

Higher Education Partnerships for Entrepreneurship – INN-UK

British Council & iNNpuls Colombia

Call for proposals for UK Institutions to host a Colombian university during an inbound mission around entrepreneurship and innovation.

Project definition

The British Council in partnership with [iNNpuls](#), is currently implementing INN-UK, a project which consists of an exchange of good practices, learning about entrepreneurship, innovation and incubation programmes between Colombian and UK universities and innovation institutions. The main objective of this exchange is to strengthen the programmes/incubation models of Colombian universities participating in Entrepreneurship Campus – [C Emprende](#) - which aims to increase the success rate of the start-ups emerging from this initiative.

The exchange with the UK universities and institutions will strengthen the Colombian programmes with models known for the quality of incubation in high impact entrepreneurs. Following a UK inbound mission, Colombian universities must apply their learning to their own models in order to improve and strengthen their programmes and to improve the success indicators in the process of accompanying start-ups. Additionally, a call will be opened in order to grant seed capital funding for Colombian universities to invest in their projects and strengthen strategic alliances with UK universities.

About C Emprende

iNNpuls Colombia is the Business Growth Management Unit of the Colombian National Government. Created in February 2012, the organisation promotes entrepreneurship, innovation and productivity as drivers for business development and competitiveness in Colombia.

iNNpuls has been working on the implementation of an Entrepreneurship Campus, which aims to connect the main actors in the entrepreneurship and innovation ecosystem in the same place. This allows them to work together to increase the number of high impact start-ups and improve the success rate of the promoted entrepreneurs. In this sense, universities, accelerators, private companies, venture capitalists, multilateral organizations, service providers and the government, all work together with a common purpose: to generate and consolidate high-quality start-ups, with a vision to include the whole of Latin America.

The Campus allows and encourages each party to carry out the activities they do best autonomously but in coordination with the others. In this regard, the universities are in charge of delivering incubation programmes for new ventures, the private companies of delivering accelerating programmes in more advanced entrepreneurs, the service providers of facilitating access to platforms and technologies in accessible manners, the venture capitalists of encouraging investment for incubation and acceleration, the government of working anticipately with entrepreneurs to promote public policies that encourage the resulting start-ups, and the Campus operator has the responsibility to promote joined-up, collective work and the sense of community amongst all the parties involved.

In the first phase, the main Campus will be set up in Bogotá, and consequently replicated in five main regions of the country; Valle and the Pacific region, Antioquia, the Caribbean region, Santander and the Coffee Axis.

One of the main pillars of the Campus is to have incubation and acceleration programmes of the highest quality. In order to achieve this, it will be fundamental to strengthen the incubation programmes of the universities which will operate their programmes in the Campus, through the exchange of good practices, lessons learned, common mistakes and connections with the international ecosystem of innovation and entrepreneurship.

To achieve this purpose, we identified the opportunity to bring closer Colombian universities to UK universities that have already developed these incubation programmes with successful results. Considering that the United Kingdom has currently one of the strongest entrepreneurship ecosystems in Europe, it is a strategic ally for this initiative.

Main project activities

1. **Pre-departure workshop:** in preparation for a UK inbound mission, we will be gathering 13 Colombian universities to participate in a practical workshop to learn more about the UK entrepreneurship ecosystem and to begin the review process of the incubation/entrepreneurship models they will be working with for the duration of the project.
2. **Inbound UK mission:** In October 2019, the Colombian universities which took part of the pre-departure workshop will then be hosted by UK universities to visit their entrepreneurship centres and the different stakeholders they work with. The delegation will be accompanied by British Council and iNNpuls staff.
3. **Call for applications – UK-Colombia partnerships:** following up on the mission, UK institutions and Colombian universities can participate in a call for applications to obtain seed-funding to work on improving incubation models and collaborate on joint initiatives/joint entrepreneurship programmes. Further information on this call will be available later this year.

Call for Applications

1.1 Description

We would like to identify UK universities and innovation institutions interested in hosting, partnering and supporting their Colombian counterparts in improving their plans for their incubation and entrepreneurship models. These institutions will host Colombian universities which will visit the UK in October 2019 and later will be eligible to apply for a joint call to obtain seed funding to implement proposed initiatives around entrepreneurship.

1.2 Core requirements for partner institutions

We are seeking UK institutions that:

- Are willing to engage in strategic partnerships with Colombian institutions for entrepreneurship strategies.
- Have experience of working on similar initiatives in Latin America or elsewhere.
- Can respond efficiently to this call and participate in the upcoming inbound mission by hosting at least one Colombian Institution in the UK, and further on, explore different types of partnerships with participating Colombian universities (research projects, joint degrees, student and staff academic exchanges, among others).
- Are recognised UK incubators or have developed incubator programmes with an outstanding track record of results (survival rates, number of entrepreneurship supported, satisfaction of entrepreneurs, follow up of incubated start-ups and reporting mechanisms, among others).
- Have well established entrepreneurship initiatives.
- Have well established performance indicators and are willing to exchange learnings and methodologies with Colombian universities as well as their vision of the future landscape of entrepreneurship in the UK.
- Provide information on patents and intellectual property.
- Desirable experience in:
 - soft-landing experience for international start-ups;
 - have entrepreneurship mentorship programmes;
 - can link Colombian universities to UK entrepreneurs;
 - entrepreneurship in at least one of the following areas: Creative industries, Artificial Intelligence, Civictech, Agrotech, Health, Education, Fintech, Renewable Energies.

1.3 Programme Contents

For the mission programme, we expect hosts to incorporate contents which cover the points mentioned above by attending lectures, workshops, organising working sessions or others which will be of interest to the participating institutions in addition to organising visits to different stakeholders.

1.4 Mission Schedule

We plan to organise a mission between Monday 7 October and Thursday 10 October 2019. We hope that each Colombian university can pair with a UK university and develop an agenda around entrepreneurship and innovation during the week with full day visit programmes starting from 9:00 and finishing at 16:00/17:00.

1.5 Delegation profile

We are currently in the process of selecting 13 Colombian universities which will be part of this initiative. Institutional profile will be varied including private and public institutions from across the country. All universities will be selected based on their knowledge and strength of entrepreneurship strategies, previous experience, results presented on their incubation models, among other criteria. There will be between 1 and 2 representatives attending from each institution.

1.6 Mission Costing

Institutions interested in hosting the Colombian delegation 4 days should include programme design, transportation, translation services, and lunch costs during the visit.

The maximum budget available for hosting 1 Colombian university is £2,000. Institutions can host up to 3 Colombian universities.

1.7 Application process

Please send your questions and applications to Barbara.decastro@britishcouncil.org.co including in the subject line: INN-UK British Council Colombia: UK Host. In a PDF document you must include the following information:

- Institutional information/description;
- Entrepreneurship offer/initiatives and relevant statistics;
- Description of similar partnerships the institution works with;
- Information on success case on entrepreneurship initiatives/incubation model used;
- Proposed agenda during the mission;
- Breakdown of costs specifying items mentioned in section 1.6.

1.8 Selection methodology

We will select institutions based on the following aspects:

- Experience and recognition of entrepreneurship initiatives;
- Commitment to develop partnerships with Colombian institutions;
- Proposed programme for the UK inbound mission;
- Value for money.

Deadline for application is Wednesday 4 September 2019.