

-eNDeavor

السعودية

الرياديون الأكثر تأثيراً

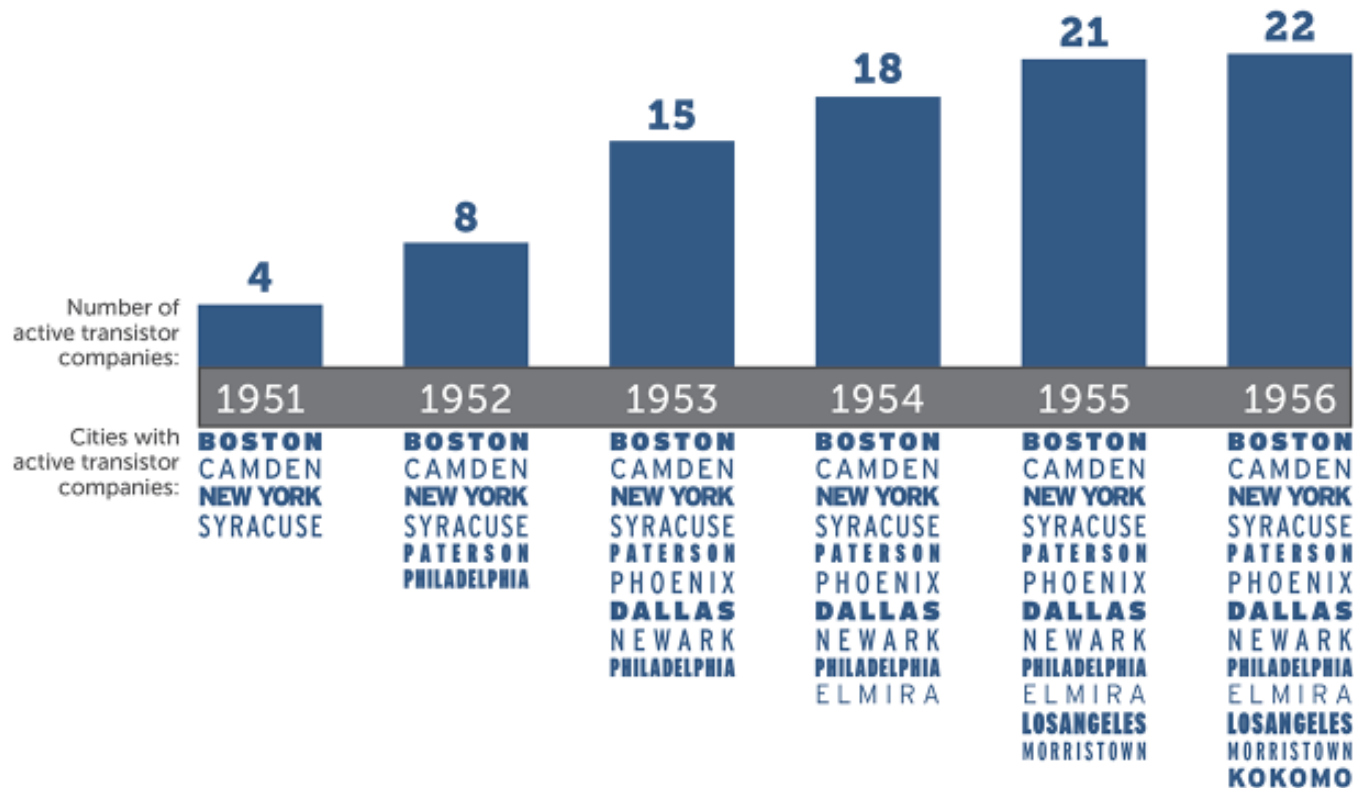
أهمية دعم التوسع والنمو في خلق بيئة ريادية
م. راكان العيدي - العضو المنتدب
منتدى المنشآت الصغيرة والمتوسطة – غرفة
الشرقية

الثلاثاء ٢٣/١٢/٢٠١٤

1957



DEVELOPMENT OF THE COMPUTER CHIP INDUSTRY'S FIRST TRANSISTOR COMPANIES



Source: Endeavor Insight.

1956

The eight co-founders met when they left their jobs to join Shockley Semiconductor. Most were new to the Bay Area.

BOSTON



JAY LAST
Co-Founder
Previously earned a PhD at MIT



ROBERT NOYCE
Co-Founder
Previously at Philco; earned a PhD at MIT



SHELDON ROBERTS
Co-Founder
Previously at Dow; earned a PhD at MIT

NEW YORK



JULIUS BLANK
Co-Founder
Previously at Western Electric



EUGENE KLEINER
Co-Founder
Previously at Western Electric

LOS ANGELES



JEAN HOERNI
Co-Founder
Previously a professor at Caltech



GORDON MOORE
Co-Founder
Previously earned a PhD at Caltech

PALO ALTO



VICTOR GRINICH
Co-Founder
Previously earned a PhD and conducted research at Stanford

1957

The co-founders resigned and launched Fairchild Semiconductor with help from two key supporters who provided funding and connections to early customers like IBM.



