

ANNUAL REPORT

2020



Center for
Entrepreneurship



WHO ARE WE?

The UCU Center for Entrepreneurship (CfE) is an educational and acceleration platform for students and early-stage startups.

Though the Center was established only in 2018, it has already carried out a significant number of successful programs and proved to be very efficient in fulfilling its mission – developing, educating, and connecting startup ecosystem players and entrepreneurs by ensuring qualified educational programs and by running a network with global expertise and international contacts.

From the very beginning, the Center has been supported by prominent Ukrainian and foreign entrepreneurs, Friends of UCU, as well as regular citizens who care about the development of entrepreneurship and a startup ecosystem in Ukraine (**500,000 UAH gathered in 100 days at the Big Idea program**). The amount was doubled by the Lviv Business School of UCU.

Currently, CfE is supported by donors and strategic partners, as it was founded to provide its services, expertise, and programs at no charge in order to develop an entrepreneurial culture in Ukraine.

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Not everyone has to become an entrepreneur, but it is important to understand what it takes to become and remain one. Not everyone has to start a startup, but it is useful to understand the phenomena of how startups disrupt existing business models and change the world.

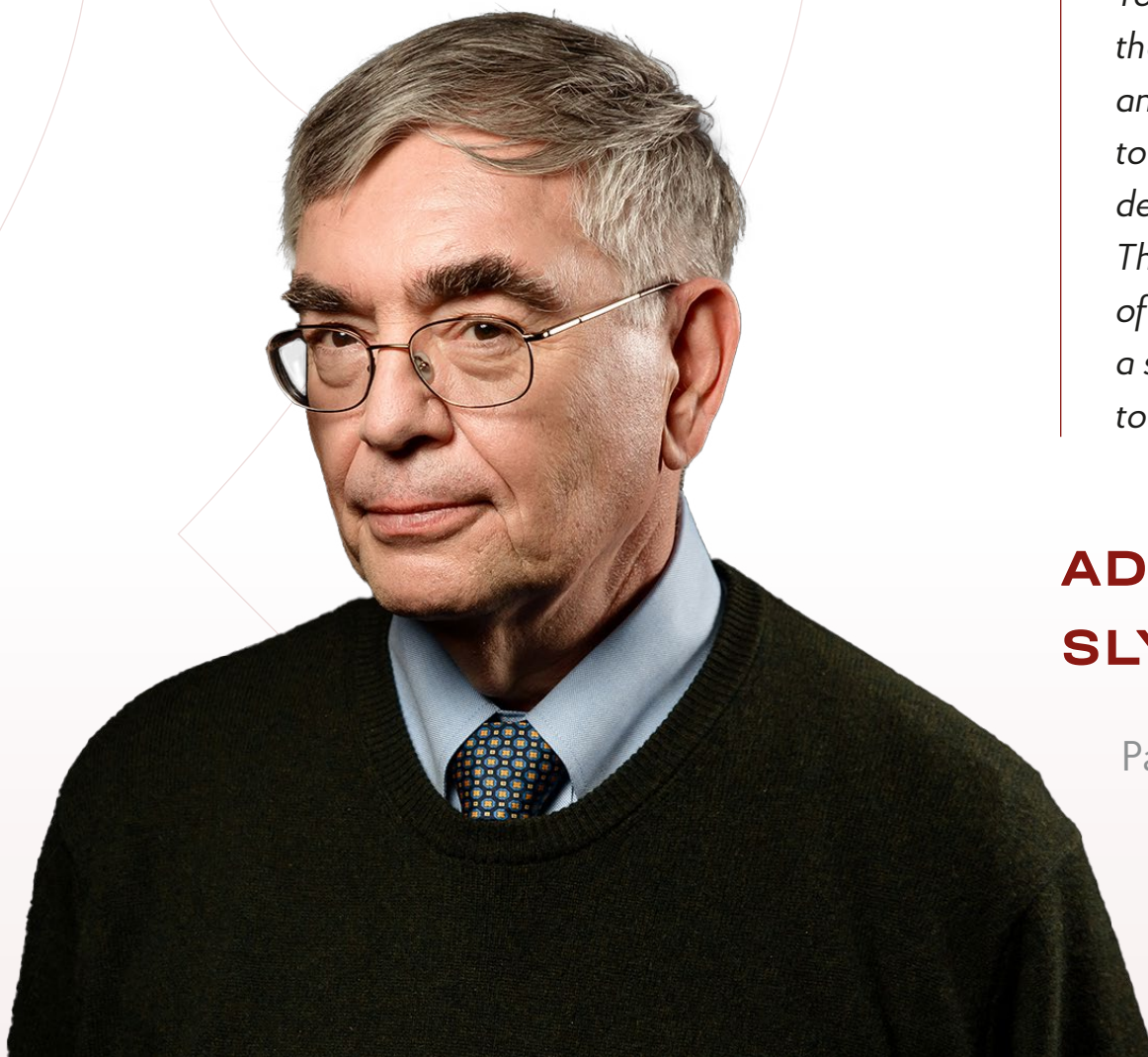
At CfE, our main goal is to raise the startup awareness and help students and young active people to develop an entrepreneurial and global mindset. We want as many people as possible to know the rules of the startup industry and understand the tools for creating a successful business.

