

A BRIEF GLIMPSE OF NEPAL'S CELEBRATIONS



GLOBAL ENTREPRENEURSHIP WEEK NEPAL

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GLOBAL ENTREPRENEURSHIP WEEK 2016

NEPAL EDITION

GLOBAL ENTREPRENEURSHIP WEEK

Global Entrepreneurship Week (GEW) is the world's largest celebration of innovators and job creators, who launch startups that bring ideas to life to drive economic growth and expand well-being. The initiative kicked off in 2008, launched by former UK Prime Minister Gordon Brown and Carl Schramm, the president and CEO of the Ewing Marion Kauffman Foundation. Since then it has grown to 160 countries with nearly 20,000 partner organizations planning more than 35,000 activities that directly engage more than 10 million people.

Each November, GEW inspires people across the world to explore their potential as self-starters and innovators through local, national and global activities. These activities range from large-scale competitions and events to intimate networking gatherings, and help connect participants to potential collaborators, mentors and investors by introducing them to new possibilities and exciting opportunities.

GLOBAL ENTREPRENEURSHIP WEEK 2016

The GEW 2016 focuses on five major themes: Investors, Youth, Women, Cities and Scale-Ups. This year, Samriddhi marked GEW 2016 on three particular themes from the five: Investors, Youth and Cities.

GEW Youth celebrates and shapes the next generation of entrepreneurs through activities and competitions to help them sharpen their skills and connect them to potential co-founders, mentors and investors. It aims to highlight powerful voices and ambassadors that promote increase of young entrepreneurs through events, activities and competitions targeted toward youth in entrepreneurship.

GEW Investors provides an opportunity for early stage investors to build and strengthen their entrepreneurial ecosystems by helping to enhance connections with startup communities and policymakers alike. It aims to outline powerful voices and ambassadors that increase awareness of the importance of investors in startup ecosystem through events, activities and competitions that engage investors.

GEW Cities explores widespread efforts by policymakers and startup communities to support the development of local entrepreneurs, ensuring they have access to the connections and resources necessary to help them launch new startups that provide jobs, generate wealth, and support local industries.

GLOBAL ENTREPRENEURSHIP WEEK NEPAL

Samriddhi Foundation is an independent economic policy think tank that works to facilitate discourses on pragmatic market-based solutions for a free and prosperous Nepal. For the creation of a prosperous Nepal, Samriddhi believes in the power of private entrepreneurs as key to economic development and engages in fostering democracy and building a more conducive environment for economic growth.

Samriddhi has been working tirelessly to bring global entrepreneurial initiatives in the country. As **the official host organization of Nepal for Global Entrepreneurship Week (GEW)**, Samriddhi has been marking Global Entrepreneurship Week since 2010 by bringing together people and organizations to help create an environment that allows entrepreneurial behavior to flourish.

This year's Global Entrepreneurship Week 2016 that was held from November 14-20 saw Samriddhi resume its role as the official host for Nepal but also saw newer partners engaging in organizing activities throughout the celebration duration. Samriddhi aimed to invite into the Global Entrepreneurship Network a number of local partners who would work on organizing independent programs and whose efforts would snowball into not just discussing entrepreneurship this month but also for the rest of the year and beyond.

We are grateful to all old and new partners who helped us realize this massive undertaking this year - namely, Bikalpa - An Alternative, Clock b Business Innovations, Glocal Private Limited, Kathmandu College of Management and Nepalese Young Entrepreneurs' Forum. Partners who supported us throughout the week's celebrations are Antarprerana, Biruwa, Entrepreneurs' for Nepal, F1 Soft International, FACTS Nepal, Federation of Nepal Cottage and Small Industries, Federation of Nepalese Chambers of Commerce and Industry, Gari Khana Deu, Himalayan White House International College, Kaagmandu Magazine, King's College, Laxmi Hyundai, LEAD International and True North Associates.