ARTHUR ROCK
Banker
Hayden, Stone & Co.



SHERMAN FAIRCHILD
Investor
FC&I

1959

The co-founders signed a contract to supply components to the new Minuteman missile program.

1960

Fairchild recorded sales of \$21 million and was the eighth largest player in its industry. The company also began production of the first integrated circuit.

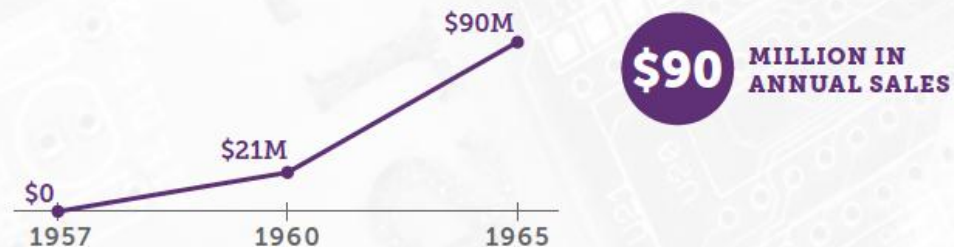


1963

The company became the number three player in its industry and opened its first overseas assembly plant in Hong Kong.

1965

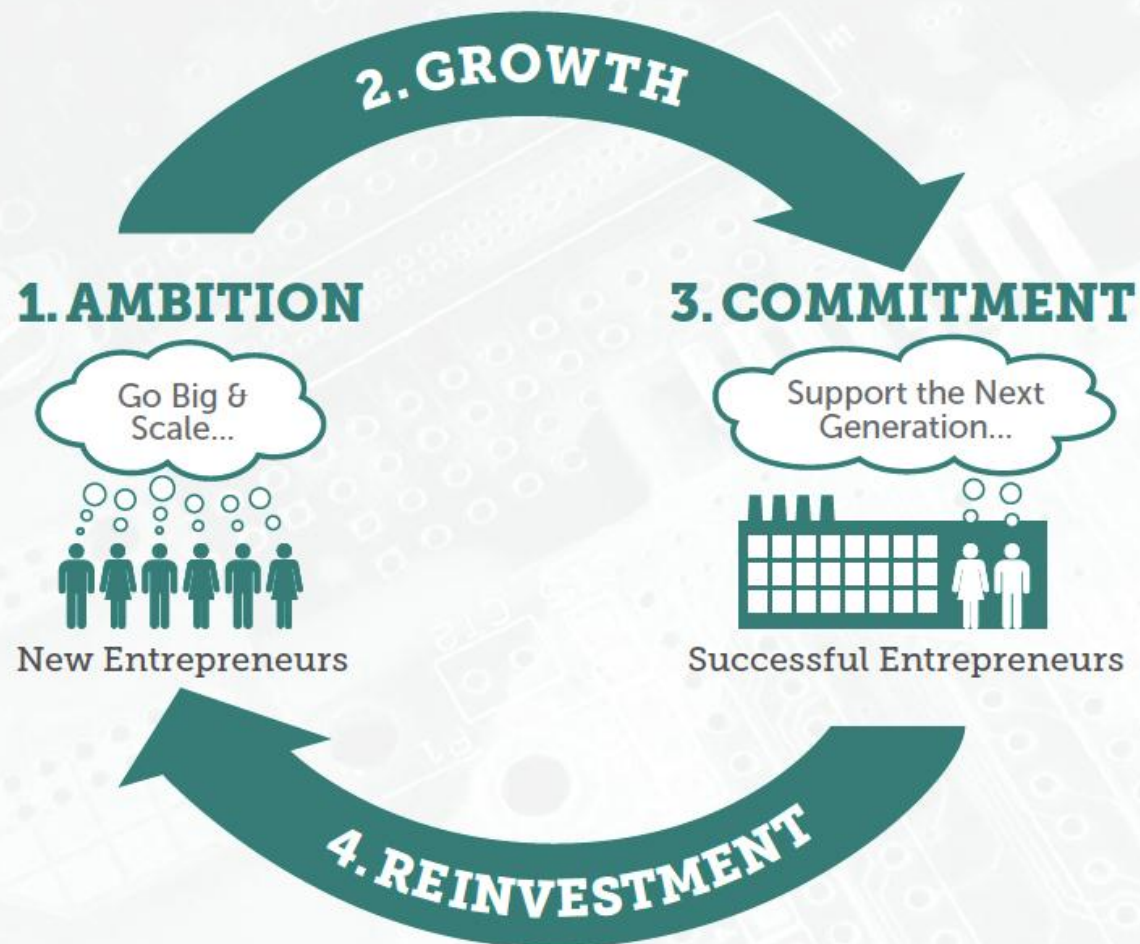
Fairchild Semiconductor recorded sales of \$90 million.



