

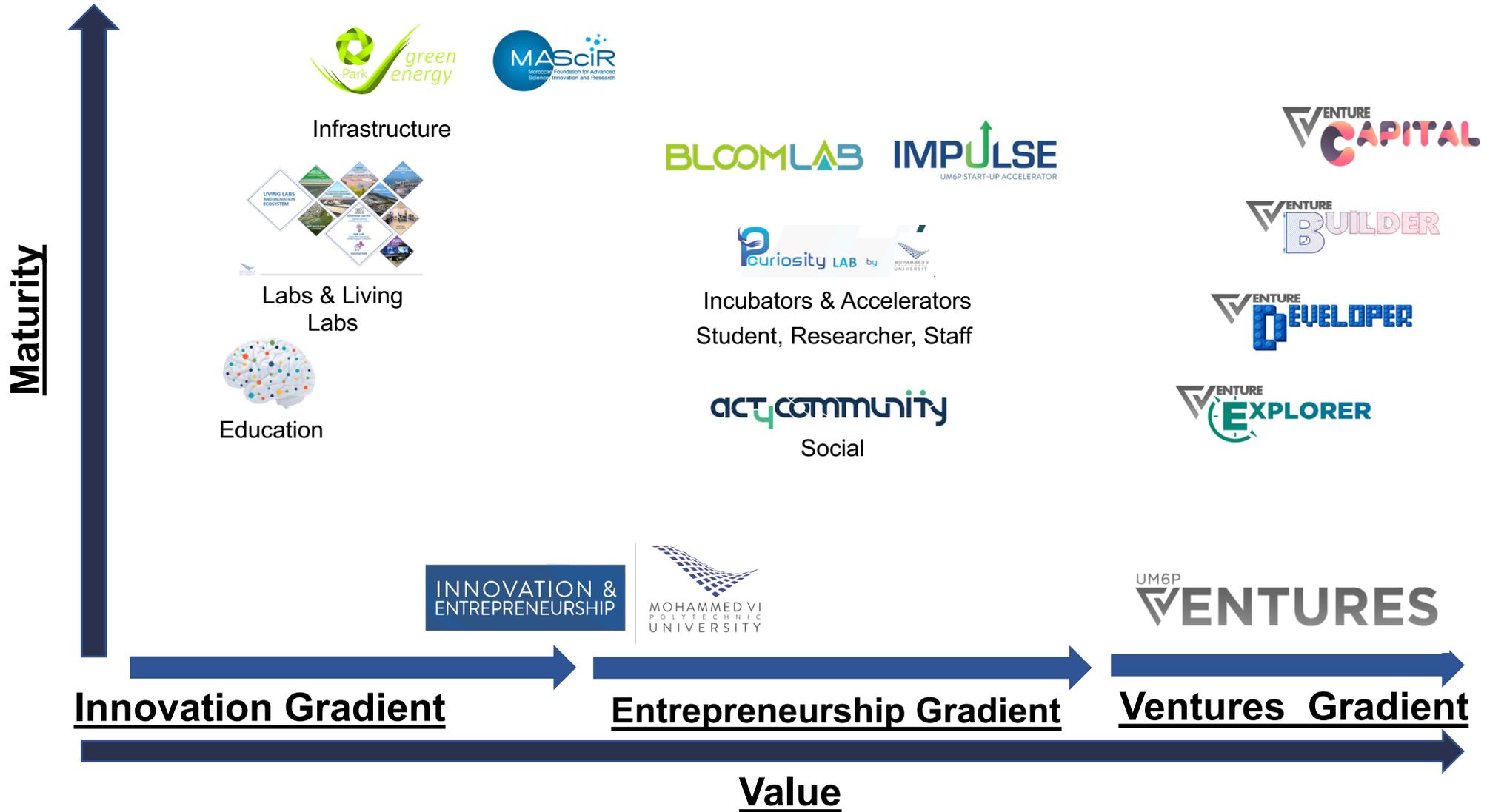


Opportunity of Scientific Research in the Continuum of Innovation & Entrepreneurship