Events were designed according to themes given and banded under two broad headings:

An examination of the investment climate in Nepal

Under this we worked to enhance connections with startup communities, investors and policymakers, outlining the same theme. Panel discussions inviting established business persons, ministers, investors and the media were successfully held and concluded.

Collaborating with the Young

This year, we worked with a number of young partners engaged in youth engagement and / or business owners to host panel discussions with younger audiences and understand their aspirations of commerce.

We also followed 6 entrepreneurs' journeys to find out why they started their business and what hopes they have tied to the venture. This resulted in a blog series that featured these young entrepreneurs and their dreams on our portal on the GEW website (www.np.gew.co).

GEW NEPAL 2016 Activities and Events



A total of six entrepreneurs from the startup community were featured on Nepal's GEW website this year. They belonged to different fields and had become fairly well known in a short span of time.

The entrepreneurs featured this year were:

- Govinda Siwakoti from Onion Films (*a short film/ documentary making company*)
- Kushal Karmacharya from SP Events (*advertising and marketing*)
- Surath Giri from Nepal Language and Research Solutions (*language services*)
- Ramesh Dahal from Bagmati Tea Estate (*green tea production*)
- Aayusha Shrestha from AAMO (*handcrafted jewelry*)
- Kiran Timsina from Urban Girl – the online store and UG Cakes (*an online shopping portal and a cake baking and delivery service*)



YOUTH ENTREPRENEURSHIP TALK SESSION



Nepalese Young Entrepreneurship Forum (NYEF) hosted a talk program entitled ‘Youth Entrepreneurship Program’ on November 8, 2016 at DAV College of Management to celebrate the Global Entrepreneurship Week 2016. The program featured Mr. Venkatesh Kini, President for the Coca-Cola India & South-West Asia and Mr. Krishna Kumar Thirumalai, Region Director for the India and Bangladesh bottling operations at The Coca-Cola Company (TCCC) as guest speakers. Mr. Ranjit Acharya of Prisma Advertising inaugurated the event by speaking on the necessity for youngsters to capitalize undermined opportunities through entrepreneurship. He encouraged them to focus on their passion, as it could be promoted to their competitive abilities.



Mr. Thirumalai talked about the modality of business management – which has tremendously turned delicate and complicated in the wake of globalization. **He spoke of the acute necessity among entrepreneurs to have an institutional dream of adding true value for target consumers and stakeholders to run a sustainable business.** He also suggested aspiring entrepreneurs to evaluate any forthcoming business decisions on the grounds of such value proposition. Moving on, Mr. Thirumalai

spoke of the need of seamless connections with consumers, and financial discipline. He also encouraged drive for imagination, long-term thinking, and broader stakeholder and communal responsibility for success.

Mr. Kini deliberated on the importance of having a unique innovative dream, the quality of perseverance to face initial streaks of failure, and the thrust to make a positive difference as the ultimate ingredient for success.

The session was followed by Q&A session where exchanges were made between the panel and the audience members in seeking business and entrepreneurial advice.

STARTUP STORY TELLING



Kathmandu College of Management (KCM) held a **Start Up Storytelling Session** on November 8-9, 2016 to celebrate GEW this year. The session aimed at discussing a new company – Tootle - on their experience of new business development. Sixit Bhatta, founder of Tootle and his team were invited to speak at the event.

The team shared how they were initially looking for an opportunity to launch a bus-location-tracking service in association with Sajha Bus (a bus service in Nepal). However, they gradually evolved into the idea of developing a platform for shared personal mobility using personal bikes and offering ride services. They realized that such service seemed to have good potential for market demand. The idea was to develop a mobile application that allowed private vehicle owners to offer rides to those willing to pay certain charge for it along certain routes. While this resembled the idea of Uber (the carpooling service offered in USA and India), Mr. Bhatta recognized its terrific market opportunity in Kathmandu where public transportation was in dire straits. He revealed to have deliberated on the fact that there were 80,000 motorcycles registered in Bagmati zone alone.



