TIM - TEB STARTUP BUSINESS HOUSES







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TİM TEB Startup Business Houses are intended to encourage and strengthen local innovative entrepreneurs and startup businesses that generate high added value and have export potential. The startup business house model, which Türk Ekonomi Bankası (TEB) introduced for the first time in İstanbul in 2013, began to expand into other parts of the country when the bank joined forces with the Turkish Exporters Assembly (TİM) in 2015. Through their diligent efforts and in very little time, they reached their goal of having TİM TEB Startup Business Houses in operation in ten of Turkey's provinces. Today these houses contribute to our country's efforts to increase its effectiveness in the areas of business startups, technology, and exports.

Besides serving new startups as incubation centers, TİM Business Houses also business-management services that existing technology companies may find themselves in need of. In this respect, the houses regard it as an important part of their mission to help such firms transform themselves into strong and enduring companies especially by acting as conduits for state-provided support. The TİM TEB Startup Business House model is also constantly being improved through consultancy services and training programs that best address our country's needs. Originally the houses offered just three types of such programs; today the number is eleven offering services that respond to the needs of audiences ranging from newly-formed startups to big technology-product exporters.

Girişim Merkezi, which formulates and implements the TİM TEB Startup Business House operational and service model, has contributed significantly to the growth and development of our country's startup business ecosystem. The experience which Startup Center has acquired in the course of the many pioneering projects that it has undertaken is used by it both to constantly develop the TİM TEB Startup Business House model and to ensure that our country's entrepreneurs are provided with the most effective training and consultancy services.

TIM - TEB STARTUP BUSINESS HOUSES





STARTUP BUSINESS HOUSES

Everything you need to know about TİM TEB Startup Business Houses...

What is a TIM TEB Startup Business House?

The strengths and experience of their staff and the effectiveness of the business model they adhere to give TİM TEB Startup Business Houses a leading position in our country today. Entrepreneurs know that a TİM TEB Startup Business House can give them the most effective access to whatever support they may need in such matters as financing, accessing government grants and support, starting and developing an export oriented business, presenting their innovative products and services on domestic and international platforms, and improving their growth potential.

Through its self-created business model and strong business partners, every TİM TEB Startup Business House has become an operational center for the mobilization of startup business potential in its locality. In line with this, TİM TEB Startup Business Houses also constantly expand their operational diversity so as to improve the continuity and effectiveness of their activities and to reach out to even broader audiences through programs and practices that address changing needs.







Until today...









total 2016 615 220 days of trainings



1003 406 days of mentorship



40 9 startup/investor meetings



total 2016
10 2
international
events



209 startups made an annual turnover of



167 startups received grants with a total amount of



47 startups raised capital with a total amount of



233 startups hired staff with a total number of

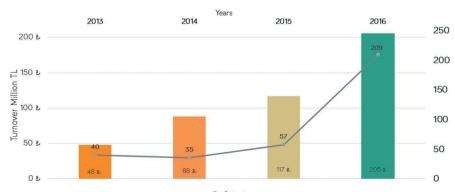
205 Mio TL

50.6 Mio TL

63.7 Mio TL

1568 people

TIM - TEB Startup Business Houses



→ # of startups









Startup Business Houses...



...discover and expand entrepreneurial potential.



... mediate effective access to state-provided support.



... support technology companies in their efforts to grow and export.



... nurture potential entrepreneurs while they're still university students.



... improve newly-established companies' chances of success.



... develop technology companies' entrepreneurial muscle.



... provide innovative products and services with access to domestic and international platforms.



... provide startup businesses and technology companies with guidance on innovative solutions to their financing requirements.



... support collaboration between entrepreneurs and the business world.



... expand the pool of potential investors and support entrepreneur/investor





*BUSINESS MODEL



Angel Investor Development Training

TİM TEB Startup Business Houses seek to increase local businesses' awareness of the "angel investor" concept while also developing relationships between potential investors and entrepreneurs attending TİM TEB Startup Business Houses all over Turkey.



Program to Enhance the Awareness of and Increase the Access to State Support for Local Startup Businesses

The number of entrepreneurs applying for and benefitting from state-supplied support plays an important role in tapping the startup business potential in a city. The aim of this program is to provide mentoring services that increase awareness of such issues and provide support in the application phase.