We help our participants to dream big, dream global, build new connections, develop peer-to-peer experience, interact and ask lots of questions, be curious, be edgy, learn how to execute not just cool ideas but those that can and will change the world.

IVAN PETRENKO

Executive Director of the UCU
Center for Entrepreneurship





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Today, it is the startup ecosystem that is the primary driver of innovation, productivity and high value job creation. But, startups are tough. You need intense training, speed, character development, resilience and a great network. These are the things that CfE provides to hundreds of students and partners. It's why CfE is such a strategic component of the economy, helping to build the important businesses of tomorrow.

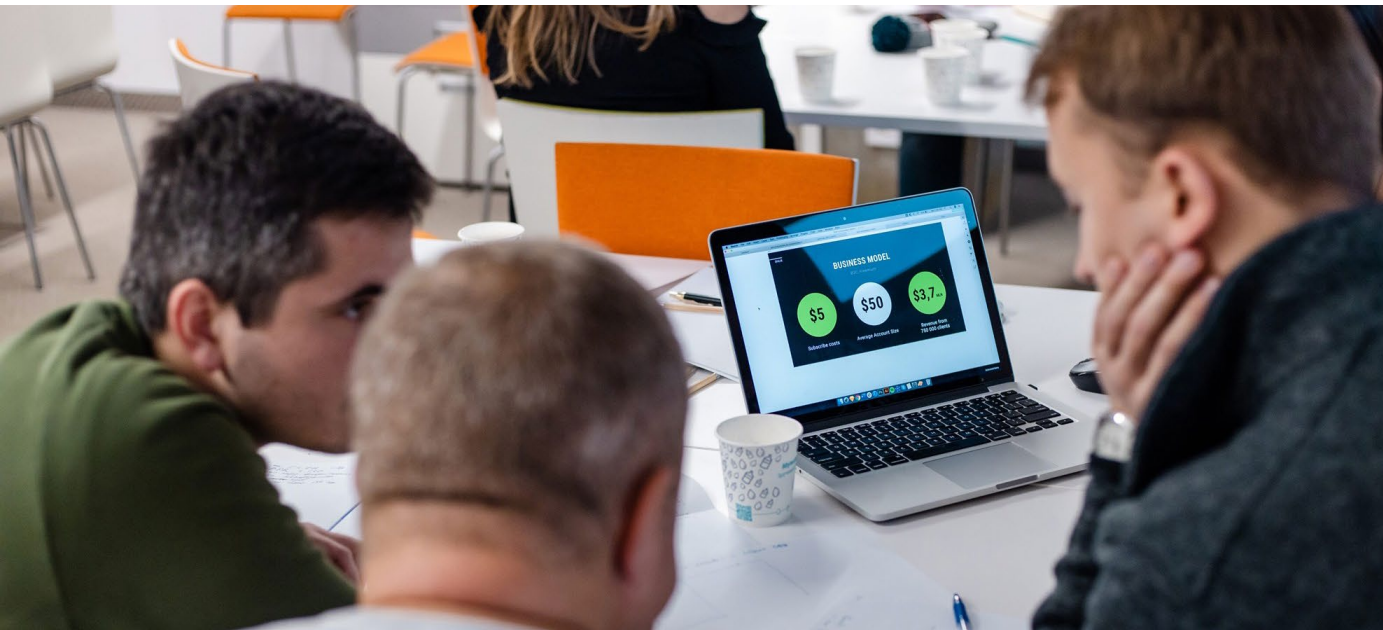
ADRIAN SLYWOTZKY

Partner at international consultancy
Oliver Wyman.

OUR MISSION

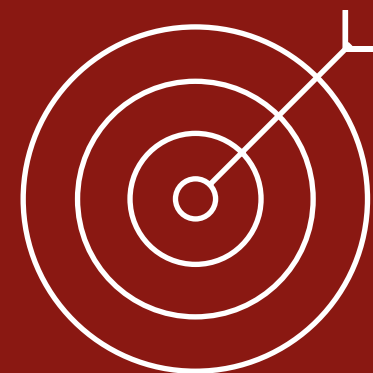
DEVELOPING, EDUCATING, AND CONNECTING

startup ecosystem players and entrepreneurs by ensuring qualified educational programs and by running a network with global expertise and international contacts

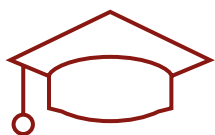


GOAL