1966

The company ranked second in its industry and employed over 4,000 people.

THE ENTREPRENEURSHIP ACCELERATION CYCLE



The Four Steps & Sub-Components of the Cycle:

1. AMBITION	2. GROWTH	3. COMMITMENT	4. REINVESTMENT
New entrepreneurs seek to build scalable companies in the local area due to:	Entrepreneurs are able to grow their companies and reach scale based on:	Successful entrepreneurs stay in the local area & engage with new companies due to:	Successful entrepreneurs reinvest in the next generation through:
Local quality of life	Access to customers	Local quality of life	Angel & VC investing
	Access to financing		Inspiration
Desire to grow	Access to talent	Desire to reinvest	Mentorship
	Entrepreneurial ability		Spinoff businesses



The 92 public companies that can be traced back to Fairchild are now worth about \$2.1 trillion, which is more than the annual GDP of Canada, India, or Spain.

SILICON VALLEY COMPANIES THAT CAN BE TRACED BACK TO FAIRCHILD SEMICONDUCTOR

AAPL	GOOG	ORCL	FB	INTC	CSCO	EBAY	YHOO	AMAT	TSLA
SNDK	INTU	TWTR	LKDN	A	SYMC	XLNX	KLAC	NTAP	LRCX
JNPR	EA	LLTC	ALTR	NVDA	MXIM	NOW	SNPS	SCTY	PANW
SPLK	CDNS	YELP	FEYE	ALGN	PAY	FTNT	BRCD	UBNT	AMD
TIBX	SYNA	RVBD	ZNGA	CAVM	SNX	IDTI	FCS	FNGN	ARUN
ISIL	SFLY	POWI	CUDA	CY	MPWR	MLNX	RMBS	TRLA	PMCS
CODE	PFPT	MKTO	INFN	RNG	RKUS	XOOM	AMBA	RPXC	FUEL
AMCC	BLOX	EHTH	MCRL	IMPV	HLIT	CHGG	ISSI	EXTR	SABA
IXYS	QTM	PLXT	QUIK	PSEM	MTSN	MOSY	SPRT	IMI	ELON
MERU	IKAN								

Note: Companies above are listed by their ticker symbols in descending order of their market capitalization on July 15, 2014.
Source: Endeavor Insight.

مهمتنا

تقود انديفور العالمية نشاط ريادة
الأعمال الأكثر تأثيراً حول العالم.



