human machine systems, product development, and more.



Signal Processing Society (SPS)

Advanced signal processing, data and privacy, machine learning, and

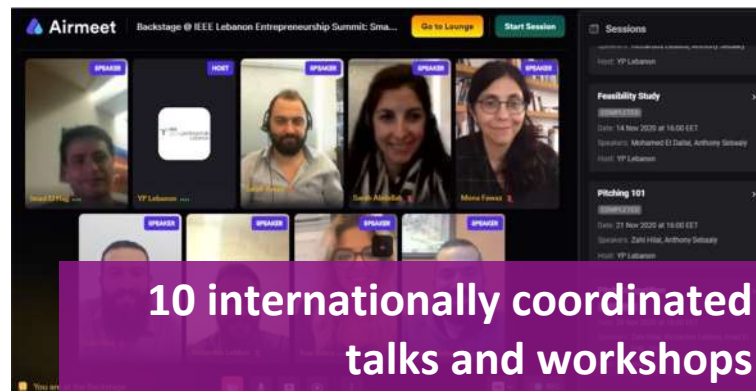


Ultrasonics, Ferroelectrics, and Frequency Control (UFFC)

Ultrasound technology, and

Impact

Grew and gathered traction from 2018 to 2022 despite COVID



Focus is on Entrepreneurship and Tech bringing together innovation and benefit for humanity



B2B Telemedicine – Nigeria
(Pitch Competition 2020 Winner)



Smart aeroponic garden – Croatia
(Pitch Competition 2020 Finalist)



Agri-Tech, Robotics – Croatia
(Pitch Competition 2020 Finalist)



Anti-Counterfeit, NFC, Blockchain – Armenia
(Pitch Competition 2020 Finalist)



Crowd Sourced Logistics – Jordan
(Pitch Competition 2021 Finalist)



Home care – Lebanon
(Pitch Competition 2021 Finalist)

STAY CONNECTED!



entrepreneurship.ieeer8.org



entrepreneurship@ieeer8.org



entrepreneurship.ieee.org

IEEE R8 Entrepreneurship Committee media (Instagram, LinkedIn, YouTube)



ieeer8entrepreneurship



IEEE Region 8 Entrepreneurship
Committee



IEEE R8 Entrepreneurship

IEEE Italy Section Entrepreneurship Committee

born in 2017

Coordinator: Tiziana Tambosso (tiziana.tambosso@ieee.org)

Members: Stefano Massucco, Vincenzo Piuri, Bernardo Tellini

Objective

The Entrepreneurship Committee analyses the Italian scenario with the aim of **educating** members on entrepreneurship and innovation and **organizing events** in collaborations with business incubators, innovative start-up accelerators, chambers of commerce and venture capitals. The Italy Section Entrepreneurship Committee collaborates with R8 and IEEE Entrepreneurship and develops collaboration agreements with business incubators and corporate accelerators.

Since 2017, 8 workshops and 4 competitions have been held during IEEE Conferences organized annually by the IEEE Italy Section

Main activities: special meetings and workshops/competitions

IEEE EUROCON 2023

Renaissance Science and Applications

Torino (Italy) 6-8 July 2023

EUROCON 2023 Workshop “Let ideas grow: technology transfer from research labs to successful realities”

 *Politecnico di Torino, Turin, Via Pier Carlo Boggio 71 or Corso Castelfidardo 34/A*
Turin, Italy
[+ Google Map](#)

This workshop is structured in two panels dedicated to how to develop an entrepreneurial idea from university spin off to a successful startup, and some examples of successful startups, including the problems encountered and the reasons for success. Important Italian supporters

[Find out more »](#)

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June 2023



IEEE EUROCON 2023

Renaissance Science and Applications

Torino (Italy) 6-8 July 2023

EUROCON 2023 Best Entrepreneurship Idea Competition

 *Politecnico di Torino, Turin, Via Pier Carlo Boggio 71 or Corso Castelfidardo 34/A*
Turin, Italy
[+ Google Map](#)

Young start-ups have the opportunity to compete in a poster competition for the best entrepreneurship idea and demo. Applications must be submitted by June 5. More information can be found on the IEEE Eurocon website: <https://2023.ieee-eurocon.org/call-for-best-entrepreneurship-idea-demoposter-competition/>

[Find out more »](#)

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July 2023



Website

<https://italy.ieeer8.org/ieee-italy-section-entrepreneurship-committee/>

- [Entrepreneurship Committee info](#)
- [News](#)
- [Events](#)
- [Successful startups](#)
- Incubators/Venture studios
 - [Italian University incubators](#)
 - [Italian Incubators](#)
 - [Incubators submission page](#)
- Funding opportunities/Venture capital
 - [Italian Venture capital investors](#)
 - Venture capital submission page
- [Educational resources](#)
- Mentoring
 - Mentoring submission page
- [Professional associations](#)
- [Awards/Competitions](#)
- [Useful Links](#)
- [Contacts](#)

[IEEE EUROCON 2023 Let ideas grow: technology transfer from research labs to successful realities](#)

- AMC Instruments (<https://www.aemmeci.com>)
- GenoGra (<https://www.genogra.com>)
- Huxelerate (<https://huxelerate.it>)
- Wave for Energy (<https://www.waveforenergy.com>)

[IEEE MELECON 2022 Special meeting on Innovative startups and entrepreneurs](#)

- 17tons (<https://17tons.earth>)
- ResourSEAs (<https://resourceas.com>)
- KazaamLab (<https://kazaamlab.com>)
- ESCO Mobility (<https://escomobility.it>)

SixthSense awarded with the First Prize for the best entrepreneurship idea with humanitarian field of application

for “*Sense implementation vibration-based technology for blind and visually impaired people*”



The background features a complex network diagram with nodes and edges. Nodes are represented by small colored circles in shades of blue, orange, purple, and teal. Some nodes are highlighted with larger, semi-transparent hexagons in the same color palette. The network is overlaid on a light gray grid of small dots.

Thank you

email: tiziana.tambosso@ieee.org