Dec 3, 2020

Yasser Biaz
General Manager

The Innovation-Entrepreneurship-Ventures Continuum



Problem Definition	<ul style="list-style-type: none"> • The potential growth trajectory in Morocco and the greater African region is tremendous. • Investors are trying to find the most viable highest growth opportunities • Access to opportunities in Morocco and the greater African region have not been plentiful due to lack of exposure to investors. To assist investors and entrepreneurs alike, it is important to partner with both Moroccan and elite global educational institutions that provide business opportunities for entrepreneurs and consistent deal flow for the funds. • Furthermore, connecting expert teams to entrepreneurial ventures will be key to any new venture's success. 			
Key Message	<p>UM6P Ventures builds seed and early stage strategic equity portfolios. UM6P Ventures is backed by world class universities and a world-renowned multinational corporation to support innovative, high-growth potential entrepreneurs in the field of sciences</p>			
Supporting messages	<p>Higher quality and viability of venture startups via partnerships with premier universities Consistent higher quality early-stage deal flow through education and mentorship</p>	<p>Access to best in class labs and resources Through the UM6P community, entrepreneurs have access to expert scientific labs and accelerators for testing, validation, and production</p>	<p>Financial backing and support from the private sector in Morocco and African region Injected capital from organizations to build sustainable businesses across the region</p>	<p>Connecting teams: Creating a dream team Local and international advisors and experts in the sciences field proven to accelerate new ventures with the right know-how</p>

