Annual Report 2014



TechWadi
Building Bridges for Entrepreneurship

Looking Back, Looking Forward

2014 was yet another wonderful year. Our entrepreneurial ecosystem continued to blossom and so did our stakeholders: startups, social entrepreneurs, job creators, accelerators, angel investors, venture capitalists, active mentors, research centers, and university spinouts. Silicon Valley and MENA-based Arab entrepreneurs, women and men, sparkled. Serial entrepreneurs created in excess of \$5 billion in shareholders' value.

Startups mushroomed across the board from mobile payments, mapping, media, entertainment, and 3D printing to LiDAR, Cloud Computing, Security, and Digital Health. Supporting these entrepreneurs, angel investor groups, notably the wonderful WOMENA, formed to provide early stage financing. \$50 million+ funds to fill the Series A gap were launched by TechWadi100 members Fadi Ghandour and Hala Fadel, as well as MEVP, Berytech and Badia Impact. And London Mayor Boris Johnson unveiled plans for a \$166 million fund to encourage entrepreneurs in the Middle East to go global with their business!



Strategic partner organizations expanded our reach. Corporate partners such as Flextronics, SAP and Microsoft scaled their effective programs and platforms to accelerate product deployment. UC Berkeley and Google played significant roles in hosting networking events. We co-hosted the MIT Arab Startup Competition Global Track, which brought 19 budding startups from MENA to San Francisco. Working with Technicolor, we launched the first Wearable World incubator in San Francisco to help accelerate entrepreneurs in Silicon Valley. Our relationship with the Harvard Arab Alumni Association and with Stanford University AMENDS Conference grew for the third year in a row. Last but not least, our collaborations with entrepreneurship initiatives in the Middle East ensured our efforts were focused on what we are committed to: building bridges for entrepreneurship.

With the help of our partners, expansion and impact became the themes of the past year. Capitalizing on TechWadi 100 - our network of highly accomplished executives, entrepreneurs, CEOs and investors who have committed heart and mind to mentor promising startups – we have successfully expanded two noteworthy initiatives. The first is business acceleration in Silicon Valley. This includes housing, mentorship, business development, and angel financing. The second is a major social entrepreneurship program, Nebny, to assist in education, health care provision, and vocational training for residents of Cairo's "garbage city", Manshiet Nasser. Both initiatives proved most effective.

We have seen incredible results in the past year and are deeply grateful to our members and sponsors. Our privileged location in Silicon Valley, coupled with a passionate team of volunteers and key partners, enable us to act as a gateway for international collaboration, to empower a highly creative and talented pool of entrepreneurs, and to help build a sustainable infrastructure for entrepreneurs to thrive.

We are honored to have Rana El Kaliouby and Rama Chakaki join our Board of Directors, and Christina Ashtary and Salwa Katkhuda join our executive team. We look forward to an extraordinary 2015.

Ossama Hassanein Chairman of the Board

Highlights 2014

ACCELERATED

3 Companies for a month in Silicon Valley

and helped them raise nearly









MENTORED

50+ entrepreneurs targeting health, education, sharing economy, big data, photonics, software, outsourcing, emotion tech, machine learning, semiconductors, gaming, social media, food, film and news.

Our Community



Provided access to employment for **70,000+** people



Provided access to education to **25,000+** people



Raised over **\$200M** in Funding



Has over **30%** of its companies founded by **WOMFN**

Individually some our brightest stars

- -Raised **\$1.2B** in funding
- -Were Acquired by corporations like **ORACLE** for over \$400M
- Hold over 1000 PATENTS



Our Mission

TechWadi is the leading non-profit organization building bridges between Silicon Valley and the Arab world by facilitating access to mentorship, capital, and acceleration for high-impact entrepreneurs. From its beginnings in 2006 as the community of top Arab American technology professionals in Silicon Valley, TechWadi has evolved into a powerful platform for collaboration – with members and events spanning across the world.

In Silicon Valley, TechWadi brings together technology movers and shakers through conferences, networking events, workshops, and mentorship programs. In the MENA region, TechWadi works with leading regional and international organizations to empower high impact entrepreneurs and help build a sustainable infrastructure to help entrepreneurship thrive and succeed.

TechWadi is embarking on this ambitious road with the help and backing of many friends: a strong Board of Directors, a dedicated team of volunteers, a powerful network of Charter Members, and key partners that share our bold vision. Leveraging our deep roots in Silicon Valley, the world's entrepreneurship capital, we are confident we can contribute to the Arab world's ecosystem in an exceptional way.

"The Annual Forum hosted by TechWadi was phenomenal with well-selected panelists and very interesting questions and challenges raised. The repeated focus on mentorship was personally encouraging, and I am sure TechWadi's continued efforts will be connected to the change we all aspire to see in the region."

Ravishankar Gundlapalli Ph.D CEO, MentorCloud









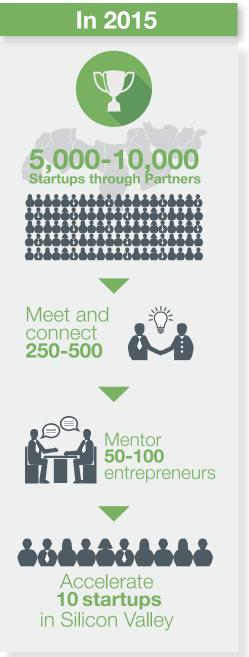


Our Model

We work with leading partners and members to maximize the impact of our community in Silicon Valley. Research by the Kaufmann Foundation illustrates net job growth in the US as a direct result of startups. For every new technology job in the US, five or more others jobs are created. We work with the highest achievers from across our ecosystem of partners to add value the Silicon Valley way.



