

ANDI | Innovation Land Summit 2019

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20.11.19

# Connecting The World Through Innovation

“Start-up Nation” ecosystem - The recipe of the Israeli Innovation

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Innovation  
Without  
Borders



Speaker

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# Benny Shlick

Founder & Managing Director  
IWB - Innovation Without Borders  
benny@iwb.world  
+972-547864763

**Advising governments and corporates on innovation relations, business strategy, and entrepreneurship. Acting as an entry and focal point to the Israeli technology and innovation ecosystem.**

**Speaker**

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**Benny**

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# Immigrant Israeli Navy SEAL Designer Private & Gov'

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**Innovation  
Without  
Borders**

“Start-up Nation” - The recipe of the Israeli Innovation

**Israel**

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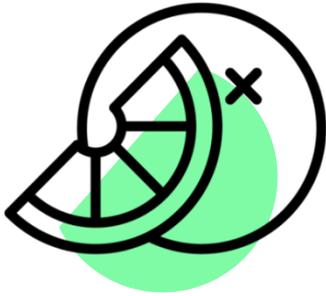


**Israel known as the home of innovation**

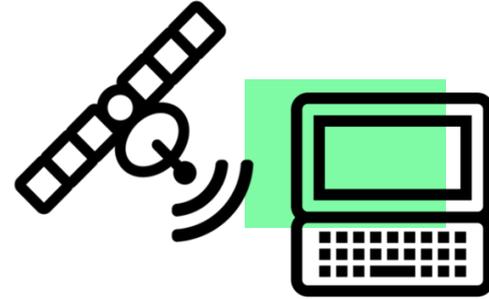
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Israel

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**from Oranges**



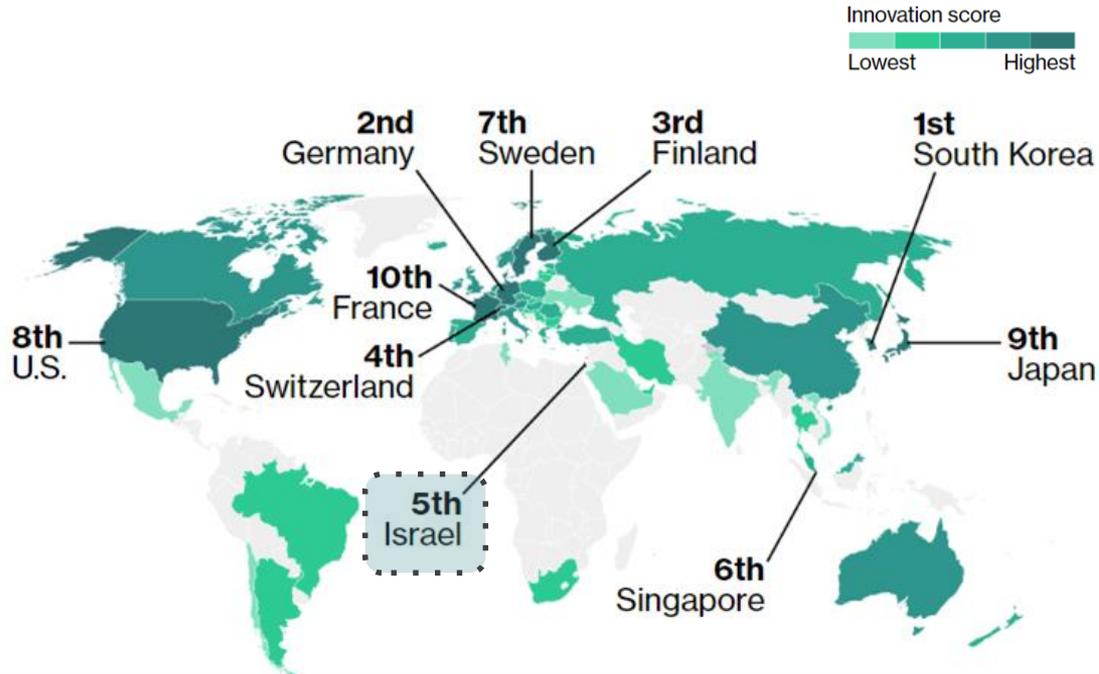
**to High-tech**



## Facts about Israel Ecosystem:

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# World Most Innovative Economies



The Bloomberg Innovation Index 2019

Innovation  
Without  
Borders

“Start-up Nation” - The recipe of the Israeli Innovation

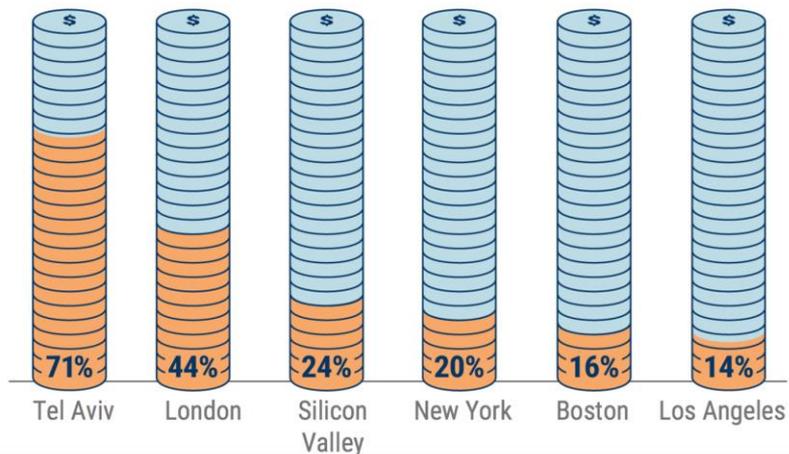
# Tel Aviv hub ranked # 1 in foreign investing