Industrialist - Entrepreneur Meeting Events

TİM TEB Startup Business Houses also have the potential to bring local industrialists who are interested in having access to value-adding products and services together with entrepreneurs who may have valuable business ideas for creating such collaborations. TİM TEB Startup Business Houses are leading the way forward in this respect by organizing meeting events that are attended by industrialists and entrepreneurs in their city.



Eğitimler

Training specialists who are employed at TİM TEB Startup Business Houses conduct regularly-scheduled courses dealing with such subjects as starting a business, marketing, financing, and innovating so as to ensure that these houses are centers which local technology companies can have recourse to during their growth and export-orientation phases and which discover and tap local startup business potential.

TIM - TEB STARTUP BUSINESS HOUSE PROGRAMS

WAKE UP LET'S UP STEP UP START UP LEVEL UP GROW UP











Students who lack business ideas but who want to be entrepreneurs and learn about design thinking methods

Students discover and develop business ideas through design thinking techniques

Standing by would-be entrepreneurs during every stage of the business startup process, TİM TEB Startup Business Houses seek out students who haven't yet come up with a business idea of their own and then show them not only how they can by means of design thinking methods but also how to achieve the best product-market fit. In this way, students get a head start in setting out on their startup business adventure and are given an opportunity to learn the most effective ways of achieving that fit before passing on to the business idea stage.

SCOPE OF CONSULTANCY SERVICES



Preparing Persona Posters



"Dice of Ideas" Workshop



Fast Prototyping



Product-Market Fit



First of all, thank you TİM TEB Startup Business House for organizing such an informative program. The entertaining activities and group work were a big help to us in coming up with new ideas."

Elif Nur Özbekoğlu

This was a very useful program because it taught us what setting up a business means and what kinds of problems we may face when making a business idea a reality."

Selim Şahin

I realized that being the captain of my own ship rather than just another crewmember taking orders from someone wasn't as hard as I thought it would be but I also learned that the crew you set out on a voyage with is vitally important too."

Mehmet Dağlı

The leadership and teamwork components were very well coordinated and I also found some excellent answers to the question of how to make use of most of what I learned during this training in the rest of my life. First off I want to thank everyone who was involved and also to say that there was some great feedback and that there were many of us who'd be interested in taking part in this program again."

Meliha Can

I'm grateful to TİM TEB Startup Business House for the entertaining group work that helped us come up with new ideas and for teaching us about technology, innovation, and starting up a business. I hope we'll be able to do something like this again in the future."

Rabia Ekinci

This was a really useful and excellent pre-graduation program. Even though it gave us just a taste, I think it's contributed to my career. I thank each and every person who was involved."







University students and academicians who have business ideas but haven't started up a company yet

Let's UP: A program linked to universities' Government Support Program - Startup Business Courses

The goal of Let's UP is to rapidly increase the number and quality of entrepreneurial-minded young people in a city by linking up with universities' startup business courses on the TİM TEB Startup Business House platform. To this end, credit-earning courses are initiated at universities and specialized startup business training and consultancy services are provided to groups of university students and academicians as designated in the 1601 Government Support Program or who are otherwise deemed to be outstanding.

Besides testing their personality traits for being an entrepreneur, the students and academicians taking part in the program also have a chance to learn business modelling, business planning, and presentation techniques by working with experienced mentors.

SCOPE OF CONSULTANCY SERVICES



The Features of Startup Business Teams and Business Idea



Business Idea and Business Models Workshops



Business Plan and Finance Training



Presentation Techniques Training







The Let's UP Program

"...gave me hands-on experience through concrete examples on the issues of how to manage the opportunities and challenges that a new startup may encounter, how to manage the tough challenges you may face so as to get positive results, and how to get the maximum benefit out of the opportunities that you come across."

Aslı Semerci

"...was a tremendous opportunity for participants in terms of defining a vision, in my opinion. When you think about the circumstances of companies in Turkey and the situation the country is in, coming up with and being able to finance activities of this sort seemed utopian but you've managed to do it."

Koray Kocabaş

"...really made a big contribution because of the new outlooks that it made possible, especially through the visits to top-level firms like Google and Facebook. For my own part I discovered some particularly fine answers to the question of what our working environment needs to be like because I think that issue's really important for startup firms that operate with just a few people."