Bhatta also spoke of how the company coming into inception proved to be a bumpy ride. The challenge of not knowing whether to approach motorbike owners or public vehicle commuters first to verify demand and supply initially proved to be an obstacle. Following that, he spoke of how his team finally designed a delicate strategy to attract interested ride-providers willing to offer seats to the public. This was simultaneously followed with approaching public vehicle commuters to understand their interest in the idea. Bhatta also recognized that the success of the venture largely depended on the participation of youngsters in terms of adopting that novel system and influencing others to do so.

The session continued as the other team members explained Tootle's working mechanism and interface navigation of the mobile application. The app collected personal and relevant legal information of ride providers, and had an instant messaging feature to inform close ones of both parties regarding their real-time travel status. Interestingly, the payment medium of the application allowed the parties to transact via a "Tootle Wallet" besides cash. The wallet allowed parties to store their credit balance which would be redeemable through E-sewa. Moreover, the travels were tracked through GPS systems for the sake of ensuring predictability and service quality.

Dissecting the NEPALES BUSIN [ESS cosystem



Glocal Pvt. Ltd, in association with Samriddhi Foundation, hosted a panel discussion event entitled “Dissecting the Nepalese Business Eco-system” at FNCCI Teku on November 14, 2016 in celebrating the Global Entrepreneurship Week 2016. The panel was moderated by Asish Thakur of Glocal Pvt. Ltd. and the speakers included education entrepreneur Mr. Narottam Aryal from King’s College, Rajiv Sharma, Human Resource Specialist at Job Dynamics, and the conglomerate tycoon Suraj Vaidya from the Vaidya Group (VOITH).

The discussion was rooted in acknowledging the present challenges and opportunities in the Nepalese business ecosystem, and the analysis of possible roles and potentialities of our education system and HR Development institutions to strengthen it. Dialogue regarding avenues for strategic collaboration between the education sector and corporate sector was also carried out among the panellists.



Critical evaluation of the contemporary education system in Nepal was also made especially on grounds that the system had not been reflecting the dynamic need of the current business environment. Panelists were concerned about the inability of contemporary education system to advance from the primitive method of classroom style teaching to better technological advancements. They recommended educational institutions to let students undertake unconventional ways of exploring the ways of doing business in real life, while also exploring business opportunities in rural Nepal.

Likewise, while dissecting HR challenges in the prevailing business scenario, panelists urged upcoming graduates to carve their professional goals in terms of adding value to society or business rather than simply earning certain amount of money or holding certain job title. They also expressed the need for corporates to value new employees and interns because they could help bring in novel strategies. Additionally, fostering leadership and entrepreneurial spirit among the young was deemed imperative for channeling ideas of new comers for business growth and value-addition.

Mr. Suraj Vaidya spoke of the necessity to discover competitive advantages present in diverse geographical and climatic conditions of Nepal, and create a niche market in new product development. **He also expressed his willingness to partner with individual entrepreneurs with promising business cases in order to make the best use of resources. Moreover, Vaidya also openly proposed opportunities to collaborate with new talents in the country as he recognized growth saturation in family-run conglomerates and difficulty in handing over leadership down the family tree.**

Panelists also discussed different avenues for collaboration between educational institutions and business entities in areas of business research, channeling Corporate Social Responsibility (CSR) budget towards social entrepreneurship, and venture financing.

Innovation IDs

Idea Designing Summit



Clock b Business Innovations organized “Innovation IDs” on November 16-17, 2016 to provide a platform for networking among innovative and emerging business persons. The event was sponsored by Nepal Food Bank Ltd. and Mega Bank Nepal Limited. Coca-Cola, F Cube cinemas, ISS and KTM Events were featured as event partners. The event was also supported by Ma-Paani, NYEF Kathmandu Chapter, Nescafe and M&S Next.

Mr. Dilli Raj Joshi, Director, Clock b Business Innovations, in his welcome note, focused on the need to design ideas contextualized for the Nepalese market. He further emphasized the need of collaboration with market stakeholders for a prosperous market.

