



ICT ENTREPRENEUR

“A European University-Business Alliance
aiming to foster the entrepreneurial spirit
of ICT students”

Welcome to the 3rd newsletter of ict entrepreneur!

The ICT ENTREPRENEUR consortium of partners developed an innovative pre-accelerator programme for ICT students and graduates aiming to help them develop their entrepreneurial mindset and at the same time develop new innovative ideas that could be marketable products. Our EU team developed the ICT ENTREPRENEUR training programme within 2016 and then a pilot testing seminar took place in all involved countries (CY, ES, UK, DE, PT) during which a great number of ICT students and graduates participated. The programme included 40 hours of in-class training programme combined with several additional activities, such as visits to relevant companies, discussions with well-known entrepreneurs and start-up founders who shared their experiences with the participants, and 10 hours of mentoring activities.

ICT ENTREPRENEUR ENTREPRENEURSHIP ACADEMY AND BUSINESS COMPETITION

A unique event not to be missed!

5 ICT students and graduates have been selected from each partner country (CY, DE, ES, PT, UK) to participate in the ENTREPRENEURSHIP ACADEMY and the BUSINESS COMPETITION event that will take place in Nicosia, Cyprus between the 10th and 12th of July 2017. Our main aim is to stimulate the interest of young would-be entrepreneurs, build a favourable image for the entrepreneurial career path and of course create awareness about our ICT ENTREPRENEUR project.

In total 25 people will have the opportunity to participate in:

- 1 A 2-day Entrepreneurship Academy programme and
- 2 A Business Idea Competition

Participants will present their business idea in front of a jury panel. They will showcase the experience and knowledge gained during the pilot testing programme. The participation of young ICT students/graduates from 5 different countries will create a unique opportunity for exchange of ideas and experiences and for networking purposes, as the participants will be able to interact with each other, share their knowledge and business ideas and receive training from top trainers from all participating countries, in a top-quality ICT Entrepreneurship Academy.

The event will be open to the public, aiming to create interest to young people through our media coverage. This as an important and innovative event taking place in Cyprus.

PILOT TESTING IN EU

CYPRUS

The ICT ENTREPRENEUR Pilot Testing Programme took place at the European University Cyprus from the 6th of June 2016 until the 17th of June with 18 ICT students and graduates as participants, 6 trainers and 8 guest speakers. After the completion of the in-class training, a number of interesting visits took place to IT companies, start-ups and well-known entrepreneurs, giving the opportunity to the participants to learn about the founder's history, the challenges they faced, the company's products and services, and how they have developed their company over time. Then, the participants had the opportunity for mentoring activities aiming to develop further their idea, to examine the growth opportunities and decide if they wanted to continue with the same idea, fine-tune or develop a new business idea with higher growth prospects. The participants found the training programme really interesting and expressed their enthusiasm for the opportunity offered to them; a new professional path is opened ahead for them!



PORTUGAL

The in-class training was held at University of Beira Interior from the 1st of June until the 19th of September 2016 with 19 participants. The programme was applied in three sessions per week between three to four hours per session. Besides the in-class training and the practical exercises, a visit to Parkurbis - Science and Technology Park of Covilhã was carried out. The main objective of this visit was to give to the students the opportunity to visit Parkurbis and additional Portuguese computing companies. During a local pitching event among the Portuguese participants, 5 people were selected to represent Portugal at the Business Competition that will take place in Cyprus. Their Business Idea is focusing on a computer-aided irrigation system using several technologies.



SPAIN

The ICT ENTREPRENEUR Pilot Testing was held from the 29th of September to the 11th of October 2016, with 20 students and graduates from ICT sector, 2 trainers and 6 speakers. The course and its modules were taught in-class in the University of Alicante. Students who were not able to attend the training because of distance issues followed the course online. After the in-class training, the participants had the opportunity to visit five different businesses, to talk with well-known entrepreneurs and get an holistic overview of the context of entrepreneurship. The role of the mentors was really important in the context of the mentoring activity, as the participants had the opportunity to discuss with the mentors their business idea and develop it further. This activity had as a result to have systematically better project ideas which are more interesting for the market and the potential investors. Two of the participants of ICT ENTREPRENEUR Training programme have participated and won in entrepreneurial competitions at local and EU level. All the participants were very enthusiastic with the level of maturity that their business idea reached and they all highlighted the importance of the ICT ENTREPRENEUR training programme.



UNITED KINGDOM

The University of Gloucestershire ran two sessions of the ICT ENTREPRENEUR course. The first one took place in April and the second one took place in November. In total, 14 students and graduates from ICT sector participated to both events. During the delivery of the two ICT ENTREPRENEUR courses in 2016, 5 trainers and 6 guest speakers were involved; and all operated as mentors during both courses. The ICT ENTREPRENEUR pilot testing that took place in November ran over two weekends and combined both training hours, guest speakers and mentoring. Participants brought and developed business ideas for Secure Data Storage for SME's, Mobile Barbering (booked using an App), Design Consultancy, Water from Air device (in arid climates), Organic Energy drinks, War Gaming Platform, Innovation Space design and Shopping Product/Pricing/Payment App. Along with the core entrepreneurial mind-set and the Lean Business Planning materials, the course covered pitching skills and presentation skills and external input was given on the funding landscape and intellectual property rights.