Our goal is to give teams and students the tools and the knowledge to raise their startup literacy and, as a result, have a better *chance* to build a successful business as well as implement processes designed to develop new capabilities through a range of practical and inspirational training and support activities that will foster and realize tangible innovation outputs.



HOW WE WORK



RAISING STARTUP LITERACY

(Spread the
knowledge)



ACCELERATING STARTUPS

(Provide mentorship
and expertise)



STARTUPS GLOBAL LAUNCH

(Access to the world's
best accelerators,
VCs, and contacts)

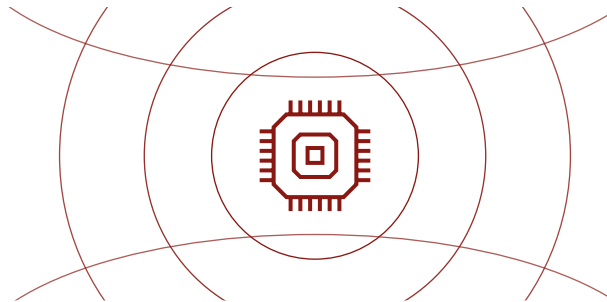
CfE CORE PROGRAMS

PRE-ACCELERATION

NEW VENTURE
COMPETITION

MEETUPS
FOR STARTUPS

BOOT CAMPS



STARTUP COURSE
FOR UCU STUDENTS

ACCELERATION
PROGRAM FOR SOCIAL
ENTREPRENEURS

OPEN
EVENTS

STUDY TOURS
TO THE USA, ISRAEL

PRE-ACCELERATION

The pre-acceleration program is a viability validation of innovative ideas and its subsequent transformation into early-stage products using modern and simple tools. This program demonstrates that any idea has the right to exist if it is well developed.

“

“If you have doubts about the idea or how to move on – pre-acceleration is just for that. You will get a better understanding of the algorithm, basic metrics, and, most importantly, a lot of feedback.”

Yuriy Repeta,
CEO of MigrateBot

“

“It is worth participating in the program, at least to jump off the clouds of enthusiasm and start working for real. That’s what gives results and develops the product!”