Capital Deployment Strategy

Bootstrap/Pre-Seed, Seed, Series A

Idea,
Research,
Formulation,
Validation

MVP, Market
readiness

Prototype, Scale
up, GTM, IPR
acceleration

Production
Industrialization
Commercialization

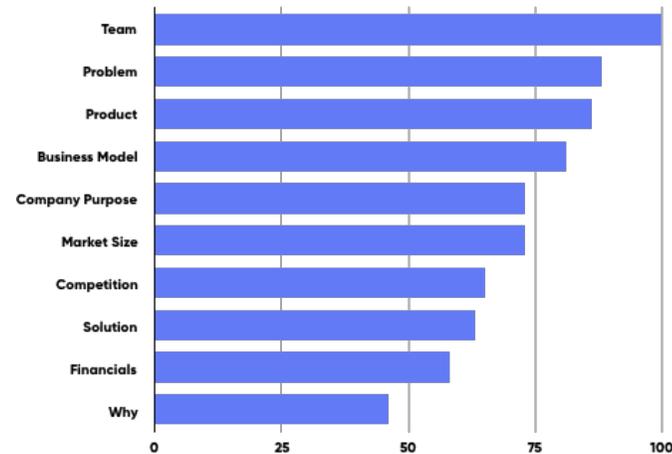
Readiness Level Scale



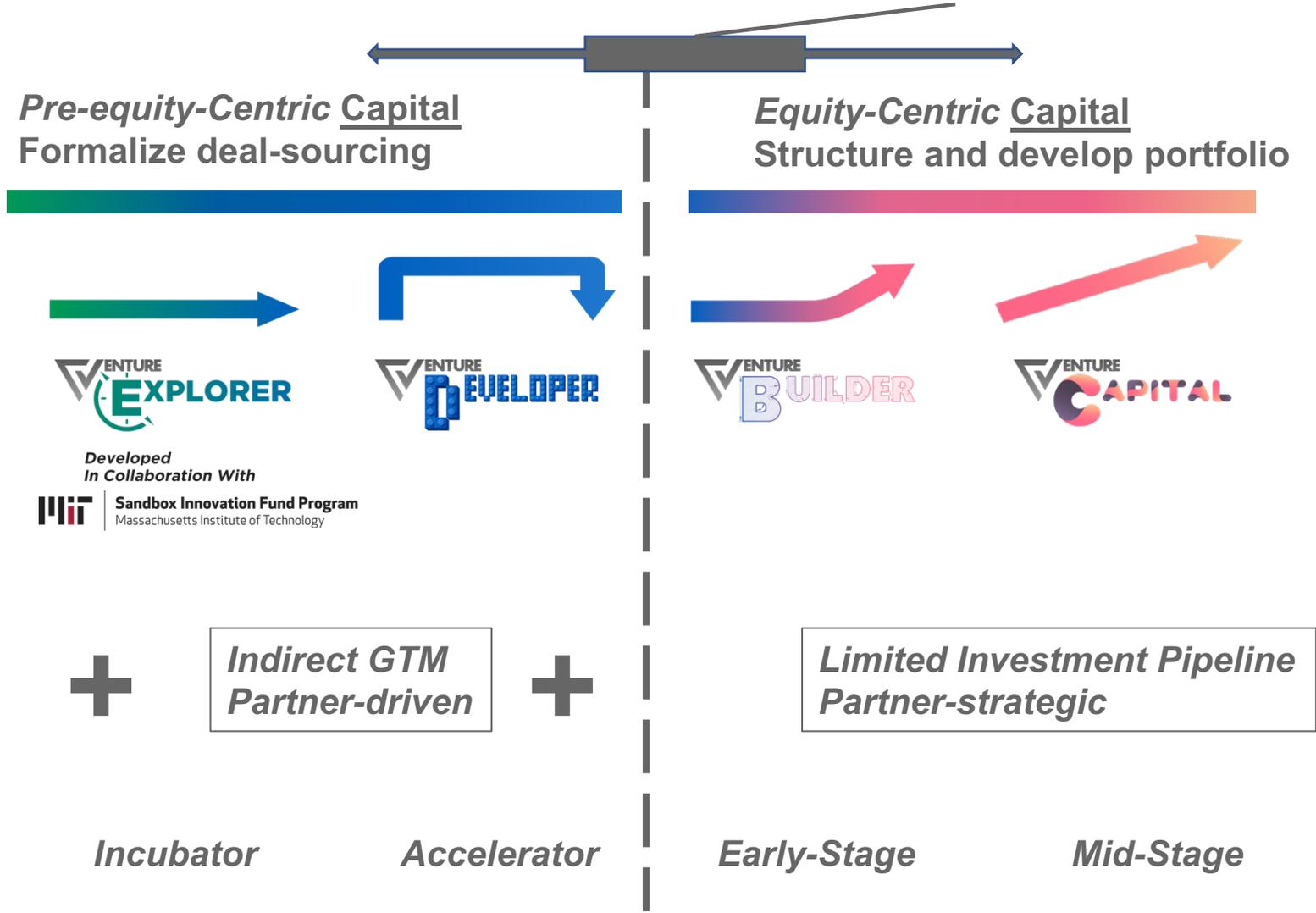