## FUNDING ROUNDS 2012 - 2017

 percent of rounds with foreign investors

 percent of rounds with no foreign investors

CBINSIGHTS

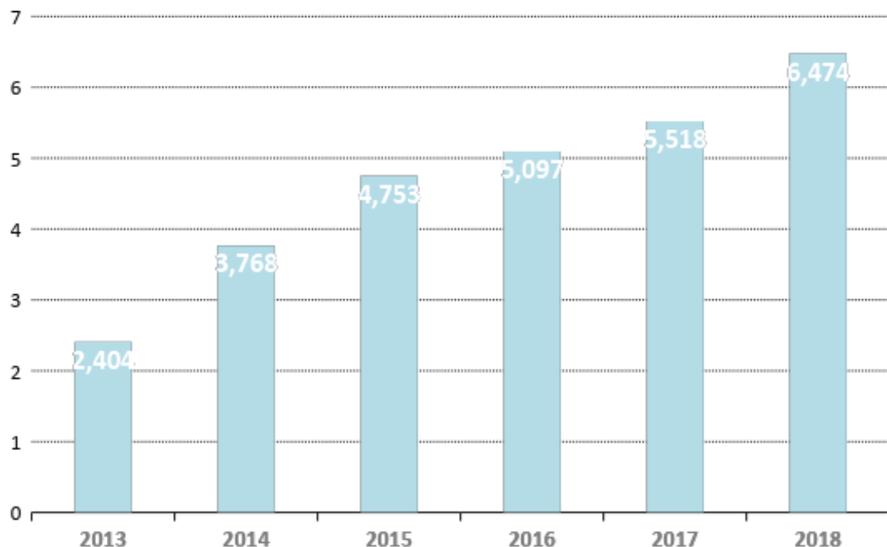


**Tel Aviv attracts a high number of US and Europe-based investors.**

Source: CBINSIGHTS

## VC Capital Raising in Israel | 2013-2017

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**in 2018 Israeli Hi-tech  
companies raised 6.5 B\$  
in 623 transactions**

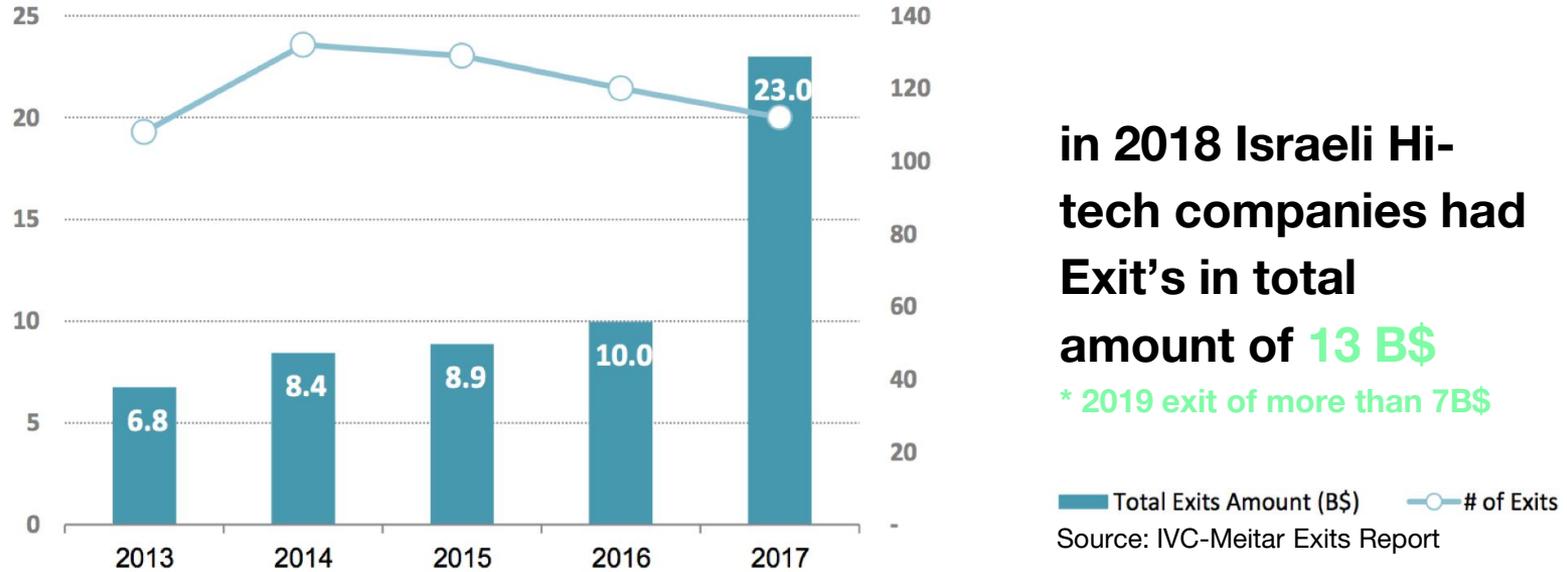
Source: IVC-Meitar Exits Report

# Israeli Exits | 2013 –2017

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## Israeli Exits | 2013 –2017



