Egypt Startup Ecosystem Canvas (Draft v1)

See the most recent infographic at

https://fi.co/insight/egypt-s-startup-resources-list-for-entrepreneurs-accelerators-incubat ors-investors.

Contributions below will be included in the next release!

General Tips:

- Do not edit the highlighted areas.
- Each resource should only be linked, and listed once, or else the list will become unwieldy.
 - o When deciding an appropriate category for a resource, simply choose the *earliest* category or startup phase that the resource *primarily* serves.
 - o Also, if one resource has several "brands" (ex. a co-working space that has a separate event series), it is perfectly appropriate to list out those brands as separate resources (listed under their different brand names).
- List all resources in alphabetical order. This helps deter favoritism and keeps your canvas as objective as possible.
- Open up contributions to your local community.
- The Startup Ecosystem Canvas was created to make your ecosystem more transparent and inviting to newcomers. Keep this goal in mind.
- Download the worksheet, see all guidelines, and view examples at http://fi.co/canvas.

This community resource was created by the <u>Founder Institute</u>, the world's premier pre-seed startup accelerator. If you are building a company in Egypt learn more at http://Fl.co.

Startup Stages

There is no one right way to build a technology company, but for the sake of simplicity we have outlined a basic, common, sequential framework.

1. IDEA-STAGE

This is where new entrepreneurs get inspired, learn best practices, develop skills, validate ideas, and begin to build their team and product.

1. Inspire

a. **Startup Media:** Centralized local information, listings, and news. (i.e. startup blogs/ publications/ lists/ FB groups/ newsletters, Startup Digest)

Disrupt Africa Egypt

i. Egyptian Streets Technology

ii.EgyptInnovate

iii.MENAbytes Egypt

iv. Startup Digest Egypt

v. Startup Scene Egypt

vi Wamda Egypt

vii.WeeTracker Egypt

- b. **Inspirational Events:** Open, inclusive, beginner startup events (i.e. Startup Weekend, idea fairs, and inspirational meetups)
- Egypt Entrepreneurship Summit (Alexandria)
- i. RiseUp Summit (Cairo)
- ii. Startup Weekend Alexandria (Alexandria)
- iii. Startup Weekend Cairo (Cairo)
- iv Tech Revolution (Cairo)
- v. Techne (Alexandria)
- vi. Techne Summit (Alexandria)

Educate

- a. **Best Practices:** Beginner knowledge-sharing events. (i.e. beginner events that serve to educate more than inspire, like Startup Founder 101, etc).
- Cairo Al Meetup (Cairo)
- i Cairo Bitcoin Meetup (Cairo)
- ii.Cairo R Users Group (Cairo)
- iii. Cairo Women in Machine Learning & Data Science (Cairo)
- iv. Cairo's Data Science Community (Cairo)
- v. DevOps Egypt Meetup Group (Cairo)
- vi. Egypt Blockchain Meetup (Cairo)
- vii. Geek Developers (Cairo)
- viii.PyData Cairo (Cairo)
- ix. Startup Founder 101 (Cairo)
- x. Startup Grind Alexandria (Alexandria)
- xi. Startup Grind Cairo (Cairo)
- xii.Tafra.io (Cairo)
- Training & Feedback: Skill & Idea development. (Ex. bootcamps and comprehensive training programs, like Founder Institute, etc)
- Agile Egypt (Cairo)
- i. Alexandria Startup: Idea to IPO (Alexandria)
- ii AlMakinah (Cairo)
- iii. Cairo Kubernetes Meetup (Cairo)
- iv.Cairo Startup: Idea to IPO (Cairo)
- v. Egypt Scrum (Cairo)
- vi. EgyptJS (Cairo)
- vii. Founder Institute
- viii.GDG 6 October (Madinat Sittah Uktubar)
- ix.GDG Alexandria (Alexandria)
- x.GDG Cairo (Cairo)
- xi GDG Helwan (Helwan)
- xii. GDG New Cairo (New Cairo)
- xiii. GDG Shorouk (El Shorouk)
- xiv. GeekFactory (Cairo)
- xv. Google Cloud Developers Community Egypt (Cairo)
- xvi. IBM Developer Egypt (Cairo)
- xvii.icealex (Alexandria)
- xviii.Lean Startup Machine (Cairo)
- xix. ProductTank Cairo (Cairo)
- xx. Passion Point (Cairo)
- xxi. Startup Pitch Bootcamp: Learn from Alexandria's Top Entrepreneurs (Alexandria)

