Bilkent CYBERPARK
Science and Technology Park
Life is about...

- Creating value
- Taking calculated risks
- Listening to your heart
- Realizing your aspirations

- So is entrepreneurship!
Some **changed** the world...
Some are in **college**...

Marc Zuckerberg  
Age: 22  
Hangs out with girlfriends  
Stays in a rented apartment  
Drives a cycle  
Also, an **ENTREPRENEUR**!  
Ceo, Facebook  
Market CAP: $407.3 billion
Some are in his fifties...

Ray Kroc
Age: 53
- Hard-working
- Innovative
- Opportunistic

McDonald's

You should watch "The Founder"

"If you work just for money, you'll never make it. But if you love what you're doing, success will be yours."
- Ray Kroc
We Can Do It!
7 Roles of Entrepreneurship in Economy Development of a Country

- Wealth Creation and Sharing
- Community Development
- Create Jobs
- Balanced Regional Development
- Exports
- Entrepreneurship
- Standard of Living
- GDP and Per Capita Income
Corporate innovation = implementation of creative ideas in order to generate value, usually through reduced process costs, increased income or both.
"If you don't cannibalize yourself, someone else will."
- Steve Jobs
Science and Technology Parks
Technopark concept was taken in the agenda of Turkey in the mid 90’s.

To promote establishment of science and technology parks under the guidance and lead of universities, necessary legislations were made by Ministry of Science, Industry and Technology.

**Technology Development Zones (TDZ) Law** (Law No:4691) came into force on 06.07.2001. In 2016, the law was expanded and revised.
## Technoparks in Numbers (Turkey)

<table>
<thead>
<tr>
<th>Number of TDZs in Turkey</th>
<th>77</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active TDZs</td>
<td>56</td>
</tr>
<tr>
<td>Number of companies in TDZs</td>
<td>&gt; 4,600</td>
</tr>
<tr>
<td>Number of personnel in TDZs</td>
<td>&gt; 44,000</td>
</tr>
<tr>
<td>Number of projects (Completed+On-going)</td>
<td>&gt; 33,000</td>
</tr>
<tr>
<td>Export (in sum)</td>
<td>2.8 Billion $</td>
</tr>
<tr>
<td>Domestic sale</td>
<td>45 Billion TL</td>
</tr>
<tr>
<td>Sum of tax exemption</td>
<td>650 Million TL</td>
</tr>
</tbody>
</table>
Bilkent CYBERPARK is a leading science and technology park, established in 2002 jointly by Bilkent University, which is the first and most renowned private university of Turkey, and its affiliate Bilkent Holding, which embodies many companies with software development and R&D functions.

- 15 buildings
- 113,000 m² closed area
- 6 Research Centers
Bilkent CYBERPARK in Numbers

- Number of R&D companies: **246**
- Number of incubatees: **60**
- Number of companies established at CYBERPARK: > **120**
- Number of companies having foreign shareholders: **20**
- Number of companies established by academics: **27**
- Number of companies established by students: **33**
- Number of employees: > **3600**
- Export (in sum) > **400 Million $**
- Total turnover > **5 Billion TL**
Some of Our Companies...

- Microsoft
- Meteksan - Defence
- Roketsan – Defence
- Karel – Telecommunication
- NETCAD – GIS
- Connected2me
- AtarLabs
- AppSamurai
- Technology Development Foundation of Turkey (TTGV)
Bilkent CYBERPARK

- First and only Technopark in Turkey that is awarded by IASP:
  - B2B Matchmaking – 2017 1st
  - CAP – 2015 2nd
- 3rd rank in Technopark Index in 2016
- 3rd rank in “Anatolian Trade Marks” in 2013
- Jury’s Special Award in “Anatolian Trade Marks” in 2016
- First Technopark having ISO-9001:2015 Quality Certificate
- First technopark having a company in Silicon Valley – Y Combinator
- First Technopark magazine in Turkey CyberSpot
- Speaker in IASP World Congress 2014, 2016 and 2017
Students/Academics
- Pre-Incubation Program
- Entrepreneurship Trainings
- Counseling Sessions
- Competitions
- Start-Up Summit

Start-up
- Incubation Center
- Startup Guidance Program
- Open Office ATÖLYE
- Investor Meetings
- Micro Capital
- Accelerators
- Competitions

Mature R&D Company
- Cluster
- Technology Transfer
- University Cooperation

GENERAL SERVICES
- Trainee & Human Resources Support
- Financial Consulting/Project Consultancy
- Media/Promotion
- The BEST Technopark Services in Turkey!