## Israel achievements:

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- ✓ **#1 in the world in expenditure on R&D as % of GDP**
- ✓ **#1 in the world in number of VC Investments Per Capita**
- ✓ **#1 country with Nasdaq-listed companies except the U.S. and China**
- ✓ **#1 country in terms of high-tech employees concentration**

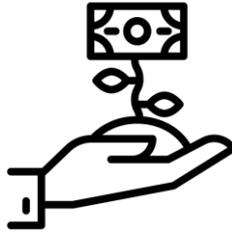
## Israel achievements:

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### Startups

Over 6,500 Startups



### Funding

150+ Vc Funds  
100+ Accelerators



### Multinationals

350+ R&D Centers

To summarize:

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To summarize:

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**but..**



To summarize:

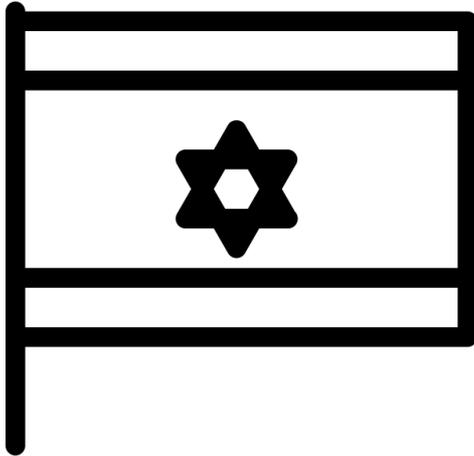
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# Why Israel..?

## Why Israel?

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### Israel Challenges:

- 9 Million ppl = no market
- Size - 20,770 sq km (55 times smaller than Colombia)
- 70 Years old
- Economical island  
Not in a friendly neighborhood
- Low workforce participation  
in the Arabic & ultra-orthodox sectors
- No natural resources\*

**Why Israel?**

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**SOMEHOW ISRAEL  
ALLOWS INNOVATION  
TO FLOURISH**

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# Why Israel?

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**Why Israel?**

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**We are not better.**

**Why Israel?**

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**We are not better.**

**We just don't have any choice.**

## Why Israel?

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**“Necessity is the mother of invention!”**

## Why Israel?

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**“Necessity is the mother of invention!”**

## Why Israel?

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**Diversity**

**“Necessity is the mother of invention!”**

## Why Israel?

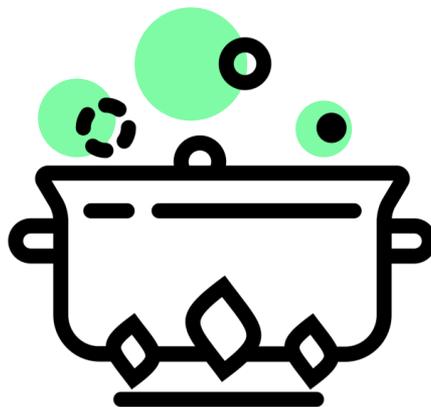
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**Hutzpa!**

**Diversity**

**“Necessity is the mother of invention!”**





# The Israeli Innovation Recipe

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## Israeli synergy - Innovation Recipe



**Culture**

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## Israeli synergy - Innovation Recipe



- **The Chutzpah way:**

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## Israeli synergy - Innovation Recipe



- **The Chutzpah way:**

**Informality** - no hierarchy

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## Israeli synergy - Innovation Recipe



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**Flexibility - “bypass” the rules**

## Israeli synergy - Innovation Recipe



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**Directness & Openness**

## Israeli synergy - Innovation Recipe



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**Failure is OK and even GOOD!**

## Israeli synergy - Innovation Recipe



### - The Chutzpah way:

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**Networking & Community**

## Israeli synergy - Innovation Recipe



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**Self Confidence - “I can do it better”**

## Israeli synergy - Innovation Recipe



### - The Chutzpah way:

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## Israeli synergy - Innovation Recipe

### The Chutzpah way:

score in  
**Mathematics in  
OECD PISA 2012**

# Israeli synergy - Innovation Recipe

## The Chutzpah way:

score in  
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## Israeli synergy - Innovation Recipe