We are committed to double the size of our mentor network in 2015, focusing directly on the untapped resource of potential Arab women angel investors in the GCC. Through our strategic partnership with WOMENA, we will scale the pool of available capital in MENA while ensuring a 50/50 gender ratio within our programs, building on the firm belief that we are in the golden age of Arab women leadership. Coupled with our unrivaled network of investors, technologists, and entrepreneurs, we are excited to build the bridge to Silicon Valley for the MENA ecosystem.



Our Impact

Mentorship

The entrepreneurship ecosystem in the Middle East has evolved beautifully in the last five years; so has the quality and impact of startups and entrepreneurs. Though there are countless incubators and accelerators enabling access to early-stage resources, gaps essential to evolving the ecosystem still exist. The lack of opportunities for follow-on funding, international expansion, and potential exits are still significant barriers to success. The TechWadi diaspora community has demonstrated its ability to significantly mentor, fundraise, finance and help achieve the objectives of MENA startups. Our community based approach to mentorship and acceleration gives entrepreneurs access to an ecosystem of resources, custom tailored directly to maximize impact.

Angel Investors

Diaspora mentors are a vital source of funding for MENA startups looking for financing.

Corporate Ambassadors

TechWadi members within Silicon Valley corporations act as champions to secure corporate partnership or venture financing.

Sophisticated Mentorship



ENTREPRENEUR

Strategic Advisors

Top level strategic advice, on Objectives, Key Result Areas, and Human Capital development.

Startup Coaches

Young professionals act as startup coaches for accelerated startups, mentoring on business practices in the US and refining pitches.



Dr. Louay Eldada

Founder & CEO of Quanergy, on how the mentor-mentee relationship is reciprocated:

"TechWadi has been introducing me to people throughout the value chain that support our business... There are many opportunities to be introduced to partners, customers, or just friends. I am not here just to be helped; I am here also to help."

Reversing the Brain Drain

Engaging Silicon Valley resources with MENA startups is not a one-directional transfer. Arguably the entrepreneurial success story on the ground in MENA in 2014, Souq.com raised **\$50M** and has passed **1000 employees** across the region.

"The primary reason we are in Silicon Valley is to attract talent. To tap into the network that TechWadi provides so we can bring them back to the region... TechWadi [hosted] an event where I ended up meeting the CEO of Souq.com, and I ended up leaving Silicon Valley and going back to the Middle East". Sam Daoud, CTO, Souq.com



Ronaldo Mouchawar CEO, Souq.com



Sam Daoud CTO, Soug.com



Our Events

TechWadi Annual Forum





To celebrate this rising tide of entrepreneurship, our Forum this year focused on the most outstanding achievers. Together with MIT Arab Startup Competition we organizing a weeklong program to host the top MENA startups ready for global growth. During the week, entrepreneurs pitched to VCs and Angel Investors, participated in workshops with brilliant Silicon Valley partners, and benefited from a game-changing mentorship day. The week was capped with our fifth annual Forum on June 14, highlighting the most impressive MENA entrepreneurs from all over the world.

The Forum was led by two brilliant TechWadi leaders: our Board member Deena Shakir, Business Development Manager at Google; and Ramy Adeeb, a Senior Director at Yahoo! with experience as en entrepreneur and a venture capitalist. Among many brilliant speakers, a keynote address on "Building a Knowledge Based Economy by Dr. Ahmed Hassanein Heikal, Chairman and Founder of Qalaa Holdings, one of the biggest private equity firms in the MENA region was unforgettable. As was the public return of Wael Ghonim, alongside Mo Gawdat of Google[X], discussing his new position as an EIR at Google Ventures, and the path forward for the MENA region – a path led by entrepreneurs.



The first topic of conversation was on The Expanding Oasis: Leadership in Building Billion Dollar Businesses. Having built or ran companies, humorously referred to as Unicorns, the panelists shared their secret sauce about how to build and run billion dollar corporations – in less than 10 years! – further cultivating the oasis of MENA entrepreneurs. Led by TW100 Member Dr. Ford Tamer, CEO of Inphi, Dr. Magic Abraham, Chairman of comScore, Omar Tawakol, Founder and CEO of recently acquired BlueKai, Dr. Louay Eldada, Founder and CEO of Quanergy Systems, and Sam Daoud, CTO at Souq.com, discussed inspirational journeys and set the bar high for those attending.



An optimistic talk on going from Local to Global: Scaling Internationally Through Joint Ventures, featuring two world-renowned pioneers in innovation and economic development, then laid out a road map for scaling in the Media, IT and Knowledge industries. Moustapha Sarhank, Chairman Emeritus of Sarhank Group, and Dr. David E. Martin, Founder of M-CAM, led the optimistic discussion, centered on the power of collaboration for success.



The Keynote by Dr. Heikal followed, dissecting both the paths to success and growth in the developing world through his personal story: "Success is neither a point in time nor a destination. It is a journey made of many decisions and choices, filled with high and low points, achievements and setbacks. Most importantly, it is a journey that none of us can travel entirely on our own. I have been part of some truly amazing success stories, and a number of rather less-than-fortunate ventures. Through it all, it has been the people who have walked beside me that have made the journey truly worthwhile. It is to my colleagues, friends and, most of all, my family, that I attribute the lion's share of my accomplishments," said the Stanford PhD, in one of his rare public talks in the US.