Bilkent TTO - Technology Transfer Office Services
Startup Guidance Program & Bilkent Cyberpark ATÖLYE

- Around 60 “start-up” companies are supported
- 15-45 m² offices in the Incubation Center
- Open office environment at “Bilkent CYBERPARK Atölye”
  - Not ready for a four walls office?
- Offices with all technical infrastructure
- Special trainings and consultancy
- Start-up capital support (seed fund)
- HR and Internship Support Program
- One-to-one mentoring
Ankara Start-Up Summit

- Web and Mobile development areas
- Organized by Bilkent University Young Entrepreneurs Club and Bilkent CYBERPARK once a year
- Leading Business Angels to listen pitches made by university students or start-ups, from all over Turkey
- Basic motivation is to attract the attention of Business Angels to Ankara and increase the competitiveness of Ankara in terms of attracting alternative investment mechanisms
- 11th Summit was in December 2017

www.ankarastartup.com
Bilkent CYBERPARK is one of the agencies helping to implement the first phase of the TÜBİTAK 1512 Capital (150.000 TL) Support Program.

Pre-Incubation Program => Turn 100 Business ideas into 100 Successful Business Plans

Business plan camp and 1to1 mentoring sessions

Bilkent Cyberpark invites the candidate entrepreneurs to “START STRONG” with BİGG M.A.R.K.A
Each year;
• More than 200 applicants
• 1-1 one interview to select best entrepreneurs candidates with strong technology based idea
• ~100 of them selected to attend camp
  ✓ 1-1 Mentoring & Business Plan Camp
  ✓ contain the following topics:
  ✓ Principal Entrepreneurship Concept
  ✓ Business Model Canvas
  ✓ Value chain
  ✓ Market analysis
  ✓ Team building
  ✓ Technology validation
  ✓ Customer validation
  ✓ Business Plan
• # of them selected to apply TUBITAK
• # of them supported by TUBITAK
• biggmarka.cyberpark.com.tr
<table>
<thead>
<tr>
<th>Tarih</th>
<th>Aşama</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Şubat – 2 Mart 2018 (saat 17:30)</td>
<td>Ön başvuruların Uygulayıcı Kuruluşlar tarafından alınması</td>
</tr>
<tr>
<td>1 Şubat – 30 Mart 2018</td>
<td>Uygulayıcı kuruluşlar tarafından yürütülen 1. Aşama faaliyetleri</td>
</tr>
<tr>
<td>30 Mart – 16 Nisan 2018 (saat 17:30)</td>
<td>TÜBİTAK tarafından 2. aşama başvurularının alınması</td>
</tr>
<tr>
<td>17 Nisan 2018 – 30 Nisan 2018</td>
<td>Eksik başvuru belgelerin tamamlanması</td>
</tr>
<tr>
<td>Mayıs – Haziran 2018</td>
<td>2. aşama panel değerlendirmeleri</td>
</tr>
<tr>
<td>Temmuz 2018</td>
<td>Desteklenmeye hak kazanan girişimcilerin duyurulması</td>
</tr>
<tr>
<td>Ağustos – Eylül 2018</td>
<td>Şirket kurulumu ve sözleşme imzalanması</td>
</tr>
<tr>
<td>1 Ekim 2018</td>
<td>Destek başlangıç tarihi</td>
</tr>
</tbody>
</table>
Each year;
• More than 200 applicants
• 1-1 one interview to select best entrepreneurs candidates with strong technology based idea
• ~100 of them selected to attend camp
  ✓ 1-1 Mentoring & Business Plan Camp
  ✓ contain the following topics:
  ✓ Principal Entrepreneurship Concept
  ✓ Business Model Canvas
  ✓ Value chain
  ✓ Market analysis
  ✓ Team building
  ✓ Technology validation
  ✓ Customer validation
  ✓ Business Plan
• # of them selected to apply TUBITAK
• # of them supported by TUBITAK
• biggmarka.cyberpark.com.tr
1. Does your business idea include technological innovation?
2. Do you identify your customer?
3. Do you know needs of your customers?
4. Do you know how your customers meet these needs now?
5. Is there at least one person who thinks to buy the product or service you offer?
6. Do you know who are the actors to compete directly with you in the market?
7. Do you know your core competencies that will provide you competitive advantage?
8. Do your core competencies support your business idea?
9. Do you have a team?
10. In three years, can you imagine your business idea as matura company and earning income from that company?
Customer needs?

- Sesame Street - Grover the Earmuff Salesman
- [Video Link](#)
No market need...
In TURKEY
Investment in TURKEY

Early stage investments in 2017 increased by 102% compared to the previous year.

