



SOCIAL ENTREPRENEURSHIP IN TIME OF CRISES

**Fundraising, overview and Q&A
session**

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Agenda

- BSO/ISO
- Fundraising channels
- How to make a good business plan



BSO/ISO

- **BSO= Business Support Organisation**
- **ISO= Innovation Support Organisation**
- **The importance of networking ad International/mediterranean level**
- **Monitoring opportunities**
- **Support startup creation and growth**

BSO/ISO

- BSO= Business Support Organisation
- ISO= Innovation Support Organisation
- Examples
 - [Berytech](#)
 - [Lebanese Development Network](#)
 - [BusinessMed](#)
 - [Euraxess](#)
 - [CIHEAM https://www.ciheam.org/agendas/ciheam-youth-innovation-award-2024/](https://www.ciheam.org/agendas/ciheam-youth-innovation-award-2024/)
 - UNIMED

Fundraising channels

- Business Angels
- Venture capitalists
- National/regional funds
- Crowdfunding

Fundraising channels

- Business Angels
 - “Personal” funding
 - Small Amounts (typically 5k→200k)
 - Equity+loan
 - They get return from the increasing value of the company (exit strategy)
 - BP is needed!
 - Also gender or sector specific

Fundraising channels

- **Venture capital**
 - Institutional funding
 - Large Amounts (typically 500k→10M)
 - Equity+loan
 - They get return from the increasing value of the company (exit strategy)
 - BP is needed!
 - Also gender or sector specific

Fundraising channels

- Crowdfunding
 - Raising funds from large number or donors/contributors/financers
 - [Crowdfunding presentation](#)

How to make a good business plan



A good Business plan is needed for every type of funding

[Template](#)

One final word on entrepreneurship

Not everybody can be a good entrepreneur

Risk of failure, frustration

A Proper management team should be set up to guarantee that all the needed skills are available.



Questions?

Partners



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Unione delle Università del Mediterraneo
Mediterranean Universities Union
Union des Universités de la Méditerranée
إتحاد الجامعات المتوسطية



UNIVERSITÉ LA SAGESSE



UNIVERSITÀ TELEMATICA
INTERNAZIONALE UNINETTUNO

Thank you

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