With the visiting entrepreneurs from MENA eager to progress their businesses, a look into the Rising Financing and Support Ecosystem, bridging MENA and Silicon Valley, was a practical and engaging discussion. Financing for





MENA entrepreneurs quintupled last year, as has the impact of institutions and organizations that support MENA-based entrepreneurs. Our panelists, who made it happen, included TW100 members Khaled Nasr, Partner at InterWest Partners; Tarek Assaad, Managing Partner, Ideavelopers; Walid Mansour, Managing Partner at MEVP; as well as Randa Akeel, Senior Economist at the World Bank, Robert Mitchell, Partner at Crowdfund Capital Advisors; and Tarek Sadi, Managing Director at Endeavor Lebanon.

One of the primary differences in the ecosystem of support in Silicon Valley, is the role of corporate partners in the expansion and acceleration of startions. Outlining their approaches, leaders with experience at some of the largest names in technology: Facebook, Microsoft, Google, illustrated the need for Innovation for Growth and the Paradigm of Entrepreneurship. Multinationals now reach out to connect with innovators that deliver unique and valuable solutions to their clients, hence changing the landscape of startup business acceleration. Our panelists included Ahmad Abdulkader, Principal Research Scientist, Facebook; James Armistead, Executive VP of Multichannel Banking, Bank of the West; Tarek Elabbady, Senior Director, Microsoft; Nasseem Tuffaha, General Manager at Microsoft; and Osama Bedier, Board Director at WePay and recent founder of Poynt.

Women-led high tech startups achieve 35% higher return on investment. In MENA we are witnessing the golden age of Arab women leaders, with higher percentages of female entrepreneurs as compared with Silicon Valley. Female leaders in innovation then discussed their journeys of ascent, including: Dina Sherif, Senior Advisor for Engagement, Silatech, Nafeesa Syeed and Rahilla Zafar, Co-Authors, Arab Women Rising, and our two newest Board Members, Rama Chakaki, Founder and CEO,

BarakaBits; and Dr. Rana El Kaliouby, Co-Founder and CSO, Affectiva.

Throughout the day, the 19 startups visiting from the Middle East had the chance to pitch to the greater TechWadi community of leaders, mentors, and potential advisors and investors, a unique opportunity considering the nascent ecosystem in MENA.

In the grande, and inspirational, finale, two TechWadi leaders from Google took the stage to leave us with a message of hope. The dialogue between Wael Ghonim and Mo Gawdat followed by the always-poetic closing by TechWadi Chairman Dr. Ossama Hassanein, closed a brilliant day and week bringing together the top Arab entrepreneurs around the world to celebrate the bright future ahead.

"TechWadi did a phenomenal job at pulling together a great event - very well done with the venue, speakers/discussions, networking, reception, and incorporating social media and SMS voting. I also found the quality of my interactions with attendees much higher than prior events or any other events I have attended from the community It shows that your efforts are paying off."

Ford Tamer, CEO, Inphi





Mentorship Day

As part of their week long stay in Silicon Valley, the nineteen companies joined our mentors at the Wearable World incubator in San Francisco for an intense day of knowledge transfer, mentorship, and coaching. The brilliant Amr Awadallah, Co-Founder and CTO of Cloudera, took the stage to share his journey, lessons learned, and to announce his personal angel investment in one of the companies attending. Tamer Mohamed, Founder of Aspect Biosystems, a startup specializing in the 3D printing of human tissues, enthralled attendees with his vision of the future of healthcare and the possibilities on today's cutting-edge. The talks were followed by oneon-one coaching and mentorship sessions by some of our communities best and brightest:









































Our Community

In 2014, we doubled the size of our network, especially of the TechWadi100 (TW100). Members are high-impact entrepreneurs and investors who serve as mentors to cultivate entrepreneurship in the region. We're proud to have so many accomplished stars in our community, who have benefitted from the TechWadi network and continue to pay it forward, creating an active cycle of life for philanthropy and entrepreneurship in the region.

I'm still a bit lost for the appropriate words that could sufficiently express my deep gratitude in the help I received from TechWadi. Connecting with top-level mentors that not only absorbed a sizable business plan with endless footnotes over several hours, but continued to probe with insightful questions, comments, and advice was truly helpful in my journey.

Basil Elway Interim CEO, Elibre

TechWadi provided me with invaluable mentorship when I struggled to find the right resources while launching Instabeat. Ten minutes into my first meeting, I was already introduced to key people in the sports industry, found the right people for my business, and connected with the pioneers that today are among my advisors and whose names and presence open endless doors and opportunities. With TechWadi's help, I won first place out of 4,500 applicants in both the elevator pitch and the business plan competitions at the Pan Arab MIT Enterprise Forum, and Instabeat is growing 10x faster than before.

Hind Hobeika CEO, Instabeat, Beirut



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Autism is a neurodevelopmental disorder characterized by impaired social interaction; many children suffering from autism struggle to vocalize when they are under distress. Affectiva's mission is to enrich human-human connections in work, play and life, through the digitization of emotion. An MIT Media Lab spin-off, Affectiva is a global leader and industry expert in emotion measurement technology and has developed technology to measure physiological responses in hopes of improving communication between autistic and healthy individuals. Based on the world's largest repository of naturally occurring emotional response, their technology has become the global standard for real-world accuracy and relevance in emotion analytics.