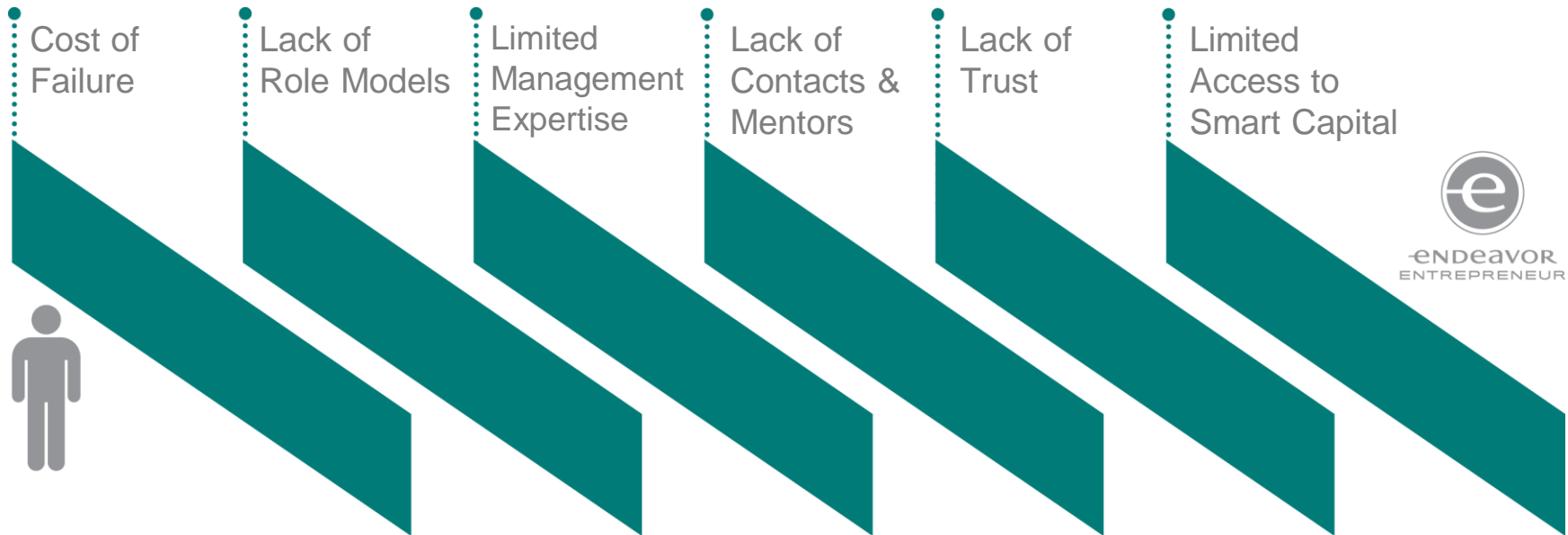
رؤيتنا

في المملكة العربية السعودية:

أن نكون المحفز الرئيس لبيئة ريادية
مزدهرة في المملكة.



Entrepreneurs in emerging and growth markets face multiple barriers to success



And we are expanding fast to meet demand.

LAUNCHED LAUNCHING SOON

• GLOBAL SUPPORT OFFICES



What is high-impact entrepreneurship?

HIGH-IMPACT ENTREPRENEURS are those that:

- a)** scale their businesses creating significantly more wealth and jobs; and
- b)** reinvest their knowledge, credibility and financial gains in the next generation of entrepreneurs, thus multiplying their influence.

Meet some of the HIEs:

HERNÁN KAZAH
Argentina



1999
Marcos Galperin and Hernán are selected as Endeavor Entrepreneur with MercadoLibre.com with revenues of \$100,000+

2007
MercadoLibre.com IPOs on the NASDAQ.

2013
Revenues hit \$375 million with 2,000+ employees.



Kaszek
VENTURES

2011
Hernán and MercadoLibre.com CFO, Nicolas Szekasy, found Kaszek Ventures, one of the largest venture capital funds in South America.

ARTURO GALVAN
Mexico



2011
Arturo is selected as an Endeavor Entrepreneur with his company, Naranya.

2013
In the two years since engagement with Endeavor, Arturo's company has added \$30 million+ in revenue and 100+ jobs.



naranya* LABS

2013
Arturo raised a fund of \$5 million to form Naranya Labs, a Mexican early stage fund and startup accelerator. Naranya Labs has selected its first batch of 10 startups and made \$20,000 investment in each company.

NEVZAT AYDIN
Turkey



2007
Nevzat, and his company YemekSepeti.com, is selected as an Endeavor Entrepreneur from Turkey.

2012
YemekSepeti.com receives a \$44M investment from General Atlantic with participation from Endeavor Catalyst.



2008–2013
Since 2008, Nevzat has been an active investor and mentor in the Turkey entrepreneurial ecosystem. He has invested in over 15 companies, including Lidyana, a recent Endeavor Catalyst investment.

When Endeavor adds significant value to them, high-impact entrepreneurs become the epicenter of their own entrepreneurial ecosystems. It is exactly the result we want to achieve and also the best branding that Endeavor can get.

We need more examples like them to continue to lead the movement.

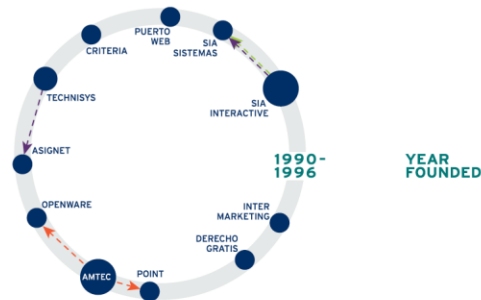
Testing the power of High-Impact Entrepreneurs in Buenos Aires.

We surveyed over 200 IT-based entrepreneurs from Buenos Aires. We asked them who inspired, invested or mentored them. The results are impressive:

There were less than 15 IT based companies in Buenos Aires by 1996.

They barely knew each other.

They had no network.