### The Chutzpah way:

**“In my mathematics class, I understand even the most difficult work”**

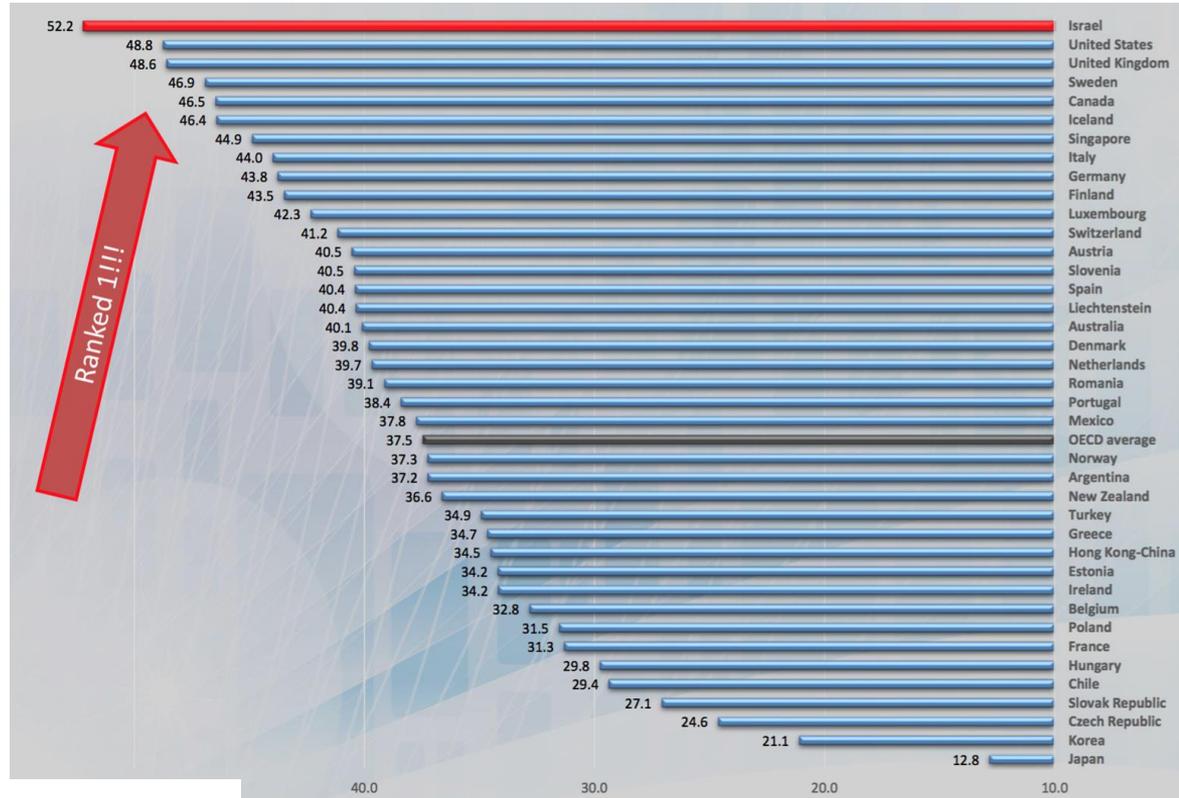
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OECD PISA 2012**

# Israeli synergy - Innovation Recipe

## The Chutzpah way:

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## Some of the current LEADING Israeli tech fields:

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## **Industry 4.0**

Some of the current **LEADING** Israeli tech fields:

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**Industry 4.0**



**Automotive**

## Some of the current LEADING Israeli tech fields:

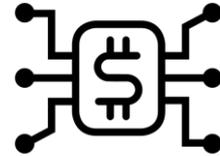
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**Industry 4.0**



**Automotive**



**Fintech**

Some of the current LEADING Israeli tech fields:

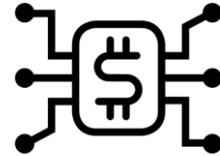
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**Industry 4.0**



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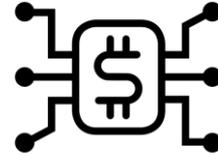
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**Industry 4.0**



**Automotive**



**Fintech**

**Israel doesn't have an active low-tech industry in any of the fields**

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Some of the current LEADING Israeli tech fields:

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Israel doesn't have an active low-tech industry in any of the fields

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## Israeli synergy - Innovation Recipe



**Culture**

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## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



## Israeli synergy - Innovation Recipe



**Culture**



**Academy**

- 
- **TTO - Tech Transfer centers - 16 TTOs**
  - **Top Universities and Research Institutions**  
**9 PUBLIC UNIVERSITIES**
  - **Working with the IDF and the private sector**

## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



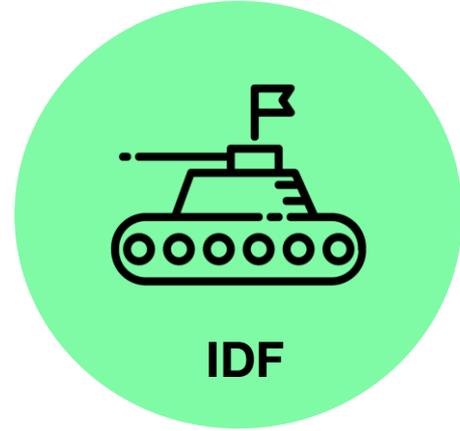
**IDF**

## Israeli synergy - Innovation Recipe

- Funnel all the population
  - Cultural melting-pot
  - Not just the Tech unites
  - Leadership & Technology
- 
- Practical practice - Quick Education
  - Survival Skills - “everything possible”



Academy



IDF

## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



**IDF**

## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



**IDF**



**Immigration -  
internationality**

## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



**IDF**



### **Immigration - internationality**

- **Inflow of Skilled Immigrants**
- **70 different cultural origins**
- **Diaspora as a direct contact to the world**
- **“Small Village” - everybody knows everyone**
- **Serial Entrepreneurs**

## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



**IDF**



**Immigration -  
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## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



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**Immigration -  
internationality**