Developed
In Collaboration With



Sandbox Innovation Fund Program
Massachusetts Institute of Technology



Epicenter of I&E “Valley of Death” = “sweet-spot”



UM6P
VENTURES

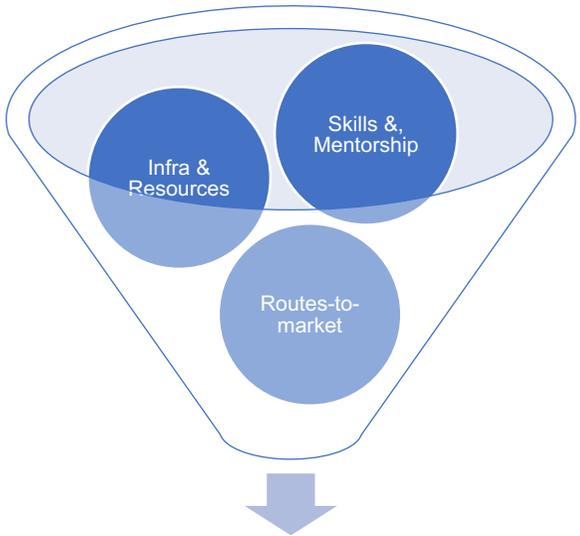
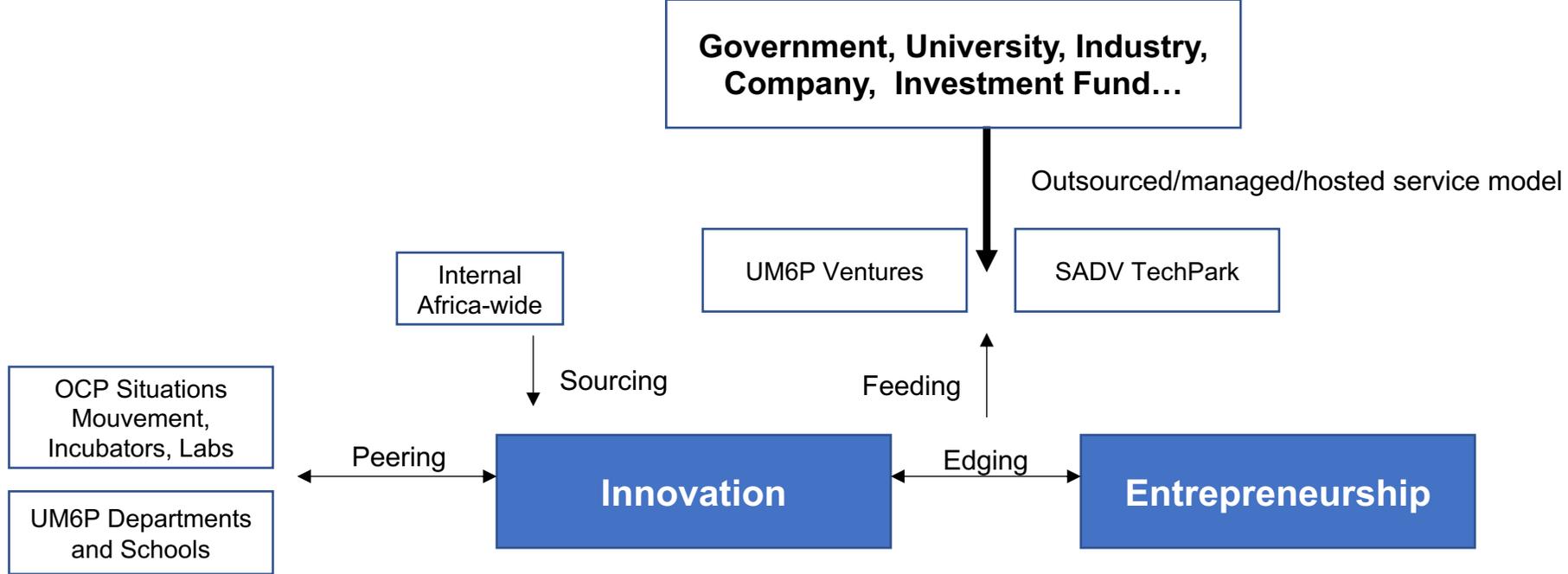
INNOVATION &
ENTREPRENEURSHIP



