

GIST

GLOBAL INNOVATION through
SCIENCE and TECHNOLOGY
IMPACT REPORT





2019 Global Entrepreneurship Summit (GES) in The Hague, Netherlands

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The U.S. Department of State

Global Innovation through Science and Technology



Marcia Bernicat

Principal Deputy Assistant Secretary
Bureau of Oceans and International
Environmental and Scientific Affairs
U.S. Department of State

The United States is the global leader in entrepreneurship and innovation. Entrepreneurs are the engine of the American economy and without their vision and tenacity, the American business community could not continue to flourish. This economic engine is in turn fueled by advances in science and technology with direct commercial applications. Being able to identify and nurture the next revolutionary innovation is thus critical for continued American success. Whether that innovation comes from our own backyard or from distant corners of the world, the U.S. business community needs to be aware of relevant scientific advances and how they can increase American marketing opportunities abroad. Building a bridge between the United States and global innovators is the essential mission of the Global Innovation through Science and Technology (GIST) Initiative.

GIST seeks to continually scan the horizon to find the best science and technology innovators, and to connect them to American businesses and investors. The rapid pace of innovation demands that the United States be adaptive, nimble, and ready to engage in a globally competitive environment. GIST not only works to ensure American access to emerging technologies and ideas from abroad, which is key to U.S. economic growth, but also supports the economic prosperity and stability of the originating countries by helping to supply critical know-how, networks, and resources. Ultimately, GIST strives to build the capacity and resilience of both individual startups and the entrepreneurial ecosystems that support them.

The following pages highlight a few of the many accomplishments of the GIST Initiative. I encourage you to learn more about how this effort positively impacts the lives of entrepreneurs, investors, and American businesses. I also welcome you to join GIST by partnering with us to help lead the United States into even greater economic development and prosperity.

GIST

has...

GIST

Startups have...



