



# Acceleration

and impact through collaboration



The MIT Regional Entrepreneurship Acceleration Program (MIT REAP) provides opportunities for communities around the world to engage with MIT in an evidence-based, practical approach to strengthening innovation-driven entrepreneurial (IDE) ecosystems.

**MIT REAP. Translate. Convene. Educate. Impact.**

## CORE REAP FACULTY

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### DR. PHIL BUDDEN

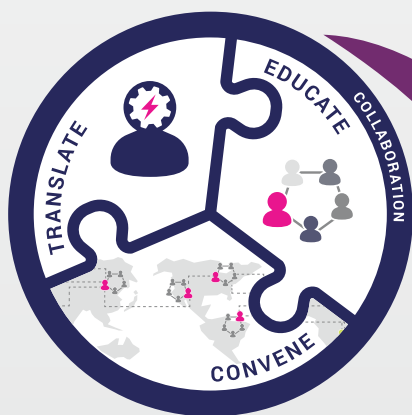
Senior Lecturer & Diplomatic  
Advisor, MIT Sloan School of  
Management

# MIT REAP ACTIVITIES

The MIT Regional Entrepreneurship Acceleration Program (MIT REAP) achieves success by translating research insights into practical frameworks, convening stakeholders focused on IDE, and educating regional leaders through team-based interaction to achieve economic and social progress.

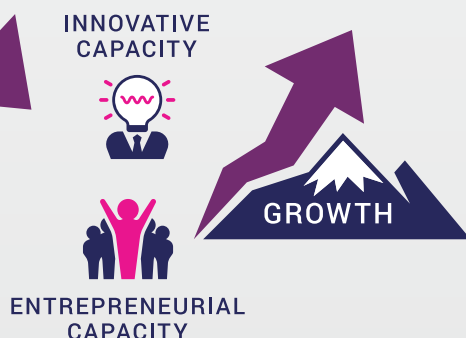
## TRANSLATE

Team members have access to MIT faculty, cutting-edge research, tools and frameworks that help each Team move from ecosystem analysis to implementation of strategic interventions as part of an overall REAP Strategy.



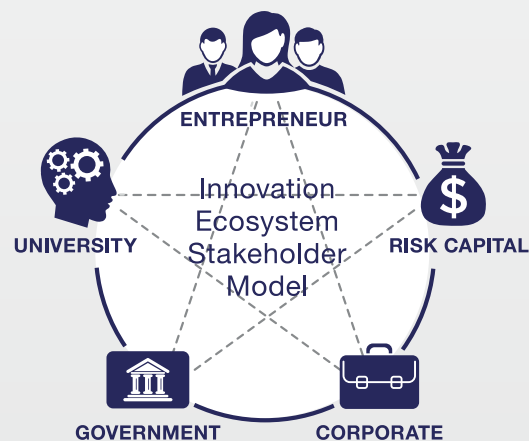
## EDUCATE

Teams of key regional innovation ecosystem leaders engage in team-based learning to facilitate meaningful economic and social outcomes for their region. Individual education is also a focus for the program as Team members develop a stronger understanding of their role in driving change.



## CONVENE

Stakeholders (corporate, risk capital, entrepreneur, university and government) from ecosystems around the world convene to build a community for collaboration and learning. Teams benefit from cross-region and cross-Cohort connections.



## IMPACT

By taking advantage of MIT's expertise in the development of entrepreneurial ecosystems, new member regions will participate in a 2-year program enabling them to:

- Design and implement their REAP Strategy to harness the power of innovation and entrepreneurship and accelerate economic and social progress.
- Build an interdisciplinary Team to drive impact and regional strategy implementation.
- Leverage understanding of key drivers of successful innovation-driven entrepreneurial (IDE) ecosystems to design and implement key programs and policies, informed by MIT research and global best practice.
- Deploy MIT rigor and use frameworks to deepen analysis and evaluate the current regional entrepreneurial ecosystems.
- Compare and learn from other regions globally.

**"I would recommend REAP to any region or nation serious about investing in their entrepreneurial ecosystem. There is no better place in the world to do that, it has to be MIT."**

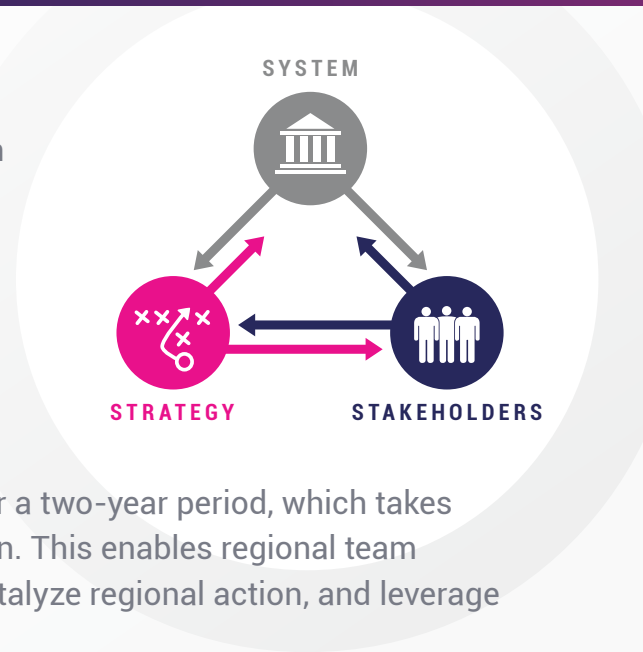
**DONNA CHISHOLM**  
CHAMPION, REAP TEAM SCOTLAND  
HEAD OF BUSINESS INNOVATION AND GROWTH SECTORS,  
HIGHLANDS AND ISLANDS ENTERPRISE

**"MIT REAP helped us see how to link our region's innovation capacity with the entrepreneurship capacity. The program gave us all the tools to create an environment that really fosters innovation-driven entrepreneurship."**

**LOURDES NUNEZ MULLER**  
CHAMPION, REAP TEAM ANDALUSIA, SPAIN  
DIRECTOR OF KNOWLEDGE TRANSFER, PARQUE TECNOLÓGICO DE LA SALUD (PTC)

# MIT REAP FRAMEWORK

The objective of the MIT REAP Framework is to understand the key strengths and weaknesses of the region's innovation **ECOSYSTEM** and evaluate the engagement and level of collective impact by regional **STAKEHOLDERS**. Teams then design a **STRATEGY** to strengthen the region's innovation ecosystem by engaging the resources and stakeholders necessary to **IMPLEMENT** the Team's strategy.



