## 

# STARTUP MENTORING CENTRE

K-ICT Startup Mentoring Centre is where mentor's experience and mentee's passion meet









# K-ICT STARTUP MENTORING CENTRE

#### K-ICT Startup Mentoring Centre is ...

The Mentoring Center is a place run by the Korea Youth Entrepreneurship Foundation and are supported by the Ministry of Science & ICT where Mentor-mentees can meet. We will pass on the know-how of the founder with one on one(1:1) between mentor and mentee to the college students and the general public preparing for the business startup. We are trying to solve problems together with senior mentors who have experience of doing business in venture ICT field for  $10 \sim 20$  years for various difficulties that ICT entrepreneurs have been felt at the business startup-growth-development stage, and K-ICT Startup Mentoring Centre supports your dreams and passion to seek to better solution.

#### History

- Venture first generation mentoring center opened (September)
- Dedicated mentor organization and mentor training
- Networking Day, Actual Entrepreneurship Education for College Startup Club,

- Mentor Mentee alliance ceremony 2 times, Actual Entrepreneurship Education(PEV, Tech Venture)
   4 times
- Networking & Mentee Friends Day (K-Global Business Startup Hope Concert) 2 times
- Tenth ICT Policy Solution Conference
- Mentoring performance report 2 times
- Support for global partnership signing contract

- Mentor Mentee alliance ceremony 2 times, Actual Entrepreneurship Education(PRS, PTS) 4 times
- Visiting enterprises as mentors team of successful venture CEOs (BIT computer, Dasan Networks, Korea McNulty, Info Bank) 4 times
- Founding idea competition held jointly at Busan, Gwangju and Gunsan
- 2 times of Business Startup Hope Concert and Demo Day, 16 times of dedicated mentee networking
- 14 times of Mentee investment capacity enhancement program (education, IR, etc.)
- 2 times of Mentoring performance report conference
- Support for global partnership signing contract

2013

- Mentor Mentee alliance ceremony 2 times
- Mentor skill-up training, Actual entrepreneurship education for mentee
- Networking & Mentee Friends Day 2 times
- Demo Day 2 times
- ITRC Education (37 universities including Industrial technology University, Sungkyunkwan University) master's and doctorate program education of 1,273 people
- Mentor-mentee Joint Workshop, Supporting Global Partnership
- Mentoring performance report conference 2 times

 Mentor-mentee alliance ceremony 2 times, actual entrepreneurship education(PRS, PTS) 2 times

- Moved the center (Nuri Dream Square at Sangamdong → Pankyo's Start-up Campus)
- Successful venture CEO mentoring team starting ceremony and company visit (Interpark, Atech) 2 times
- Co-hosted Business Idea Competition at Busan, Gwangju and Gunsan
- Collaborative mentoring 39 times

 Strengthening mentee's investment capacity, program (education, IR, etc.)
 19 times

- Mentor capacity strengthening training (Tech Venture, Design Thinking, Growth venture) 12 times
- Demo Day 3 times
- K-Global Business Startup Hope Concert 2 times
- Mentoring performance report conference 2 times
- Support for global partnership signing contract

Main Result and Performance

'13.9~'17.12

Support results

Initial start-ups

492

7,547 times

College startup clubs

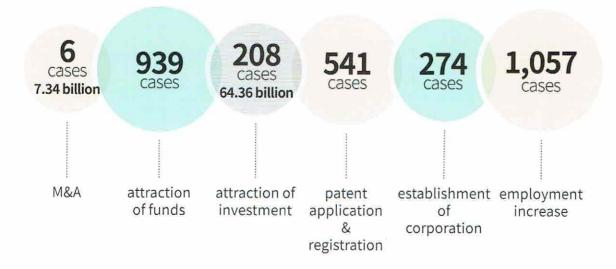
**249** 2,864 times

Open mentoring

7,181

18,315 times

#### Major Performance



Upbringing excellent start-up business and supporting linking

# Offering ICT mentoring system for startups

- Supporting Contract for Global Partnership
- · Startups fellowship day
- Recommendation of K-Global 300 and others connected business