Support System

Architecture and Mechanism

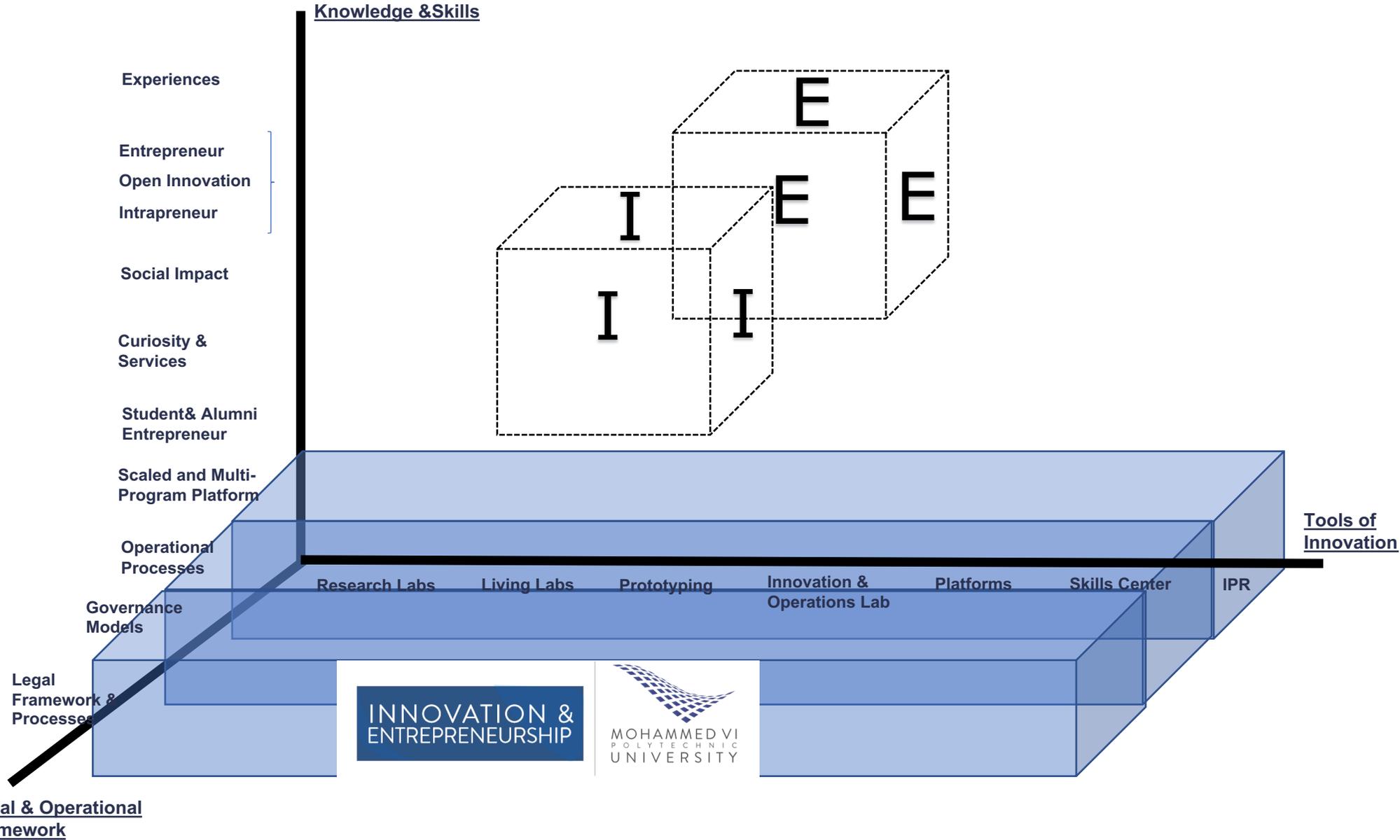
Meeting the Specifics of I&E + R&D



Startup, Company, IPR, Social Entrepreneurship, Other

I&E Architecture Stack

Building the Base for scalable and replicable Innovation and Entrepreneurship



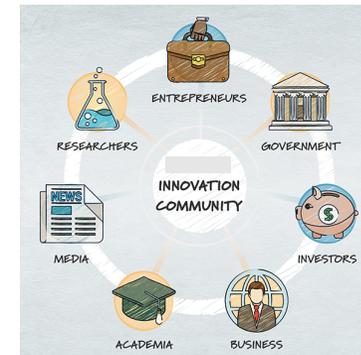
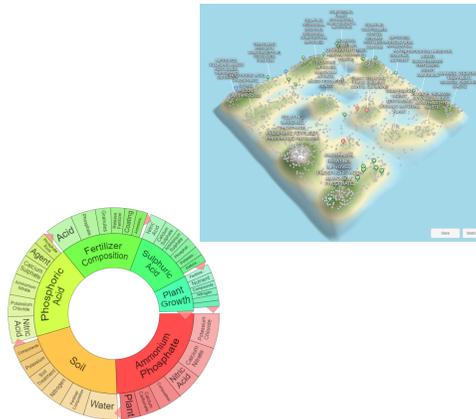
INNOVATION & ENTREPRENEURSHIP

MOHAMMED VI
POLYTECHNIC
UNIVERSITY

Talent Moonshot

R&D Excellence

R&D-to-Market



- Initiated @Phosphate Days.
- Demonstrated stickiness with YRD competitors.
- Mindshare and talent acquisition.
- Wiki and collaboration space.
- Portal to orchestrate and moderate research gradients.

- IP Clerk desk: research, inventory, and secure IPR.
- Markets and applications.
- Regulation and compliance.
- Identify and track stakeholders in the playing-field.
- Identify research opportunity gradients.
- Quants and analytics support for IPR.
- R&D coordination and orchestration.
- Funding goals and resource needs.
- Funding funnels.

- Product definition, refinement and validation.
- Cost-performance model.
- Competitive analysis.
- Manufacturing, production processes, and scalability.
- Identify/engage suppliers.
- Commercial readiness.
- Identify and engage with potential customers/partners.
- Develop Ecosystem and Cluster partnerships; Routes-to-market.

Nomenclature of the Offer to Support OCP-UM6PI&E Programs

UM6P Entrepreneurship Excellence Gradient



Infrastructure

- Lodging
- Food & beverage
- Workspace
- Campus facilities: Library, Gym...
- Shuttle transportation services

Events & Networking

- Press, industry, experts, investors
- Reception capacity, event organization
- Multimodal event management and networking
- Horizontal/Vertical markets focus

Leadership & Skills

- Thought leadership series; inform and influence
- Policy, Markets & economics, science & technology watch
- Degrees, certificates, courses, tracks, modules
- Leadership/hard/soft skills
- Train-the-trainer & Practical training on actual startups
- Best practices; Case studies

Engagement

- Engagement management of entrepreneurs with LivingLabs (experimental mine, plant, farm), Platforms (FabLab, Green Energy Park, Green/Smart Building Park), and ecosystems: resource/access/project management and follow-through
- Subject Matter Expertise per sector: mining, agritech, energy&water, data science, AI...

Data

- Data governance model
- Access protocols and tools
- Test data, as a service or application
- Simulation of test environments

Prototyping

- Prototyping capabilities at UM6P Labs, experimental facilities, and Platforms (FabLab, Green Energy Park, Green/Smart Building Park); and partner facilities

Talent

- Experts, Mentors
- 1-on-1 support
- Talent excellence and Moonshot
- Startup building & staffing
- Consultants

Market

- Due diligence
- Market and application expertise
- Route-to-market; GTM strategies
- Value delivery system



Developed in collaboration with



Sandbox Innovation Fund Program
Massachusetts Institute of Technology

Metrics & KPIs

Roles and Responsibilities

Partnership proposal



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Operational Framework

Partners

Program

Capital

COHORT

FACILITATORS/MENTORS

INCUBATOR / ACCELERATOR

EXPLORER PROGRAM

FUND



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Sandbox Innovation Fund Program
Massachusetts Institute of Technology

- 15 Multidisciplinary Projects from each University
- 5 Facilitators/Mentors from each University

- Curriculum
- Mentorship, Coaching
- Workshops & Webinars

- Cohort ownership
- Value-delivery system
- Guidelines, Playbook
- Capital roll-out
- Management

