

Startup Infrastructure Diagram

Mapping Ecosystems Worldwide

Halbe & Koenraads, April 2018

In recent years, there has been a significant, and at times overwhelming growth of start-up initiatives around the world. Entrepreneurship ecosystems are quickly developing, but a clear overview and understanding of the initiatives and stakeholders that actually form the basis of an ecosystem is often lacking. The Start-up Infrastructure Diagram (SID) has been specially developed to enhance this understanding by highlighting the organisations and entities that form the supporting infrastructure of an entrepreneurship ecosystem in a specific geographical location.

Halbe&Koenraads identified five key pillars that form the supporting infrastructure of any entrepreneurship ecosystem that form the SID. The SID does not aim to offer an encompassing overview of all players in the ecosystem, but instead is meant to highlight those parties that really shape and determine the supporting infrastructure and make a difference to the ecosystem and start-ups (as perceived by stakeholders within the ecosystem). The SID helps to enhance our understanding of the entrepreneurship ecosystem and provides a foundation for further discussions about the development of a supporting infrastructure for startups.

Any SID is developed with local partners and is based on deskresearch and input from stakeholders in the field. It is designed to be constantly developed and updated in line with developments in the ecosystem. This paper explains the standard design of the diagram and provides the definitions we use for each of the categories.

Design of the diagram

The SID is made up of a core and three circles:

- **Core:** The core of the diagram represents the geographical location of the infrastructure that is presented in the SID. This can be at a local, regional or national level.
- **First circle – Pillars:** The first circle contains the five main pillars of the SID that form the basis of any start-up ecosystem infrastructure. These pillars have been selected based on desk research and input from the field.
- **Second circle – Categories:** The second circle contains the main categories related to the five main pillars. Any possible subcategories are mentioned in the third circle.
- **Third circle – Entities:** The third circle presents the organisations and initiatives representing a specific pillar. These are often overarching associations or organisations representing smaller initiatives.

Criteria

The SID does not aim to offer an encompassing overview of all players in the ecosystem, but instead highlights those players who really shape the playing field and make a difference for start-ups. This is determined by the following criteria:

1. **Supporting entities:** Has to have a focus on supporting and strengthening the infrastructure of the ecosystem or directly supporting startups (not the banks, consultancy firms etc.);

2. **Proven & sustainable:** Has to have demonstrated to improve or contribute to the entrepreneurship ecosystem and aim to make a long-term impact (not one-off initiatives or short term programmes);

3. **Main entity & core business:** Only the main organisation or department is displayed on the diagram, not its specific programmes or initiatives. Organisations can only be mentioned once; in the category that represents their core business (were they bring the most value).

Definitions

A. Network: stimulating interaction and collaboration and connecting stakeholders in the ecosystem.

A1. Events (national, regional)	Events that are mainly focused on start-ups and the ecosystem and have significant reach and impact on the ecosystem. Can be subdivided on the basis of geographical scope.
A2. Competitions	Start-up competitions that operate on the scale of the ecosystem (usually an ongoing or longer process).
A3. Collaboration	Initiatives that foster collaboration between different stakeholders within the ecosystem and foster communities.
A4. Co-working spaces	Spaces that give entrepreneurs the opportunity to work on a flexible basis with access to a high-quality network/community.
A5. Local point of entry	Parties that serve as a point of entry to a local ecosystem.
A6. Startup media	Media that are centred around entrepreneurship or have a strong presence in the start-up community

B. Education: teaching entrepreneurial skills and enhancing the development of entrepreneurial talent.

B1. Centres of Entrepreneurship	Centers for entrepreneurship in higher education institutions. The centers offer support through entrepreneurship programs for students, staff, and local entrepreneurs.
B2. Student Entrepreneurship	Initiatives aimed at offering students the opportunity to engage in extracurricular activities aimed at developing entrepreneurial skills and mindset, or to support student entrepreneurs.
B3. Teaching (Schools, BSc, MSc)	Entrepreneurship modules taught in schools or as part of the curriculum at Bachelor or Master level.

C. Support: supporting start-ups from start to growth in a start-up friendly environment.

C1. Accelerators	Programmes boosting early stage start-up (<500K) revenue to the next level.
C2. Incubators	Incubators supporting start-ups during their first three to five years (medical up to 12 years).
C3. Insights	Data providing insight in the entrepreneurship ecosystem.
C4. Growth	Programmes supporting business to grow from one million euros onwards.
C5. Venture Builders	Organisations that build companies using their own ideas and resources.
C6. Policy Influencers	Organisations and initiatives trying to influence policies in order to create a more start-up friendly environment.
C7. Government	Government/semi-government organisations offering support,

(semi)	guidance and advice to start-ups.
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D. Capital: the availability of capital and investments in start-ups in varying stages

D1. Preseed	Funding aimed at early stage start-ups (<500k).
D2. Alternative Finance	Finance opportunities beyond the traditional types, including crowdfunding.
D3. Business angels	Business angel networks investing in start-ups (<1 million).
D4. Public funds	(Semi-) publicly funded funds made available to entrepreneurs.
D5. Corporate Venture Capital	Corporate venture funds (>250k).
D6. Private equity & VC firms	Private equity and venture capitalists aimed at financing start-ups (>250K).

E. Expertise: areas of expertise in which a specific region excels and which are accessible for start-ups

E1. Science Parks	Centralised locations where key stakeholders come together and support the development of businesses.
E2. Development	Initiatives that further develop a specific expertise/sector in a region and give start-ups access to this area.
E3. TTO's & KTO's	Technology and Knowledge Transfer Offices offering access to expertise.

The Startup Infrastructure Diagram (SID) is a concept by Halbe&Koenraads. We update the SID regularly to reflect new trends in entrepreneurship ecosystems.

For more information please see www.halbekoenraads.com/sid For questions and comments, please write to info@halbekoenraads.nl.