



Agnes Perpetua R. Legaspi
Assistant Director

Innovation for Inclusive Impact (In_Pact) Asia Forum 2018

| Plenary Session: Breaking Silos |
Conversations on Collective Impact

3 April 2018

*5F Multipurpose Hall, Henry Sy Building,
De La Salle University, Manila, Philippines*

PHILIPPINE EXPORT DEVELOPMENT PLAN (PEDP 2018-2022)

Technological Breakthroughs

- Increasing technology apps (digital and Internet use) disrupting orthodox industry and services
- Enter Industry 4.0: many countries have campaigns (e.g. Thailand 4.0)
- Locking-in specific industries/services to traditional practices (e.g., car manufacturing, BPO)
- **Important for Philippines to gear up**



Foster a culture of entrepreneurship and collaboration

Address legal and regulatory barriers

Bolster government support through services, access to capital/resources

Strengthen existing institutions that support the Startup Ecosystem

Establish Philippine innovation economic zone

STARTUP ECOSYSTEM DEVELOPMENT PROGRAM 5-Point Action Agenda

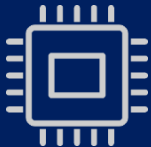
NEW BREED OF BUSINESS



Agriculture



Biotechnology



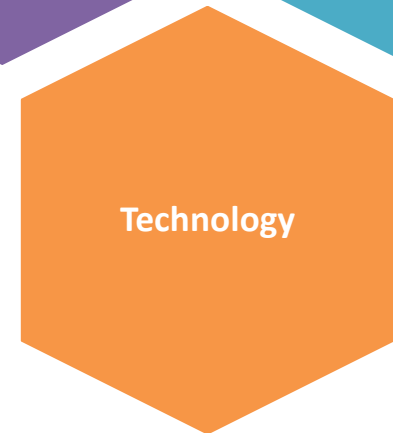
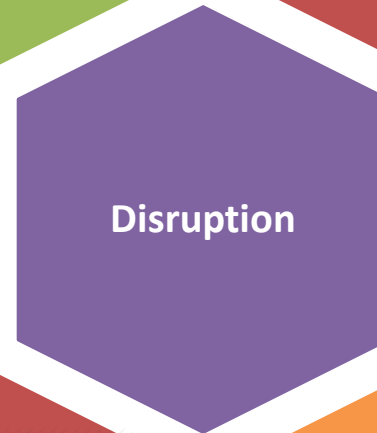
Electronics



E-Commerce



Digital Startups





Foster a culture of
entrepreneurship and
collaboration

Celebrated 1 year of partnership with:



Hosted "Road to ASEAN Slingshot" Events



2017 SEDP Major Accomplishments

STARTUP DEVELOPMENT PHASES



Ideation

Potential scalable product/service idea for big enough target market. Some initial revenue models for how it would make money. One person OR only vague team; no confirmed commitment and/or no right skills balance in the team structure yet

Concepting

Having clear and meaningful target with clear direction for min. 3 years with milestones to get there, -> 3, 6, 12, 24, 36 months... Having team of two or three core founding people with balanced ownership. Can also already have some extended team with lighter commitment (stock options and/or cash compensation)

Commitment

Committed & skills balanced founding team. Able to develop the product/service (Minimum Viable Product) without dependency of uncommitted external resources OR already have initial product/service developed. Have signed shareholder agreement between founders, with milestones, committed time and money usage, for min. 2+ years with vesting etc.

Validation

Can already show some user growth and/or revenue (initial traction). AND/OR continue to attract additional resources (money or sweat equity) for equity or future revenues. Looking for clear market validation (Product Market Fit), to be able to move into scaling.

