IEEC

Building Enterprise Communities:

>> The Power of Collaborative Working <<

POWERED BY

Student Enterprise at LSBU

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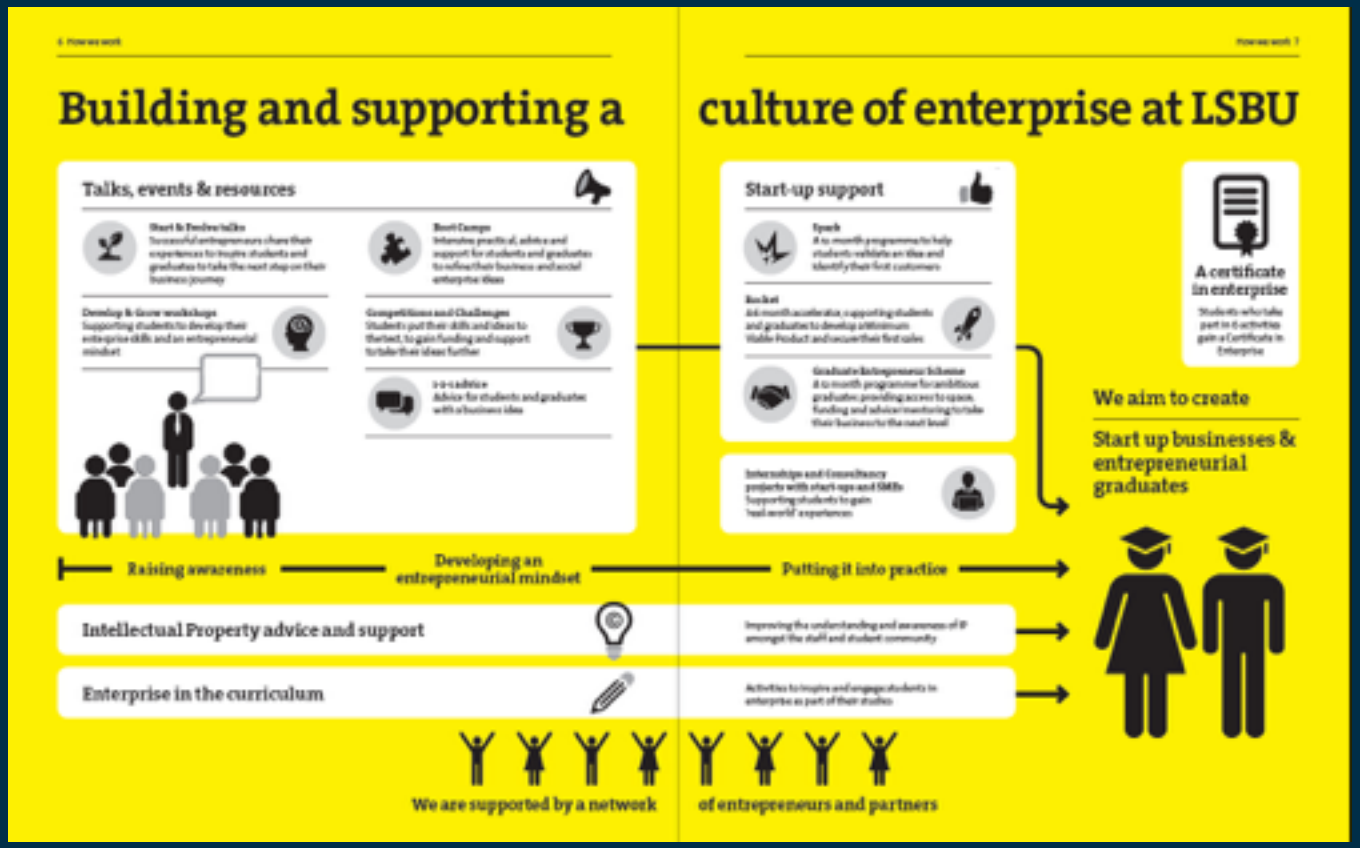
Overview

- Share experiences of developing collaborative accelerator programme
- Give insight into the student / graduate entrepreneurial journey
- Reflect on lessons learnt
- Help you to identify next steps to develop the entrepreneurial ambitions of your students

Enterprise at LSBU



START UP
REPUBLIC

Why was Rocket needed?