Engaged more than 27 million
global innovation
community members



Generated more
than \$250 million
in revenue



Mentored over 15,000
startups worldwide



Created over
6,000 jobs



Worked with
entrepreneurs from over
130 emerging economies



Created business relationships
with American companies
such as

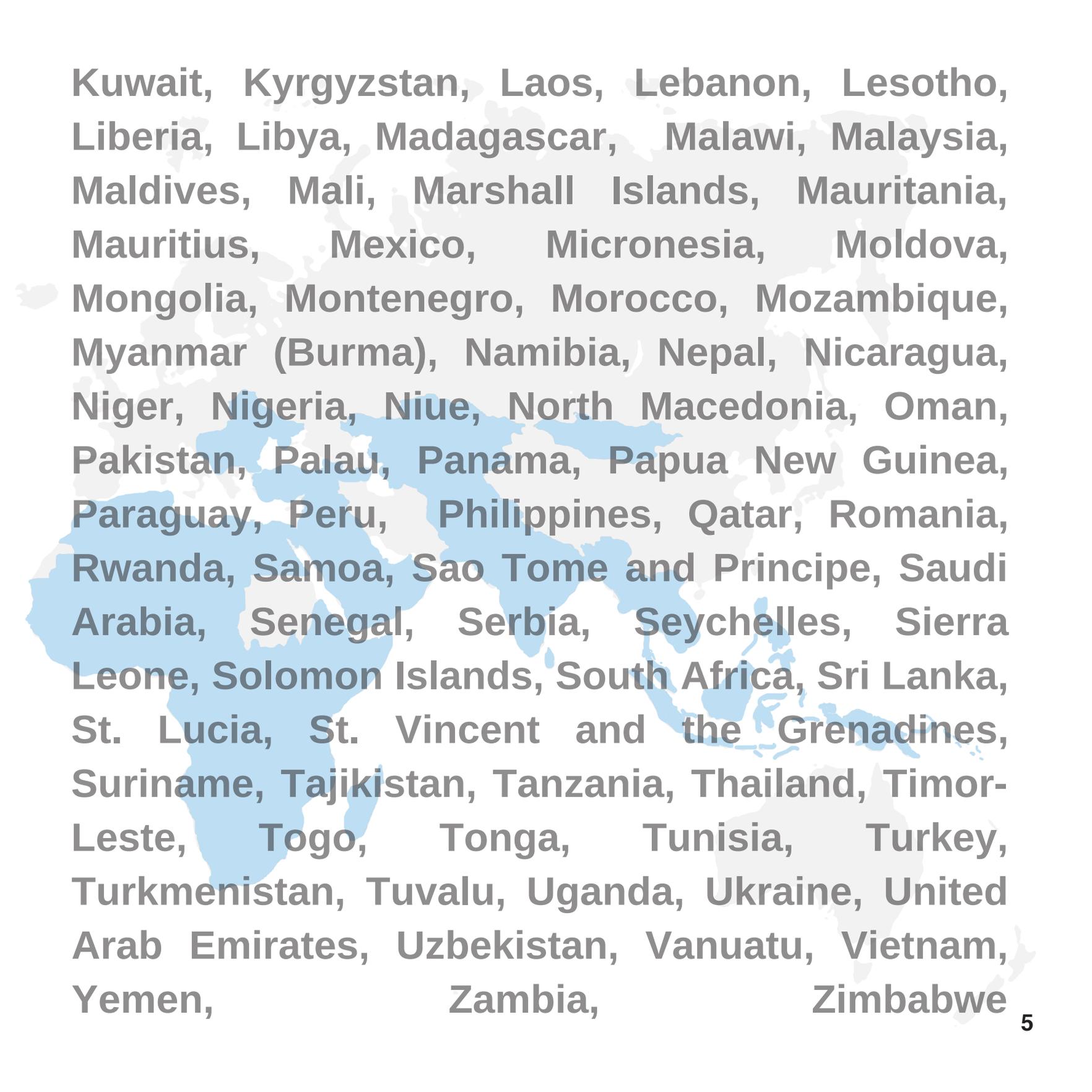
*Coca-Cola, Expedia, and
Amazon Web Services.*

Global Innovation through Science and Technology

 GIST has operated in over 130 emerging economies worldwide

Currently eligible

Afghanistan, Albania, Algeria, Angola, Argentina, Armenia, Azerbaijan, Bahrain, Bangladesh, Belarus, Belize, Benin, Bhutan, Bosnia and Herzegovina, Botswana, Brazil, Brunei, Bulgaria, Burkina Faso, Burundi, Cambodia, Cameroon, Cape Verde, Central African Republic, Chad, Chile, Colombia, Comoros Islands, Congo (Dem. Rep. of), Congo (Republic of), Costa Rica, Cote d'Ivoire, Djibouti, Dominica, Dominican Republic, Ecuador, Eswatini, Ethiopia, Fiji, Gabon, The Gambia, Georgia, Ghana, Guinea, Guyana, Haiti, Hungary, India, Indonesia, Iraq, Jamaica, Jordan, Kazakhstan, Kenya, Kiribati, Kosovo



Kuwait, Kyrgyzstan, Laos, Lebanon, Lesotho, Liberia, Libya, Madagascar, Malawi, Malaysia, Maldives, Mali, Marshall Islands, Mauritania, Mauritius, Mexico, Micronesia, Moldova, Mongolia, Montenegro, Morocco, Mozambique, Myanmar (Burma), Namibia, Nepal, Nicaragua, Niger, Nigeria, Niue, North Macedonia, Oman, Pakistan, Palau, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Qatar, Romania, Rwanda, Samoa, Sao Tome and Principe, Saudi Arabia, Senegal, Serbia, Seychelles, Sierra Leone, Solomon Islands, South Africa, Sri Lanka, St. Lucia, St. Vincent and the Grenadines, Suriname, Tajikistan, Tanzania, Thailand, Timor-Leste, Togo, Tonga, Tunisia, Turkey, Turkmenistan, Tuvalu, Uganda, Ukraine, United Arab Emirates, Uzbekistan, Vanuatu, Vietnam, Yemen, Zambia, Zimbabwe



GIST Initiative

The U.S. Department of State's Global Innovation through Science and Technology (GIST) Initiative empowers science and technology innovators in **over 130 emerging economies**.

