



- Activity presented in gray are projects carried out between August 2016 and August 2017

International Activities



GO-IN Initiative

The **Global Opportunity Innovation Network (GO-IN)**'s vision is to promote academic entrepreneurship centers and to assist them in reaching their full potential. GO-IN aims to improve the effectiveness of education globally via a shared innovation network.

We invite one academic institution from each country to take part in a global network of entrepreneurship centers, contribute to individual members and the network as a whole, lead events together, utilize individual strengths, share knowledge, experience, resource, ideas and support everyone in the system.

The Bengis Center is in the process of approaching selected academic institutions in Europe to take part in the program.

Read more about GO-IN at: <https://www.bengis.org/go-in>



Bengis' Ambassadors of Innovation

The program, **Bengis' Ambassadors of Innovation**, is striving to utilize an important resource - international students. The students, coming from all around the globe, have the potential to facilitate innovation and create an immense impact in the ecosystems they are part of. The ambassadors are a group of emerging leaders, championing innovation, fostering engagement and building a culture of innovation.

The Bengis Center has already appointed its first 2 cadets, and in the upcoming year we are planning on appointing additional 10 ambassadors of innovation.

Read more about the Bengis' Ambassadors of Innovation: <https://www.bengis.org/ambassadors>

Announcement of the First Bengis' Ambassadors of Innovation Cadets

On **August 10th, 2017** - After many months of careful planning, we launched the Bengis' Ambassadors of Innovation program with the announcement of our first two cadets - Gloriana Jimenez Quesada from the Universidad de Costa Rica and Rayvon Dean from Wake Forest University in Michigan. As part of the program, we exposed our cadets to the unique innovation ecosystem in the Startup Nation, focusing on Beer-Sheva and taught them how to map their own respective ecosystems, as well as try to identify its opportunities and challenges.

In a few months, Gloriana and Rayvon will conduct entrepreneurship related activities in their countries, among the participants - elements from their ecosystems (such as, representatives of multinationals, investors, entrepreneurs and more). To support our future ambassadors, they are now connected to our network at the Bengis Center, to utilize its knowledge and experience, for the promotion of their endeavors.

International Academic Courses

The third and final cycle of the **joint academic course with Monash University in Australia** has been completed successfully. The venture was founded by the Pratt foundation and we are currently reviewing the possibility of continuation of the program.

Impactful as it was, the program created a lot of interest and was brought to the attention of the **SKEMA Business School in France**, who approached us regarding a similar cooperation between SKEMA and BGU. **The direction of the program was approved by the Dean of the Guilford Glazer Faculty of Business and Management, Prof. Oded Lowengart and the Department Chairperson, Prof. Michael Bar-Eli.**



Technological Entrepreneurship Course with Monash University (2nd Cycle)

On **September 4th, 2016** - the joint international academic course between Ben-Gurion University of the Negev and Monash University in Australia completed its second cycle. The course gave four students from Australia and four students from Israel, hands-on experience building a start-up from the ground up with an international team. Over their week-long stay in Israel which concluded the course, the participants had a really good time traveling, presenting their pitches, and meeting leading entrepreneurial figures in Israel.

Technological Entrepreneurship Course with Monash University (3rd Cycle)

On **July 23rd, 2017** – the final part of the third cycle of the Monash-BGU program was completed. In their week in Israel, the 8 participants of the course enjoyed tours, workshops, thirteen guest lectures – given by some of the most fascinating people in the industry – managers, lawyers, financial advisors, markets, successful entrepreneurs and other representatives of the Start-up Nation's eco-system.

Entrepreneurship and innovation in a growing economy: Brazil Course

On **August 13th, 2017** – We wrapped up another International course of the MBA track in Entrepreneurship and Innovation, hosted by Prof. Rafi Bar-El in collaboration with the University of Fortaleza (UNIFOR) and the country's Industrialists association (FIEC).

Other International Activities

Bengis International Roundtable: Activity Patterns of Entrepreneurship and Innovation Centers - Practical Lessons

On Thursday, **April 27th, 2017** - over 60 participants from around the globe, sat together for the first International Roundtable, hosted by the Bengis Center for Entrepreneurship & Innovation. The Roundtable was established in order to create an impact in the academic field of innovation and entrepreneurship by way of a highly informed discussion on how to teach innovation and entrepreneurship and how to maximize academic-industry collaborations.

Among the participants were dear friends and colleagues from all over the world. We had the pleasure of hosting delegates from Brazil (led by the *BNB - Bank of North East Brazil*), China (*Jilin University*), the European Union and of course several of our very own academic institutions. In the days leading up to the main event on April 27th, the international delegations were treated to an additional agenda including visits and tours to significant places in Israel's Negev region, such as the Advanced Technologies Park adjacent to the University. BGU is a founding partner in the Park.