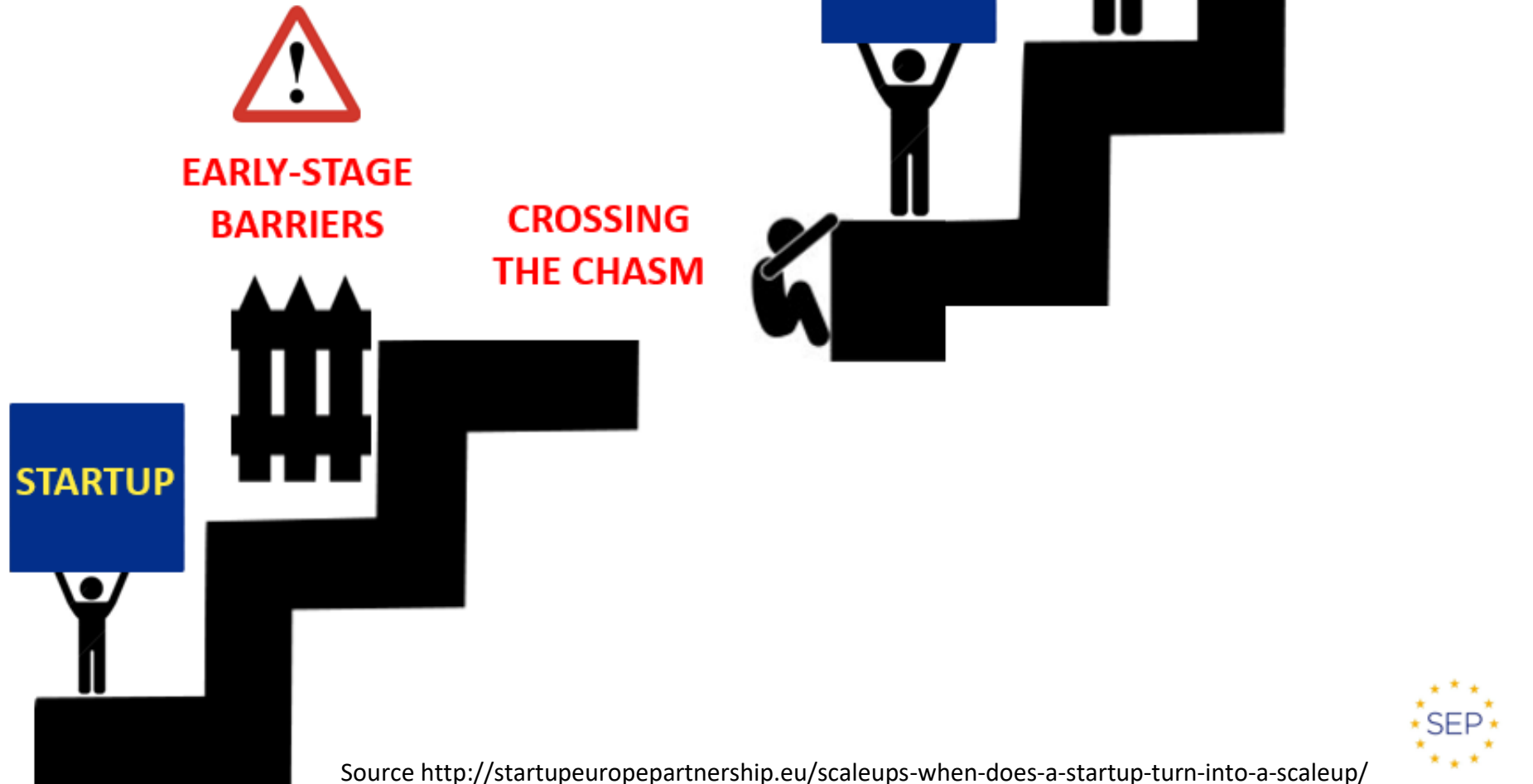
Scaling

Showing clear, growing and measurable user/market traction in big or rapidly growing target market. Can and want to scale fast. AND/OR is able to attract significant funding.

Establishing

Achieved great growth, that can expected to continue strong. No longer need to "try" get resources and can get those easily. Continue to grow and often wants to culturally continue behaving like a "startup" for as long as possible. Founders make exit or continue biz as usual.

From Startups to Scaleups



Source <http://startupeuropepartnership.eu/scaleups-when-does-a-startup-turn-into-a-scaleup/>





Foster a culture of
entrepreneurship and
collaboration

- Inclusion of PH in global startup ecosystem through the **Global Startup Ecosystem Report (GSER) 2018**



2018 Projects



Foster a culture of
entrepreneurship and
collaboration



STARTUP WORLD CUP

Startup World Cup is a global event where startups from around the world will be coming to San Francisco to battle for a US \$1,000,000 grand prize in investment. Startup World Cup is partnering with some of world's largest conferences and tech events to host 20+ regional startup competitions across 6 continents - North America, South America, Europe, Africa, Asia, and Oceania. The goal of Startup World Cup is to create innovation and entrepreneurship opportunities for startup ecosystems all over the world. Entrepreneurs from many different countries will be able to use the Startup World Cup platform to build great companies and improve the possibilities for themselves. Startup World Cup is powered by Fenox Venture Capital, a Silicon Valley-based global venture capital firm.

