



**Smarter Governments:
Empowering Citizens –
Putting the Power into
Private Entrepreneurs
and Private Investors for
Early Stage Innovation
and Investment**

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The Social Contract – Private Public Partnerships for Early Stage Innovation and Finance: Smart Governments ...

- Enable private entrepreneurs and investors to “Just do It”
- Enact laws and incentive programs which will make “doing” business easier and more profitable – employment laws, investment incentives (e.g. Israel, France), cross-border business incentives,
- 80 % of the jobs which exist today did not exist 20 years ago
- 100 % of the new jobs in the “developed world” today are from SME’s
- Celebrate and Laud Success based on sound business
- Put Innovation and Entrepreneurship no. 1 on the Agenda



The Social Contract – Private Public Partnerships for Early Stage Innovation and Finance: Smart Private Entrepreneurs ...

- Fulfill their responsibility to innovate market-oriented and civic-oriented products, networks, and services (not_ be a research institute)
- Put together responsible business plans which create value, make money and execute on them
- Communicate their needs, their visions, their successes to their eco-systems
- Take calculable risks, but do not fail since they just have not succeeded yet
- Realize Visions for all – There has never been a better time for creating a better world



The Social Contract – Private Public Partnerships for Early Stage Innovation and Finance: Smart Private Investors

- Communicate and work with governments to enact the necessary legislation to encourage and inspire private entrepreneurs and investors
- Do not invest in dreams but in visions for a better reality
- Demand professional, well-thought out, realistic business plans from entrepreneurs and help them to make investment ready companies (Boot-Camps/Venture Academies/Competitions)
- Work hand-in-hand with government-financed research institutes, incubators etc. to provide LINK to business, other angels, companies, and VC's



The Social Contract – PPP Smart Governments, Entrepreneurs, and Investors **WORK together to:**

- Make certain that the innovative SME's survive and become great (working capital, etc.)
- Adopt from the start a world-class approach to innovation, entrepreneurship, and good business with borderless and barrierless thinking (Not out of the box, but Burn the Box)
- Prepare the Next Generation
- Create something which all can be proud of
- For some incredible examples of how private investors and entrepreneurs have created more than 60 world-class companies, please come tomorrow afternoon to Senator Laffitte's EU-Mediterranean session on successfully financing innovation and entrepreneurship.



Candace Johnson – A lifetime of Innovation, Entrepreneurship and Early Stage Investment

- Started 5 multi-national telecom companies and grew them to be leaders in their fields – SES, Loral Skynet, Europe Online,
- Come from a family of venture capitalism
- Was at the inception of the first early stage funds in Luxembourg, Turkey, UK, France responsible for Skype, Ariadne Capital, Sophia EuroLab, Inovent
- Decorated by German and Luxembourg governments for creating profitable sustainable businesses



Bringing Bahrain into Innovation/Entrepreneurship/B usiness Network and Eco- System

- Sophia Business Angels/Cambridge Angels/Luxembourg Angels/Istanbul Angels – EBAN, France Angels/US Angels
- 5 VC funds – Sophia EuroLab/Ariadne Capital/Innovation/Croissance/Succes Europe
- Iris Capital/Saudi Telecom/North America Venture Capital
- International Entrepreneurship Forum



Successes

- SES, Amadeus, Comex, GemPlus, Skype, WorldFriends,
- Cambridge Broadband
- More than 60 companies invested in with success
- Venture Academies
- Starting new Angel and Investor Groups throughout the world and networking with them



The Vision and Goal

- Work with Bahrain to capitalize on all the work, experience, expertise to help create a Middle East Hub of innovation, Technology and Business which is connected and playing the key role as a player to the Global Network of Innovation, Entrepreneurship, and Business
- Extend the process of investing, venture academies, global networking, good business according to a business plan approved by all with buy in from other global partners.



How?

- KFH have already done a great job in preparing the terrain – Mentorship program, Joint Ventures, Prospecting, etc, Now we need to do the next step.
- The next step can be done most efficiently, effectively and profitably by bringing Bahrain into the existing Global Serial Entrepreneur/Innovation/Business “Network”.



How (cont.)

- Proven Successful Model of creating profitable, global innovative start-ups and bringing them to Exit. (Iris Capital, EIF, Sofinova, World Bank, EBRD, JP Morgan, GE)
- Companies created by this “network” include SES, GemAlto, Comex, e-Trade, ARM, WAVE, AxisShield, Skype, Monitise, and investment VC’s such as Amadeus, Ariadne, Iris Capital, and investment companies in USA, Canada, Europe, Turkey, and Russia.



How (cont)

- Doing Business Plan with goal of 10 X RoI in 5 years. This is achievable due to high qualification of deal flow, proven model, and accompaniment by serial entrepreneurs to exit.
- Support by Venture Academies, Board Membership on each Investee Company, Global Conferences, International Entrepreneurship Forum with OECD, European Commission including India, China, Russia, Brazil, Europe, North America.