In the session ‘**Interviewing the Icon**,’ keynote speaker, Mr. Suraj Vaidya, President, Vaidya’s Organization of Industries and Trading Houses, addressed the audience. He deliberated on how Nepalese had innovative ideas and passion, and held reputed positions in different parts of the world. He highlighted the need to add discipline to passion in order to succeed.

The session was followed by another one named ‘**Stand Up for Passion**.’ Mr. Arnaud Collery, a multi-skilled coach, facilitated the session. He is known as a catalyst for personal and organizational change - the world’s first Chief Happiness Officer. Mr. Collery believes in transformative power of stories, and he trained and worked with seven speakers who had deep commitment to deliver their inspiring stories. The speakers hailed from diverse backgrounds - Binod Das, Nepali Cricketer, Dr. Pranav Raj Joshi, Veterinarian, Raveena Desraj Shrestha, Banker, Sushil Pokharel, Venture Capitalist, Dolpo Tulku Rinpoche, Buddhist Teacher, and Nisha Adhikari Malla, Film Actress. In this session Mr. Collery also left a final message that happiness required little reasoning.

The next session was ‘**Open Innovation – I**,’ facilitated by Mr. Ranjit Acharya, CEO of Prisma Advertising Agency. Ideas were designed collaboratively between participants in the session. Mr. Acharya presented his reasoning for doing business in Nepal which could be internalized by all the prospective business-doers to create job opportunities. Another session “**Fusion, Music and Management**” was a special session which was designed to uniquely blend art in the form of music and management. Guest speakers for the session included Mr. Amrit Gurung, Lead Vocalist of Nepathya Band and Mr. Kiran Shrestha, Manager of Nepathya and owner of Nepalaya (Music Company). They talked about how they generated the synergy effect by working together for 14 years. Another unique session, “**Un-Conferencing**” was facilitated by Mr. Shekhar Golchha, CEO of Golchha Group, where participants interacted with each other to discuss business ideas. Lastly, in the **Restless 60** session, participants introduced each other in order to build networks.

On the second day of the program, a session ‘**Vis-a-Vis**’ was conducted with three guest speakers Mr. Chandra Dhakal, Mr. Rajan Lamsal, and Mr. Dipendra Khaniya. Mr. Khaniya and Mr. Lamsal spoke on business and media while Mr. Dhakal focused on banking sector and entrepreneurship. In **Open innovation- II** which was a follow up session of Open Innovation-I, Mr. Ranjit Acharya addressed the questions of the audience and also emphasized on the importance of branding, positioning and experiential marketing. In **Un-conferencing-II** session, which was a follow up session of Un-conferencing-I, there was a presentation on business ideas unlocked by the participants. The ideas were polished by Mr. Shekhar Golchha.



Samriddhi Foundation engaged in celebrating the 2016 edition of the worldwide event by organizing a panel discussion entitled ‘Building Entrepreneurial Ecosystem in Nepal’ on November 17, 2016 at Hotel Himalaya. Established entrepreneurs and business persons discussed the need for and ways to establishing an effective business ecosystem in Nepal.

Hon. Nabindra Raj Joshi (Minister of Industry) was the Chief Guest in the session moderated by Ajay Pradhanang of Fleur Himalayan Limited. The panelists for the event included Ashutosh Tiwari, CEO, Sherpa Adventure Gear, Amod Rajbhandari, Partner, True North Associates, Deependra Chaulagain, Director, Samriddhi Foundation and Aashish Adhikari, Founder, Red Mud Coffee.

The discussion revolved around the intertwining role of government and policy, and business and investment. The dialogue brought forward the need for practices to better facilitate investment and enterprises. It also involved deliberation on strengths, opportunities, and problems of the business community at large and forwarded possible solutions for the same.

Mr. Ashutosh Tiwari deliberated on the intricacies of a business ecosystem. He explained how innovative enterprises could link world resources and influence the whole world and thus justified the need to help them grow.