Mehmet Pekin

"... allowed me to discover the benefits that the Design Thinking methodology could have for our own project. What we learned about the decisive role that the effects of work culture and social environmental impact play was illuminating. We also benefitted a lot from the feedback that we got about our project and the networking that we did."

Sezai Özdemir







People with business ideas who want to take part in the TÜBİTAK 1512 Individual Young Enterprise Program

TİM TEB Startup Business Houses help people with business ideas to qualify for TÜBİTAK 1512 Individual Young Enterprise Program support

Seeking to increase local awareness of state-supplied support, TİM TEB Startup Business Houses work through TEB (the only organization which is not a designated technocity or technopark that is accredited) to help those who have business ideas to qualify for the TÜBİTAK Individual Young Enterprise Program. Besides providing training and mentoring sessions in the course of this program, TİM TEB Startup Business Houses likewise continue to provide entrepreneurs with office, networking, mentoring, and investor meeting support in the post-TÜBİTAK period.

SCOPE OF CONSULTANCY SERVICES



The Features of Startup Business Teams and Business Ideas



Business Model Canvas Training



Business Plan and Finance Training



Mentoring Sessions







The Step UP Program...

"... very effectively taught us especially what we need to do to achieve our goals. Likewise as a result of this training we acquired knowledge on issues that are very important to our project such as how a project team needs to be formed, what segments a product's target customer group consists of, and how a company that's entitled to receive startup support can go on receiving it."

Eren Yılmaz - Ren Design

"... made it possible for me, my team, and the people at TİM TEB Startup Business House to further develop our project. We were shown all the aspects of the project's development that we'd missed and, by revising the project, we brought it to where it could qualify for support. By providing an outside and non-academic point of view, both our mentors and TİM TEB Startup Business House personnel helped us turn out a fine piece of work."

Zihni Onur Uygun - Denosens Biotechnology

"... gave us access to mentors that we could reach out to not just during training hours but also at any time by email and phone. Our mentors observed and supported us even off the premises of the TİM TEB Startup Business House through the training-related supporting documentation they had sent to us, the guidance they provided when necessary, and the support that they gave even during the networking stage. And their support didn't end even after the project was accepted: both the training on setting up a company and the process of being admitted to the incubation center showed me that they were way ahead of any other organization involved in this business that I've seen."

Aslı Semerci - Genecare

"...made me realize that developing a product is not the only thing involved in starting up a business and that, just like an iceberg, in reality there are lots of things which we don't give importance to or dismiss as secondary but which can have a serious impact on our lives. This program actually expanded my own horizons not just on the attitudes of TÜBİTAK and all the other individuals and organizations supporting business startups but also on how a successful project should be prepared, what things attention needs to be given to, and what criteria are vitally important to the structure one creates. Although I'd attended and completed an MBA program myself, the Step UP program was quite an eye-opener by letting me see how theoretical knowledge is used in real-world situations."

Murat Aras - Ottoo







Businesses which are striving to develop existing products and services, which have gone beyond R&D activities and made their first sales, but whose turnovers haven't yet topped 500 thousand liras a year

Your business ideas come to life through the Start UP program

Start UP is an incubation program in which we support entrepreneurs who have successfully transformed a business idea into astartupand who have only recently completed the process of company-establishment. In this program we provide companies with advice on product segmentation, on identifying customer groups correctly, and on securing and managing cashflow. We also provide support in defining and conducting such business operations as marketing, sales, and human resources management.

After an initial meeting during which founders and their ideas are analyzed and the existing situation is evaluated, points which are in need of improvement are identified under the headings given below and we work with the founders to make those improvements





The Features of Startup Business Teams and Business Ideas



Business and Operational Model Analysis



Marketing & Sales System Analvsis



Structure Analysis







"Being an entrepreneur is different from other professions because there are lots of areas of expertise-ranging from making sales to securing finance and from developing products to marketing them-that have to be learned but there's not always somebody around with the experience to show you the path you should take. This is why so many white-collar workers who have just quit their job and university graduates who are just out of school never get beyond staring about in bewilderment for a long time when they first venture into business for themselves. It was exactly in the midst of our own bewilderment that the Kolay İK team encountered TİM TEB Startup Business House. When I quit my job to set up Kolay IK a year and a half earlier, I knew absolutely nothing about starting up a business that wasn't just hearsay. TİM TEB Startup Business House had confidence in us however and, with both seriousness and sympathy, they embarked upon a step-by-step explanation of the details of what it takes to be an entrepreneur. As the ensuing process unfolded, it was impossible not to be affected by their eagerness to help us or by the enjoyment that they got from doing their job. In every member of the Startup Business House team you'll be witness to a "How can we be of even greater help to entrepreneurs?" keenness, whether they're busy teaching or mentoring or just chatting at the office."