GERMANY

The ICT-training took place in the TechBase, Regensburg's brand-new innovation center on the 25th until the 29th of July 2016. In the TechBase a lot of start-ups are located thus the ICT ENTREPRENEUR participants had the chance to meet a number of start-up founders or visit start-up companies during the training week in July. Although it was hard to find participants for the pilot testing of the programme, finally all of them were highly motivated. The main aim of the participants was to take the chance to cultivate their entrepreneurial mindset, to develop further their entrepreneurial skills and to network with other people. Some of them were also looking for practical tips for working in a start-up even though they do not want to develop their own company. All the participants of the training emphasized the practical relevance of the ICT ENTREPRENEUR training as well as the outstanding ability of the trainers and guest speakers.



Testimonials

Participants from all 5 countries described their experience in the ICT ENTREPRENEUR training programme! They mentioned that this was a unique and a life-time experience, introducing them to a new professional path!

Kyriakos Kyriakides

(Participant of CY Pilot testing Programme)

The ICT ENTREPRENEUR Pilot testing programme in Cyprus was undoubtedly a great experience for me! I spend 2 full weeks in the Summer of 2016 with people of the same mindset with me! In the years I realized and learned that in order to succeed as an entrepreneur you have to be surrounded with people with the same mindset like you! Instead of me and the other people in the programme, going to the beach (like everyone else), we invested 2 weeks to ourselves to expand our Entrepreneurial mindset and our skills! We had the chance to be surrounded with succeeded people as entrepreneurs, and many of them became role models for us! We had the chance to attend amazing seminars with high skilled people and also motivate ourselves for our journey in entrepreneurship! It was an amazing experience and I am glad I decided to attend it!





ZAKARIYA'U TANIMU MUHAMMAD

(Participant of CY Pilot testing Programme)

ICT ENTREPRENEUR Training Programme has been an engaging and thought provoking experience that cultivated the right kind of entrepreneurial attitude in me, to easily spot problems and transform them into business opportunities using methods and strategies (Business Model Canvas, Lean Startup Approach, Bono hats, etc) that I thought that were only used by top tier companies.

In addition we were embraced by a family of Business Professionals that are open-minded to share their experiences and always available to mentor us.

One could not have asked for anything more.

Igor Matias

(Participant of PT Pilot testing Programme)

ICT ENTREPRENEUR project helped me, above all, in my preparation for the business future. Through this training, I had the opportunity to go through all the necessary steps which are needed to start a business and build a project, to discover new tools and methods and improve further my entrepreneurial mind-set and skills. I really liked the Pitching Module and the Business Plan Module. Now, after the end of a very productive training programme, I have all the skills needed to face and handle my business future. Furthermore, the contact with successful cases of entrepreneurs, with the most diverse types of career beginnings in the business world and with people who were open to share with us their failures and the solutions they found, was really essential and useful for all the participants. Without doubt, it was an enriching experience, which will certainly be part of the pillar of my career and which I recommend to all students who can participate in a future training.



Zaira Cippitelli

(Participant of ES Pilot testing Programme)

Before attending the ICT ENTREPRENEUR project, I didn't know a lot about Business Model Canvas, Lean Business Plan, Pitching skills and thus I wasn't able to bring those methodologies in my project. After the end of the training, I am feeling that I am able to develop further my project and "fight" for it with a lot more resources.



Xaver Bayerl

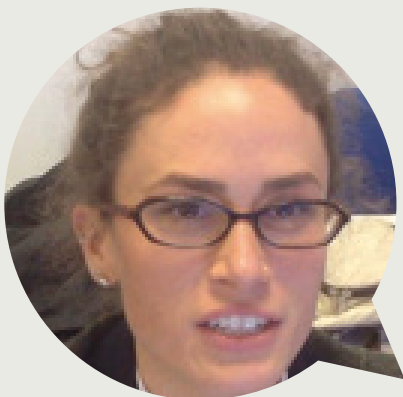
(Participant of DE Pilot testing Programme)

It's impressive how many different subjects were brought up and we further discussed them in the evening. Also, I really liked that not purely technical subjects were covered as well.

Kristin Weiherer

(Participant of DE Pilot testing Programme)

I had many ideas in the last couple of months and now, through the additional knowledge and all the information gained through the ICT ENT project, the blockade dissolved. I am now on fire and really into corporate thinking. My schedule for next week is already complete, because I am hitting the ground running from now on. And I decided to register my company as a brand.



Natalie Deuink

(Participant of UK Pilot testing Programme)

The ICT ENTREPRENEUR course took me out of my comfort zone, encouraged me to rethink the business concept and gave me confidence to build a business plan that enabled me to develop marketing materials for investment and engagement of funders.

stay tuned!

CONNECT WITH US THROUGH OUR PROJECT'S WEBSITE AND SOCIAL MEDIA ACCOUNTS

If you would like to receive updated information about our project progress, interesting articles about the development of EU directives and policies on entrepreneurship issues and news about our training courses for ICT students/graduates, please:

- ♦ Visit our ICT ENTREPRENEUR website: www.ictentrepreneur.com
- ♦ Like our ICT ENTREPRENEUR facebook page: www.facebook.com/ictentrepreneur
- ♦ Follow our ICT ENTREPRENEUR twitter account: @ICTENTRE2015
- ♦ Connect with ICT ENTREPRENEUR LinkedIn Account

JOIN OUR NETWORK OF ICT ENTREPRENEURS!

If you:

- ♦ are an ICT student or graduate
- ♦ are a would-be-entrepreneur wishing to be involved in ICT sector
- ♦ have a great business idea on digital entrepreneurship sector
- ♦ are interested in developing your entrepreneurial skills further;
- ♦ are looking for a different professional path on ICT sector

...then ICT ENTREPRENEUR is of great interest to you!

You can visit our website and also like us on facebook to receive updated information about our training courses, news about the project progress and interesting articles on the entrepreneurship area.

For more information about ICT ENTREPRENEUR please contact the Project Coordinator:

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