Through GIST, U.S. experts and businesses have a path to make direct connections with the **most promising global entrepreneurs and innovators**.

Since 2011, GIST has partnered with American companies, such as **Amazon Web Services** and **Microsoft**, to reach over **27 million** innovation community members globally.

GIST catalyzes startup solutions that address economic and developmental challenges via networking, skills building, mentoring, and access to financing.

GIST has provided training for over **15,000 startups** who have gone on to generate over **\$250 million in revenue**.

GIST leverages American businesses and entrepreneurship experts in a combination of in-country startup trainings, pitch competitions, investor trainings, and interactive online programs to link the best international entrepreneurs to the United States.

www.GISTNetwork.org



Economic Impact

Startups impacted by GIST programming have gone on to generate more than \$250 million in revenue, while creating business relationships with American companies like Coca-Cola, Expedia, Microsoft, and Amazon Web Services.

Over \$250 million in revenue generated by GIST startups.

Hind Hobeika, Founder of Instabeat, an award-winning startup developing the first waterproof heads-up display for swimmers. In 2011, Hind won the GIST/MIT Pan Arab Business Plan Competition which helped jump-start Instabeat in Lebanon and San Francisco. Instabeat has raised a total of \$6M from investors.

Hind Hobeika
Instabeat
Lebanon



“[Amazon Web Services’] partnership with the GIST program has allowed us to engage with a diverse set of talented entrepreneurs and policy-makers from around the world, and has accelerated our market expansion and platform adoption across emerging markets. AWS employees also benefit from the exposure and professional development opportunities that GIST global programs provide.”

***-Stacey W. Jackson,
Business Development Manager,
Amazon Web Services***

Mani Thiru
Amazon Web Services
GIST APEC Startup Training, Australia



Partnering with U.S. private sector

In the last year alone, GIST has leveraged over \$1,850,000 in resources from U.S. private sector companies such as Microsoft, Amazon, Google, and others.



GIST provides American businesses and investors access to new markets and foreign innovation.

Access to diverse innovation

"For the U.S., [GIST] provides an opportunity for market access, foreign investment, and joint ventures that allow companies to partner and expand to global markets. As an investor, tax payer and entrepreneur, GIST is a great medium to grow businesses, increase market opportunity for U.S. and international businesses and share best practices amongst entrepreneurs."

Melissa Bradley,
1863 Ventures

Over 6,000 jobs created including over 100 in the United States.

Melissa Bradley
1863 Ventures



GIST has reached over 10 million women innovation community members.



Over a third of the GIST Network are women and women-led startups.



“Everyone has a turning point in his life, and in my business life GIST was my turning point.”

Nermin Sa'd
Founder, Handasiyat &
Smart Detection Bra
Jordan

GIST winner Nermin is one of the “100 Most Powerful Arab Women” due to her revolutionary online engineering platform empowering socially restricted women engineers to meet the engineering deficit in the Middle East.



Prosperity & Stability

GIST empowers science and technology entrepreneurs to create successful startups that solve local and global challenges in addition to creating jobs. Connecting American businesses with premier foreign entrepreneurs generates opportunities for both.

GIST has mentored over 15,000 entrepreneurs worldwide and empowered over 30 community based entrepreneurship meet-up groups with over 5,500 participants.