**Governmental  
Support**

## Israeli synergy - Innovation Recipe



**Culture**



**Academy**



**IDF**



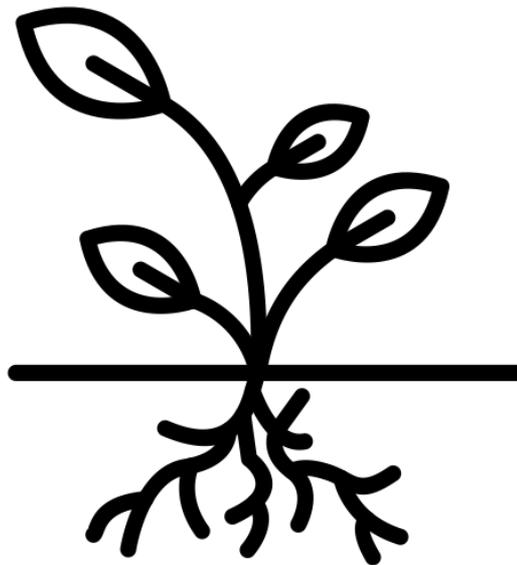
**Immigration -  
internationality**

**+**



**Governmental  
Support**

# Israeli synergy - Governmental Support - How did it started?



IDF



Academy



Culture



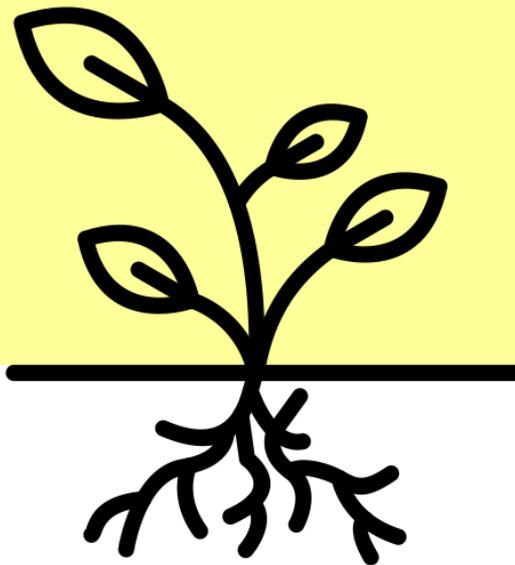
Immigration -  
internationality



Gov'  
Support

# Israeli synergy - Governmental Support - How did it started?

**Vc funds**  
**Investments**  
International investments!



IDF



Academy



Culture

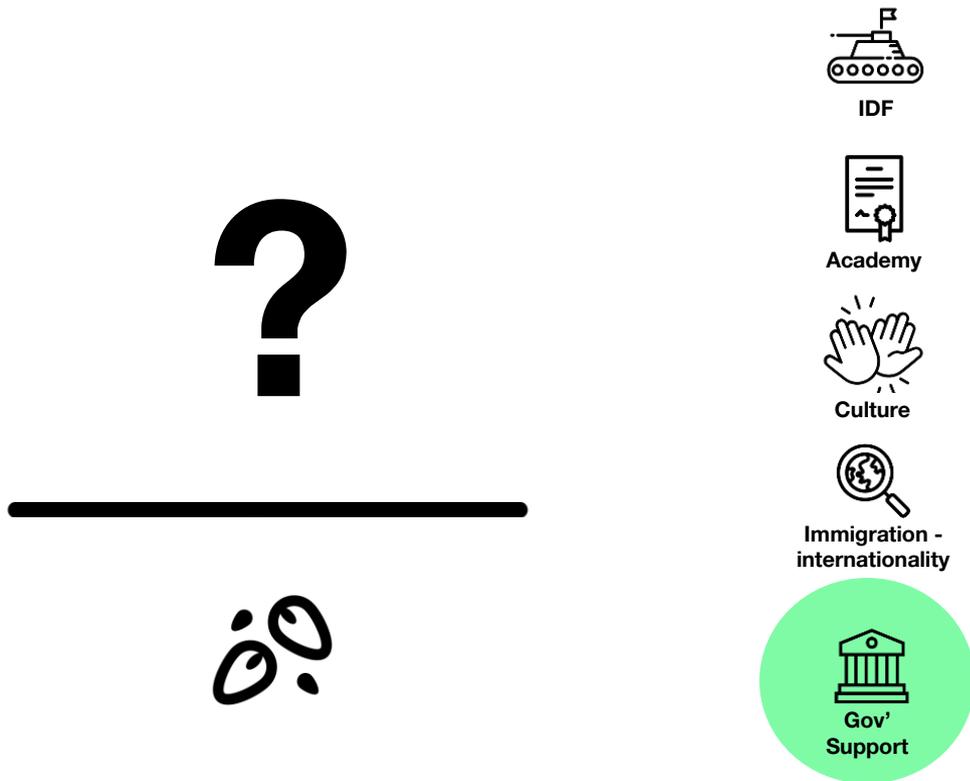


Immigration -  
internationality



Gov'  
Support

# Israeli synergy - Governmental Support - How did it started?



# Israeli synergy - Governmental Support - How did it started?

## Gov' Support

Started in the 90's



IDF



Academy



Culture



Immigration -  
internationality

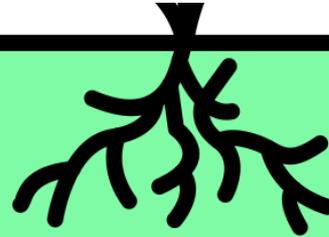


Gov'  
Support

# Israeli synergy - Governmental Support - How did it started?

- The highest risk!
- Investing yearly more than 200M\$
- No payments - pay back only if succeed
- Enabling the market; Not leading it
- 19 GOVERNMENT INCUBATORS
- Investing in the periphery (today)