As Founder and CSO, Rana leads the company's Emotion Science team, which applies computer vision, machine learning, data science and data analytics to leverage the world's largest facial emotion repository to understand people's feelings and behaviors. Previously, as a Research Scientist at MIT, the initial aim of her research was improving human-computer interaction, before shifting to explore the possibility of applying this technology to improve human-human communication. Rana was named one of Entrepreneur Magazine's 7 Women to Watch in 2014, to the Wired Smart List, and to the MIT Tech Review's Top 35 Innovators Under 35. She holds multiple degrees from the American University in Cairo, a PhD in Computer Science from the University of Cambridge, and was a Post-Doc in Computer Science at MIT.





Rana El Kaliouby, PhD Co-founder, CSO www.affectiva.com

QUANERGY

Silicon Valley-based Quanergy Systems develops and markets smart sensing solutions for real-time 3D mapping and object detection, tracking, identification and classification. Quanergy's dedication to enabling the most advanced vehicle safety and autonomous driving systems (LiDAR) is evident as their technology can eliminate 80% of traffic accidents. The social applications are endless and include aeronautics, wind turbine inspection and preservation, disaster relief, mapping, security, robotics, and industrial automation for improved safety, efficiency and performance.

Dr. Louay Eldada, a serial entrepreneur, launched the company in 2003. He is a technical leader with proven track record at both small and large companies and a recognized expert in nanotechnology and advanced optoelectronics. Dr. Louay has published more than 200 technical papers, books and book chapters, organized or presented at more than 230 conferences, garnered 43 technical awards and filed 39 patents. He holds a PhD from Columbia University.

In October 2014, Quanergy raised \$30M Series A from strategic investors including Rising Tide Fund and the founders of Tesla. It currently employs 43 people.



Louay Eldada, PhD Founder, CEO www.quanergy.com



BlueKai is the world's first enterprise data activation solution for intelligent marketing. Its product is the only end-to-end SaaS solution for marketers and publishers looking to maximize their cross-channel marketing efforts and create a proprietary solution for unlocking reach, scale and efficiency using data. BlueKai currently works with thousands of companies and is trusted by half the Fortune 30 brands. In 2013 BlueKai was named to Forbes "50 Most Promising US Companies" list as well as Fast Company's "10 Most Innovative Global Companies in Big Data".

CEO Omar Tawakol's previous roles include Chief Advertising Officer for Medio in the mobile space and Chief Marketing Officer for early behavioral targeting leader Audience Science. Omar started his career in the data world at data integration leader Informatica. He earned an MSc in Computer Science from Stanford University and a Bachelor of Engineering from MIT

BlueKai raised \$50M, and in April 2014, was acquired by Oracle for \$400M. Omar now serves as General Manager of the Oracle Data Cloud and is leading the centralization of some of Oracle's social marketing acquisitions.



Omar Tawakol Founder, CEO www.BlueKai.com



Polyceed is creating the next-generation of high-tech smart material. The active material improves the performance, lowers the cost, and simplifies integration without requiring electrical power for control or embedded electrical or electronic circuits, making it truly green tech. This technology holds the potential to significantly decrease energy usage, and carbon emissions, saving money while maintaining environmental resources.

Founder and CEO Dr. Maha Achour brings over 15 years of proven track record in design, development, manufacturing, management and marketing of RF, Microwave, and Optical Communication systems and subsystems. She held key management and technical positions in San Diego Research Center, UlmTech, Optical Access, LightPointe, and Tiernan Communication. Maha holds a Ph.D. in Physics from MIT, and completed the Master Degree Program in Wireless Communication Theory and Systems, at University of California at San Diego. She authored over 30 publications in engineering and physics and 70+ granted and pending patent applications.



Maha Achour, PhD Founder, CEO www.polyceed.com

cloudera[®]

Cloudera challenges the status quo by enabling individuals to ask bigger questions than ever before, from measuring every seed in every field in the world, to measuring the behavior of every living cell of every living organism on the planet so as to create new kinds of diagnostics to identify diseases earlier, or to measure every star in the universe. Cloudera develops and distributes Hadoop, the open source software that powers the data processing engines of the world's largest and most popular websites.

Founded by leading experts on big data from Facebook, Google, Oracle and Yahoo, Cloudera's mission is to bring the power of Hadoop, MapReduce, and distributed storage to companies of all sizes in the enterprise, Internet and government sectors. Before co-founding Cloudera in 2008, founder and CTO Amr Awadallah was an Entrepreneur-in-Residence at Accel Partners. Prior to joining Accel he served as Vice President of Product Intelligence Engineering at Yahoo!, and ran one of the very first organizations to use Hadoop for data analysis and business intelligence. Amr received his BS and MS EE degrees from Cairo University, Egypt, and his PhD in EE from Stanford University.

The company has over 755 employees and names 60% of the Fortune 500 as clients. It has raised another \$1.2 billion in VC financing from Google Ventures, Michael Dell and other strategic investors such as Intel Capital.



Amr Awadallah, PhD Co-founder, CTO www.cloudera.com



Nabbesh was founded in 2012 in Dubai to address the Arab World's unemployment challenges by connecting expert regional talent with flexible, online jobs and opportunities to work from home. Nabbesh is the fastest growing skills marketplace in the Middle East. They provide a platform for freelancers to market their skills (e.g., translation, development, graphic design), showcase their work, get hired and earn an income safely online, and for companies to reduce the cost of finding talent. In two years, Nabbesh has localized a global solution and provided job opportunities to over 40,000 freelancers and listed jobs from 130+ countries and 3,000 SMEs from 40+ countries. Over 35% of jobs posted are filled cross-border, creating meritocracy where talent is given opportunities irrespective of their location.