0. Validate

- **a. Team Formation:** Resources for teaming up. (i.e. events or other resources that facilitate early-stage recruitment and cofounder matching")
- Alexandria Startup Traction and Funding Network (Alexandria)
- i. Business Women of Egypt (Giza)
- ii. Cairo Women Techies (Cairo)
- iii.CoFoundersLab
- iv.Egypreneur
- v. Endeavor Egypt (Cairo)

- vi.Founder2be
- vii.FounderDating
- viii. Global Entrepreneurship Network Egypt
- ix. Startup Co-Founder Matching: Find the Right Partner in Alexandria (Alexandria)
- x. Startup Co-Founder Matching: Find the Right Partner in Cairo (Cairo)
- xi Startup Networking Mixer: Meet Cairo Entrepreneurs (Cairo)
- xii.StartUs
- xiii. TechWadi MENA Roadshow (Cairo)
- xiv. Women Entrepreneurs Network
 - Build First Product: Hackathons & resources to build. (i.e. hackathons and other builder-focused events and resources)
 - .Cairo Hackerspace (Cairo)
 - i. Cairo Robotics Meetup (Cairo)
- ii. Cairo Software Architects (Cairo)
- iii.Code Wild Egypt: Zoohackathon (Alexandria)
- iv. Divi Egypt (Cairo)
- v. Docker Cairo (Cairo)
- vi.FabLab (Alexandria)
- vii. Hackaday Cairo Meetup (Cairo)
- viii. Hivos Green Hackathon (Cairo)
- ix. InsurTech Egypt Hackathon (Cairo)
- x. Space Apps Challenge (Cairo)
- xi. Void Makerspace (Cairo)

2. LAUNCH-STAGE

In this stage, entrepreneurs establish and formalize the company, develop the product, get feedback from customers, and prepare for the next step.

1. Start

- Establish: Law firms & banks for startups
- .ALEXBANK
- i Bank ABC
- ii. Bank Audi
- iii.Banque du Caire
- iv.Banque Misr
- v.Challenge Law Firm (Cairo)
- vi. Commercial International Bank
- vii.Credit Agricole Egypt
- viii. Dentons (Cairo)
- ix. EGBank
- x. Eldib Advocates
- xi. Emirates NBD Bank xii. HSBC Egypt
- xiii.Levari (Cairo)
- xiv. Marghany Advocates (Cairo)
- xv.Mersaw (Alexandria)
- xvi. Mishkat Law Firm (Alexandria)
- xvii.NAL & Partners (Cairo)
- xviii.National Bank of Egypt
- xix.QNB Alahli
- xx.SAIB Bank
- xxi. The Legal Clinics (Cairo)
- xxii. The United Bank of Egypt
- xxiii. Youssef & Partners (Giza)
 - Workspace: Co-working and flexible workspaces (note: "official" office space goes in 3.1.a. Infrastructure)
 - 3alnsya Coworking Space (Cairo)
 - i.302Labs Coworking Space (Cairo)
 - ii. Alex Lab Coworking Space (Alexandria)
 - iii.AlMagarr Coworking Space (Cairo)
 - iv.Aristo (Cairo)
 - v. Blooms Coworking Space (Alexandria)

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vi.Coursida (Cairo)
 vii.ESKA (Cairo)
 viii. Flat6Labs (Cairo)
 ix. Flux Coworking Space (Alexandria)
  x.icealex (Alexandria)
 xi.icecairo (Cairo)
 xii.Laila Coworking Space (Cairo)
xiii.M3mal (Alexandria)
xiv My Coworking Space (Alexandria)
 xv. New Cube Coworking (Cairo)
xvi O Coworking Space (Alexandria)
xvii.Peak (Cairo)
xviii Startup Haus Cairo (Cairo)
xix.TWENTY ZONE (Cairo)
 xx. Urban Station (Cairo)
xxi. WOORK HUB (Cairo)
xxii.Work Lounge (Cairo)
xxiii. Workstation (Alexandria)
   0.
              Develop
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Formalize: Accounting, development and HR for early-stage startups.