Hack BGU – The First International Hackathon

This event did not take place on a single date. The Hack BGU, first International Hackathon, lasted over 28 hours, on **March 30-31, 2017**. Some 200 participants, from different nations, age groups and expertises joined forces and renounced sleep to come up with ways of "Improving Student Life and the Learning Experience".

International Academic Activity

From Idea to Startup International Track

The center also cooperates with the **Ginsburg-Ingberman Overseas Student Program (OSP)** and is reviewing few potential leads for joint projects. In previous years, the students were offered a semester-long course whereas the last cycle was a summer program.

For the operation of the program, the Bengis Center received payment in the amount of 20,000 NIS from the Office of International Academic Affairs.

From Idea to Startup International Summer Program

On **August 8th, 2017** – a pitch day concluded the "From Idea to Start-Up" track, in which 10 international students took part and learnt about materializing concepts into actual startup companies.



Research Activity

Evaluate the Value and Contribution of Entrepreneurship Activities

The Bengis Center carried out a survey among students and graduates from BGU who took part in the Bengis Center's activities in the past 15 years, including academic courses/programs and non-academic activities (lectures, competitions, etc.). The goal was to evaluate the value and contribution of the entrepreneurship and innovation programs.

The 700 participants, indicated that most students (over 90%) believe the university should offer courses on the topics of innovation and entrepreneurship. Most of them also expect the university to provide practical assistance to students who wish to promote entrepreneurship within their work place or to establish their own business.

Inno-Negev Technology Accelerator

The Inno-Negev technology accelerator is a joint venture of the Bengis Center for Entrepreneurship & Innovation, of the Guilford Glazer Faculty of Business & Management, and B.G. Negev Technologies (Ben-Gurion University's technology transfer office). The Inno-Negev technology accelerator provides start-ups and hi-tech entrepreneurs with unique support and essential tools ventures need to increase viability and develop abilities to advance.

The accelerator operates as a subsidiary of B.G. Negev. B.G. Negev has signed an agreement and holds all the stocks of the Bengis Center in loyalty, according to the instructions of a separate loyalty agreement between the sides.

Each acceleration cycle lasts four months. The second cycle of the accelerator ended in early 2017 and focused on startups led by students, graduates and researches from BGU. **For the upcoming year, our plan is to start two more cycles. We propose the following principles for the future operation of the acceleration program:**

- 1. The accelerator will not be established as a separate company yet. Until the establishment of a future company, the accelerator will operate under BGN as it has done so far. We shall sign a document of understandings to be agreed on by the involved parties.**
- 2. The proposed activity cycles for the coming year are presented in the schedule shown below and are also adapted to the other components of the Center's activity.**
- 3. Workload and employees:**
 - a. No temporary employee will be recruited for the accelerator. Instead, the employees of the Bengis Center will operate the accelerator, as any other project of the center. Against this activity a payment must be made to the Center. We offer to charge 40,000 NIS per cycle.**
 - b. The accelerator manager will be the undersigned, a payment will be made against each cycle separately as has been done to date and any questions regarding the accelerator will be addressed directly to me and not to the Center's employees.**
 - c. Principles for ongoing operation - each cycle will be open to the general public. However, for each public cycle, there will be a parallel cycle for students and graduates. Thus, allowing for the creation of interaction and mutual contribution taking into consideration the large gap between the public teams (who are committed to the project and bring significant values) to the student teams (interested in entrepreneurship, love the idea but are still with many other commitments - work, studies, etc.).**
- 4. Following a meeting with BGN, we suggest approaching the President in order to get financial support for leveraging and maintaining the program. This will lead to a stabilization which will provide opportunities to work in a more consistent manner (number of cycles each year, hiring employees, etc.)**

Demo Day – Inno-Negev 2nd Cycle's Graduation

On **January 11th, 2017** - BGU's technology accelerator, Inno-Negev, celebrated the completion of its second cycle with a showcase of innovations. Dubbed Demo Day, the event was attended by some 130 guests, including representatives of global companies, investors and entrepreneurs.

The nine teams who took part in Inno-Negev's second cycle consisted of students, graduates, researchers, and faculty from Ben-Gurion University of the Negev and were carefully selected from 100 applying teams. Over the course of four months, the entrepreneurs received hundreds of consulting hours from senior industry mentors, practical advice in the field of law and litigation, \$5,000 of cloud computing services, UI/UX consultations, and dozens of professional lectures.

Most importantly, we are starting to see the fruits of the first cycle's hard labor, with over 5\$ dollars raised and some 20 employees hired by graduates of the Inno-Negev acclerator, such as **CyBellum** and **Stocker**.