Mr. Amod Rajbhandari explained that he began the ‘Business Acceleration’ program in Nepal after having identified that businesses here had vision but little strategic planning. **Access to finance and business management strategies were very important for any new business**, said Rajbhandari.

Mr. Aashish Adhikari shared how he began Red Mud Coffee. As a young college dropout he ventured to creating a business by utilizing local resources in Nepal. He engaged audiences on how he had to struggle as a young start-up with no college degree and little resource to use as collateral.

Mr. Deependra Chaulagain explained to the audience the need for a flexible policy environment that spread hope, not fear among aspiring business persons. He talked about the complications of company entry and exit in the country and why the State needed to work on reducing the days required to enter/exit a market.

Hon. Nabindra Raj Joshi said he did recognize the present bureaucratic and political issues that clouded business policies but he underlined the need to work together in order to create space for political change.

The discussion was followed by a Q&A session with the audience. Post-panel discussion revolved around the need to activate the Government’s Challenge Fund, and the requirement for a clearer bond between the government and the business community.

Ajay Pradhanang concluded the discussion by stating the need for initiating the Challenge Fund, and improving Nepal’s standing Doing Business Report. He also focused on the importance of having to reduce time taken to enter and exit a market in Nepal. He highlighted the need for clearer regulations on venture capital and private equity in the country.

MYTHS ABOUT THE FREE MARKET



Bikalpa, an Alternative dedicated its regular fortnight discussion series “The Friday Discussion” to mark the Global Entrepreneurship Week on November 18, 2016 in Biratnagar, Nepal. Friday Discussion is a platform where participants reflect on and analyse various political and economic issues.



Participants discussed on the topic “Myths about the free market” and also debated on how an open market could make Nepal more business-friendly. The participants also discussed on different approaches taken by entrepreneurs and how the opening of the market in recent years had brought an increase in entrepreneurship.

POSTER PRESENTATION ON ENTREPRENEURSHIP

Bikalpa also organized a Poster Presentation on Entrepreneurship to commemorate the Global Entrepreneurship Week on November 19, 2016. 22 Students from 6 different institutions presented posters on the given theme. The objective of this program was to encourage students in understanding the varied ethos of entrepreneurship and to exhibit various aspects of the same.

11 groups representing various educational and civic institutions presented posters on the these topics: **Business Ideas, Women Entrepreneurship, Social Entrepreneur, Obstacles for Entrepreneurs, Effects of Free Trade and Policies on Entrepreneurship, Case study on Animal Husbandry, Sources of Ideas for Entrepreneurs and Lessons from Entrepreneurs.** The



event was held at the premise of Birat College for Professional Studies. Various civil society members were also present at the program. Participants also took questions from the audience.

A beginner's guide to a

Successful Startup



In celebrating GEW 2016, Glocal Pvt. Ltd. organized a panel discussion program at King's College on November 19, 2016 with five successful startup founders in Nepal. Alina Prajapati, General Manager of Glocal, moderated the session.

Ms. Prarthana Saakha came up with the idea of Helmets Nepal after realizing the demand for helmets in Kathmandu where almost all houses had one or more bikes. Helmets Nepal is a one click platform for all kinds of helmet and safety gears. It aimed to ensure selling safe yet fashionable goods related to motorbikes.

Ms. Krisha Bajracharya, having come back from the U.K., didn't see herself as a regular 10-5 employee. She now owns some of the most successful restaurants in the valley including Durbar and Palpasa.



Mr. Parash Katuwal came up with the idea of Nepal Thopa Sichai when he understood the difficulties of irrigation system in Nepal's agricultural sector. Nepal Thopa Sichai is a pioneering name in the field of providing complete irrigation package in the country which offers services of drip irrigation, sprinkler irrigation, and fogger system among others. They also supply solar lifting pump for irrigation and drinking water purposes, and street and solar lighting systems.

