Entrepreneurship & Innovation Hub
Presentation by Audrey Richards, DBJ
Definitions

Research & Development
Systematic creative work resulting in the creation of new body of knowledge used to formulate new materials or entire new products as well as to alter and improve existing ones.

Innovation
The process of translating an knowledge, ideas or inventions into a product or services that creates value for which a customer will pay.

Entrepreneurship
A human experiment designed to generate sustainable business models to deliver new products and services to the market under conditions of extreme uncertainty.
SMEs

- Profile of SMEs
  - ‘Shovel ready’
  - Respond immediately to supply of resources
  - Politically easy to assist
  - Cap on returns at some level

- Startups
  - Require nurturing and support
  - Develop in communities to share resources effectively
  - Between 1980 to 2005, 40million net jobs created by startups vs SMEs
U.S. Net Job Creation by Startups vs. Established Firms

Source: Longitudinal Business Database | Figure: Hagit Bachrach
Entrepreneurs

‘Entrepreneurship can be taught’

Successful entrepreneurs

- Employ a highly disciplined & skilled approach
- Targeted & deliberate not just intuitive
- Data driven
- Geographically dispersed – no regional monopoly on talent
Innovators

‘Innovation ≠ Invention’

Successful Innovators

- create value from inventions
- understand customer problems
- highly responsive
- test ideas against reality
Startup Ecosystem

Key role:

- Connecting ‘Innovators and Entrepreneurs’
- Teams of ‘Hackers and Hucksters’
- Investing in Commercialization
- Linking researchers/IP patents to Innovator
- Contrast to SME Finance & Business Support Ecosystem
Innovation Ecosystem Mapping

Innovators/Accelerators

Business Services Providers

Private Sector

Financials

Academia

Government

Development Partners

High Impact Entrepreneurs

- NCB Agile Lab
- Innovate 10x
- First Angel Investor Network
- Branson Centre
- SRC Climate Innovation Centre
- JBDC Accelerator
- DBJ: Ignite, Voucher prog
- JBDC
- JAMPRO
- IPI
- Youth Innovation Centre

- UWI
- UTECH
- UCC
- NCU

- EIB
- IDB
- MIF
- USAID
- Global Affairs Canada

- JCS
- JMMB: SME Resource Centre
- Service Providers
- JN Social Enterprise
- Usage Tech Bold Ventures
- I Support Jamaica
- Alpha Angel Investors
- New Fortress
- First Global Bank
- JMMB

Business Information Platform

Innovation Lab

Build: Turn ideas into products. Build MVP.

Learn: Pivot or persevere strategy.

Measure: See how customers respond. Identify early adopters.
Key challenges

- Cultural misalignment
- IP management
- Limited funding for innovation
- Innovation Gap
- Need for talent
- Limited business support for innovative entrepreneurship
Innovation Ecosystem Value Chain

Innovation

Pre-Seed

Seed

Early Stage

Growth

Maturity

Innovation Ecosystem

Commercialization Chasm

Design Thinking
Research
Applied Innovation

Lean Startup
Business Model

Enterprise Systems

High Impact Entrepreneur SME

Banks
IPO
VC & PE
Angel Investor
Incubators & Accelerators
Crowd Funding
Friends & Family Founders
# Global Competitiveness Report

<table>
<thead>
<tr>
<th>Pillar</th>
<th>Score</th>
<th>Rank</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>12th pillar: Innovation</strong> 1-7 (best)</td>
<td>64</td>
<td>3.4</td>
<td>-</td>
</tr>
<tr>
<td>Capacity for innovation 1-7 (best)</td>
<td>58</td>
<td>4.2</td>
<td>-</td>
</tr>
<tr>
<td>Quality of scientific research institutions 1-7 (best)</td>
<td>52</td>
<td>4.1</td>
<td>-</td>
</tr>
<tr>
<td>Company spending on R&amp;D 1-7 (best)</td>
<td>61</td>
<td>3.4</td>
<td>-</td>
</tr>
<tr>
<td>University-industry collaboration in R&amp;D 1-7 (best)</td>
<td>60</td>
<td>3.5</td>
<td>-</td>
</tr>
<tr>
<td>Gov't procurement of advanced technology products 1-7 (best)</td>
<td>93</td>
<td>3.0</td>
<td>-</td>
</tr>
<tr>
<td>Availability of scientists and engineers 1-7 (best)</td>
<td>88</td>
<td>3.6</td>
<td>-</td>
</tr>
<tr>
<td>PCT patents applications/million pop.</td>
<td>81</td>
<td>0.4</td>
<td>-</td>
</tr>
</tbody>
</table>
Challenges

- Cultural Misalignment
- Innovation Chasm
- IP management
- Need for talent
- Limited funding
- Limited support

