

EU-Sri Lanka Innovation Partnership

Webinar: Partnering and networking for international startup development

Thursday 17 December 2020

14:00pm – 16:15pm Central European Time / 17:30pm – 19:45pm Sri Lanka Time

Intro

This Webinar is presented as part of the EU-Sri Lanka Innovation Partnership initiative (EU-SLIP), designed to connect Sri Lankan incubators with the European counterparts in order to drive international connections and opportunities. The EU-SLIP initiative is a consolidation of the different EU support programs¹ that provides opportunities for Europe and Sri Lanka to foster research and innovation networks, and to collaborate in implementing incubation, acceleration and scaling up programs that can support start-ups from both sides to co-create and scale to the other region.

Access to international opportunities is not straightforward for startups and early-stage entrepreneurs, however vital it may be to guarantee growth and scalability. When times comes, support is needed to facilitate companies to disentangle themselves from the intricacies and complexities that form the jungle of international cooperation. To this end, entrepreneurship and startup support programs can play an important role through the development of key international partnerships with peers and service providers from other countries. International partnerships can be beneficial in many levels as they bring development opportunities for startup companies as well as improvement opportunities for the programs that support them, through peer exchanges and benchmarking.

However, committing to an international partnership is not simple, as it requires the right mix of knowledge, know-how, resources and willingness to engage.

The EU-SLIP project, within the framework of the EU-SL incubation network, is therefore eager to invite all Sri Lankan innovation and entrepreneurship enablers to take part in the webinar “**Partnering and Networking for International Startup Development**” that will be held on the 17th of December 2020.

Delivered by international private sector development experts, European incubator managers and by representatives of leading EU and international networks this Webinar will cover:

- How business incubators can build robust international partnership that deliver for startups
- The structures and strategies of these partnerships
- The key organizations and networks to know and interact with

¹ Funded by the Directorate-General for Research and Innovation (DG RTD) and Directorate-General for International Cooperation and Development (DG DEVCO) of the European Commission and coordinated by the EU Delegations in Sri Lanka and India.

Agenda

<i>CET</i>	<i>SL Time</i>	<i>Topic</i>
14h00 – 14h50	17h30 – 18H20	Business Incubators and International Partnerships
14h50 – 15h25	18h20 – 18h55	Case study: a concrete example of a functional partnership (EU-India Incubator Network)
15h25 – 16h00	18h55 – 19h30	Presentation of relevant EU and International networks: <ul style="list-style-type: none"> - Enterprise Europe Network - European BIC Network - International Network for SMEs
16h00 – 16h15	19h30 – 19h45	Closure

Speakers



Tom Strodbeck is the Co-founder of Global Growth Hub Ltd (GGH), an international entrepreneurship development company. GGH works with a wide range of investment funds, corporate partners, governments, NGOs, and development bank, creating high impact venture programmes that empower entrepreneurs. GGH counts among its clients The World Bank, the European Investment Bank, GITEX Technology Week, Flat6Labs, Fintech Saudi, among many others. From 2005 to 2015, Tom was director of training and international programmes for the National Business Incubation Association (NBIA), a network of over 800 entrepreneurship programmes worldwide. During his ten-years at the association, Tom created NBIA's flagship training platform, The Certificate Programme for Incubator Managers which has been translated into Chinese, Spanish, Russian and French. Tom is a visiting lecturer on entrepreneurship at Liverpool John Moores University, a Subject Matter Expert for the Brandery Accelerator in Cincinnati, Ohio USA, and is a founding board member of GEN UK, an affiliate of the Global Entrepreneurship Network.



Giordano Dichter (Italian, US citizen) is co-founder of the H&D Partners SRL Brussels-based consulting firm through which he continuously delivers support to a wide multitude of actors in private sector development. He is specialized in supporting actors worldwide in creating and delivering entrepreneurship support services to startups and SMEs, including soft-landing, access to finance and open innovation and startup ecosystem building. He has provided peer-reviews, assessments and technical assistance to dozens of incubators and business support providers worldwide (e.g. all over Europe, Taiwan, China, Indonesia, Russia, Armenia, Brazil, Canada, Tunisia, Morocco, Palestine, Jordan, Syria, Senegal, South Africa, Sri Lanka) where he managed to create a vast network of players with whom he constantly interacts professionally. From 2009 to 2018 Giordano headed the EU|BIC Services team at the European Business and Innovation Center

Network where he managed the EUBIC trademark and was responsible for the EBN training program and publications which he produced as a service for the EBN members and at the request of third organizations (such as the European Court of Auditors and the European Commission).



Giovanni Zizzerini is the Secretary General of INSME – the International Network for Small and Medium-sized Enterprises, a legally recognized not-for-profit association established in 2004 in Rome by the Italian Ministry of Economic Development and the OECD with the aim to strengthen international cooperation, exchange of know-how and best practices, set up public-private partnership in the fields of innovation and entrepreneurship. Giovanni is adjunct professor at the Department of Management of LUISS Guido Carli and

contract professor of marketing at the Department of Economics of the University of Perugia. From 2008 Giovanni works as an expert for the Italian Ministry of Foreign Affairs carrying out regularly technical assistance, training and capacity building activities for Development Cooperation projects in China and in Vietnam. In 2012 he has been appointed by the European Commission to advise research projects on exploitation of research results, commercialization of innovation and business plan development.



Harsha Lingam is the Chief Operating Officer (COO) at Global Business Inroads (GBI) and is the project coordinator of the Enterprise Europe Network (EEN) consortium in India. EEN is a network of 600 business support organizations from 54 countries that provide support for SME's to internationalize. Harsha has over 10 years of experience working with international technology companies across the entire gamut of technology management. International work experience with good techno-financial analytical skills. He has a dual Master's degrees from the

University of Wisconsin – Madison, USA in Industrial Engineering followed by European Union Masters in Renewable Energy coordinated by the EUREC Agency- Brussels, Belgium. He has experience in liaising effectively with both the public and private sector in India to identify gaps and facilitated the scouting and identification of technology interventions. He also has experience with supporting startups with idea validation, market access and technology indigenization – helping them understand local opportunities and business models.



Rubén Carrandi is Senior Project Leader at the European Business and Innovation Centre Network (EBN). He is responsible for delivering EU and non-EU projects. His focus is on internationalization projects and on building relationships with foundations, banks and non-EU institutions. With more than 13 years of experience in the international, EU and R&D fields, Rubén previously worked as head of internationalization and European programmes in Spanish research organizations and entrepreneurs associations, for the Latin American

Investment Division Centre of the Food and Agriculture Organization of the UN, and for the Spanish Embassy in Buenos Aires (Argentina), among others.



How to connect

Join Zoom Meeting

<https://uso2web.zoom.us/j/83567122414?pwd=SkZ6bklyQohlNHo5cjhQTUFKYktZzo9>

Meeting ID: 835 6712 2414

Passcode: 831146

One tap mobile

+13126266799,,83567122414#,,,,,0#,,831146# US (Chicago)

+13462487799,,83567122414#,,,,,0#,,831146# US (Houston)

Dial by your location

+1 312 626 6799 US (Chicago)

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

+1 929 205 6099 US (New York)

+1 253 215 8782 US (Tacoma)

+1 301 715 8592 US (Washington D.C)

Meeting ID: 835 6712 2414

Passcode: 831146

Find your local number: <https://uso2web.zoom.us/j/keA5fqD3Y8>