#### Establishment of investment linkage system

Strengthening Center Capability

- Holding jointly regional start-up program to discover excellent mentees
- System construction of management about completed mentees through education

#### Entrepreneurship education to reflect needs of Mentor and mentee

- Practical Entrepreneurship Education
- Customized Selection Training
- Operation of Successful Venture CEO mentors group etc.
- Mentor capacity building training

- Investment Academy
- · Startup Campus IR
- Strengthening Mentee Investment Capabilities
- Demo Day

#### Mentor group list

professional mentors

#### **Educational Mentor**

- Yeon-ho, Lim PEV entrepreneurship training for ITRC masters in 8 universities nationwide
  - · KDB start-up program camp entrepreneurship training
  - · Chungnam National University Innopolis Campus Project Group PEV Entrepreneurship Education

#### Mentor Coordinator

Dong-gul, Lee · System integration / Internet SW / Virtual Reality / Digital Content Production Distribution / Game and U-Learning

#### Incheon/Kangbuk, Seoul

Kim Kyung-Seok · Kim Jong-Sik Bae Seong-Cheol · Lee In-hong

Kang Kwan-sik · Ahn Chang-jun Eo ong-gyu · Lee Jin-ho Lee hong-gyu

Kwon Yong-jun · Yoon Jung-ja Lee Jae-man · Lee Jung-ha Choi Dae-yang

#### Daejeon / Chungcheong

Park Jung-yong · Hur Jin-man Hong Beom-gi

Kim Byeong-hye · Kim Jung-hak. Yoo Hong-jin · Ha Sang-yong

Kim Sang-moon · Jung Ji-won Lee Myeong-geun · Lee Ju-won

Busan / Kyungnam

Geum Yong-pil · Byeon Su-Ryong Sohn Jae-yong · Lee So-young Choi Sang-dae

#### Pangyo Headquarters / Seoul Gangnam

- Kwon Young-jun
   Digital Contents | Mobile Platform,
   Mobile Application
- Yoon Jung-ja
   Internet Information Services
   Hosting Information
   Communication Devices &
  Equipment
- Lee Jae-man
   Information and Communication
   Devices and Equipment, Information
   Security Industry field
- Lee Jung Ha
   Digital Contents | Mobile Platform
   Mobile Application
- Choi Dae-yang
   Development of IT convergence
   products | IoT product development

#### Incheon / Kangbuk, Seoul

- Kim Kyung-suk
   U-Computing, Software | Digital contents, electrical and electronic parts, video | Sound device
- Kim Jong Sik
   Mobile Solution | Communication equipment | IoT | Wearable device | 020
- Bae Sung-cheol
   System SW | Mobile communication
   system | Mobile Service Platform |
   Drone (UAV)
- Lee In-hong
   ICT industry convergence | Service, control platform | Customized healthcare | Smart City

#### Gangwon / Gyeonggi

- Kang Kwan-sik
   Development of Convergence SW,
   Internet Information Service
- Ahn Chang-joon
   Internet Information Service,
   e-Commerce Service
- Eo Ung-kyu
   Mobile Solutions | Content, Mobile
   Applications, IoT Business
- Lee Jin-ho
  ICT service platform, mobile app electronic commerce
- Lee Hong-kyu
   Home Network, Information
   Communication Modules and
   Components, Semiconductor
   Devices

#### Daejeon / Chungcheong

- Park Jung-yong
   Internet Information Service, IT
   convergence product development
- Hur Jin-man
   Development of IT convergence
   product | IoT development, Sensor
   such as RFID, NFC, beacon, Zigbee
   etc.
- Hong Beom-gi Internet | Mobile | IoT service, 3D printing business

#### Daegu / Gyeongbuk / Jeju

- Kum Yong-pil
   IT Convergency Product development | Marketing
- Byun Soo-ryong
   IT Composite Products | service
- Sohn Jae-yul SNS Platform | Mobile apps, hardware | Embedded S/W

- Lee So-young
   Internet Information Services
   Hosting Information
   Communication Devices &
   Equipment
- Choi Sang-dae
   Information Communication
   Devices | Mobile Apps