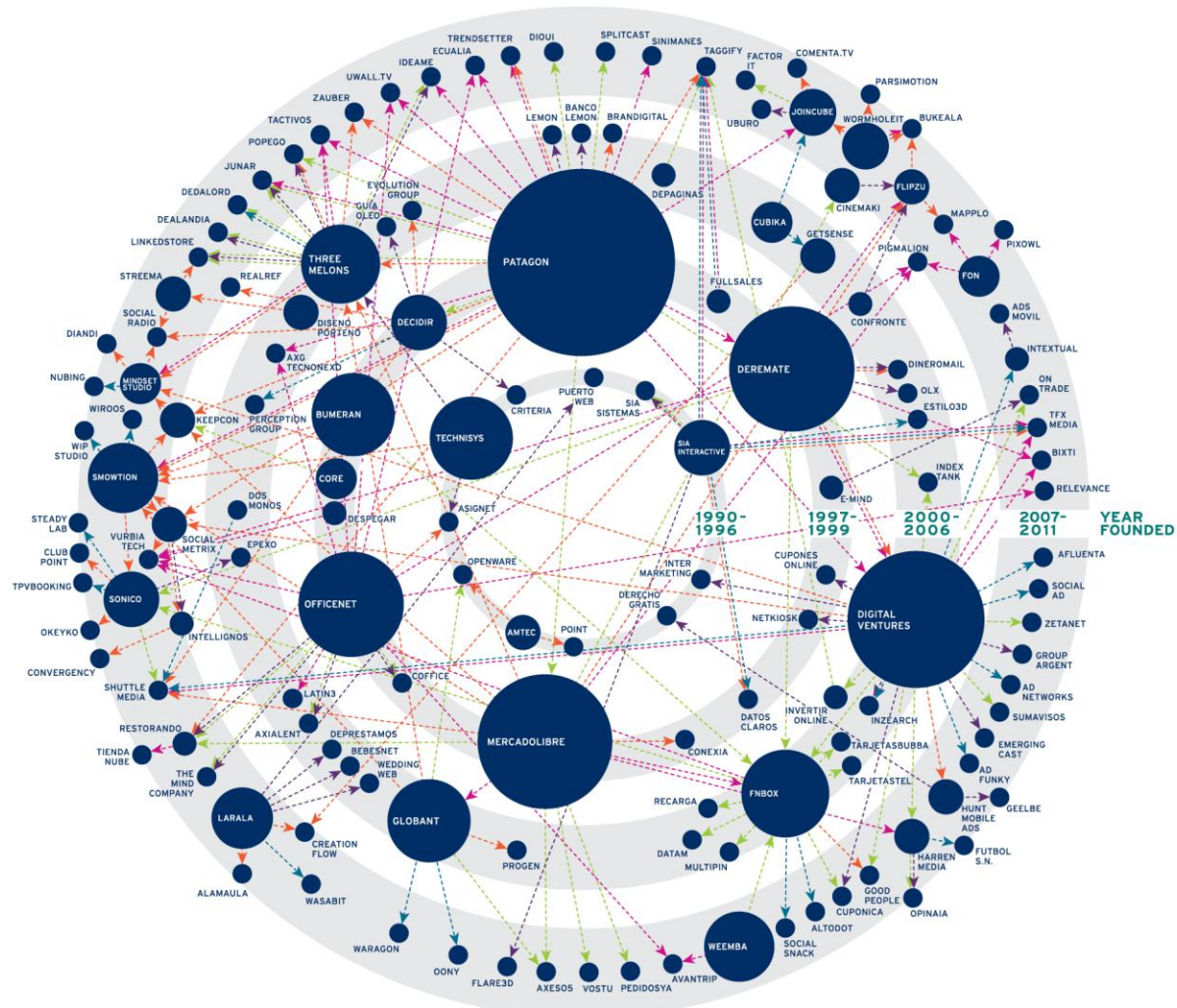


Arrows indicate outgoing influence. In the picture above, AMTEC inspired, mentored or invested in POINT and in OPENWARE, hence AMTEC has an influence = 2.

FOUR entrepreneurs influenced 80% of all IT entrepreneurs.

15 years later, **four high-impact entrepreneurs** have influenced **over 80%** of all the IT entrepreneurs in the city.

Three of them are Endeavor Entrepreneurs.