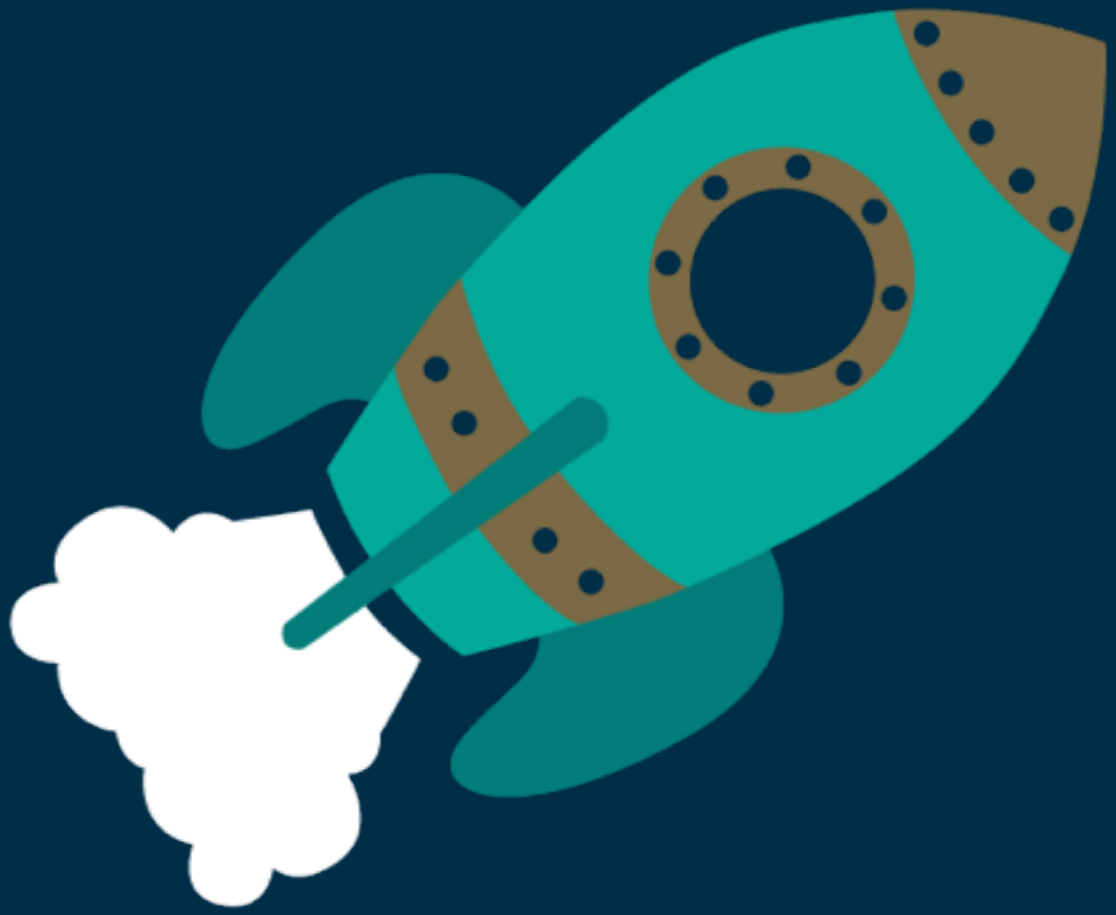
- Strategic context
- Intensive start-up support
- Shorter, sharper intervention
- Brings social and commercial entrepreneurs together
- Break down boundaries between HE and start-up community
- We knew we had students who needed this support
- Part of wider ecosystem of institutional and external support: community development at the Clarence Centre
- GES offered seed funding but no equivalent support for current students
- We'd identified the gap in our funnel: fitted in context of what we already did
- Clearly identifiable gap
- Align to University Strategy/focus and investment into the area

MIND THE GAP

Where is your gap?