- Pre-equity Capital
- Governance, Compliance
- Legal
- Finance
- Process Management
- Infrastructure
- ROI



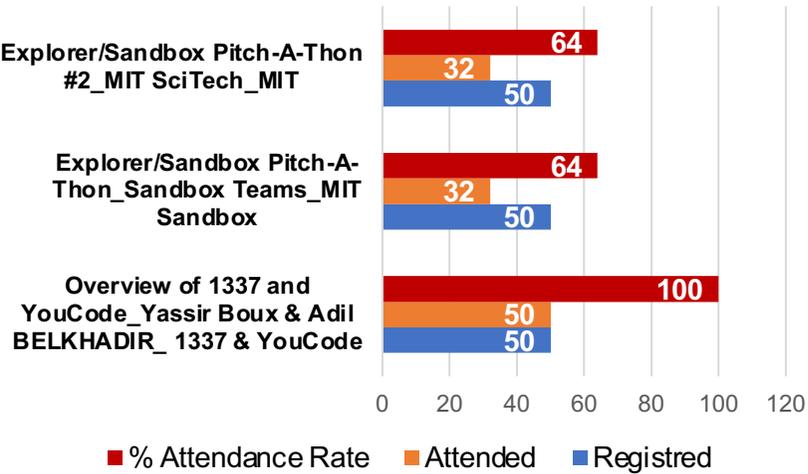
1337



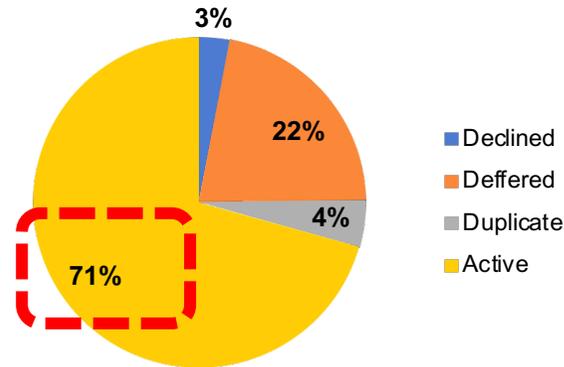
- Multidisciplinary Projects from Explorer 1st cohort, GEP, MASciR, UM6P & 1337/YouCode.

- Mentors from MIT Sandbox
- Facilitators/Mentors from UM6P, GEP and MASciR.
- Engagement management of innovators & entrepreneurs with experts' network, prototype entities and platforms.

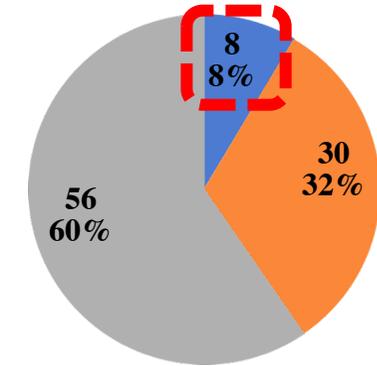
Network Activity



No of supported ventures



Maturation level of teams

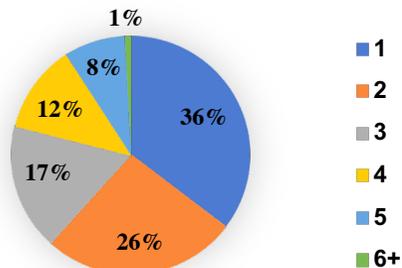


Total Submitted	133
Declined	4
Deferred	29
Duplicate	6
Active	94

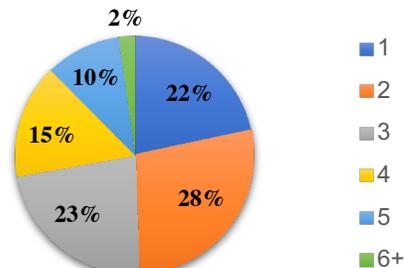
#	Category
X	The team is ready to graduate from Explorer
Y	The team will graduate after a one to two-year incubation period
Z	The team is surviving but is not growing

Team building

Team Size (people/team)

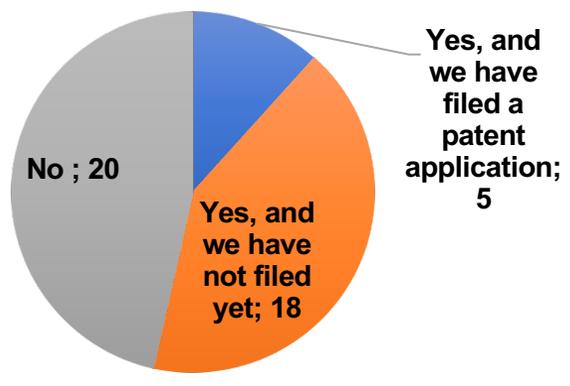


Team Size (people/team)



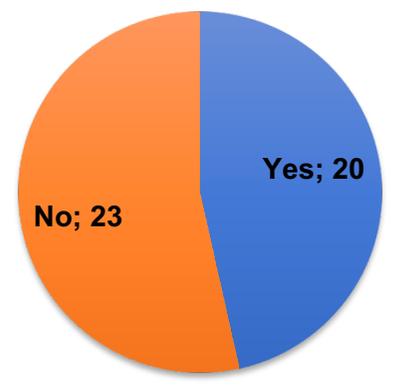
No of patent application

Is your idea patentable?