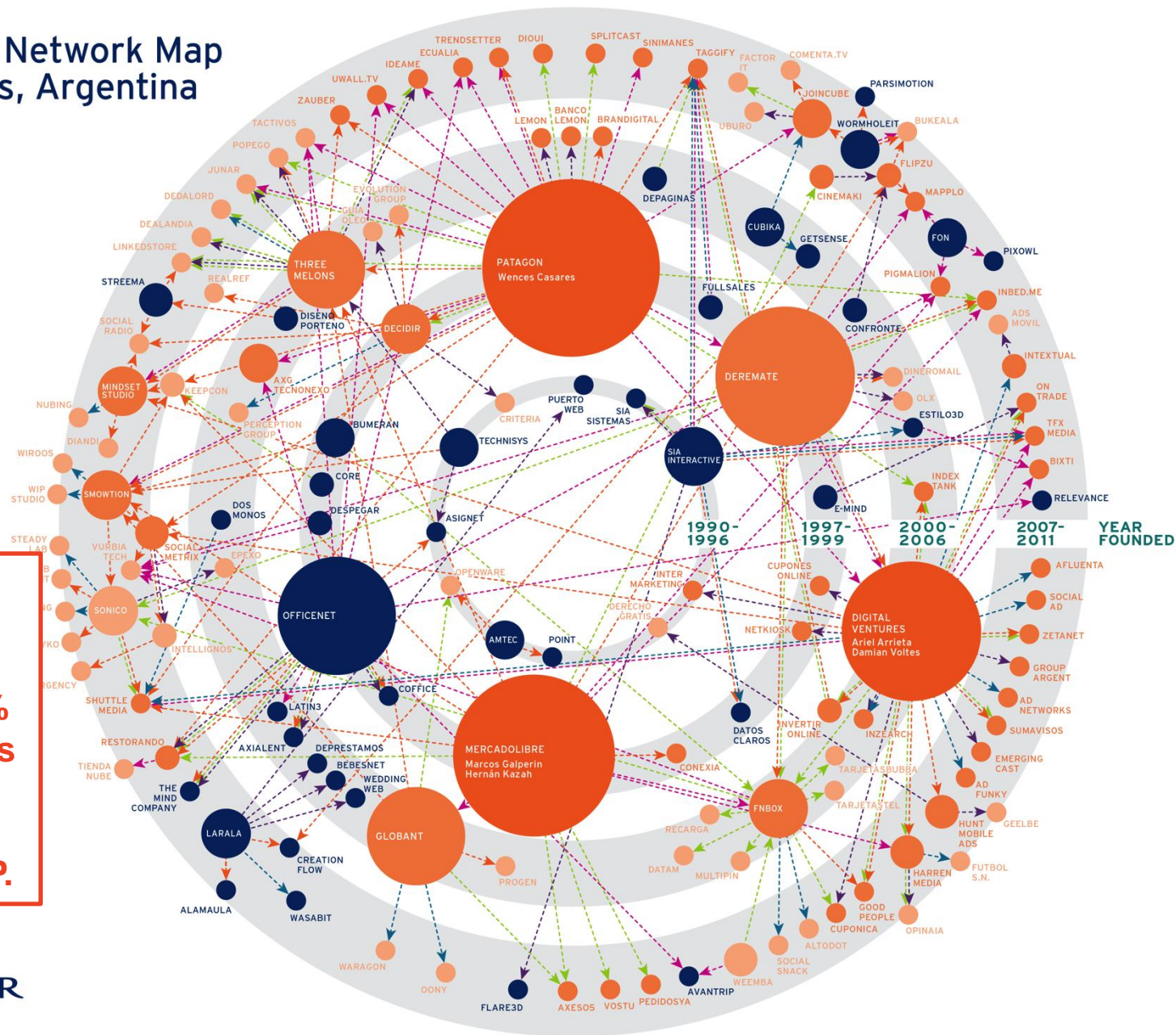
Tech Sector Network Map Buenos Aires, Argentina

Size of circle reflects the number of outgoing connections of entrepreneurs at each company

- MENTORSHIP
- INSPIRATION
- INVESTMENT
- FORMER EMPLOYEE
- FOUNDER

Note: Entrepreneurs are represented by their most prominent companies.