#### Busan / Kyungnam

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- Kim Sam-moon
   Entrepreneurship | IT Fusion
   Imagination | electronic commerce
- Lee Myeong-geun
   Next Generation Communication
   (N) | Smart City | Virtual Augmented
   Reality | Renewable Energy
- Lee Joo-won
   Next-generation video content |
   Interaction Content | Smart Content | Content distribution and services

#### Gwangju / Jeolla

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- Kim Byung-Hye
   ICT product development and
   planning | Overseas marketing
- Kim Jung-Hak
   Development and operation of electronic commerce system, development of SW related to Internet service, development of digital contents
- Yoo Hong-jin

  SNS, mobile app, information
  security, software development and
  operation, finding and consulting
  ICT convergence contents
- Ha Sang-yong
   On/Off-line logistics distribution |
   E-commerce service

#### Mentoring target and how to apply

#### Dedicated Mentoring

This project is to diagnose technology and management difficulties of startup companies and propose proper solution for them through successful venture entrepreneur CEOs as Mentor with experience of the failure and success

#### Selection period

One in each (first/second) half of the year (February and July)

#### Recruitment Areas

ICT (Information and Communication Technology), Science and Technology, Fourth Industrial Revolution Area)

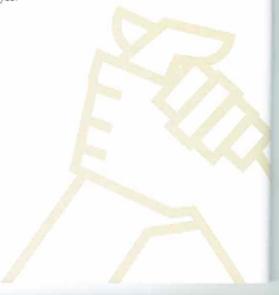
#### Target

Start-up / re-start company, prep entrepreneur of Undergraduate(Graduate)

- Initial start-up companies: Businesses within 3 years after start-up (However, industries with long R&D periods such as bio etc. will be recognized up to 5 years of establishment.)
- Re-starting company: As a practical management participant with experience in start-up, one who is preparing for re-start-up after closing of company, or is a business person within 3 years after establishing start-up.
- Undergraduate(Graduate) prep entrepreneur: A person who has a clear and conspicuous intention to start a business and aims to start a business within one year







#### Open Mentoring

We offer the mentoring for applicants (at any time) through our homepage for founders (general and prep entrepreneur, etc.) who want to start a new business

How to apply After you access to K-ICT Startup Mentoring Center's homepage (www.gomentoring.or.kr), you can apply through open mentoring menu in online application menu.









Our center selects dedicated mentors to explain the our center's programs and mentoring process, and supports programs to measure entrepreneurial maturity and to prepare action plan for mentoring activities.











### Customized practical startup education

We support basic capability building of new founders through PRS, PTS, digital marketing, etc. to provide excellent advanced foundation training for cultivation of entrepreneurship and practical business start-up.





















#### Operating a successful venture CEO as mentor group

We arrange a meeting with successful senior venture CEOs and a promising startups to help them plan business connection and investment, cultivate entrepreneurial spirit, and pass down know-how of success to newbies of startups.









We provide professional education tailored to the mentee's company level and follow-up support to maintain substantial investment