GIST IHub – FAB LAB Mindanao
Iligan City, Philippines



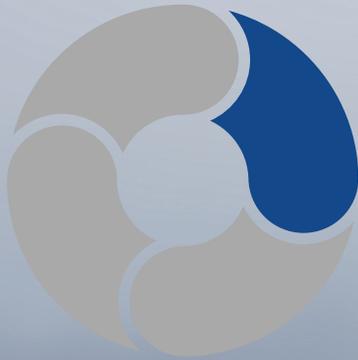
Ziad Sankari
CardioDiagnostics
Lebanon

Ziad is the founder of Cardioagnostics, a cloud enabled heart monitoring device. Ziad won the 2011 GIST Tech-I Pitch Competition where he launched Cardioagnostics, which was founded and is headquartered in Lebanon. Cardioagnostics has now expanded into the U.S market creating at least 40 American jobs.

"[GIST has] literally world changing ideas coming out of countries that never would have spoken out before. It's because GIST has taken the time and effort to go there to train, to bring people together, to bring them where they can ...find everything from mentors to customers to investors to board members. It's just incredible to see what has come out of this effort and what is about to come."



Jeff Hoffman
Founder, Priceline & Colorjar



GIST entrepreneurs have generated over \$250 million in revenue through their startups in their communities and secured over \$25 million in external capital.

GIST Connects Global Entrepreneurs



Over 900,000+
community members
on GISTNetwork.org



Over 1.7 million users
on Facebook and Twitter



Over 45,000
newsletter
subscribers

Website:
GISTNetwork.org

Facebook:
GISTNet

Twitter:
@GISTNetwork



Winners Oceanori from Malaysia

Over 90% of the finalists from the GIST Tech-I Global Pitch Competition are still working on their startups.

Over 2 million votes cast by community members to support science and technology entrepreneurs.

The 900,000+ online GIST community on GISTNetwork.org and social media help to reach entrepreneurs in all corners of the world, from Indonesia to Afghanistan to Bosnia to Colombia and beyond.

The GIST community grows through both in-person and online activities that infuse learning skills, mentoring, and creating a network of connected entrepreneurs for support.



Donatus Njoroge
Vinis Limited
Kenya



Ecosystem Building

Partnering with the American private sector and investors, GIST strengthens entrepreneurial communities by building networks, increasing access to resources, and mobilizing investment.



Mobilized early stage investors in 6 countries



Trained people from over 50 countries



Over 30 community groups



6 weeks for global innovators to incubate in the U.S.

GIST online interactive programs have directly connected over 40,000 viewers to American experts for their questions to be answered in real time on a variety of entrepreneurship topics, such as mentorship and seeking external investment.

JOINING US...TOURS
WATCHING THE GIST TV
CONVINCING CONVERSATIONS
ON DEVELOPING
CUSTOMERS ABROAD.
TM JOLENE GUREVICH

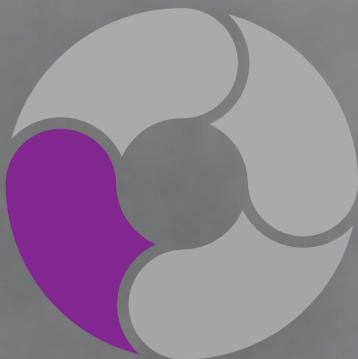
GIST Investors creates and redirects local investment networks to form sustainable investment communities focused on S&T startups.



GIST Innovation Hubs (IHubs) directly connect entrepreneurs around the world with American entrepreneurship leaders.

GIST Mentor Match portal empowers entrepreneurs and mentors to find each other to form right-sized mentorship connections, whether it's answering one question or a long-term mentoring relationship. Entrepreneurs can search for mentors through comprehensive search options, and mentors can list availability, interests, and expertise.





Private Sector Partnerships

GIST and the American private sector share a common interest in engaging with global science and technology entrepreneurs. Working together and pooling resources extends our outreach into the innovation community; it increases our ability to learn about foreign generated innovation, gain market access, and promotes American business connections.



GIST Business Incubation
United States
Partner: Halcyon



Imagine Cup & Innovation Days
Global
Sponsor: Microsoft





“Since the win [with GIST], I have had an opportunity to really engage the AWS team in a way that helps me think about how we can strategically approach technology, why technology is going to be an important investment for venture markets, and for its future and its scale.”

