



From Manila Points to Hyderabad Plans

Asia Group



Networking

Coping with diversity

- Asia is a diverse continent with many different languages and conditions
- Promote country level networking, then move towards regional level
- Actively utilise email, IM, Skype, SMS, Yahoo
- Develop methods to organise quarterly video-conferencing sessions

Time frame : 3 months

Responsibility : Community & iDisc

Regional workshops should facilitate more interaction

- Incubatees and policy makers should be encouraged to participate –(Minister's Invitation)
 - infoDev or host to facilitate visa and logistics
- Cultural and commercial visits should be part of the conference agenda
 - These visits should take place during the program (not on the LAST day!)

Time frame : 6 - 9 months

Responsibility : infoDev and host

ICT as enabler

- We need to develop a Directory
 - Include everyone in the 'incubation' space
 - Detail Member profiles, including photograph, interests and all contact info
 - Searchable and suggest other members with similar interests

Time frame : 3 months

Responsibility : Community & iDisc



Knowledge base and Toolkits

Current knowledge is typically resident in incubators at different levels and needs to be captured in a systematic and structured form for dissemination
Involves capture of:

- Processes
 - Success/Failure stories
 - Best Practices
 - Necessary resources
- from experience of Incubator Managers, Incubatee entrepreneurs, stakeholders, policy makers

Knowledge Creation - - - - -

Mechanism: PROCESS OF THREADED, FOCUSED THEMATIC DISCUSSIONS WITH MODERATION – Asian portal linked with IDISC
PORTAL OWNER - Mercedes Barcelon

Thematic topics identified:

- 1. SYSTEMIC ISSUES IN INCUBATORS**
(Moderator – Raghunandan R, India)
- 2. VIRTUAL INCUBATION**
(Moderator – Federico Gonzalez, Philippines)
- 3. EMERGING TECHNOLOGY TRENDS**
(Moderator – Thyagarajan, India)
- 4. EMERGING MARKET TRENDS**
(Moderator – Jawahar / Gopalan)
- 5. INTELLECTUAL PROPERTY**
(Moderator – Liu, Shanghai)

Portal active date
Nov. 17th 2006

Topic triggering by moderator
Nov. 24th 2006

Reporting by moderator
Starting Feb 2007

Deliverables:

Discussion and Dissemination Platform

- Synthesized periodic notes of moderator
- White papers (by contributions)
- Case studies (by submissions)



Capacity Building

Formal training program for the incubator manager

- Building awareness on 'Incubator Manager' as a career
- Developing guidelines for training of incubator managers
- Customising the curriculum to the Asian region

Time frame : 6 months

Responsibility : Ms.Naowarat Ayawongs (Thailand)

Exchange program

- Experts
- Internship
- Technology transfer
- Success/Failure case studies
- Role playing exercise

Time frame : 1 year

Responsibility : Ms.Ana Maria Dans (Philippines)



Company Finance . . .

Company financing – Point 1

1. **Seed fund at the disposal of incubators** to be used to pay for the support services needed by the incubatees

Definitions

- Short term - <1 year
- Medium term – upto 2 years
- Long term – 2 to 5 years

Suggested key activities

1a. A team to identify, document and publish case studies on different methodologies used. This will help others in the loop to adopt to their unique environment (medium term)

- India DST corpus initiative
- India NIF initiative
- Vietnam – Sponsorship driven program
- Sri Lanka - Public private partnership

Suggested key activities

1b.

- 'Debt Swap' donor grants initiative (eg: GTZ & by local government)
- CSR donations by industry
- Create a fund by mixing the above and let a bank manage it (eg: SIDBI)



Suggested key activities

- 1c. Policy maker summit (after point 1a)
 - Create awareness and the impact



Company financing – Point 2

2. Grant mechanisms for incubatees who are not ready for equity financing

Suggested key activities

2a. Credit Guarantee scheme (long term)

- SME loans schemes to accommodate a % towards start-ups
- Fund with a mixed portfolio (with a provision for underwriting unsuccessful ventures)
 - Soft loans (no interest for the first 2 years), increasing interest attached to the payment period
 - Part of the 'debt swap'

Monitoring

and

Evaluation

**Linking to Other Networks
others**

InfoDev

infoDev with

**Levergaing InfoDev Support
with National, Regional, UN, EU
and ADB etc by creating Cooperative Partnerships**

Grouping

InfoDev

Networking

Primary

Mentoring and
Enabling

Knowledge Base & Tool Kits

Primary

Supportive

Capacity Building

Primary

Coordination

Company Financing

Supportive

Primary