Çağlar Yalı - Kolay İK

"The most critical thing for a business venture is the ability to present a project which it's developed to potential customers. It was at that stage that TİM TEB Startup Business House was most helpful by putting us in touch with the institutional members of its own portfolio. TİM TEB Startup Business House was also quite helpful on the issues of taking part in fairs and of promoting ourselves and operating stands at national and international events. We advise every entrepreneur to get in touch with TİM TEB Startup Business House in their city. We'd also like to share a slogan that we've come up with among ourselves: Thank You Turkish Entrepreneur Bank For Your Support"

Soner Hacıhaliloğlu - Positive Enerji

"TİM TEB Startup Business House was the first milestone in the series of stakeholders with which we've been interacting in the story of Segmentify. Thanks to their energetic team and well thought-out training, they enabled us to make a good start at every stage beginning with our initial business idea. The office support that they subsequently gave during the company-formation process was nothing short of lifeblood for us. Besides the consultancy support you get as you venture out into the world we think that the support that's provided directly to entrepreneurs is of the utmost importance. On that point we want to emphasize that the startup business package that TEB supplied us with was also very important because it enabled us to take advantage of many banking services free of charge. Even though we're a business venture that's completed the program and gone abroad, we still communicate with the Startup Business House team and seek their support on issues when we are in need of it"







Technology companies with turnovers in the 500 thousand to 5 million liras range that are striving to grow their business

Level UP: An accelerator program for technology companies

In the Level UP program we work with technology companies which have already completed most of their product and service development activities, have a marketable product or service, have begun generating a cashflow, and are striving to gain a foothold for themselves among their competitors by turning existing customers into steady customers.

This is the stage at which a business enterprise needs to recruit new peopleundertake new investments, and acquire new customers in line with its growth plan. In keeping with this, TİM TEB Startup Business Houses provide such firms with specialized consultancy services aimed at attracting new customers and venturing into new markets while simultaneously boosting their turnover.

Level UP consultancy services are provided through one-on-one meetings with the firms that are taking part in the program

SCOPE OF CONSULTANCY SERVICES



How to Deal with Competitors



Basic Sales and Marketing Goals And Planning



How to Reach Target Audiences with the Products And Services





"By taking part in the Level UP program I think we've filled in the gap between our product-development and our marketing & sales functions. Although the training, one-on-one sessions, and feedback could sometimes be rigorous, it was all quite valuable from the standpoint of making ourselves heard in the market. For firms like ours which are growing and where the pace of work is intense, programs of this sort are highly beneficial because they help you understand and focus on market expectations. Provided by experts in an amicable environment, the training and guidance services were beneficial; and yet I also think it's critically important that programs of this sort should be conducted more often and should last longer. At a time when we are making a tremendous effort to come up with technology solutions in the domestic market while also competing with major players in the international arena, I hope that programs that give us a chance to make voices heard will continue. I wish you all the best of success in your efforts."

Ertan Karakurt - Akıllı Sistemler

"When TİM TEB Startup Business House made its first presentation at the technopark, we started listening with a kind of "We've seen this all before" prejudicial mindset. But as the presentation advanced and each new slide appeared I began to see that we did in fact suffer from many shortcomings ourselves and I started noting them down. At one point in fact it was almost as if the presenter was describing my very own situation. In my excitement and thinking that I absolutely had to join this program, I could hardly wait for the presentation to end. We were quite excited therefore when we were subsequently admitted to Level Up. We enthusiastically prepared for and took part in every program session. While the impact of the advice given by TİM TEB Startup Business House on our own company was a complete success, for them it was the normal state of affairs. TİM TEB Startup Business House advice really does have the kick of a true performance-enhancer."







