



Cisco Expo  
2008

## Youth Entrepreneurial Service Foundation



**Ljupco Despotovski – Incubator manager**

# Agenda

1. ICT business incubator
2. Services
3. Entrepreneurship trainings
4. CISCO Entrepreneur Institute

# ICT BUSINESS INCUBATOR

## 1. Goal

To attract young ICT people, train and coach them in business skills, connect them

with the right business partners so that they can compete on the global market and

make the ICT a leading industry in Macedonia

## 2. Target group:

Young people 18-28 year



# ICT BUSINESS INCUBATOR



## Premises and location

- 600 m<sup>2</sup> office space in total (21 offices)
- The Incubator is located on the premises of the students dormitory “Stiv Naumov” in Municipality of Gazi Baba



# ICT BUSINESS INCUBATOR



## Pre-incubation and Incubation services

- ❖ Consulting for the business idea creation
- ❖ Assistance and materials for business plan creation
- ❖ Well-equipped office space at affordable rents
- ❖ The cost for the rent includes: electricity, heating, Internet, insurance and security
- ❖ Usage of the common space: kitchen and conference rooms

# ICT BUSINESS INCUBATOR



## Pre-incubation and Incubation services

- ❖ Parking space
- ❖ Consulting services for all aspects of establishing and running a business
- ❖ Matchmaking
- ❖ Promoting the tenants
- ❖ Grant Fund
- ❖ Credit line



# Entrepreneurship training



1. Tailor made trainings according the needs of the tenants
2. First training center for CISCO Entrepreneur Institute

# CISCO Entrepreneur Institute



## Project partners:

- YES Foundation
- CEED
- USAID/ MLGA
- Municipality of Gazi Baba

# CISCO Entrepreneur Institute



1. Implementation organization:

YES Foundation, local training center for CISCO Entrepreneur Institute

2. Target group:

young unemployed 18 – 30 years, from the Municipality of Gazi Baba

3. Goal:

train young unemployed people the main aspect of starting own business and learning about the main aspects when writing a business plan

## CISCO Entrepreneur Institute

1. Two facilitators trained
2. Translation and editing of the curricula according the Macedonian laws
3. Promotion of CISCO Entrepreneur Institute in daily newspapers

# CISCO Entrepreneur Institute



1. 60 applicants (4 groups X 15 trainees)
2. Symbolic fee for the training
3. Financial awards for the best three business plans
4. Help them establish their own business

## CISCO Entrepreneur Institute

After ending the project:

1. Delivering the trainings at cost coverage price
2. Replicate the project in towns all over Macedonia



[www.yesincubator.org.mk](http://www.yesincubator.org.mk)

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