Loulou Khazen Founder, CEO www.nabbesh.com

Nabbesh has raised almost \$500,000 in funding to date.



Wuzzuf is the #1 online recruitment platform in Egypt, focused on job matching algorithms, superior user experience and customer service. They have successfully served 3,000+ top companies and employers in Egypt, one million CVs were viewed on their platform and 25,000+ jobseekers directly hired through Wuzzuf. Currently, they receive more than 1,400+ new open vacancies advertised per month and help more than 140,000 candidates find the best jobs from top employers. They are now expanding to the Gulf region, helping employers and jobseekers from UAE, Qatar and other Gulf countries find their right match through intelligent real-time recommendations and around the clock support.



Ameer Sherif Co-founder, CEO www.wuzzuf.net

Wuzzuf was accepted into 500 Startups' Batch 8 in 2014.



Looly's is an innovative impact-driven start-up reinventing ancestral food and turning it into a trendy and Zero-Compromise Food Category. Looly's products are healthy (unprocessed, high protein, all-natural, gluten-free), tasty (based on traditional genuine recipes with a modern twist), low-calorie, and convenient (ready in a few minutes), while having a tremendous measurable and transparent social impact on the Looly's artisans who handcraft it. What drives them is helping people to eat better, live better and empower an untapped mine of thousands of highly talented yet marginalized men and women across the globe by giving them the means to live better and investing in their future.



Lamiaa Bounahmidi Co-founder, CEO www.loolys.net

Looly's has won several awards: Start-up with the best social impact by the Skoll Foundation, Best Women Entrepreneur by Google for Entrepreneurs and Top 3 innovative start-ups of the year by the MIT Enterprise Forum in 2014.



Although businesses are data-driven, many decisions made are based on less than 10% of the data available. Tamr was co-founded in 2013 by Dr. Ihab Ilyas to combine machine learning and advanced algorithms with collective human insight to identify data sources, understand relationships and curate siloed data at scale. The end result is that business can leverage all their relevant data to optimize efficiency and increase overall customer satisfaction. Its intellectual property is based on research conducted at MIT, Waterloo, Brandeis, and Qatar Computing Research Institute.





Ihab Ilyas, PhD Co-founder www.tamr.com

Tamr raised \$16M from New Enterprise Associates and Google Ventures.

BarakaBits

Launched in 2012, BarakaBits in the only media venture delivering exclusively good news. It started with content from the region, changing the narrative in the media to an intelligent, optimistic and empowering one. BarakaBits seeks to document and popularize simple and uplifting articles on the Arab region and its people, culture, environment and religions.

Rama Chakaki, CEO holds a MS in Engineering Management and Computer Science from the George Washington University. She applies 23 years of technical and communications experience to her passion; she invests in social enterprises, uses technology for social developments and nurtures future social entrepreneurs in the region.

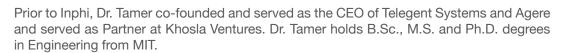


Rama Chakaki Founder, CEO www.barakabits.com

BarakaBits employs 9 people. Their traffic comes from 136 countries, and US traffic has grown by 400%.



As data volumes increase exponentially, infrastructure built for an analog world cannot keep up. Inphi Corporation—the solution—moves data fast. They are a leading provider of high-speed analog semiconductor solutions for the communications and computing markets, providing high signal integrity at leading-edge data speeds designed to address bandwidth bottlenecks in networks, minimize latency in computing environments and enable the rollout of next generation communications infrastructure, moving up to 1.4 terabits of data per second.





Ford Tamer, PhD CEO www.inphi.com

Inphi has raised \$27M and employs 645 people. Its market cap edged closer to \$700M.



MoviePigs is an online platform for crowdfunding and streaming independent films. It allows filmmakers to crowdfund their projects, and the audience to watch independent films from around the world. They give the power of creation, evaluation and selection to the rightful owner - the audience.

Perihan previously founded Qabila Media Productions, a company built on the philosophy that humanity thrives through the creation of groups of people connecting through shared interest. The Company is a media content creator that capitalizes on crowdsourcing to produce content that bridges the gap between entertainment and the intellectual need of target audience. They use their members to collectively imagine, write, shoot and direct films, programs and media campaigns in the Middle East. In 2012, Qabila was the 1st Runner Up in MITEF Business Plan Competition. It currently has 22 employees.

Perihan is currently an MBA candidate at MIT Sloan School of Management. In 2012, she received the Best Female Entrepreneur Award from the MIT Enterprise Forum – Pan Arab Region.



Perihan Abou Zeid Co-founder www.moviepigs.com





eTobb's mission is to improve access to healthcare by providing an online medical platform in the Middle East that connects users seeking medical advice to over 800 expert doctors covering 40 specialties, revolutionizing the doctor-patient experience. They have quadrupled their monthly active users in six months, to a total of more than 200K. They receive over 15,000 visits to their site per day and have answered over 6,000 medical questions. Additionally, they have partnered with 22 telecom operators and two leading insurance TPAs.