- 2010: $19M (11 rounds)
- 2011: $38M (27 rounds)
- 2012: $29M (36 rounds)
- 2013: $65M (78 rounds)
- 2014: $31M (67 rounds)
- 2015: $105M (91 rounds)
- 2016: $51M (145 rounds)
- 2017: $103M (167 rounds)
Europe 2017 Early Investment League

<table>
<thead>
<tr>
<th>Super League</th>
<th>League 1</th>
<th>League 2</th>
<th>League 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>GBR - $8.2B</td>
<td>CHE - $897M (129)</td>
<td>RUS - $94M (48)</td>
<td>SVK - $7.8M (7)</td>
</tr>
<tr>
<td>DEU - $3.6B</td>
<td>NLD - $699M (172)</td>
<td>LUX - $69M (12)</td>
<td>SVN - $7.1M (12)</td>
</tr>
<tr>
<td>FRA - $3.1B</td>
<td>IRL - $645M (197)</td>
<td>HRV - $43M (7)</td>
<td>LVA - $4.4M (12)</td>
</tr>
<tr>
<td>SWE - $1.1B</td>
<td>ESP - $589M (198)</td>
<td>ROU - $35M (13)</td>
<td>UKR - $2.9M (8)</td>
</tr>
<tr>
<td></td>
<td>BEL - $524M (63)</td>
<td>PRT - $32M (32)</td>
<td>BLR - $2.5M (2)</td>
</tr>
<tr>
<td></td>
<td>AUS - $449M (51)</td>
<td>GRC - $22M (10)</td>
<td>MLT - $2.4M (2)</td>
</tr>
<tr>
<td></td>
<td>ITA - $389M (115)</td>
<td>CZE - $20M (13)</td>
<td>SRB - $1.2M (1)</td>
</tr>
<tr>
<td></td>
<td>FIN - $363M (135)</td>
<td>EST - $19M (21)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>DNK - $266M (138)</td>
<td>ISL - $17M (7)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>NOR - $229M (72)</td>
<td>LTU - $15M (8)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>POL - $104M (28)</td>
<td>HUN - $13M (22)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>TUR - $103M (162)</td>
<td>BGR - $11M (10)</td>
<td></td>
</tr>
</tbody>
</table>
### Europe 2017 Analysis of Early Investments

<table>
<thead>
<tr>
<th>Funding Amount</th>
<th>Funding amount per capita</th>
<th># Software Developers</th>
<th>Number of Software Developers per Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>GBR - $8.2B (1376)</td>
<td>$128.3</td>
<td>814 K</td>
<td>13 K</td>
</tr>
<tr>
<td>DEU - $3.6B (394)</td>
<td>$43.4</td>
<td>837 K</td>
<td>10 K</td>
</tr>
<tr>
<td>FRA - $3.1B (317)</td>
<td>$46.8</td>
<td>467 K</td>
<td>7 K</td>
</tr>
<tr>
<td>SWE - $1.1B (356)</td>
<td>$108.8</td>
<td>176 K</td>
<td>18 K</td>
</tr>
<tr>
<td>CHE - $897M (129)</td>
<td>$108.6</td>
<td>144 K</td>
<td>18 K</td>
</tr>
<tr>
<td>NLD - $699M (172)</td>
<td>$41.1</td>
<td>310 K</td>
<td>18 K</td>
</tr>
<tr>
<td>IRL - $645M (197)</td>
<td>$139.3</td>
<td>69 K</td>
<td>15 K</td>
</tr>
<tr>
<td>ESP - $589M (198)</td>
<td>$12.7</td>
<td>268 K</td>
<td>6 K</td>
</tr>
<tr>
<td>BEL - $524M (63)</td>
<td>$46.5</td>
<td>109 K</td>
<td>10 K</td>
</tr>
<tr>
<td>AUS - $449M (51)</td>
<td>$52.1</td>
<td>93 K</td>
<td>11 K</td>
</tr>
<tr>
<td>POL - $104M (28)</td>
<td>$2.7</td>
<td>255 K</td>
<td>7 K</td>
</tr>
<tr>
<td>TUR - $103M (162)</td>
<td>$1.3</td>
<td>123 K</td>
<td>2 K</td>
</tr>
</tbody>
</table>

(23rd in 35 countries) (31st in 35 countries)
Don’t ever dream of becoming an entrepreneur!
Because entrepreneur is...
And then...
Success stories in CYBERPARK
GET in the RING ANKARA CYBERPARK

- A real ring!
- Startups battle against other startups, to compete for awards. The winners of local competitions get a chance to compete globally at the grande global final.
- 17th February!
Thank You!

+90 (312) 265 00 40

+90 (312) 265 00 48

Bilkent Cyberpark, Cyberplaza, B Block, Floor: 1 Bilkent, ANKARA/ TURKEY

www.cyberpark.com.tr

info@cyberpark.com.tr

@cyberparkTGB

E-mail: imran.gurakan@cyberpark.com.tr