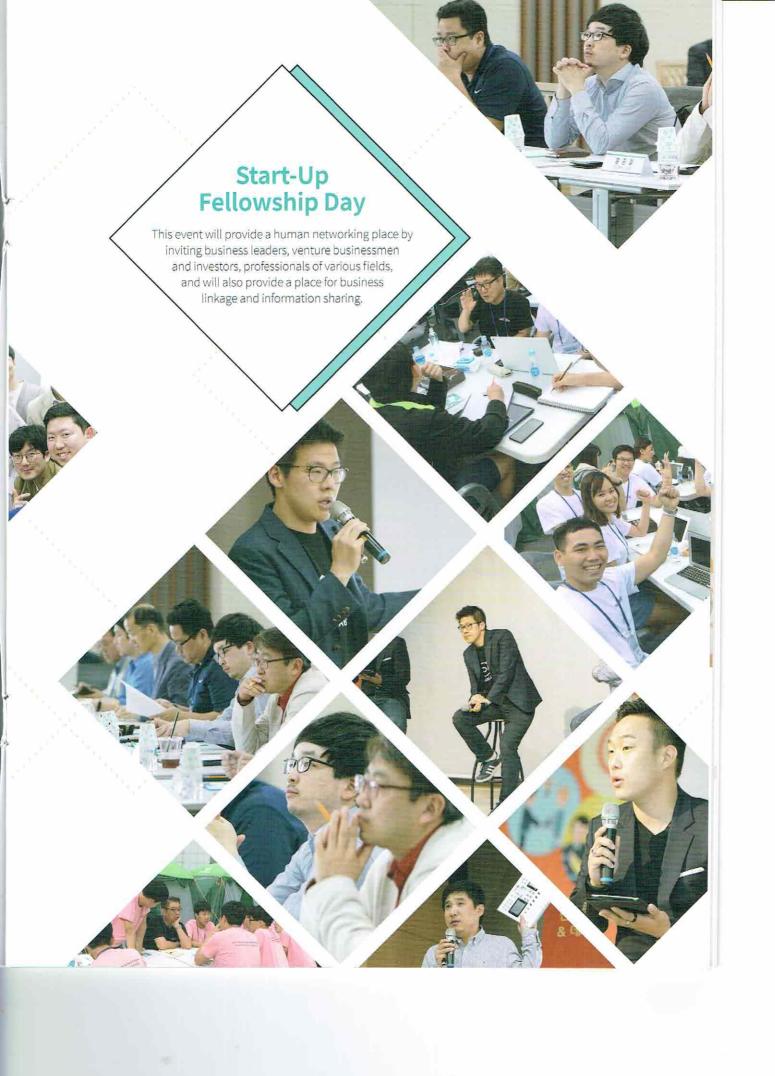






















### **Global Partnership Contracting Support Program**

This program selects companies that need to expand overseas among excellent mentees to provide opportunities such as overseas market research, buyer consultation, investment consultation and foreign networking.













### Mentoring performance sharing contest

This competition is a place to select excellent mentees and share mentoring results through a final evaluation of mentoring twice in the first half and second half of the year.





#### Senior mentees interviews



Representative Sang Cheol, Lee of DAWIN

If you want to reduce your failures and reach success, open and enter the door of the Mentoring Center. You will open your eyes to a new world.

I think a good idea is started by exchanging with people in other fields rather than thinking alone, and seems to be shaped by the fusion of the exchanges and their own ideas with other people.



Representative Ji-Jong, Park of BizTech Korea



Representative Kwan-do, Kim of PLEDO

The K-ICT Startup Mentoring Center is a center that gave me the strength and courage to empower me to face difficulties in financing, manpower, and development in the course of the business.



Representative Sung-yong, Park of Eden Lux

Through the Center, I have been got excellent mentoring for business as well as mental aspects. I feel that I have achieved a true partnership through the K-ICT Startup Mentoring Center.

As many things have changed in the business course of this year, and my mentor has given me lots of advice and help. It has been a great help in attracting investment and successfully attracting investment and creating opportunities to meet good partners. Thank you.



Representative Seung-ah, Shin of Food & tec



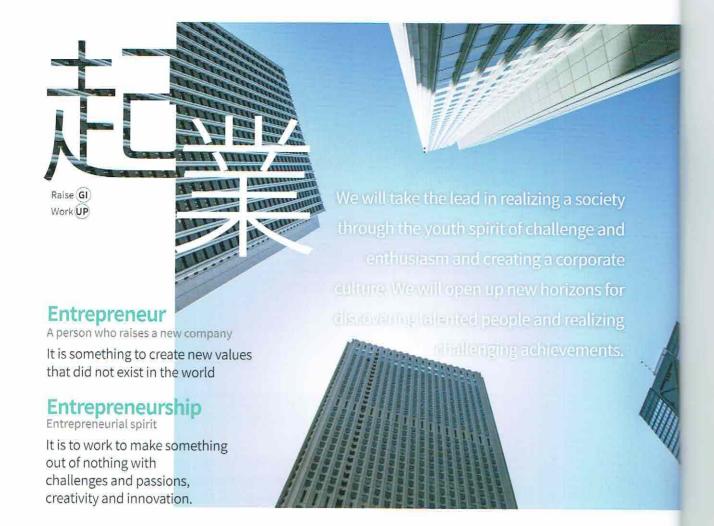
Representative Byung-Joon, Jung of News Jelly

Mentor's advice and guidance helped many of the early issues such as product development, production, market entry, distribution, marketing, R & D, etc., helped them to enter the market safely, It has become a driving force to climb to next stage. I appreciate my mentor 's hard work and I will continue to ask for guidance.