**Gov' Support**



IDF



Academy



Culture



Immigration -  
internationality



Gov'  
Support

# Israeli synergy - Governmental Support - How did it started?



IDF



Academy



Culture



Immigration -  
internationality



Gov' Support

Israeli synergy - Innovation Recipe

# Healthy Ecosystem for Innovation – Start Up Nation



Culture



Academy



IDF



Immigration -  
internationality

+



Governmental  
Support

Israeli synergy - Innovation Recipe

# Healthy Ecosystem for Innovation – Start Up Nation



Culture



Academy



IDF



Immigration -  
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+



Governmental  
Support



Startups

6,500+  
START-UPS



Funding

150+ VC FUNDS  
100+ ACCELERATORS



Multinationals

350+  
MULTINATIONAL  
R&D CENTERS

Israeli synergy - Innovation Recipe

# Israel Future:



## From Startup nation to SCALE-UP nation

Israeli synergy - Innovation Recipe

# Israel Future:



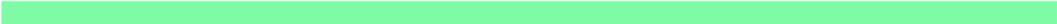
## From Startup nation to SCALE-UP nation

Over 14 Israeli unicorns

**Why Israel?**

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# **Current situation in Israel:**



## Why Israel?

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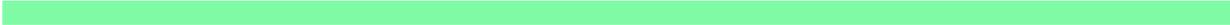
# Boiling innovation!

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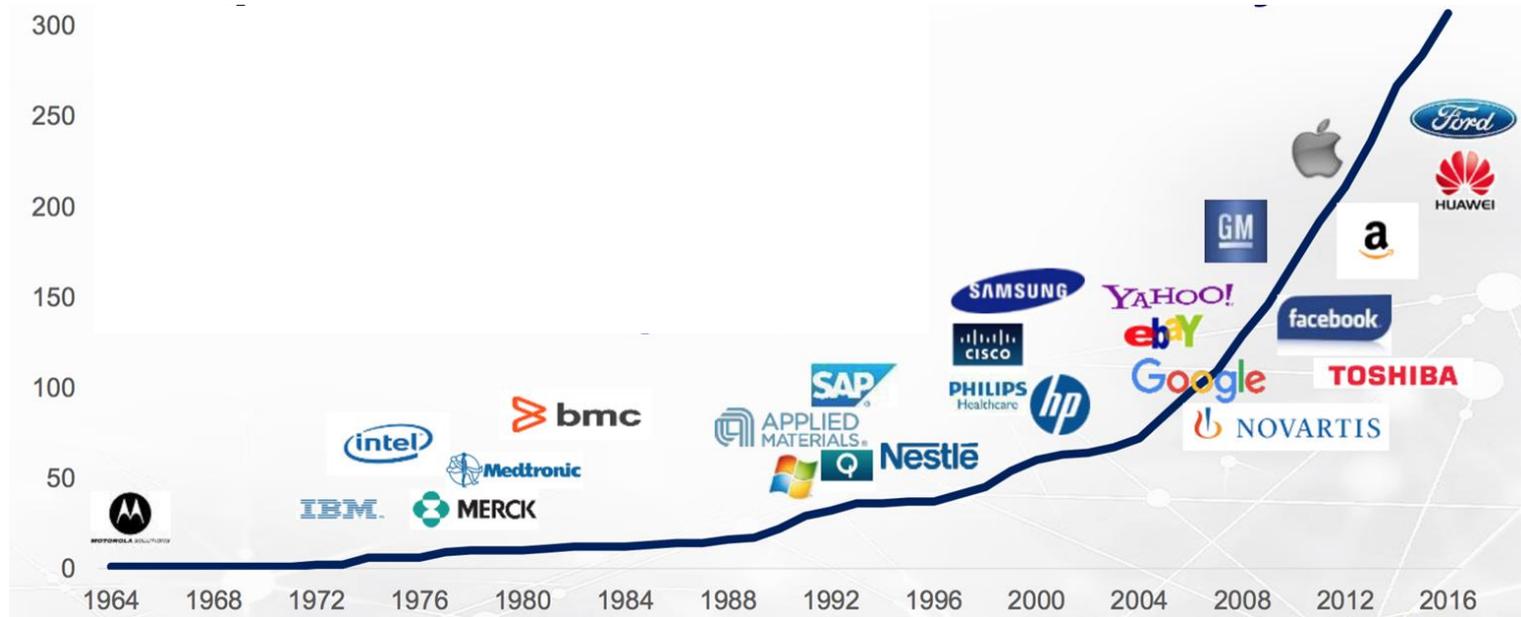
**Why Israel?**

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**Everybody wants to be part of it!**