Sara Helou Co-founder www.etobb.com

ELIBRE

Rebranded from Visalytics, Elibre is an architectural computer-aided design company that uses patented Computer Vision and Machine Learning algorithms to extract form from a freehand sketch and create links that digitally connect building requirements to the downstream deliverables like space planning, interior layout, engineering and code compliance which are all automated and optimized. This approach auto-generates the final construction drawings (the ultimate deliverable) in real-time.

Prior to serving as CTO as Elibre, Dr. Cherif Algreatly, founded TalkCloud, a highly advanced technology for facilitating real-time social chat between internet users performing similar computer tasks and was awarded the first prize in the MIT Arab Business Plan Competition in 2011.

Elibre has raised \$1.9M and built a team of 7 between Egypt and the US.



Cherif Algreatly, PhD Founder, CEO



WOMENA is a Dubai-based angel group for women that aims to change their image of consumers to investors. WOMENA provides a supportive professional network, a dependable guidance to invest in new companies, and facilitates the investment process from sourcing to close. In addition to substantially empowering women, the initiative will nurture the startup ecosystem in the region.

Co-founder Elissa holds a BA in Communications from the American University of Paris and has previously worked in marketing, sales, as well as events in entertainment and media. Elissa is passionate about social identity and co-founded A Billion Shades Of Beige; a documentary blog focused on highlighting the unique communities and individuals that make up the United States, through a 44-day cross-country road-trip.



Elissa Freiha Co-Founder www.womena.co

WOMENA has raised \$200K.



Addy's mission is to simplify the delivery of goods and services. It is a San Francisco-based startup that allows users to share addresses. Addy makes it easy for businesses and individuals to share their location with a simple URL, which is extremely valuable to users in developing countries that rely heavily on delivery-based services.

Khaled Naim holds an MBA from Stanford University and Bachelor in Computer Engineering from University of Michigan.

Addy raised \$1.8M in funding from First Round Capital, MENA Venture Investments and various angel investors and employs 7 people.



Khaled Naim Co-founder, CEO www.addy.co



KarmSolar provides the first innovative off-grid high capacity solar energy solution to agricultural, industrial and business sectors throughout the Middle East. They are Egypt's largest solar energy integrator with over 600 kW installed and contracted solar energy capacity.

KarmSolar won the Wharton Innovation Award in 2012 and second place in the Arab Harvard Business Plan Competition in 2013.



Yumna Madi Co-Founder, CBDO www.karmsolar.com

MATHCRUNCH

MathCrunch is dedicated to education by providing students the highest quality help at the lowest possible cost. Students facing challenges in math and who cannot afford hourly tutoring rates are now able to seek help 24/7 with individual problems or have their answers checked by tutors sourced from top colleges. It is the first mobile on-demand tutoring platform that instantly connects students with professional tutors.

Naguib is a Stanford University student and an active angel investor in the Bay Area.

MathCrunch currently has 14 employees, 80 tutors and over 22K users.



Naguib Sawiris Founder, CEO www.mathcrunch.com



Based in Lebanon, Instabeat's vision is to empower global athletes with innovative tracking tools to achieve training optimization and increase wellness. Their first product is a waterproof monitor that fits on any type of swimming goggle and tracks, stores and provides real-time feedback on heart rate during workouts.

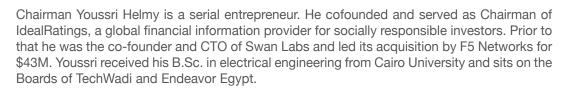
After winning the MIT Arab Startup Competition in 2012, they raised \$70K through crowdfunding on Indiegogo across 47 countries, and \$900K from groups such as MENA Venture Investments and Wamda Capital.



Hind Hobeika Founder, CEO www.instabeat.me



ITWorx is a global software professional services organization with offices in Egypt, Qatar, Saudi Arabia, United Arab Emirates, UK, and USA. Headquartered in Egypt, the company offers Portals, Business Intelligence, Enterprise Application Integration, and Application Development Outsourcing services to Global 2000 companies. ITWorx serves Governments, Financial Services firms, Educational institutions, Telecommunication operators, and Media companies.







Youssri Helmy Co-founder, Chairman www.itworx.com



Fuel was born from the belief that games are more fun when played together. Fuel is the platform creating a community of passionate gamers and igniting new fans like wildfire. Launched in 2011 as Grantoo, it focused on enabling college students to earn their tuition by playing games. In 2014, the company rebranded itself as Fuel to offload the task of building a multiplayer platform from game developers so they can concentrate on deploying their game and delighting their customers.

Co-founder Mikhael Naayem, holds bachelor and masters degrees from Columbia University.

Fuel raised a \$3.5M Series A round from MEVP and Rising Tide Fund in September 2014, for a total of \$6M in funding to date. The company currently has 22 employees and has built a presence in Lebanon.



Mikhael Naayem Co-founder, CEO www.fuelpowered.com



Diagnosoft's mission is to improve diagnostic accuracy and patient outcomes through quantitative medical imaging. The Company is distinguished for developing the first FDA-cleared software designed for the analysis of tagged magnetic resonance images. Currently, it measures and visualizes regional function of the heart, a sensitive indicator of heart disease, but is also being applied to the liver, breasts and neuro applications. Today, Diagnosoft serves clients on most every continent, supports global sales reach through direct and reseller partnerships, and enjoys a rich product development pipeline.

Founder Nael Osman is an accomplished researcher and academician with track record of research contribution, research funding and fund management, academic publications (60+ scientific papers, 100+ conference proceedings and abstracts), teaching, and innovations (3+ inventions, 6 US patents, 4 book chapters).