Technology companies which have captured a market share with respect to their size in the Turkish market, which want to expand their operations overseas, and whose turnover is more than 5 million liras

Grow UP shows technology companies how to go international

In the Grow UP program we provide technology companies with advice on how to become firms that do business with extensive delivery channels and with different customer groups, engage in product and service development, budget resources for investments in personnel and machinery & equipment, and restructure themselves organizationally and financially as circumstances require

Grow UP consultancy services are provided through one-on-one meetings with the firms that are taking part in the program. After an initial meeting during which the existing situation is analyzed, we then work with the company in areas dealing with the issues of strategic marketing, operational/business modelling, management, and finance. After these discussions we then advise firms on the matters of decision-making, planning, and goal-setting.







"We're receiving both direct and indirect support under the TİM TEB Startup Business House Grow UP program. Startup Center is a brand that has played an influential role in helping many entrepreneurs to succeed through the support and consultancy services which it has provided to more than a thousand projects in the course of more than two decades. In our project, which is being conducted as a TİM-TEB partnership, we've received support, training, and advice in the area of strategic growth and planning. The degree of compatibility and success that we achieved as the process unfolded encouraged us to energetically embrace both our work and the project as a whole. What's more throughout the project, the Startup Business House team cross-checked what we were doing, thanks to which we were able to reduce mistakes as well as minimize the chance of our developing misguided strategies. We strove to benefit as much as possible from the more than twenty years of experience that the TİM TEB Startup Business House team has."

Timuçin Öğün - Dorabase

"One thing that we all sensed at the program launch meeting was that something really fine was going to come out of this. That feeling was further reinforced through the targets and plans that were identified at the end of each day. The experience of the TİM TEB Startup Business House team and the down-to-earth suggestions they made gave us the chance to make a clearer assessment of ourselves. We were looking for ways to shake off the lethargy that can beset a company that's twenty years old; we ended up with far more than we could have hoped."

Alp Baysallı - Konfides





Strategic Growth Analysis

Firms which export value-added products and services and which seek to accelerate their growth

Through Strategic Growth Analysis firms supercharge their growth...

Strategic Growth Analysis is a program that we conduct for firms that are already exporting value-added goods and services. Its aim is to enable them to accelerate their growth. In this program we first sit down with a firm and analyze its marketing, operational, management, and financing headlines. We then associate the findings of that analysis with specific growth-related strategic initiatives in order to identify growth-related objectives and actions that will have the most immediate effect.

Strategic Growth Analysis consultancy takes the form of an individualized program that is tailored according to the specific needs of each firm. The service is provided in the form of one-on-one meetings and discussions with the company's senior management.



SCOPE OF CONSULTANCY SERVICES



Marketing Analysis



Company Operational Analysis



Management System Analysis



Financing Analysis





"Having our goals assessed by an experienced and professional team through the strategic growth analysis project that we undertook together with TİM TEB Startup Business House made it possible to expand the horizons of both the company's owners and its personnel on the issue of determining methods and programs that would correctly identify and deal with our company's shortcomings. This program played an important role in our ability to formulate a quantifiable and observable process for correcting mistakes which our company was making but didn't know it. I thank everyone who was involved in this effort"