Cooperation with the Faculty of Engineering Sciences

Smart Technologies - Innovation for Better Life

BGU Smart takes pride in being the first multidisciplinary competition in Israel. The competition was designed to provide students and recent graduates the opportunity to develop new, innovative technologies while working in cooperation in a multidisciplinary team. The competition was open to students from all academic institutions in the country and had representatives from as far as the Technion in Haifa. Every team had to have at least one engineering student and one management student. 131 participants signed up to the competition and submitted 21 new technologies, ten of which were presented in the final event. The 3 winners received 50,000 NIS in awards.

BGU Smart was led by the Guilford Glazer Faculty of Business and Management, the Faculty of Engineering Sciences and the Bengis Center for Entrepreneurship & Innovation. Among other contributors, stands out the generous support of Prof. Rivka Carmi – President of Ben Gurion University in the Negev, who devoted 100,000 NIS for the successful execution of the competition.

Due to the success of this year's event, we anticipate the continuation of the program annually.

Smart Technologies - Innovation for Better Life

On **July 27th, 2017** – took place the concluding event of the first multi-disciplinary competition in Israel, Smart Technologies: Innovation for Better Life. The BGU Smart Competition was created with the understanding that every life-changing technology begins with people from different disciplines.

Over 130 students from all over the country applied, met and grouped into 21 teams working rigorously on their projects to utilize life-improvement technology and management. With the support and accompaniment of devoted mentors, every team submitted an impressive project.

Awards for the projects placing first, second and third were NIS 25,000, NIS 15,000 and NIS 10,000 respectively, intended for use in furthering their ideas into forming actual start-up companies.

Read about the winning technologies: http://in.bgu.ac.il/en/Pages/news/smart_betterlife.aspx

[Watch the video of the event](#)

Senior Projects of the Department of Electrical & Computer Engineering.

The undergraduate students of the Department of Electrical & Computer Engineering in Ben-Gurion University submit, yearly, approximately 100 senior projects. The projects usually deal with engineering design and development, or basic research. A large number of these projects are offered and/or supported by Israeli electronics and high-tech industries. Consequently, the technologies emerging from the students' hard work is astounding.

By adding a managerial aspect to the grading system, we've asked the students to look at their technology from an entrepreneurial point of view, bringing them one step closer to commercializing it. The students were asked to submit, alongside the technological development, an executive summary and a 3 minute long pitch video. We've enlisted 6 leading figures in the industry to rate the submissions and provide quality feedback.

The cooperation between the Bengis Center and the Department of Electrical & Computer Engineering, was highly appreciated. **Following the successful execution of the first iteration, we were asked by Prof. Shlomi Arnon to continue the collaboration in the year to come. Moreover, we are currently reviewing the possibility of funding the activity in the sum of 10,000 NIS.**

Senior Projects of the Department of Electrical & Computer Engineering

On **May 27th, 2017** we've established a meaningful and impactful cooperation with the Faculty of Engineering Sciences. We've enlisted 6 leading figures in the industry to review and rate the department student's senior projects. Besides grading, the mentors took it upon themselves to provide quality feedback, thus leading the graduating engineers into the world of business management.



Biomed-Tech and Entrepreneurship Project.

The Biomed-Tech and Entrepreneurship program is a result of a deep-rooted cooperation between the Department of Biomedical Engineering in BGU and the Bengis Center for Entrepreneurship & Innovation. The Project is an umbrella program, harboring two sub-projects aimed to promote entrepreneurship in the biomed sector.

This year we will expose the students of the department to opportunities in the world of innovation and entrepreneurship, through mentoring, multiple hackathon activities, lectures and physical presence in the Advanced Technology Park.

Other activities



The Bengis' Challenge

The **Bengis Challenge** is a bi-monthly competition; during which the participants promote innovation and awaken their entrepreneurial sense by submitting their best solutions for a real-world problem, presented by a global firm.

Each challenge will be an actual complication affecting the corporate strategy of a multinational or otherwise big organization. All challenges will be carefully constructed such that every student can tackle, in many different ways. This will make the competition more accessible to a diversity of students and will provide the challenger with many alternatives to choose from. The challenge will be supplemented with useful materials and information required for the solution, such as databases, video clips, guidance, etc.

Read more about the Bengis' Challenge: <https://www.bengis.org/the-bengis-challenge>

The first challenge is planned to be published in the beginning of the school year, followed by 2-4 cycles until the end of the year. The Center is currently pursuing several directing in terms of a challenging firm as well as funding. Both Google and Mercedes-Benz has expressed interest in the project.