2018 Projects



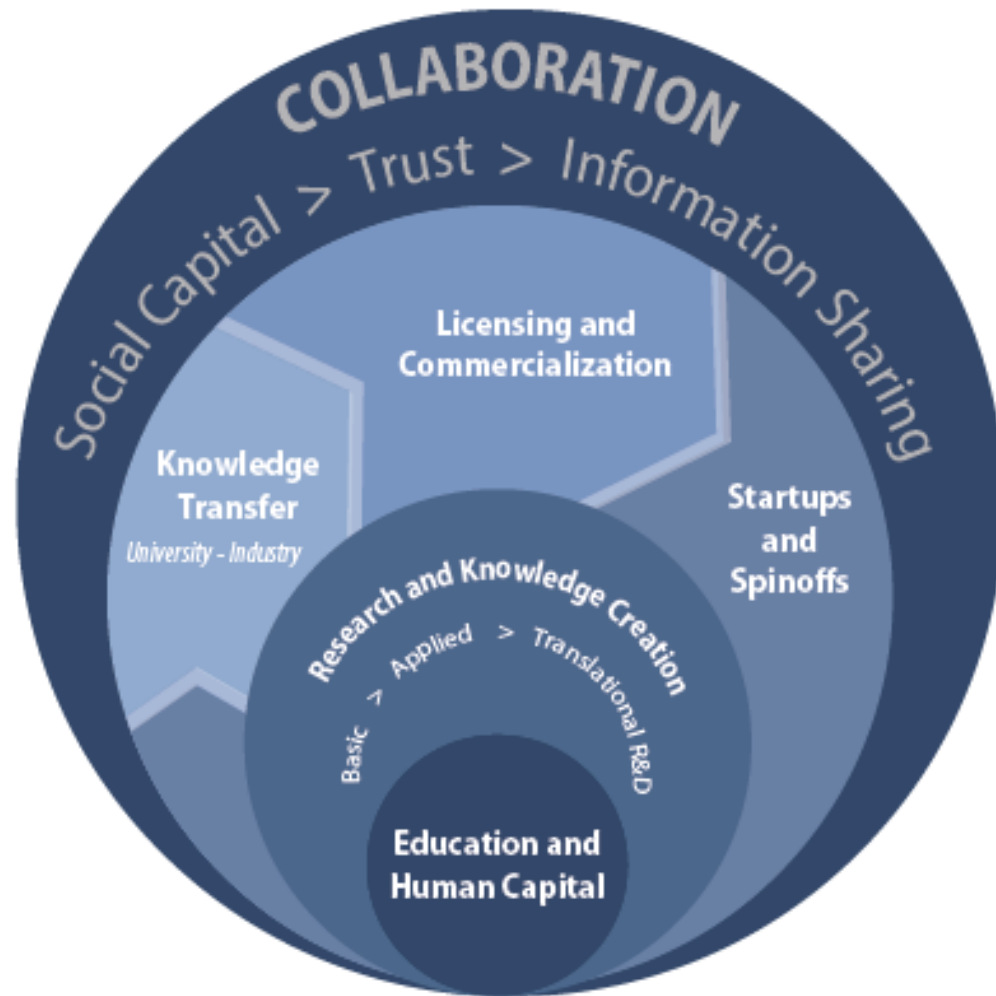
Driving Innovation to Deliver Economic Value: A Needs Assessment of the Philippines' Technology Sector

November 2017



- The Philippines' technology-sector innovation ecosystem is driven by economic and dynamic relationships that develop technology, and is led by the **electronics, aerospace, and automotive industries**.
- The ecosystem players include **large MNCs; small-medium enterprises (SMEs); and startups, associations, universities** as research partners and developers of future employees, as well as **key government agencies like DTI, DOST, and Commission on Higher Education (CHED)**.

As illustrated in the **Figure**, ecosystem stakeholders interact to create and transfer knowledge that enables new products and businesses to ultimately drive economic development.



The USAID/STRIDE, adapted from RTI, Innovation Ecosystem Conceptual Framework highlights the inter-related elements that are foundational to innovation and associated economic development.