Nael Osman Founder, CEO www.diagnosoft.com

Humtap

Humtap seeks to put a smile on everyone's face by enabling us to unleash our innate musical creativity through expressing and sharing our thoughts musically, in radio quality, without any knowledge of music making or need for instruments. Algorithms compose music directly form the input audio, making every tune unique. Social platforms then enable users to share tunes with their friends, further building a community of music-lovers.

Founder, Tamer Rashad, is a business leader with over 24 years of general management, corporate strategy, start-up and business development experience across the US, Europe and Emerging Markets. He holds a Masters in Finance from the London Business School, an M.Sc. from Surrey University in the U.K., a B.Sc. from Alexandria University in Egypt, and is a U.K. Chevening Fellow.

In June 2014, Humtap raised a \$1.5M Seed round from Silicon Valley investors, including 500 Startups, and built a team of 9.



Tamer Rashad Founder, CEO www.humtap.com

Ribbon =

Ribbon is an online payments startup whose products include peer-to-peer focused and merchant payments platforms. It offers a simple way to send and receive money online across all devices. Users create a profile page with a URL that anyone can access to pay them using a debit or credit card. Ribbon Merchant allows sellers to accept payments instantly without having to write any code. Product checkout forms can be hosted as a one-page checkout on Ribbon, or integrated into the seller's website and social media platforms using a simple copy and paste.

Founder and CEO Hany Rashwan studied Computer Science & Philosophy at Ohio State University and was part of the youngest team ever accepted into the AngelPad accelerator.

Ribbon's payment platform has reached 10,000+ merchants. It has raised \$1.8M in funding to date and built a team of 5.



Hany Rashwan Founder, CEO www.ribbon.co



Scryptech is a mobile-focused development lab. They engineer mobile apps with the latest technology and build educational and location-based solutions. Successful projects include safety mobile app Happin, which reached 100,000 downloads from Lebanon in 6 months, \$200K in revenues in the first year and was winner of the Global Innovation through Science and Technology competition.

Mohammad Taha holds a BE in Computer Engineering from the American University of Beirut.

As of March 2014, Scryptech has raised \$150K and expanded its team to 8 people, with offices in Silicon Valley and Lebanon.



Mohammad Taha Founder, CEO www.happin.net



PeerSpace is the first and only community-driven marketplace to provide short-term access to underutilized and often one-of-a-kind space—whether it's for a photo shoot, culinary pursuit, workspace or other function. For both the Guest and the Host, PeerSpace makes securing and providing space simple, cost-effective and hassle-free. PeerSpace has booked over 12,000 hours through its marketplace, and its hosts are earning up to \$5,000 per month listing their spaces.

Rony holds an MBA from NYU Stern School of Business and a Bachelor from University of Southern California.

In 2014, PeerSpace received \$1.5M in seed financing for a total of \$2M+ to date, grew the team, and saw 37 percent month-over-month growth in bookings.



Rony Chammas Founder, CEO www.peerspace.net

skill**academy**

SkillAcademy is a collaboration tool that allows businesses to efficiently train their employees by leveraging over 10,000 massive open online courses (MOOCs) from the top universities around the world. Their target students include those seeking promotions within their companies, those wishing to shift their career paths and those about to graduate aiming to enhance their CVs.



Bassem FayekFounder, CEO
www.skillacademy.com



ExciteM is a new way to communicate with customers or audience. Quickly and inexpensively, it allows service providers to ask their customers' opinion via automated phone calls or text message and have results in real-time. ExciteM has partnered with NBC and is trusted by CBS, ABC, Microsoft and many more television and entertainment channels.

Belal holds a Bachelor degree in Electrical Engineering from San Jose State University and was awarded the Global Technology Initiative award for top electrical engineering students at SJSU, 2006.

ExciteM recently teamed up with the Emmy Awards to create the new Ballot Challenge.



Belal Hummadi Founder, CEO www.excitem.com



Boximize allows users to arrange more than 20 different types of data (text, photo, video, maps, voice notes, and more) to form a perfectly structured note. They offer a platform for simple organization of data; Boximize is built over a powerful database structure, bringing powerful search capabilities to easily access and locate data. Users can share, sync, export and publish their data, enhancing collaboration and efficiency.

Over 230K users have downloaded Boximize's MVP from the app store since its launch three months ago.



Mostafa Ashour Managing Partner www.boximize.com

We Believe we are in the Golden Age of Arab Women Leaders

Our commitment to achieve gender equality within our TechWadi100 Community is the foundation for our educational initiatives in 2015. Though countless programs for education of MENA entrepreneurs exist, the investor ecosystem in the region can be improved. Over 245,000 women in the in the Gulf control over \$1M in assets. Our strategic partnership with WOMENA, an up-and-coming angel network for Arab women, will bring a new source of finance and partnership to MENA entrepreneurs, and empower women in the Gulf. Research shows that companies with the highest percentages of women on their boards outperform those with the least by a 53% return on equity, a 42% return on sales, and a 66% return on invested capital. Our TechWadi100 Community will bring a collaborative high-end network of co-investors and industry leaders and customized education to WOMENA in the form of a expert speakers, one-to-one workshops, domain expertise and regular follow-ups.



