



Functional Start-Up Networks (TURKEY)



1. ŞİRKET ORTAĞIM (PARTNER COMPANY – ANGEL INVESTORS NETWORK)

- **Who is involved?**

Şirket Ortağım Angel Investors Network brings together more than 25 leading investors and a lot of initiatives around the Turkey.

- **What is the purpose of the network?**

Şirket Ortağım Angel Investors Network is a service provider which enable transfer of finance, knowledge and experience of the investors to entrepreneurs through bringing them together in a business ecosystem.

- **What is the format and the structure of the network?**

The network which established in September 2013, has accredited by the Undersecretary of Treasury with Individual Participation Capital (BKS) legislation in June 2014 and gained the incorporated company status in September, 2014. Also, with the new status of the network, it is intended to accelerate the investment process and to improve the quality of analysis of entrepreneurs.

During the application process, candidate entrepreneurs must be a member of the system by filling out the membership form. After membership, entrepreneurs can complete their applications by revised current presentations in accordance with "Draft Report" in "Enterprise Applications" section. Finally, the presentations are examined by the Council and the applicants are informed as soon as possible.

- **What value does it add to the ecosystem?**

In context to Undersecretary of Treasury, so far total 2.8 Million Turkish Liras investment is performed in 2014, and the Angel Investor Network has assumed an important role in the development ecosystem with an investment of 1.3 million Turkish Liras in the same year.

Services offered to entrepreneurs a lot of services and opportunities such as mentoring support in the investment process, opportunity to submit the initiative to the exclusive angel investor, business plan and financial reporting support, opportunity to receive investment, opportunity to access investors' knowledge and experience, networking opportunities, opportunity to participate in educational and informative seminar on entrepreneurship.

- **What makes it work so well – is it innovative?**

Şirket Ortağım Angel Investors Network have been awarded the Prize for Best Angel Investor Network of Southern Europe in European Business Angels Investment Forum (EBAN) held on December 15, 2014. Some investments which took place with 25 leading angel investors in 2014 are as follows:

Visionteractive: It was founded in January of 2013. Visionteractive which is bridging between online and real-world develops the social media-based, fun, interactive physical and digital products. <http://visionteractive.com/>

Webeyou: With Webeyo you can supply photos anywhere in the world, you can ask questions without having to go to a remote location. It adds a new breath to commercial and individual markets by allowing to see the truth which is not intended to be shown to you. <http://webeyou.com/>

Website: <https://www.sirketortagim.com/melek-yatirimci-agi/anasayfa>

2. LAB X (ENTREPRENEURSHIP AND INVESTMENT CONSULTING COMPANY)

- **Who is involved?**

Already in a short time frame LabX has gathered an angel investor group of over 85 individuals and opened its application channels to local and international entrepreneurs.

- **What is the purpose of the network?**

LabX was launched in the second half of 2006 with the aim to enhance the underdeveloped entrepreneurship culture in Turkey by incubating promising business ideas and launching new initiatives. LabX has taken on the unique mission to train tomorrow's successful entrepreneurs, raise nationwide awareness for entrepreneurship with successful and made-it-all start-ups, bring ideas to life with through its business angel network and foster on-going projects. LabX constantly facilitates its access to Ideas, Business Angels and Know-How and considers these as important factors for success in the business.

- **What is the format and the structure of the network?**

Application Process:

01: Application and Pre-Selections: *Evaluate the registered.* Making returns within four weeks.

02: Evaluation of Nominated Ideas and Interviews: *Expert Businessmen decide to invite the candidates for interview. They choose the successful idea to invite for an interview.* If the candidates have a successful interview with the experts, LabX provides meetings to present the ideas to the angel investors.

03: Elaborating the Selected Ideas: *Preparing a feasibility report with LabX expert consultants.* Determining the business model, capital requirement and 5 years of business plan. *Having an advice from angel investors after concluding the road map.*

04: Supporting the Started Job: *Implementing the idea with LabX and Angel Investors.* Supporting the business with marketing, finance, law and HR consultancy. *Getting reports and performance analyses from the business.*

- **What value does it add to the ecosystem?**

In order to promote the entrepreneurship culture among young entrepreneurs, LabX has been running Turkey's leading university-wide entrepreneurship competition (Bir Fikrin mi Var? – Do you Have an Idea) since 2007. From 2010 Bir Fikrin mi Var? – Do you Have an Idea? have been one of the leading TV Show to spread the entrepreneurship culture globally. LabX looks forward to develop many similar local and international alliances in order to better assist entrepreneurs. Also LabX provides some services to entrepreneurs such as entrepreneurship

training services, innovation consulting services, LabX angel investor services, and business ideas corporatization services.