MVP

Do you have a working prototype (e.g. MVP)?



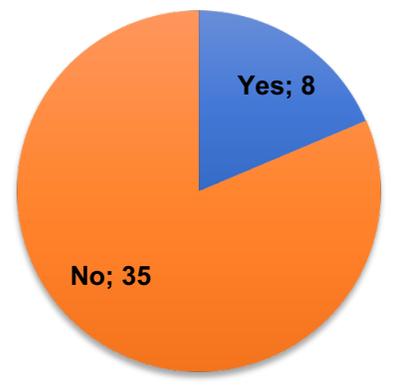
Team

What core skills does your team still need to develop the technology?

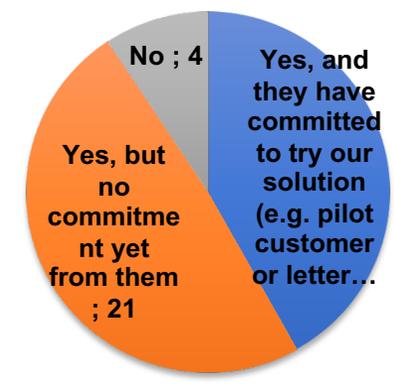


Market Discovery

Do you have paying users/customers?



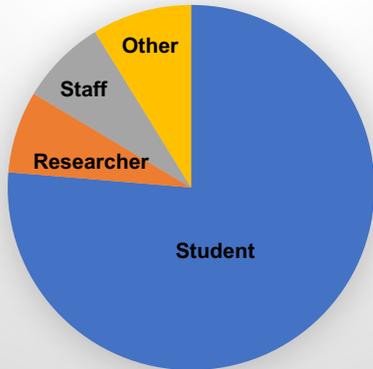
Have you identified an early adopter?



How much primary market research have you completed?