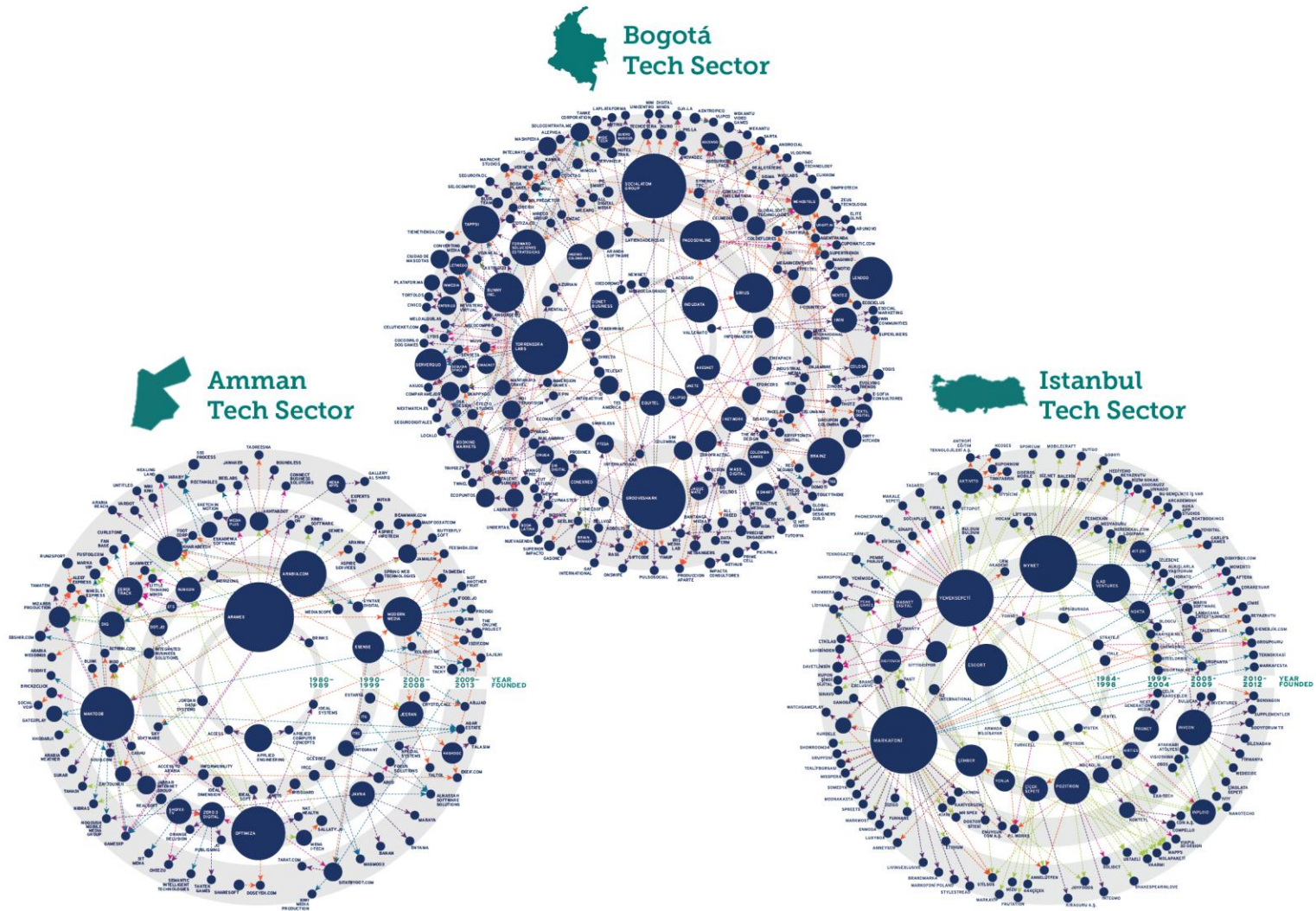
The top 3 entrepreneurs ultimately influenced >80% of the other firms in the network that generate close to 1% GDP.