Bogdan Diorditsa,
CEO of Sugarr

PARTNERS:

Ukrainian Startup Fund

RESULTS:

80

Alumni startups

4

teams have
already pitched
for the Ukrainian
Startup Fund

2

teams got their first
pre-seed investments.

NEW VENTURE COMPETITION (NVC)

New Venture Competition (NVC) is an accelerated-learning program for those interested in learning more about the startup ecosystem and trying their startup ideas in practice. The worldwide format of the New Venture Competition is conducted by the world's leading universities, including Harvard Business School, MIT, The George Washington University, The University of Chicago, Baylor University, and others. The main goal of this format is to move ideas from ideation to implementation.

“

“The experience was precious for us, because we immediately agreed on mentoring from a Harvard fencing coach during the trip we won. Such contacts are precious for product development.”

Yaryna Lyba,
startup Allez

“

The New Venture Competition helps establish a new generation of entrepreneurs in Ukraine. It attracts people with ideas for a new venture, gives them a forum, and encourages them to move forward. New businesses will be critical to the future economic well-being of Lviv and of Ukraine.

Vera Trojan,
Partner and Portfolio Manager at Wellington Management Company

PARTNERS:

Vera Trojan, Partner
and Portfolio Manager
at Wellington
Management Company

RESULTS:

Winning team Allez met
with a head coach of
Harvard fencing team to
validate the prototype
on the US market.

MEETUPS FOR STARTUPS

Meetups for Startups. Monthly informal meetings with entrepreneurs, innovators, and other key players of the startup ecosystem aimed at forming an active startup community around the Center for Entrepreneurship

RESULTS:

6

events for more than

500

participants.

After meetups,

5

teams
registered for
our programs.



BOOT CAMPS

A week-long intensive program for teams that are working on their startup idea and have already validated it and/or have developed a prototype. The program is designed to help startups understand their strengths and weaknesses, work on their own business model, and receive individual mentoring support.

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“US Market Access Center is thrilled to be a partner with UCU Center for Entrepreneurship to conduct the Think Big Silicon Valley Boot Camp on behalf of early-stage entrepreneurs in Ukraine. We have delivered two 7-day boot camps in April and November 2020, and we are very impressed with the level of engagement and enthusiasm expressed by the participating entrepreneurs. We see great potential among several of the teams, and we look forward to engaging with more innovators in Ukraine in the near future”

Alfredo Coppola,
Co-CEO, USMAC & Founding Member of Marin Seed Ventures.

“

“Very insightful program. I understood how to pitch and what investors pay attention to. This is exactly where you want to go before going to investors!”

Oleksa Boyko,
CEO at Rise.me

PARTNERS:

US-based accelerator
USMAC program
and mentors from
Silicon Valley.

RESULTS:

30

teams passed
the program.

STARTUP COURSE FOR UCU STUDENTS

This interactive practical course in entrepreneurship aims at teaching students how to create a new, viable startup from idea to launch. Students have the opportunity to test and improve their ideas, build a business model, develop a plan for attracting financial, human, and other resources, research a market, work with clients, develop an entrepreneurial mindset, and present their startup to a group of experts, potential investors, and accelerator representatives.



PARTNERS:

UCU Faculty of
Applied Sciences,
UCU Faculty of
Social Sciences.

RESULTS:

1st

program for
UCU students

8

teams

22

students

ACCELERATION PROGRAM FOR SOCIAL ENTREPRENEURS

The Acceleration Program aims at strengthening the potential of social entrepreneurs in Ukraine and helping to transform their bold ideas into sustainable ventures with social impact, by providing them with all the necessary mentoring, expertise, and networking.



PARTNERS:

School of ME,
Kinderhilfswerk
ChildFund
Deutschland e.V.

RESULTS:

152
applications

13
teams

300
school students
participated in training
from entrepreneurs
who were participating
in our program.
As a result, school
students had 49 ideas
for their own projects.