**GIST Catalyst Pitch Competition
AWS “Women First” Prize
Hyderabad, India
Sponsor: AWS**

**Ajaita Shah
Frontier Markets
India**





PROGRAMS

YST
TECHNOLOGY
UE

Microsoft



GIST STARTUP TRAININGS

GIST Startup Trainings are intensive, hands-on training for business acumen development and skill acquisition, such as customer discovery, market fit, and perfecting a business pitch, specifically for science and technology trained individuals.



GIST APEC Startup Training Brisbane, Australia

Trainings range from several days to two months. Each culminates in a public demonstration day to showcase the startup teams from the training and promote entrepreneurship in the broader local community.

These training programs bring together American business leaders and experts to provide in-country, face-to-face training, and mentorship that help build startup skills and resiliency while strengthening the local innovation ecosystem.

GIST GLOBAL PITCH COMPETITIONS



Sadaf Naz from Pakistan
Amazon Outstanding Woman Entrepreneur
GIST Tech-I 2018

GIST global pitch competitions, Catalyst and Tech-I, are a platform for global science and technology entrepreneurs to elevate their pitch on an international stage, create connections with business leaders, and have an opportunity to win mentorship, seed capital, and private sector resources to advance their startups.

Winners have received hundreds of thousands of dollars in prizes that have accelerated the growth of their businesses.

Online public voting campaigns that have received over 2 million votes, combined with reviews from entrepreneurship experts, decide who compete in the highly anticipated finals, held at the Global Entrepreneurship Summit and Global Entrepreneurship Congress.

GIST INVESTOR TRAINING

Early-stage investment is one of the key elements that helps a startup grow into a source of innovation, employment and economic growth.



GIST Investor Training Mexico City, Mexico

"GIST Investors" works with in-country stakeholders in the entrepreneurial ecosystem to bolster local financial support for startups. Participants gain insights from American investors and the American angel investment community.

Rather than building new networks, GIST Investors focuses on existing investor communities and networks in order to provide local support for science and technology startups. The program identifies key investors within a country or region who can benefit from participating in the training program.

GIST BUSINESS INCUBATION

GIST Business Incubation brings together the best international S&T innovators and American businesses to increase cross-market access, open doors for joint ventures, and gain investor exposure.



University of Colorado-Colorado Springs, U.S.

While in residence in business incubators in U.S. markets like Detroit, Kansas City, Phoenix, and Colorado Springs, global entrepreneurs will have opportunities to make connections to the local entrepreneurial ecosystem and build business relationships. American businesses will gain awareness of foreign generated innovation and markets.

GIST Business Incubation connects American startup ecosystems and the investment community with the best global innovators to spur economic growth and job creation.

GIST INNOVATION HUBS (GIST IHUBS)

Through community-led groups, GIST's Innovation Hubs bolster networking and entrepreneurial skills to build durable, long-term, supportive networks.



icealex IHub in Alexandria, Egypt

IHubs are created in partnership with local startup incubators, universities, and ecosystem supporters. For local partners, IHubs offer another avenue to support their entrepreneurs by plugging into networks and resources.

The ultimate goal of the initiative is to stimulate local entrepreneurial activity and ensure participants can grow their skills and scale their businesses together – both in their home country and through the GIST Network's global connections.

GIST TECHCONNECT

GIST TechConnects provide entrepreneurs around the world with direct access to leading U.S. experts from business and academia, but without the travel and other related costs.



GIST TechConnect

TechConnects have been a channel for tens of thousands of global science and technology innovators in over 130 countries to have their questions answered.

Participants learn about best business practices and startup resources, ask questions about overcoming challenges in their startup ecosystems, and learn strategies that can be used to help their business grow.



GIST ALUMNI SUCCESS STORIES

Over the years, many of the 15,000+ GIST alumni have gone on to expand their startups into new markets and create jobs. All while inspiring the next group of innovators in science and technology.