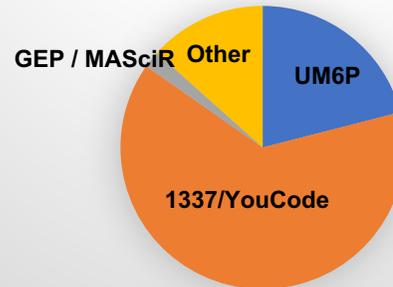


Applicant Status

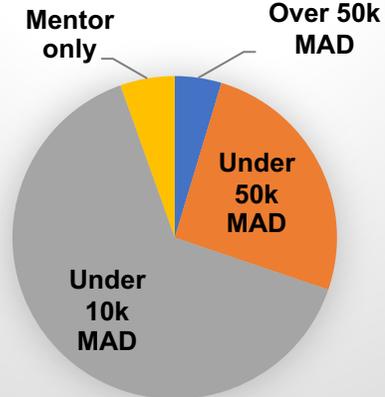


Applicants' Affiliation

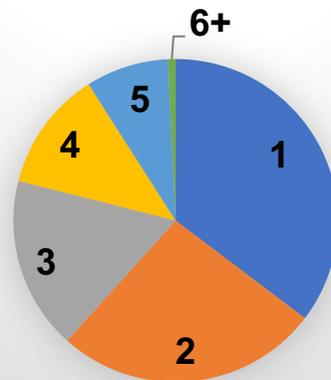
262 People



Funding Award Summary

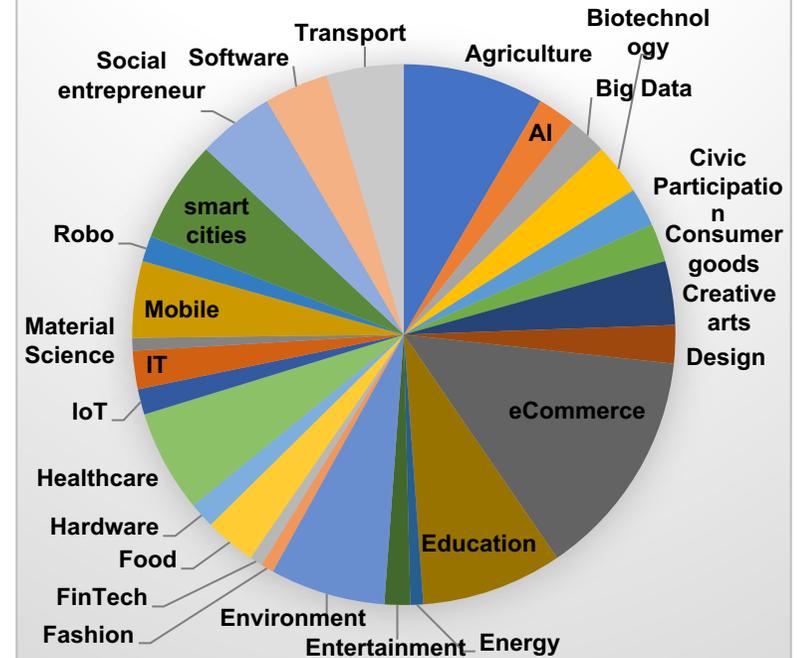


Team Size (people/team)



Area of application

129 Projects

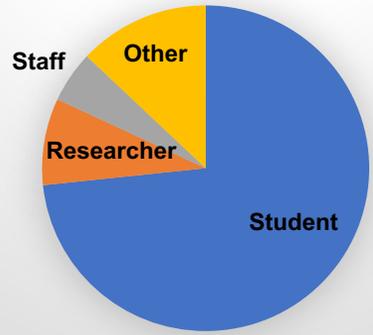


Spring 2020 Cohort: End of Cycle



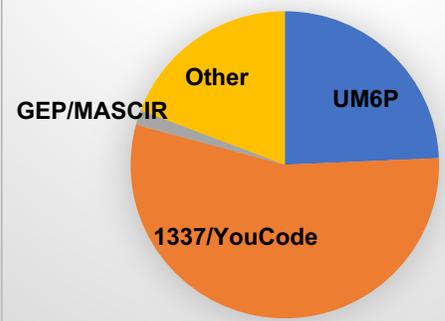
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Applicant Status



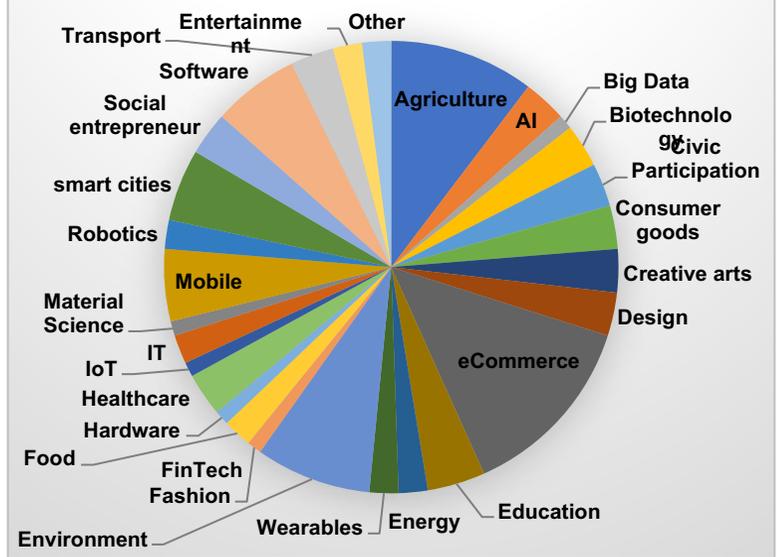
Applicants' Affiliation

255 people



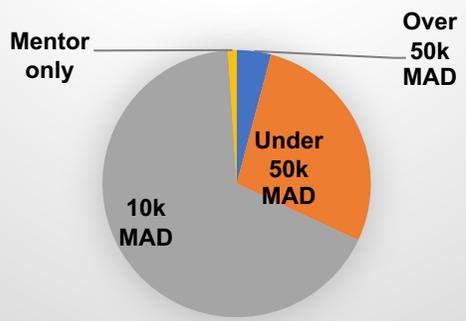
Area of application

97 Projects

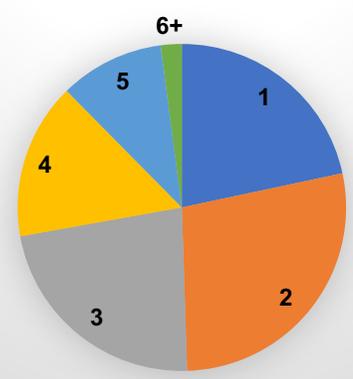


Funding Award Summary

500K MAD (-2.25M MAD)
2.75M MAD



Team Size (people/team)



Application Stage