Adel Saad & Co. (Cairo)

i. Axcell (Giza)

ii BFG-Egypt (Alexandria)

iii Enjaz (Cairo)

iv.Enozom (Alexandria)

v.Fathalla-CPA

vi.Inova (Alexandria)

vii.JOBNILE (Alexandria)

viii. Keys HR & Recruitment Services (Cairo)

ix. Mazars Mostafa Shawki

x. Nahr Development (Cairo)

xi. Nilecode (Cairo)

xii. PILLARS (Cairo)

xiii Premier Eqvpt (Cairo)

xiv.RunProf (Alexandria)

xv. TAWZEF (Cairo)

xvi. The App Concept

xvii. The Seven Layers (Cairo)

xviii. Valux (Cairo)

Prepare for Seed: Incubators and advanced mentorship. (i.e. advanced knowledge sharing, later stage events and resources for startup TEAMS)

.AfriLabs

i. AIM Incubator

ii. Egypreneur

iii.AUC Venture Lab (Cairo)

iv.GESR (Cairo)

v. Hemma Incubator (Assiut)

vi.icealex (Alexandria) vii.INJAZ (Cairo)

viii. INNO 101 (Alexandria)

ix.ITIDA/TIEC Incubation Program

x.MINT Incubator

xi. Nahdet El Mahrousa (Cairo)

xii.StartEgypt

xiii. Startups of Alex (Alexandria)

xiv. Sustaincubator (Cairo)

xv. The GrEEK Campus (Cairo)

xvi.TIEC Incubation Program

0. Launch

Seed Accelerators: Seed funding mentor programs (Techstars-style programs that provide funding)

1864 Accelerator (Cairo)

- i.Changelabs (Cairo)
- ii.EFG EV Fintech (Cairo)
- iii.Falak Startups (Cairo)
- iv.Flat6Labs Cairo (Cairo)
- v.Inno101 (Alexandria)
- vi. Startup Reactor
- vii. Startupbootcamp FinTech Cairo (Cairo)
- viii. TIEC Entrepreneurship Accelerator
 - b. Pitch & Demo: Show local startups for investment (i.e. demo days for companies seeking seed investment)
 - .AUC Venture Lab Demo Day (Cairo)
 - i.BETAPITCH (Cairo)
- ii. Changelabs Demo Day (Cairo)
- iii. Falak Startups Demo Day (Cairo)
- iv. Flat6Labs Cairo Demo Day (Cairo)
- v. Founder Hotseat: Pitch Your Startup to Alexandria Investors & Advisors (Alexandria)
- vi. Founders' Support Demo Day (Cairo)
- vii Get in the Ring Cairo 2020 (Cairo)
- viii. Pitch by the Pyramids (Giza)
- ix.Seedstars (Cairo)
- x. Startupbootcamp FinTech Cairo Demo Day (Cairo)

3. GROWTH-STAGE

Here, a startup proves their utility, receives recognition, and scales up. This usually requires funding, angels, VCs, and ways to connect them to startups.

1. Recognition

- a. **Investor Networking**: Connect professional investors with founders. (i.e. events or groups that facilitate connections with professional investors)
- Alexandria Angels (Alexandria)
- i. AUC Angels (Cairo)
- ii. Egyptian Business Angels Network (Cairo)
- iii. Glint Consulting (Cairo)
- iv. Kamelizer (Cairo)
- v.Ki Angels (Cairo)
- vi. Middle East Investment Network
- vii. Nile Angels
- viii. Startup Angels (Cairo)
- ix. The Cairo Angels (Cairo)
 - b. **Major Media:** Mainstream local business press. (i.e. major local or regional publications that frequently champion local businesses)
 - .Ahram
- i.Al Wafd
- ii Arab Finance
- iii. Cairo Scene
- iv. Daily News Egypt
- v. Egypt Today
- 0. Funding
- a. Angels / Micro-VCs: Seed-stage investors (search AngelList, Gust, Crunchbase)
- Adel Boseli
- i. Ahmed El Kalla (Cairo)
- ii Aly El Shalakany (Cairo)
- iii Amr Helal (Cairo)
- iv.Heba Ali
- v.Karim Elsahy (Cairo)
- vi.Karim Khorshed
- vii. Marcos Vicente Blanco
- viii. Menna AbdelRahman (Cairo)
- ix. Moataz El Etreby