## PROGRAM ARCHITECTURE

The program involves four action-based learning cycles over a two-year period, which takes participants through a process of analysis to implementation. This enables regional team members to learn from and collaborate with MIT experts, catalyze regional action, and leverage global best practice through cross-regional cooperation.



### WORKSHOPS

*(3 at MIT, 1 hosted by a selected member region)*

Teams will attend a highly interactive 3-day workshop twice a year. All Teams attend workshops together, where they have time to interact with faculty, work together as a Team, and collaborate with other global regions.

Workshop activities are designed to share global best practices as well as to critique and iterate on their overall REAP Strategy and strategic intervention designs.



### ACTION PHASES

Action Phases are active time between workshops for Teams (in their region) to complete specific projects and milestones designed to deepen analysis, validate assumptions, and implement new programs and policies. Teams will leverage faculty coaching (virtually) and the community of their Cohort peers Teams to more effectively impact their ecosystem.



### GLOBAL INNOVATION NETWORK

The MIT REAP – Global Innovation Network (MIT REAP – GIN) enables REAP Teams to continue engaging with and learning alongside one another (both as individuals and as institutions) as well as directly with MIT after completion of the 2-year program. MIT REAP – GIN and the REAP website ([reap.mit.edu](http://reap.mit.edu)) keeps regions connected during and after their REAP coursework.



# HOW CAN YOU GET INVOLVED?

DO YOU KNOW  
A REGIONAL  
CHAMPION?

We rely on members of the MIT community and regional Champions to connect the right stakeholders that make effective, powerful Teams.

## CHAMPIONS

Successful Champions are leaders in their entrepreneurial ecosystem and deeply committed to accelerating innovation-driven entrepreneurship. The best Champions are those with significant political and social capital who can leverage their broad connections across many stakeholder groups to lead the REAP Team to advance its strategic initiatives in the region.

**The Champion's responsibilities include:**

- Assembling the right Team members for a cohesive and informed Team that will create systemic impact.
- Leading the Team through the 2-year program with MIT.
- Securing funding.

## RISK CAPITAL

Leader in the local investment community (from private family office to angel investor to traditional VC firm) who has knowledge of regional challenges and opportunities of risk capital.

## CORPORATE

Leader from a large, influential corporation based in the region who has knowledge of regional challenges and opportunities of corporations.

## UNIVERSITY

An influential administrator or academic from a research-based university who has knowledge of regional challenges and opportunities of universities.

## ENTREPRENEURS

Respected founder of a high technology driven company who has knowledge of regional challenges and opportunities of entrepreneurs.

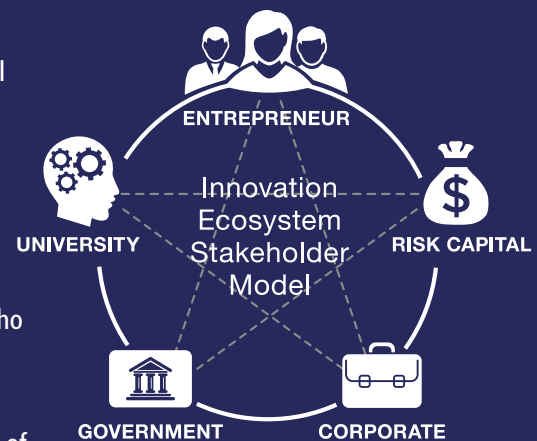
## GOVERNMENT

Respected senior government representative whose mission and budget is focused on driving innovation and entrepreneurship in the region and who has knowledge of regional challenges and opportunities of government.

## TEAM MEMBERS

**Executives and decision-makers who:**

- Understand their regional entrepreneurial ecosystem.
- Influence policy and programs in their own sector.
- Work to impact strategic change in their regions.
- Ability to gather input and build support for the REAP Strategy in the regional ecosystem.



## THE NEXT REAP COHORT STARTS JULY 2019

See current regions participating in the program and apply for consideration by visiting: [reap.mit.edu](http://reap.mit.edu)

### APPLICATION TIMELINE

Submit application to MIT REAP and nominate Team Champion (rolling admission) first round deadline - end of January 2019.

- |              |  |
|--------------|--|
| <b>MARCH</b> | Receive decision by MIT REAP Admissions Committee  |
| <b>APRIL</b> | Champion submits signed Letter of Agreement to reserve a spot in the next Cohort (upon acceptance) |
| <b>JUNE</b>  | Submit first tuition payment   |

## THE MIT ADVANTAGE

This unique program builds on MIT's deep engagement with the innovation-driven entrepreneurial (IDE) ecosystems in and around Cambridge and the Greater Boston region. MIT's substantial leading-edge research into the drivers of entrepreneurship, the institutional partners supporting regional competitiveness, and the role of university-driven innovation, gives us unparalleled expertise in cultivating entrepreneurial and innovative capacities. In addition to our intimate knowledge of the Cambridge ecosystem, the MIT REAP faculty practice in ecosystems around the globe.