BGUInnovationLab

The **BGUInnovationLab** was created by the support of the President of BGU - Prof. Rivka Carmi. Ben-Gurion University of the Negev, B.G. Negev Technologies & Applications, and the Bengis Center for Entrepreneurship & Innovation of the Guilford Glazer Faculty of Business & Management founded and continue the operation of the BGUInnovationLab jointly.

The lab, located at the Advanced Technology Park, provides a support system for university students, staff and alumni working on business projects and ventures. Among other benefits, The BGUInnovationLab provides its users with access to experienced mentors, weekly lectures, a luxurious workspace at WeWork Be'er Sheva (available 24/7) and more. Much of the activity is open to the public because of Ben-Gurion University's commitment to promoting the entrepreneurship and innovation ecosystem of the Negev. All services are provided free of charge.

The continued operation of the lab by the Bengis Center should be reviewed and stipulated in the following principles:

- 1. Operation of the compound will be made possible only in if an amount of 5,000 NIS per month is paid.**
- 2. The Bengis Center manages all activities related to the users of the lab. e.g. mentor referrals, lecture coordination and physical use of the compound.**
- 3. No employee will be recruited, outside of the Bengis Center, for the operation of the complex. The management of the lab will be assigned to Mr. Yossi Shavit and lab-related activities will be carried out the by the Bengis Center's employees. Any requests, regarding the BGUInnovationLab will be made directly to Yossi and Yossi alone.**

The BGUInnovationLab

Over the course of the last year, in any given moment, 15-20 teams were occupying the BGUInnovationLab, working on novel enterprises and technologies. The teams using the facility are promising young entrepreneurs with solid business ideas, participants of the Inno-Negev accelerator and winners of events led by the Bengis Center, such as Hack BGU and BGU Smart.



The projects emerging in the lab are fascinating and varied – hardware, software, social, business and more. The lab is also used for guest lectures, meetings, hosting local and foreign delegations and for activities led by the Center.

Mentors Network

The **Mentors Network** is one of the Bengis Center's greatest assets. It was created, expended and cultivated by the staff of the Center. The network consists of over 60 experienced mentors, including professionals in business and technology, accomplished entrepreneurs, leading investors and more. The Bengis Centers invests great resources to continue the expansion, targeting and focusing of the network.

Over the course of 2017, the network was utilized for:

- 1. The ongoing operation of the Inno-Negev acceleration program. In the upcoming cycle of the accelerator, 700-1200 individual mentoring hours are expected to be granted to the program's participants.**
- 2. The review and grading of the senior projects of the Department of Electrical & Computer Engineering.**
- 3. Support the members of the BGUInnovationLab.**
- 4. Assistance and guidance to the multidisciplinary Smart Technologies competition.**

The Mentors Network

In the last 12 months, our Mentors Network grew by 10 additional members to become 60 active mentors, providing over 1000 consulting hours, mainly for the Inno-Negev accelerator as well as other projects promoted by the Bengis center, such as the BGU Smart competition. Additional 15 professionals are waiting to join the network.



Other Notable Achievements of 2016-2017

Young Entrepreneurs Event

On **November 21st, 2016** – We recorded a Stadium “Wave”, of 300 teenagers from dozens of high-schools, who came to Ben-Gurion University for an entrepreneurship event, during which they came up with novel ideas to change the world.

Amazon Web Services AWSome Day

On **November 24th, 2016** – We’ve teamed up with Amazon to create a truly AWSome event, on the subject of cloud computing. With 3 times more participants than initially anticipated, this one-day training event provided an introduction to the core AWS services for compute, storage, database and networking.

Additional Delegations We’ve Hosted

November 16th, 2016 - *Hosting the First Secretary from Royal Thai Embassy Tel Aviv - Mr. Ithikom Tritasavit.*

To introduce them to our Inno-Negev technology accelerator and the quick development of the entrepreneurship and innovation ecosystem in our area.

December 7th, 2016 – *Hosting the AILD delegation*

AILD is a non-profit organization that aims to foster bi-lateral ties and strengthen the connection between the Australian Labor Party and Israel, which came with a mission to bring lessons from the Start-Up Nation back to Australia.

March 27th, 2017 – *Hosting a delegation from SKEMA Business School in France*

We met with a group of 50 students from SKEMA Business School in France. This wonderful group has come to meet with local entrepreneurs, absorb some of our Start-up Nation spirit and participate in the first international Hackathon.

May 24th, 2017 – *Hosting a Young Delegation from Northeastern University*

We had the chance to show young Americans, from Northeastern University, what Be'er-Sheva is all about. They got to hear about the unique ecosystem sustaining our fair city and were quite amazed to learn just how advanced it really is.



**Bengis Center for
Entrepreneurship & Innovation**

Guilford Glazer Faculty of Business and Management
Ben-Gurion University of the Negev

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