- Map enterprise education activities at your university
- Identify where there are gaps in your service

What is Rocket?



What is Rocket?

A 6 month pre-accelerator which provided student and alumni start ups with access to seed funding to generate traction and early customers

7 Early Stage Start-Ups

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Develop Skills

65 hours of workshops

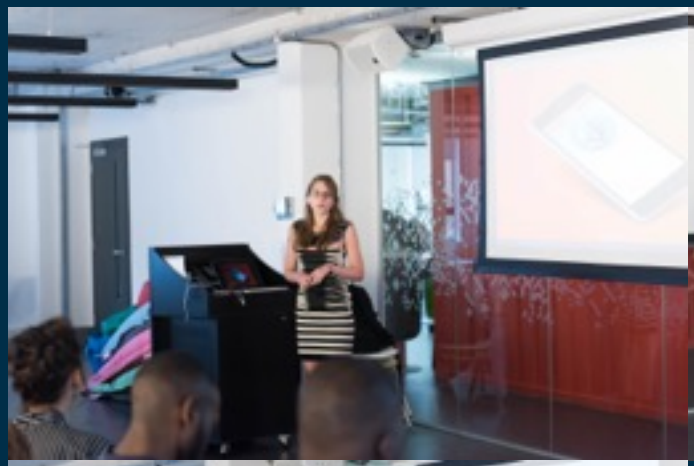
Build Networks

Access to 36 Founders, Investors and Subject Matter Experts across Start Up Venues

Gain Support

Regular Office Hours and 1-2-1 Mentoring

Channels for Investment



Demo Day with investors and accelerators.

3 companies actively raising SEIS Investment

THE GOOD THE BAD AND THE UGLY

THE GOOD

- Peer support
- Launchpad to other Accelerators
- Staged-funding: release when milestones are achieved
- Customer focus, iterative approach, enabled pivots

THE BAD

- “It’s not about ideas. It’s about making ideas happen” – the person and team is key

- Skills support is key: for individual/team AND for business

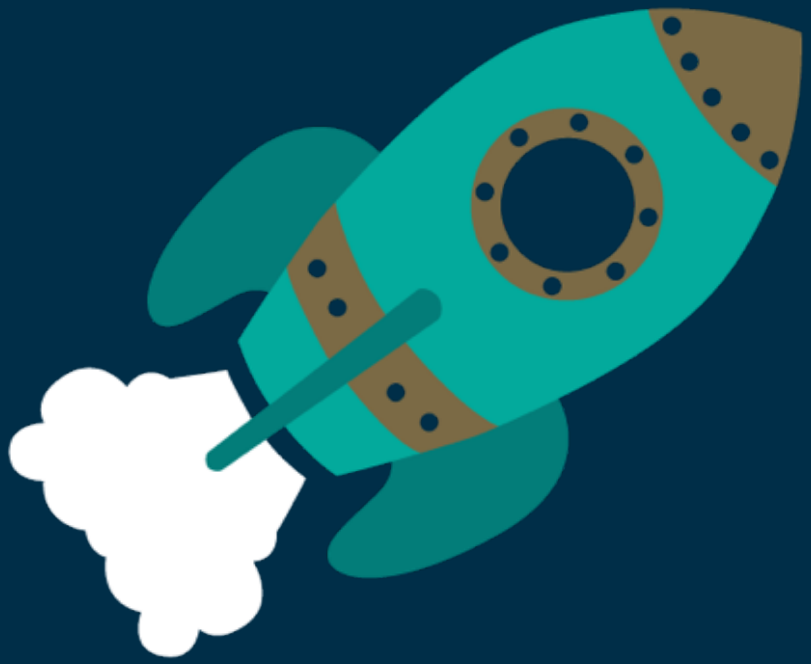
AND THE UGLY

More agile systems and processes are needed within HE: contracts, finance

Be explicit around support for International students and graduates

You can't always back a winner…

Launch your Rocket



Three things you will put into practice to develop your Enterprise Community

Thank you

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