OPEN EVENTS

Open events include lectures, workshops, meetings with leading experts and entrepreneurs taking place online or offline in Lviv as well as in other cities of Ukraine (Ivano-Frankivsk, Kyiv, Kharkiv). They aim at raising startup literacy, as well as encouraging a wide range of people interested in innovations and startups to participate in CfE programs.



PARTNERS:

Sigma Software
Labs, Sector X,
Lviv Tech Angels

RESULTS:

2000+
participants



STUDY TOURS

A study trip for graduates of the pre-acceleration program to the country of innovation, Israel, to meet with leading companies and startups. Visited companies: PresenTense Accelerator, Maze9, Hi-Tech Faculty Startup Accelerator at Ben Gurion University of Negev, Israel Innovation Authority, Mobileye.



"I realized that the projects' scale and the numbers I was thinking about before are not scales or numbers at all, so we need to think more broadly, solve big problems, and export solutions to foreign markets, producing/creating a product in Ukraine"

Andriy
Konovalenko,
founder CamTouch.

PARTNERS:

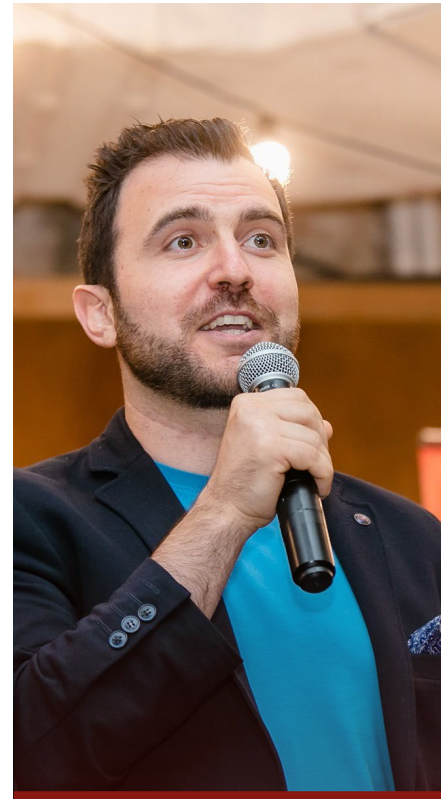
Israeli-Ukrainian
Alliance

RESULTS:

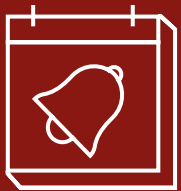
global mindset,
international contacts
and expertise, and
improvement and
scaling of participants'
projects

OUR MENTORS

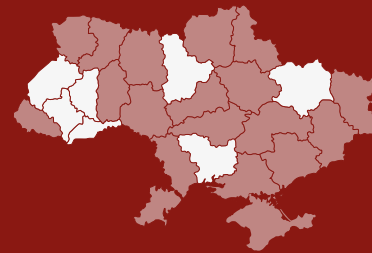
Currently, our network of mentors includes some 30 experts and serial entrepreneurs and continues to grow. They come from all over the world: Cyprus, Germany, United Kingdom, Lithuania, France, USA, Netherlands, China, Finland, and Israel.



OUR IMPACT OVER THE LAST 3 YEARS



60+
EVENTS



EVENTS HELD IN
7
REGIONS
OF UKRAINE



3550+
PARTICIPANTS



80
ALUMNI STARTUPS
(Allez, Eurocomisar.com,
Dialik, QR-waiter)

ALUMNI ACHIEVEMENTS

25

startups continue to work on product improvement, scaling, and attracting customers

5

startups were selected for international accelerators (Event Terminal, QR-waiter)

4

startups attracted a pre-seed and seed investment round

4

teams have already pitched for the Ukrainian Startup Fund (Abracadabra, Sugarr, Dialik, Looksize)



\$100,000

ATTRACTED AT THE SEED INVESTMENT ROUND

eSales Platform, LookSize

\$50,000

ATTRACTED AT THE PRE-SEED INVESTMENT ROUND

Abracadabra, Muscreators

PARTNERS





Center for Entrepreneurship

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