Mr. Prakash Basnet, whilst working for the Jyoti Group, always dreamt of owning his own company. Having lived in Kathmandu for long, he deliberated on the problem of having to stand in long queues to get anything done in the city and came up with 'Mr. Help'. Mr. Help was initially just a service that allowed people to hire others to stand in queues and get bills paid for them but now has grown into a lot more. It also provides one-day delivery service of goods such as flowers and cakes, invitation cards and also offers other services like escorting senior citizens to hospitals.

Mr. Ruchin Singh came up with the idea of Edushala after realizing an absence of soft skills development in Nepal. He aims to impart such skills to the young through his venture. Edushala helps connect passionate professionals with knowledge hungry students who are looking to learn practical skills. The classes aim to provide applicable knowledge through a variety of pedagogical methods rather than allow students to rote-learn.

The session was enriched with the discussion of startup challenges during the inception phase, the importance of team work and team culture, and ideas regarding innovations. Producing efficient human resource and satisfying market demands while earning profits were cited as common motivations by panelists that encouraged them to open a business. Panelists promoted the idea of freedom to work in their own ventures, and encouraged their staff to be part of newer innovations.

LAST THURSDAYS WITH AN ENTREPRENEUR

with Mr. Tika Ram Puri



Bikalpa, an Alternative jointly organized its monthly discussion forum - “Last Thursday’s with an entrepreneur” in Biratnagar in collaboration with Hotel Namaskar, Makalu Television and Merryland College. The program disseminated ideas about entrepreneurship through sharing of personal stories of successful entrepreneurs. The program also creates an opportunity for networking and ideas sharing among the participants.

On November 24, 2016, Entrepreneur Tika Ram Puri commenced the 33rd series of ‘Last Thursdays’ at Hotel Namaskar for a discussion on the existing scenario of the industrial sector in Biratnagar with more than 90 participants.

Mr. Tika Ram Puri shared about his journey of entrepreneurship to all those present. He recalled how there was little aspiration to become an entrepreneur in people he knew when much younger.


“You do not need massive capital to start a business. Start small and re-invest the profit.”

Tika Ram Puri,
Local Entrepreneur



After completing school, he came to Biratnagar for his higher Studies. He started his career as a teacher and later moved on to establishing his own school with 200 students with 3 other stakeholders. Now there are more than 2000 students in his school. In his opinion, entrepreneurship is not only producing a commodity but also creating valuable human resource. One’s will to do well is also of utmost importance.

He further shared about his other venture – rubber agro farming in Morang. Instead of seeking opportunities outside Nepal, he encouraged youngsters to consider agriculture engagement within Nepal. The state offers special provisions that could help young entrepreneurs easily if they entered the business, said Mr. Puri. A lot of unfarmed land is still available in Nepal and agriculture development could help the nation’s economy grow. He emphasized that a stable political environment was desired for maximum flourishing of business and enterprise. The session was followed by a Q&A session.



GLOBAL ENTREPRENEURSHIP WEEK NEPAL 2016 ADDITIONAL CELEBRATIONS

GEW Celebration by US Embassy Nepal

On November 18, 2016, the US Embassy Nepal hosted a round table discussion to mark the Global Entrepreneurship Week (GEW) at Innovation Hub, Kathmandu.

Nepalese entrepreneurs who had participated in the Global Entrepreneurship Summit (GES) 2016 were invited to share their ideas on “developing entrepreneurship and devising an investment strategy” to a group of aspiring entrepreneurs from various colleges.

The entrepreneurs who shared their experiences were Bhuban Raj Acharya, Bishal Dhakal, Biswas Dhakal, Ishu Subedi, Sumana Shrestha and Tika Ram Poudel.

“These panelists are those who formed and worked on their own ideas and have been successful. We brought in young people studying in business schools because we believe that people who are actually interested in the subject can bring about required change,” said Srijan Raj Baral, Alumni Coordinator, US Embassy.

As adapted from Republica November 19, 2016

GEW NEPAL 2016 PARTNERS



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