Hoang Dao Xuan
Monkey Junior
Vietnam

Hoang is the founder of Monkey Junior, currently the highest ranked language literacy app in the Android app store and Google Play, and 2016 GIST Tech-I winner. Monkey Junior provides a comprehensive curriculum to systematically teach young children to read from single words to phrases and complete sentences. Each lesson lasts for 5-7 minutes. Children can take one or more lessons each day. The program is available in multiple languages, including English, Spanish, and Vietnamese. Hoang said he witnessed his company quadruple in size within months of participating in GIST. Additionally, he was recognized by the Vietnamese Government for his outstanding contributions following GIST Tech-I.



Dr. Iffat Zafar Aga
Sehat Kahani
Pakistan

Iffat has disrupted the healthcare market throughout Pakistan through her companies doctHERS and Sehat Kahani. Iffat won the 2015 GIST Tech-I Best in Health prize with her startup, DoctHERs, a healthcare marketplace that connects home-based female doctors to millions of underserved patients in real-time leveraging telemedicine. Since winning, Iffat has attended MIT's Entrepreneurship Development Program and launched her second startup, Sehat Kahani. Sehat Kahani is an all woman digital healthcare network of over 1,500 female doctors that have worked with over 1 million beneficiaries.



Natali Ardianto
Tiket.com
Indonesia

Natali is a co-Founder of Tiket.com that won first place in the 2012 GIST Tech-I competition. Tiket.com is an award winning online travel booking site that was acquired by a leading Indonesian e-commerce platform. Natali has since started multiple tech companies and even participated in GIST Investor training in order to invest in local startups. Also, Natali was awarded "The Most Intelligent CIO" which honors Chief Information Officers (CIOs) who lead their organizations by delivering business value and innovative use of IT in exceptional ways at the iCIO Awards in 2015.

GIST



Sara Dhewanto
Duithape
Indonesia

Sara is the founder of Duithape, an e-payment system that aims to provide donors and lenders a cashless distribution system that enables massive, safe, efficient, and accurate payments to the unbanked with high accountability through redemption of goods/ services through a network of distribution points. Sara was spurred to action after experiencing the challenges of dispersing aid for ExxonMobil and the Millennium Challenge Account-Indonesia (MCA-I). Sara won first place at the 2019 GIST APEC Catalyst pitch competition and received a \$10,000 cash prize from Amazon Web Services.



Alvin Chai
Netizen
Malaysia

Alvin is the co-founder of Netizen Testing. His company helps global organizations identify online behavior and digital user experience in the e-commerce, media, entertainment, banking, and telecommunication sectors. His company received the 2013 Tech-I People's Choice Award in Kuala Lumpur, Malaysia. Since winning, Alvin has expanded across Southeast Asia and he continues to give back to the GIST community through mentorship and outreach.



Queenny López Alvarado
Anuka
Ecuador

Queenny founded Anuka, which uses microalgae to consume large amounts of carbon dioxide and cleans the air we breathe. The goal is to fix large amounts of CO₂ present in the environment in a highly effective manner (100 times more than 1 tree). Queenny is from Ecuador, and is devoted to finding sustainable energy solutions. She was named the Outstanding Female Entrepreneur at the GIST 2019 Tech-I competition at the Global Entrepreneurship Congress.



Tonee Ndungu
Kytabu, Inc.
Kenya

Tonee is the founder and director of Kytabu Inc., an Ed-Tech company based in Nairobi, and the co-founder of The Nailab, a Kenyan tech-company incubator in 2009. Kytabu is a textbook subscription application for android tablets. Reducing the cost of a book by more than 40%, users can buy books on a daily, weekly, monthly, school term or annual subscription. Tonee won 1st place in the 2013 GIST Tech-I competition.





2018 GIST Tech-I Istanbul, Turkey



STAY CONNECTED WITH GIST



/GISTNet



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www.GISTNetwork.org