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x. Noha El Ghazaly (Cairo)
 xi. Rasha Kamal (Giza)
 xii. Sherif Saleh
xiii. Tarek El Kady (Alexandria)
                        Venture Capitalists: Series A and beyond
   .A15 (Cairo)
  i Accelero Capital (Cairo)
  ii. Actis (Cairo)
 iii Algebra Ventures (Cairo)
 iv. CVentures (Cairo)
  v.Delta Inspire (Giza)
 vi. EdVentures (Giza)
 vii Egypt Ventures (Cairo)
 viii. Endure Capital (Cairo)
 ix.Ezdehar (Cairo)
  x. Gemini Capital (Cairo)
 xi. HIMangel (Cairo)
 xii.ldeavelopers (Cairo)
xiii.innoventures (Cairo)
xiv.Lorax Capital Partners (Cairo)
 xv. Pride Capital (Cairo)
xvi.Sawari Ventures (Cairo)
xvii. Tanmeya Capital Ventures (Cairo)
   0.
              Growth
              Infrastructure: Office space, HR, local business insurance. (i.e. office space/ HR/ insurance providers for capital-rich
   companies to grow and scale)
   <u>Aims</u>
   i.Allianz
  ii. Aqarmap
 iii.Boyden (Cairo)
 iv.Chubb
  v. Coldwell Banker
 vi. Instant Offices
 vii.Lockton Insurance (Cairo)
 viii.MatchOffice
 ix.<u>OLX</u>
  x. Property Finder
 xi.Regus
 xii. Signium (Cairo)
                        Expansion: Growth accelerators/consultants. (i.e. programs and business consultants for capital-rich
                        companies to grow and scale)
   Acumen Consulting (Giza)
  i.BDO Egypt
  ii. Booz Allen Hamilton (Cairo)
 iii Consulting Pad (Cairo)
 iv. Deloitte
  v. Ernst & Young (Cairo)
 vi. Foresight Consulting (Giza)
 vii.Ghaya Consulting
viii. Grant Thornton (Cairo)
 ix.Hill+Knowlton Strategies (Cairo)
  x. Kantar Millward Brown (Cairo)
 xi. Kantar TNS Global (Cairo)
 xii.KPMG
xiii.MAGNiTT
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xiv.McKinsey & Company (Cairo) xv.Moore Stephens Egypt xvi.Passion Point (Cairo) xvii.Protiviti (Cairo)

xviii.PwC

4. SUCCESS STORIES

Successful homegrown companies that have raised significant institutional funding, employ a large workforce, or have achieved liquidity.

- a. Bashar Soft (Cairo) a. Bosta (Cairo) b. Dsquares (Cairo) d Edfa3ly (Cairo) elmenus.com (Cairo) e. Elves (Cairo) Fawry (Cairo) Forasna (Cairo) h. i. GoodsMart (Cairo)
- Hawaya (Formerly Harmonica) (Cairo)
- k. Mumm (Cairo)
 I. Halan (Cairo)
 m. homzmart (Cairo)
 n. Instabug (Cairo)
 o. Lynks (Alexandria)
 p. Robusta (Cairo)
 q. Swyl (Cairo)
- r. Synapse Analytics (Cairo)
- s.
 Vezeeta (Cairo)

 t.
 WUZZUF (Cairo)

 u.
 Yaoota (Cairo)

Supporters

To facilitate the steps, every ecosystem needs strong supporters.

1. EVANGELISTS

Successful local founders who lead the ecosystem & frequently mentor newbies. (i.e. Local leaders who have taken a leadership position, speak at a lot of startup events, mentor all the programs, etc)