I would like to encourage those who start business to try the simulation of the failure and remove the cause of the failure one by one. If you think of success, you may overlook the cause of failure because of making success obscuring you. Please, keep in mind the following proverbs: "a stitch in time saves nine," doesn't it? But if you check it beforehand, you can prevent from it by only thinking. I would like to thank all of you including the director of the Mentoring Center.



Representative Young-joon, Kim of Ace Golf



#### Main functions

- 1 Planning, development and operation of business to promote entrepreneurship
- Research support for entrepreneurship, surveys and building of statistics and its operation
- 3 Development and dissemination of entrepreneurship curriculum and textbooks for young and prospective founders, management and operation of educational projects
- 4 Creating an atmosphere to promote entrepreneurship by discovering and spreading entrepreneurial best practices
- 5 Finding and solving entrepreneurial wisdom factors and expanding the conditions for rehabilitation
- 6 Domestic and Oversea Exchange and Experience in Entrepreneurship
- 7 Mentoring and consulting for entrepreneurship ecosystem

#### Korea entrepreneurship Foundation

- Development and operation of entrepreneurship curriculum
- Introduction of advanced global curriculum and spreading of results
- Operation of an entrepreneurship training specialist capacity building program

- Opening and operating customized curriculum
- · Global talent training program

- Survey on the actual condition of entrepreneurship
- · Occasional survey and planning research
- Global Entrepreneurship Monitor (GEM)
   Research
- · Expansion of global cooperation network

Research

#### **Education** Business



 Venture first generation mentoring program



#### Training future talents

- · KDB Young Entrepreneurship Support Project
- University startup education and startup culture revitalization project
- Support business for exploration of business start-up based on public technology-based market
- · NAVER Youth Entrepreneurship School

### Entrepreneurship proliferation

- World Entrepreneurship Weekly Events, GEWKOREA
- Entrepreneurial public service campaign
- · Entrepreneurship Union Forum
- Operation of entrepreneurial portal

The Mentoring Center will continue to provide assistance to college students and the general public who are preparing for start-up business, through the necessary training and encounters.

Young entrepreneurs, re-start companies, Mentoring for success

Providing professional education programs and follow-up support for substantial investment maintenance

> Strengthening Mentee Investment Capabilities

Practical Entrepreneurship Education

Practical startup incubation training consisting of basic education and deepening education Start-up dedicated mentoring

K-ICT Startup Mentoring Center

Activation of human exchange

Strengthening management capacity through networking day with investors and successful business people

Dedicated mentoring for prep entrepreneur of Undergraduate (graduate) in the

nation.

Mentoring for prep entrepreneur of Undergraduate (graduate)

> Open Mentoring

> > Mentoring for commercial activation for the general public



Initial startup founder Dedicated mentoring for successful start-up



Dedicated mentoring for prep entrepreneur of undergraduate (graduate) founders



Various collaborative mentoring between mentors and mentees



Open mentoring for general entrepreneurship activation



Practical business establishment training for cultivation of start-up basic ability



Strengthen investment capacity of startups founders to attract investment



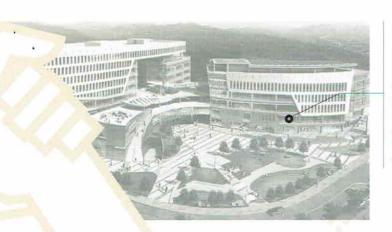
Supporting global partnership for overseas expansion



Establishment of human network with old & new mentees, venture businesses and investors



Visiting of Successful Venture CEO Mentors' Companies



#### KICT Startup Mentoring Center

Address: K-ICT Startup Mentoring Center, 2nd floor, 3rd building, Startup Campus, 289-20 beongil, Pankyo Road, Bundang-gu, Seongnam, Gyeonggi-do

Tel: 82-31-778-7450



K-ICT Startup Mentoring Centre