Opportunities

- Entrepreneurial Movement
- Advance Business Support
- Innovation Fund
- Mentorship Program*
- Collaboration Platform
- IP Exchange
"Democratizing economic empowerment"
1. **E&I Hub**

![Diagram of E&I Hub]

- **Pre-seed > R&D > Applied Innovations**
- **Seed > Acceleration > Business model generation**

- **University Incubators**
- **Science & Tech Centers**
- **Private & Public Incubators**
- **Accelerator**

**DESIGN THINKING Innovation**

- **Explore**
- **Prototype**
- **Define**
- **Empathize**
- **Test**
- **Implement**
2. IP Exchange

- IP Sponsors
- Intellectual Property Exchange
- Special Purpose Vehicle
- Contract Negotiation
- Buyer
- Buyer
- Buyer
- Buyer

IP Advisor
3. Innovation Fund

- Source of Funds
  - ROI
  - Private
  - Corporate Venture
  - Development Partners
  - Government

- Financing Tools
  - Grants
  - Early Stage Financing

- Portfolio Performance
  - 10x
  - ROC

- Return on Innovation

R O I
Innovation Ecosystem Strategy Canvas

- **E&I**
- **Current Status**
- **Offering Level**

- **High**
- **Raise**
- **Create**

- **Low**
- **Reduce**
- **Eliminate**

- **Capacity Building**
- **Co-Working Space**
- **Innovation Culture**
- **IP Platform**

- **Mentorship**
- **Private Sector lead**
- **Innovation Funding**
Core VP:
• Innovation Fund
• IP Commercialization

Activities:
• Support existing innovation initiatives

Core VP:
• Innovation Fund
• IP Commercialization
• Build an Entrepreneurship Movement

Activities:
• Invest in full own innovation capacities
• Develop cohorts of entrepreneurial protagonists

Strategic Options

Indirect

Direct

Innovation Fund
IP Commercialization
Entrepreneurial Movement

Catalyst

Strengthen innovation Ecosystem
Recruit entrepreneurs protagonist
Communication channels for cultural shift

FinTech
Agri-Tech
Health-Tech
Energy-Tech
<table>
<thead>
<tr>
<th><strong>Key Partners</strong></th>
<th><strong>Key Activities</strong></th>
<th><strong>Value Propositions</strong></th>
<th><strong>Customer Relationships</strong></th>
<th><strong>Customer Segments</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Private Investors</td>
<td>IP Management</td>
<td>Innovation Funding</td>
<td>Personal engagement</td>
<td>High potential entrepreneurs</td>
</tr>
<tr>
<td>Public Sector</td>
<td>Capacity Building</td>
<td>IP Commercialization</td>
<td>Mentorship Program</td>
<td>Skilled professionals with latent entrepreneurial desires</td>
</tr>
<tr>
<td>Academia</td>
<td>Fund Management</td>
<td>Entrepreneurial movement!</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Development Partners</td>
<td>Mentorship programming</td>
<td>Advance Capacity Building (including shared services)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Innovation programs</td>
<td>Change management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diaspora</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Development Partners</td>
<td>IP Platform</td>
<td>IP Platform</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Innovation programs</td>
<td>Funding</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diaspora</td>
<td>Business Service Providers</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Key Resources</strong></th>
<th><strong>Channels</strong></th>
<th><strong>Cost Structure</strong></th>
<th><strong>Financing Model</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>IP Platform</td>
<td>Innovation programs</td>
<td>On-going change management cost</td>
<td>Public/Private Investments (Corporate Venturing)</td>
</tr>
<tr>
<td>Funding</td>
<td>Pitch Competitions: NBMC</td>
<td>Knowledge &amp; Expertise acquisition</td>
<td>Royalty financing</td>
</tr>
<tr>
<td>Business Service Providers</td>
<td>Social Media Platform</td>
<td>Overheads</td>
<td>Strategy &amp; Innovation Design thinking fees</td>
</tr>
<tr>
<td></td>
<td>Entrepreneur Club</td>
<td></td>
<td>Co-Working revenue streams</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Cost Structure</strong></th>
<th><strong>Financing Model</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>On-going change management cost</td>
<td>Public/Private Investments (Corporate Venturing)</td>
</tr>
<tr>
<td>Knowledge &amp; Expertise acquisition</td>
<td>Royalty financing</td>
</tr>
<tr>
<td>Overheads</td>
<td>Strategy &amp; Innovation Design thinking fees</td>
</tr>
<tr>
<td></td>
<td>Co-Working revenue streams</td>
</tr>
</tbody>
</table>
Next Steps:

- Partnerships
- Select Priorities
- Secure Funding

- Location
- Team
- Operationalize