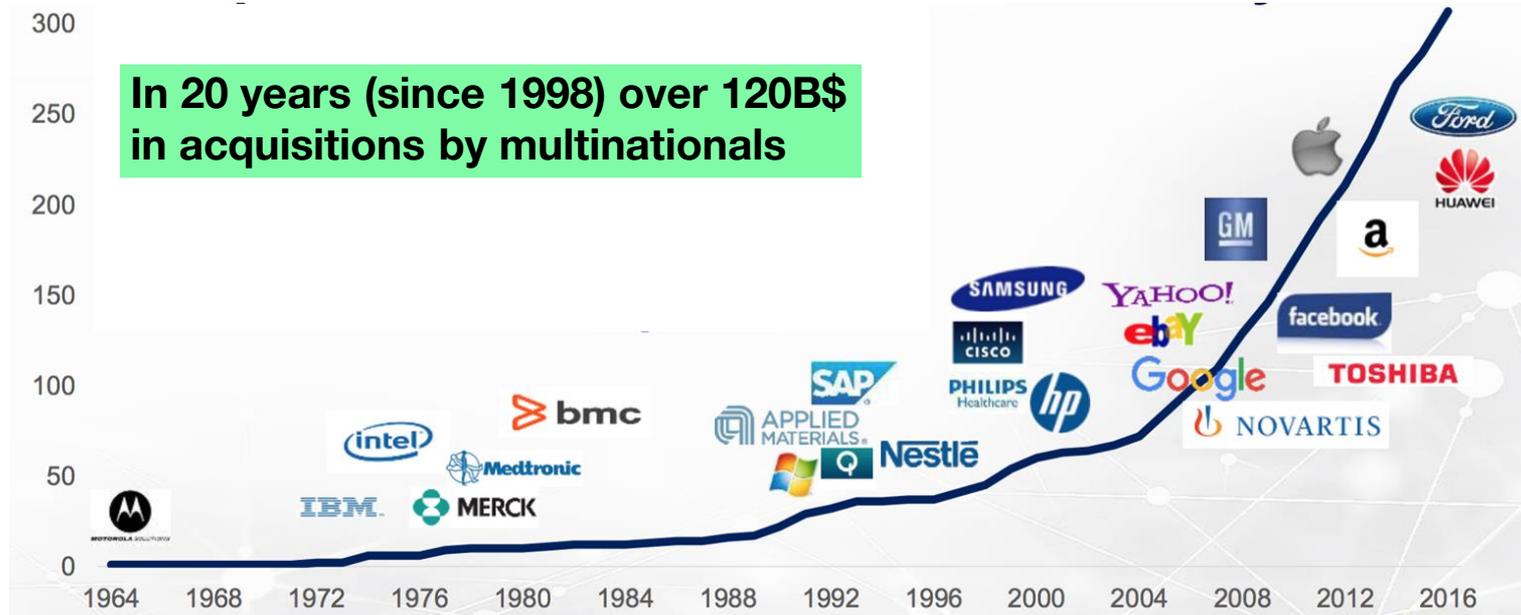
# Multinational Corporations in Israel (today over 350)



Innovation  
Without  
Borders

“Start-up Nation” - The recipe of the Israeli Innovation

# Multinational Corporations in Israel (today over 350)



# Multinational Corporations in Israel (today over 350)

Industry/ Origin	IT, Hardware, Software & Services	Internet & Retail	Semiconductors	Finance, Banking & Insurance	Communications	Automotive, Energy, utility & Industrial	Healthcare & Medical	Other Industries	Electronics
North America									
Europe									
Asia									

**Innovation  
Without  
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Source: Deloitte Israel

“Start-up Nation” - The recipe of the Israeli Innovation

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# The Spillover

**Innovation Without Borders**

Source: Deloitte Israel

“Start-up Nation” - The recipe of the Israeli Innovation

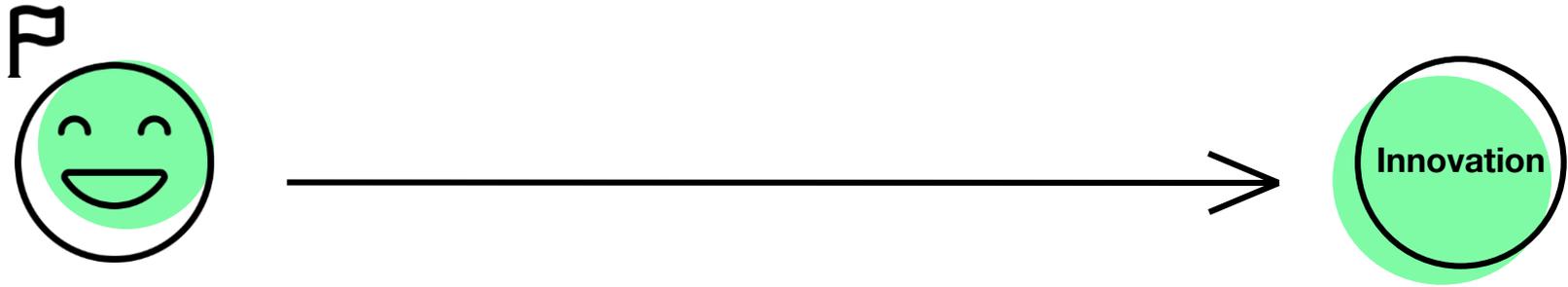
**Why Israel?**

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**Countries & embassies are interested as well!**