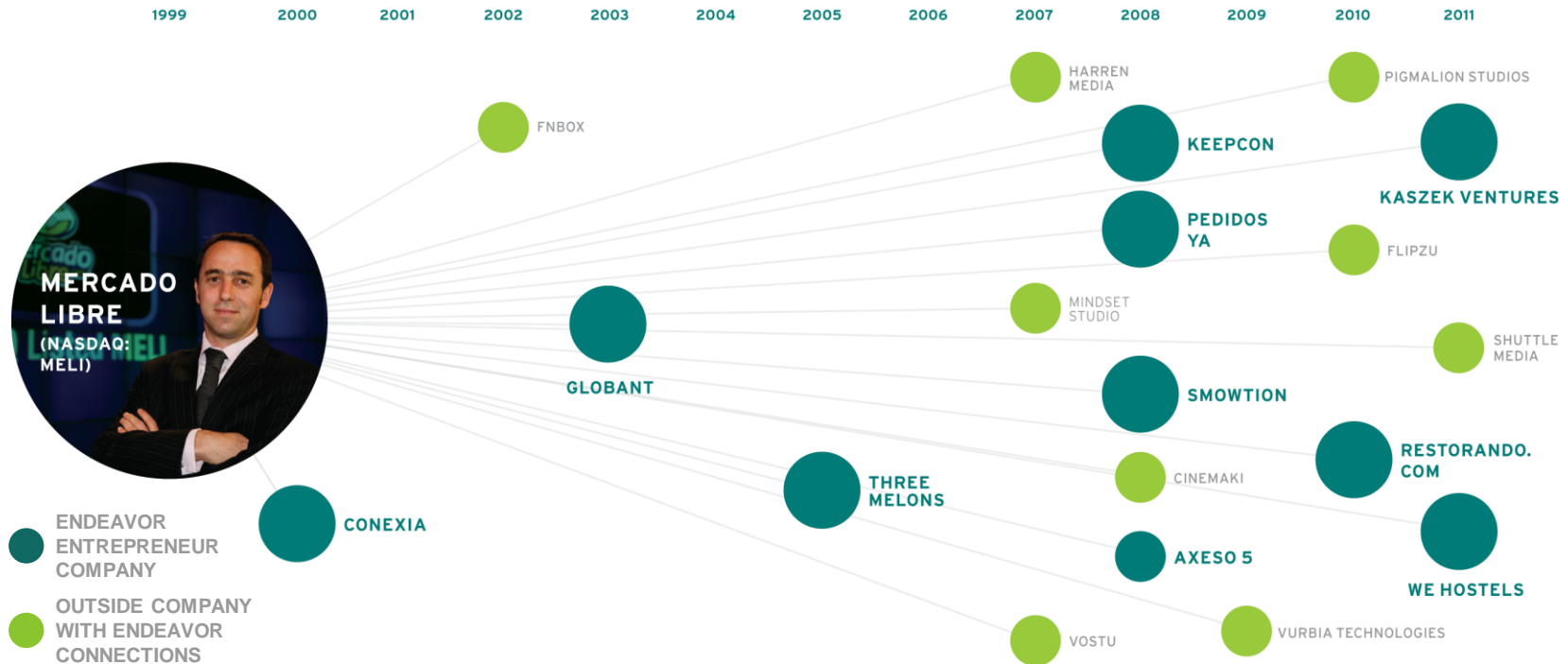
endeavor
INSIGHT

Note: Shade of orange in the chart above illustrates the degrees of separation from the top three firms: 1 = 75% shaded and 2 = 50% shaded. Top 3 are 100% orange.

And these "Entrepreneur Circles" are showing up elsewhere:



The Multiplier Effect – Endeavor helps create self-sustaining entrepreneurial ecosystems.



An Endeavor Insight study on the tech sector in Argentina found that Endeavor Entrepreneurs made significant contributions to the entrepreneurial ecosystem. For example, entrepreneurs Marcos Galperin (pictured above) and Hernán Kazah of MercadoLibre.com, the eBay of Latin America, inspired or mentored the founders of more than 15 companies.

To view our video on the Endeavor Effect in Argentina, go to www.endeavor.org/multiplier.

خلال سنتين اختارت إنديفور السعودية 12 ريادي مؤثر يديرون 9 شركات



أكثر من
147 ساعة استشارية
تم تقديمها لهذه الشركات



9 شركات
تم اختيارها من أصل
29 شركة
تم مراجعتها



ساهمت هذه الشركات في
**0.02% من الناتج
المحلي الإجمالي**
للمملكة العربية السعودية عام 2013



226 وظيفة
تم استحداثها في الشركات الست
الأولى بعد انضمامها لإنديفور.
ووصول إجمالي موظفيها إلى
1086 موظف



الداعمون

يشرف على أعمالنا مجلس إدارة محلي من رجال الأعمال

 Al Muhaidib المهيديب

مصعب المهيديب


تمر
ساعد والمجتمع

فيصل تمر

Zamilindustrial

عبدالله الزامل


التركي
ALTURKI

رامي التركي


المجدوعي
ALMAJDOUBI

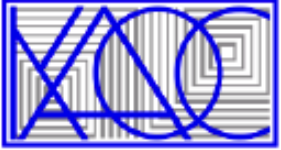
يوسف المجدوعي

THE
ABRAAJ
GROUP

حسام رضوان


السواف
AL-SAWANI

محمد حافظ



عبدالعزیز العمران

Lessons for Cultivating High-Growth Companies & Industries



1. GREAT COMPANIES CAN DEVELOP IN UNLIKELY AND CHALLENGING PLACES.

Innovative businesses can start up and become successful in cities and regions that are far from ideal.



2. A FEW ENTREPRENEURS CAN MAKE A LARGE IMPACT.

A very small group of successful founders has the power to spawn many companies that create thousands of jobs.



3. THERE IS A FRAMEWORK FOR SUCCESS THAT LEADERS CAN ACCELERATE.

New companies can develop rapidly when local entrepreneurs follow a cycle that supporters can speed up.



THE EIGHT CO-FOUNDERS OF FAIRCHILD SEMICONDUCTOR

From left to right: Gordon Moore, Sheldon Roberts, Eugene Kleiner, Robert Noyce, Victor Grinich, Julius Blank, Jean Hoerni, and Jay Last.

شكراً لكم

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