

# Regional Entrepreneurship Acceleration Program (REAP)

## Executive Summary

### Team Beijing

#### **1. IDE in China**

Nowadays, China is encouraging people to start their own business and make innovations, which will not only create more jobs and increase personal incomes, but also improve upwards social mobility, equality and justice. More and more favorable policies have been implemented to support the small and medium entrepreneurs, arising young people' s enthusiasm to start up their own business.

#### **2. Participation of Team Beijing In MIT REAP**

Team Beijing participated all the procedure of MIT REAP Cohort 3, from the Oct 2015 till now. For over two years between 2015 and 2017 a team from Beijing participated in the MIT REAP program. Delivered by the world leading MIT Sloan School of Management, REAP is designed to help regions and nations to accelerate economic development and job creation through effectively enhancing innovation-driven entrepreneurial ecosystems.

Beijing' s participation in the program was through a team of key stakeholders, the REAP Team, brought together by Peking University. The team worked alongside groups from Japan, Thailand, Wales, Israel and Medina, SW of Norway. Beijing' s team consisted of entrepreneurs with experience of building enterprises, representatives from academia, the finance and investment community, and the economic development agencies.

Over the two years the team participated in four MIT led workshops, three at the MIT Sloan School in Boston, one in Tokyo Japan. Between the workshops the team completed MIT assignments, held timely team meetings and carried out conferences and discussion with wider stakeholders.

#### **3. Team Achievement from REAP**

**Deepening understanding of IDE**, through the Reap program, we constructed full understanding of IDE system, especially the combination of I cap and E cap in critical in promoting the regional entrepreneurship. Also, we enhanced the

understanding of importance of building a high hierarchy IDE system for cluster improvement, especially coordinately the IDE atmosphere and institutional arrangement, which could help more in releasing regional potential to improve the economic and social benefits.

**Broadening international communication.** REAP is an international open platform, entering REAP network supplies a chance to communicate with international counterparts, which could help us to chase up the experience of other regions, the experiences of which could be used to optimize the innovation strategies in our region.

**Bringing forward the strategies for future development.** Through REAP program, we identified the crucial problem of our study case under the IDE framework, the mismatching of strong I capacity and weak E capacity, to building a stronger connection between, we need to refine regional strategies on innovation and entrepreneurship, most importantly, encouraging a more efficient working mechanism among all the stakeholders.

#### 4. *Must win Battle definition and Metrix*

In our research, the innovation and entrepreneurship are not well connected, which blocked the IDE development in the region. Thus, the Must Win Battle will be generally the coupling of Innovation capacity and Entrepreneurship Capacity, with the construction of a well functioned ecosystem involving all the stakeholders from universities, governments, rick capitals, corporates, and entrepreneurs.

– What are the right metrics to evaluate your ecosystem, PPIs, and Must Win Battle?

Table Metrics for IDE ecosystems, PPIs and Must Win Battle

Items	Contents	Indicators
Ecosystem	<i>I-cap</i>	Number of top research agency in the region Number of researchers Number of graduates number of patents,

		published papers /year Gross R&D expenditure
	<i>E-cap</i>	Total employment Venture capital /year Number of entrepreneurs, number of corporates, Number and benefits of Industrial clusters
	<i>Linkage between I-cap and E -cap</i>	Number of patents adopted by corporates and the following values created
PPIs	<i>Policy</i>	GDP Growth of GDP per capita Public capital/year Revenue of new established corporates Tax reduction
	<i>Program</i>	Award funds for new established corporate Subsidy for project construction
Must Win Battle	<i>The upcoming meetings of I cap and E cap</i>	Matchmaking between I-cap and E-cap, two investigations with enterprises and experts respectively in September
	<i>Establishing the policy and program intervention</i>	Reports on how to promote the IDE ecosystem construction to the local government

##### 5. **Actions and Suggestions to Future IDE development**

**Constructing the platform.** We need to construct a communication platform, a working forum, involving most of the positive stakeholders from governments, universities, risk capitals, corporates and entrepreneurs, and forming the routinely communicating mechanism, through which all parts could well perform under the IDE framework.

**Landing of the pilot projects.** We need to advocate more to the public and relative stakeholders, encouraging more entrepreneurship to start their businesses, to realize the objective, one or more incubators should be landed in the case area to attract more entrepreneurs.

**IDE education.** For the insufficient understanding of IDE could be a main obstacle for promoting regional development. We need to increase the IDE training not only to the entrepreneurs and innovators, but also to the government officials

and the big corporate managers, etc.