Servet Mete - Çağlar Ambalaj

PARTNERS











ISTANBUL İHRACATCI BİRLİKLERİ



AKDENİZ İHRACATÇI BİRLİKLERİ GENEL SEKRETERLİĞİ





ООТÜ

DENIZLI İHRACATÇILAR BİRLİĞİ



















TEKNOKENT



TeknoPark

















































COMPANIES | PROJECTS

İstanbul

Bean Teknoloji Codemodeon Delphi Sonic

Dorabase Düşyeri

Ekmob Evreka

GPAY Hızlıçeviri

lugo

JettNET

Key ID Kolay İK Konfides

Medron Teknoloji

MIOPS

Olmadık Projeler

Positive Enerii

Progin

Rent 'n' Connect

Segmentify Testburn

TG workshop Visionteractive

Vispera WalkOVR Zeka Kulübü

7ill

İzmir

Açık Bulut - Deytek

Akıllı Sistemler Althernas

Bana Teknoloji Bilgi Biyoteknoloji

Camaleon Cntracking

Davon

DBİ Yazılım Dermalix

EasyCart
Ege Test Center

Emronic Finanson Fited

Fovag

Galaksiya

Gigu Hande'nin Fırını

Hepsi Medikal Hoom - Homeros Bilisim

Initio Innolife

Innotech Inovel

Into Biyoteknoloji

ldeaktif Iltema

Kobikit Kodeco Kodoba

Market Asistanı

Met İleri Teknoloji

Mka Yazılım Mobexis Maritime Traider

Nanobilgi Onvivo Papiroom

Pikolab Pikotek

Radiorder Smart İş Makinaları Söz İleri Teknolojiler

Workif Yeni Ufuklar Yeniçeri

Gaziantep

Barfas Bedesten.co

EvcilPark - Carnaval Gazi Kalibrasyon ve Muayene

Gems Yazılım

İnovIT

New Energy - Blue Print Home

Odaksan

Ozelklinik.com - YouStartup

Protep Medya Soctag - Pilot

Science in the City - Solarbank

Uluhan Yazılım YNCSoft - SafeVisor

Denizli

AKE Geri Dönüşüm Apitech

April Yazılım Aytekin Makine

Batunet Bulutfon CamART EfG Araştırma

Etkin Teknolojiler Geomin

GourmeTurk HNC Akıllı Tahta

JBI

Lab2023 - QUDEA

LOOPAR Augmented Reality Platform

NetAkıl Netinternet Norbit

Smart Affect Tekobel

Tekobe Viprise



COMPANIES | PROJECTS

Bursa

Admire-tech Analitik Yazılım Assa Yazılım Avian Mail CA Mühendislik DK Bilişim Danışman Yazılım İletisim Yazılım Kodlamasal Monitor Digital Nota Yazılım Pinstook Performans İletişim

Prodiz Mühendislik

Rubida RePG Serim Yazılım Socialcube Softmed Yazılım Yalın Yazılım Yapısoft

Mersin

Appcase Barkosoft CadCom Creas Düzey Bilişim Ebilge

Emtech Epati Bilişim Teknolojleri Hotep İnspira KC Tech - Oulak

Marta Teknoloji Meka Bilişim - Full It OES Denizcilik Sinek Yazılım Votec

Konya

Biolink Diagen Değirmenci Fand FPS Felsim Kimya GM Bilisim HTM Mekatronik Intermak LVX Elektronik Medisahin Metid Metrikon Motus Murfizyo

Nanofil Olderse Örnek Otomasyon Makineleri Seropark Vitos Yüksel Akademi

Edirne

Akdata Soft **BSMART** DDI Teknoloji Dijital101

Doğruyer FDS Intercode Klimex Konsalt Markaev

Trabzon

AKME Kimya Code Teamwork JeoEnerii

OZ & OZ Ahşap Teknar Teknoloji Veri Analiz Platformu Yılmaz Bilişim







TIM - TEB STARTUP BUSINESS HOUSES

İstanbul

Barbaros Mah, Halk Cad. No: 47 Kat:2 Atasehir / İstanbul

Gaziantep

Gaziantep Teknopark Küçükkızılhisar Mah. Burc Yolu Cad. Mahmut Tevfik Atay Bulvarı. 4/A Blok No: Z/18 Şahinbey / Gaziantep

İzmir

1456. Sokak No:10 Kat:3 Alsancak Konak / İzmir

Denizli

Pamukkale Teknokent/TTO Çamlaraltı Mah. Hüseyin Yılmaz Cad. No:67 D Blok Z 07 Kınıklı / Denizli

Bursa

Uludağ Teknoloji Geliştirme Bölgesi Uludağ Üniversitesi Görükle Kampüsü Üniversite 1. Cadde No:933 Nilüfer / Bursa

Mersin

Mersin Üniversitesi Çiftlikköy Kampüsü Teknopark İdari Binası İhsaniye 32133. Sokak Yenişehir / Mersin

Konya

Selçuk Üniversitesi Teknoloji Gelistirme Bölgesi Akdemi Mah. Gürbulut Sok. Selçuklu / Konya

Edirne

Trakya Teknopark Trakya Üniversitesi Ayşekadın Yerleşkesi Edirne Teknoloji Geliştirme Bölgesi Merkez / Edirne

Trabzon

Trabzon Teknokent Üniversite Mah. Hastane Cad. No:33 Merkez / Trabzon



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