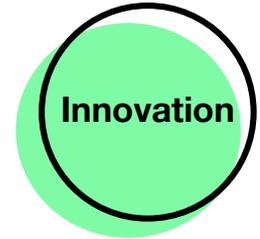
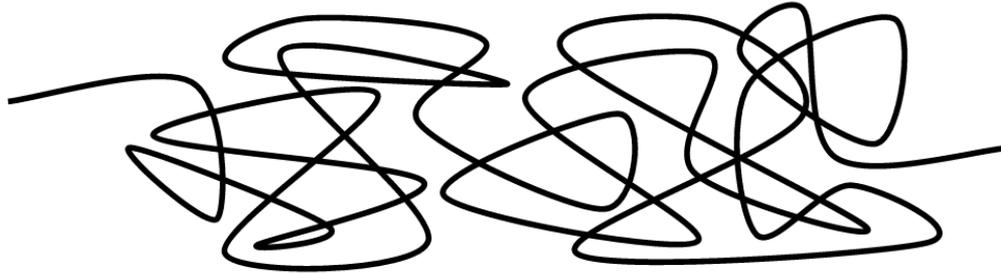
## Why Israel? - wishful thinking

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## Why Israel? - in reality

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**Cultural & Business gaps..**



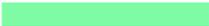
## **How to build the bridge between the international representatives and the local Israeli ecosystem?**

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# **Innovation Without Borders**

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# What is IWB?



## What is IWB?

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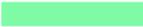


**IWB is the landing-pad and innovation relations focal-point for the foreign representatives to the Israeli ecosystem**

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# Why IWB?



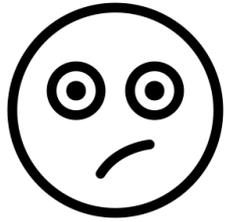
# The Ecosystem:



Innovation  
Without  
Borders

“Start-up Nation” - The recipe of the Israeli Innovation

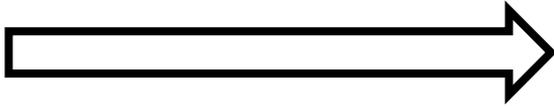
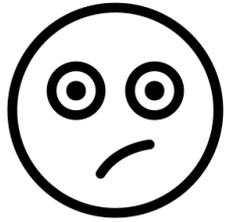
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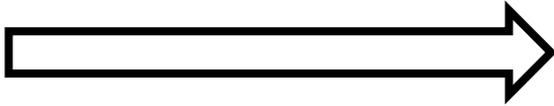
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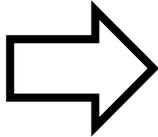
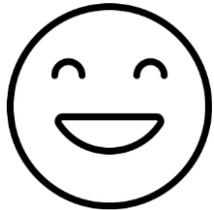
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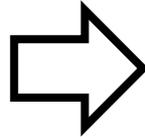
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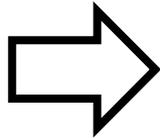
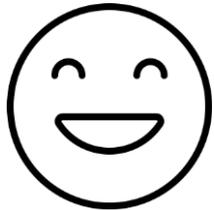
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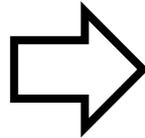
Innovation  
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# The Ecosystem:



Innovation  
Without  
Borders



one entry & focal point!



Innovation  
Without  
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“Start-up Nation” - The recipe of the Israeli Innovation

# The Ecosystem:



one entry & focal point!



# The Ecosystem:

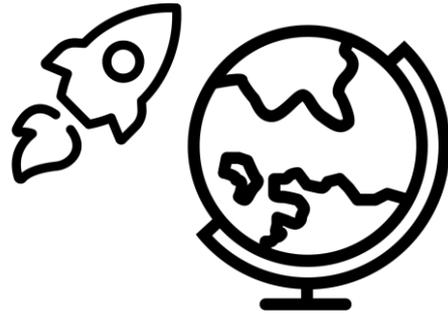


# Accessibility!

one entry & local points:

## Why we do?

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**We believe that it's all about the relationships and the people**

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# How we do it?



## IWB - how we do it?

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- ✓ **IWB Diplomats Forum - working with over 50 embassies**
- ✓ **IWB Consulting Arm**
- ✓ **IWB Global Innovators Program**

# How we do it - Our Distinguished Advisory Board Members

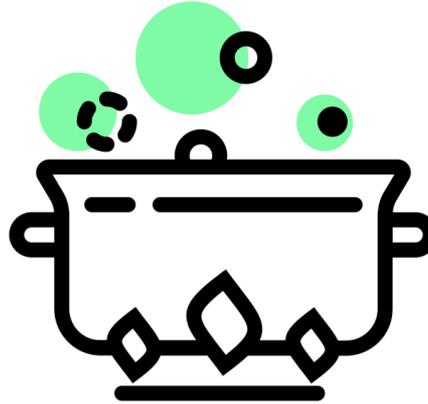


## One thought to take:

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**One thing to take:**

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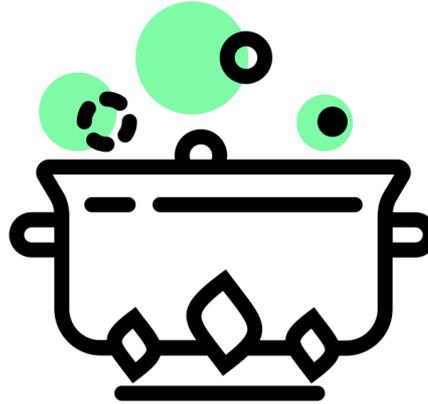


**What is the recipe of Colombia for innovation?**

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**One thought to take:**

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**What will be the best way to connect with Israel?**

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# Coffee..?

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[www.iwb.world](http://www.iwb.world)

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Founder & Director

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