- **What makes it work so well – is it innovative?**

LabX is keen to extend its local and international presence and hence is open to various partnerships and opportunities with likewise international angel networks, associations or universities in the fields of know-how sharing and financing.

Website: <http://lab-x.org/index.html>

3. ITU SEED – ENTREPRENEURSHIP ECOSYSTEM

- **Who is involved?**

ITU Seed which was established by Istanbul Technical University (ITU) and ITU ARI Technocity in 2011 has brought together 2500 initiatives in the last 3 years.

- **What is the purpose of the network?**

ITU Seed that brings together entrepreneurs, companies, investors and professionals with an extensive ecosystem is an entrepreneurial center which is open to all sectors such as chemistry, electronics, informatics and biogenetics. In addition to the general categories the different disciplines enables the emergence of innovative and successful initiatives with specific categories of combining Cloud Computing and Automotive Technologies.

- **What is the format and the structure of the network?**

ITU Seed program consists of 4 stages including Pre-incubation, Accelerator, Big Bang, and Incubation. In Pre-incubation stage, infrastructure and superstructure facilities which based on 800 m² indoor area are provided to entrepreneurs to make their research for transformation of an idea to the project, product, or service. In the Acceleration stage the adopted group of entrepreneurs receive up to 150 hours of Core MBA education including business plan writing, marketing and finance. In the second stage, entrepreneurs can benefit from experiences of coaches and mentors in the area of expertise as well as they have developed their own projects. Also they can find opportunities to create networks benefiting from university-industry cooperation. The Big Bang stage is an organization that brings together entrepreneurs and investors. The organization provides entrepreneurs an opportunity to make presentations on the stage to several investors to win a total of 1 Million Turkish Liras core capital. At the same time entrepreneurs can access different types of networks and potential customers. In the last stage (Incubation) successful entrepreneurs continues to develop talent and taking advantage of “Incubation” opportunities for 1 year.

- **What value does it add to the ecosystem?**

In ITU Seed, a total of 74 projects have been held in pre-incubation in the last 3 years. A total of 198 entrepreneurs, including 115 men and 83 women have benefited from 300,000 Turkish Liras R&D fund and total of 735,000 TL prize money is distributed in the Bing Bang stage. Also, in the last three years a total of 5 million Turkish Liras entrepreneurial support is provided to entrepreneurs. Additionally, ITU Seed has given a total of 700 hours mentoring and consulting services and total of 375 hours of training and seminars support. Finally, more than 20 projects have incorporated in the first three years.

- **What makes it work so well – is it innovative?**

ITU Seed is an ecosystem predicting all the needs of an entrepreneur by means of pre-incubation, accelerator, Big Bang and Incubation stages with the mission of guidance and encouragement to entrepreneurs. At the same time is an example of a unique synergy combining labor of many giant institutions, numerous juries, mentors, and trainers.

Website: <http://www.itucekirdek.com/en>

4. WEBRAZZI (Web Source)

- **Who is involved?**

Founded in 2006 by Arda Kutsal, Webrazzi’s Turkish and English editions are now compiled by over 15 correspondents, writers and analysts from across the region, reporting on the latest developments in the tech community. Sites are visited more than 60,000 times a day, with the monthly unique visitor number exceeding 6 00,000.

- **What is the purpose of the network?**

Webrazzi is the leading web source which focus on digital markets, startups, investments, technological developments and events in Europe, Middle East and Africa. For the latter two that are previously neglected by ‘mainstream’ digital publications aimed to be a unique and unparalleled tech information source.

- **What is the format and the structure of the network?**

Entrepreneurs can use the Initiative Application Form to promote their initiatives to Webrazzi authors. Also they can follow recent developments in entrepreneurial ecosystems.

- **What value does it add to the ecosystem?**

Webrazzi offers initiatives opportunity to introduce their projects to wide audience and to find financial and marketing supports. Through the website entrepreneurs can access to different types of social networks and different types of customers.

- **What makes it work so well – is it innovative?**

Sites are visited more than 60,000 times a day, with the monthly unique visitor number exceeding 600,000.

Website: <http://en.webrazzi.com/>