- a. Abdelhameed Sharara (Cairo)
- a. Ahmed Bastawy (Alexandria)
- b. Ahmed Bolica (Cairo)
- c. <u>Ahmed Ramadan (Alexandria)</u>
- d. Ahmed Sabbah (Cairo)
- e. <u>Ameer Sherif (Cairo)</u>
- f. <u>Amira Swilam (Cairo)</u>
- g. <u>Con O'Donnell (Cairo)</u>
- h. <u>Dina El-Mofty (Cairo)</u>
- i. <u>Dina el-Shenoufy (Cairo)</u>j. <u>Gamal ElDin Sadek (Cairo)</u>
- k. Hani W. Naguib (Cairo)
- I. Inji Amr Borai (Cairo)
- m. Mahmoud Noaman (Alexandria)
- n. <u>Moataz Kotb (Cairo)</u>
- o. <u>Moe Hafez (Cairo)</u>
- p. Mohamed Abd El Aziz (Alexandria)
- q. Mohamed Bakry (Cairo)
- r. <u>Mohamed Belal (Alexandria)</u>
- s. <u>Mohamed Rady (Alexandria)</u>
- t. <u>Mohamed Tohami (Cairo)</u>
- u. <u>Mostafa Farahat (Cairo)</u>
- v. <u>Mostafa Kandil (Cairo)</u> w. <u>Nabil Shalaby (Mansoura)</u>

- x. Nagla Akl (Alexandria)
- y. Norhan El Sakkout (Cairo)
- z. Rafeh Saleh (Cairo)
- aa. Ramez Mohamed El-Serafy (Cairo)
- bb. Rania Ayman (Cairo)
- cc. Rawan El-Sayed (Alexandria)
 dd. Riham Adel (Alexandria)
 ee. Sami Al-Ahmad (Cairo)
- ff. <u>Tamer Azer (Cairo)</u>
- gg. <u>Valentina Primo (Cairo)</u> hh. Waleed El-Ramly (Cairo)
- ii. Walid M. Eid (Alexandria)
- jj. Yasmine Nagaty (Cairo)
- kk. Yousef ElSammaa (Cairo)

2. GOVERNMENT

Public organizations that facilitate local economic development

- a. <u>Alexandria Business Association (Alexandria)</u>
- a. Alexandria Chamber of Commerce (Alexandria)
- b. <u>AmCham Egypt (Cairo)</u>
- c. Cairo Chamber of Commerce (Cairo)
- d. Egyptian Ministry of Communications and Information Technology
- e. EgyptInnovate
- f. <u>European Bank for Reconstruction and Development (EBRD)</u>
- g. GAFI (Cairo)
- h. <u>Information Technology Industry Development Agency (Giza)</u>
- i. <u>Information Technology Institute</u>
- j. Invest in Egypt
- k. Micro, Small Medium Enterprises Development Agency (MSMEDA)
- I. <u>Technology Innovation and Entrepreneurship Center (Giza)</u>

3. TALENT

Major local business or tech universities and employers that attract and retain local talent.

- 1. Local Universities (universities with prominent technical or business programs)
- a. <u>Ain Shams University (Cairo)</u>
- a. <u>Alexandria University (Alexandria)</u>
- b. <u>American University in Cairo (Cairo)</u>
- c. Arab Academy for Science Technology & Maritime Transport (Alexandria)
- d. Assiut University (Assiut)
- e. <u>Cairo University (Cairo)</u>
- f. Future University in Egypt (Cairo)
- g. German University in Cairo (Cairo)
- h. <u>Mansoura University (Mansoura)</u>
- i. <u>Misr University for Science & Technology (Cairo)</u>
- j. Nile University (Cairo)
- k. October 6 University (Giza)
- I. The British University in Egypt (Cairo)
- m. Next Technology Leaders
- 0. Local Employers (Major technical employers, like Microsoft or Google or large local companies, with large local offices)
- a. <u>Alcatel-Lucent Enterprise (Cairo)</u>
- a. Amazon.com (Alexandria)
- b. <u>Dell (Cairo)</u>
- c. <u>DXC Technology (Giza)</u>
- d. Ericsson (Giza)
- e. Etisalat (Giza)
- f. GE (Cairo)
- g. HP (Giza)

Huawei (Giza) i. IBM (Giza) Intel (Cairo) k. Microsoft (Giza) Nokia (Cairo) l. Oracle (Giza) m. Orange (Giza) n. Ο. Samsung (Cairo) Siemens (Cairo) Vodafone (Giza) q.

Note: The Startup Ecosystem Canvas is a perpetual work in progress. Learn more at http://fi.co/canvas, and comment on this document to provide your feedback.

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