Perihan Abou Zeid Co-founder; Qabila Media

Peri worked with TechWadi mentors to win at the MIT Arab Startup Competition for her company Qabila Media, which enables the crowdsourcing of TV programs, and media campaigns. She has gone on to enroll at MIT's Sloan School of Management and found another startup: Filmcolective.ly.

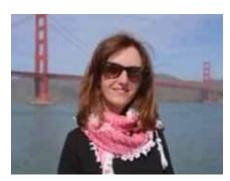
"I am always interested in coming to TechWadi Annual Forum because I love to feel that energy, and it just gives me hope and somehow it pushes me to move forward because I feel that I am not alone in entrepreneurship in the Middle East."



Rana El Kaliouby, PhD Co-founder, CSO; Affectiva

Our newest Board Member, Rana El Kaliouby is industry expert in emotion measurement technology, with applications including autism treatment. She was the recipient of the MIT TR35 award honoring the top 35 innovators under 35 in 2012 as well as honored on the 7 Women to Watch in 2014 by Entrepreneur Magazine.

"I spent a lot of time with my computer but despite all that it was very oblivious to my emotions. It didn't understand me, so I started imagining what a computer with emotional intelligence would look like and built that as part of my PhD at Cambridge University."



Riham MahafzahFounder and CEO; Gallery Alsharq

A winner at the MIT Arab Startup Competition, Gallery AlSharq's TechWadi acceleration program in Silicon Valley culminated in her acceptance to 500Startups. Gallery AlSharq is an online stock photography platform aiming to accurately reflect the image of Middle Eastern women and culture.

"The work that TechWadi does is very important because they build bridges to make entrepreneurs in the Middle East benefit from the resources in Silicon Valley."

An interview with Dr. Ossama Hassanein for FORBES MIDDLE FAST WOMEN MAGAZINE

I. What is the current state of women founders of tech startups in region?

I believe this is the golden age of Arab women leadership, especially in tech. The quality of startup women founders, their enterprise momentum, their leadership styles, their creativity, their values, and their impact are most impressive. Witness the accomplishments of Noora El Mannai, Jehane Noujaim, Dina Amer, Perihan Abouzeid, Hind Hobeika, Yasmin Helal, Hoda Rashad, Rasha Badran, Riham Mahafzah, Lamiaa Bounahmidi, Yasmine El Mehairy, Loulou Khazen Baz, and many others. They inspire me and tens of thousands of others in our ecosystem not only because of what they do, but also why they do it. Almost invariably they are focused on double bottom line - of value creation and social impact. They lead initiatives that provide mentorship and business acceleration for entrepreneurs, customize curricula for online learning, attend to the needs of young mothers, crowdsource customers, encourage activism and creativity, and facilitate access to employment.

II. What trends has TechWadi seen over the last 2-3 years, when it comes to Arab women founders of tech startups?

Nafeesa Syeed and Rahilla Zafar, in their book "Arab Women Rising", provide wonderful insights into the trends. These were all shared with our community in TechWadi's Annual Forum held on UCSF Campus this year mid-June. In a session led by Dina Sherif, they highlighted the trends: increasing number of startups co-founded by women, an impressive number of women winning business plan competitions as compared to the number of entrants, a tremendous affinity by angel investors and venture capitalists to finance women-led startups based on the conviction they are more likely to stick to the fight and achieve results, and a rising tide of deep science startups led by women – despite their relatively smaller percentage enrollment in computer science.

III. Do women founders face different challenges to male founders in the Middle East? What are the primary challenges that need addressing?

While ALL the women leaders I met are comfortable and driven, I assume there are gaps to fill and ceilings to break for Arab women not unlike their western counterparts. The statistics in the US speak for themselves: only 4% of senior venture capitalists and 19% of U.S. angel investors are women. Men are 40% more likely to be funded by venture capitalists, and only 4 to 7 percent of startup founders are women!! The beauty is that when faced with obstacles, our women break or surmount them. Take for example, our board member Dr. Rana El Kaliouby. Her MIT startup Affectiva, focuses on improving lives with emotion-aware technology, including those on the autism spectrum. The company is financed by toptier investors like Kleiner Perkins, which would not have been possible had she stayed in Cairo. So she moved to Boston. Let's not call this brain drain, but beautiful brain. Given her mission, nothing would have stood in the way to accomplish it. It is this kind of commitment and persistence that I observe over and over again of Arab women founders.

IV. Is TechWadi involved in any initiatives to help drive participation of women in the tech ecosystem? Successes?

Indeed. Our board of directors is majority women. They exemplify what we are about and strive to be. Rama Chakaki, CEO and founder of BarakaBits and founding member of Arab Women in Computing is expanding TechWadi in Dubai. Hala Fadel, founder of the MIT Arab Startup Competition, provides angel financing for promising startups and help us select the entrepreneurs that TechWadi accelerates in Silicon Valley, one out of three of which on the average are women. Deena Shakir, who self-funded Harvard and Georgetown through entrepreneurial ventures and is now a Business Development Manager at Google, leads our TechWadi100 mentorship program, whereby our most accomplished diaspora executives and venture capitalists commit "mind and heart" to mentor Arab entrepreneurs.

Most recently, we have focused on helping Elissa Freiha and Chantalle Demonceaux refine their plan and secure the seed financing for their WOMENA initiative to create a women-led Angel Investor network in the GCC.

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Our Team

Board of Directors



Ossama Hassanein

Ossama is an entrepreneur, mentor and venture capitalist. Over the last 35 years, he has managed over \$1 billion in 14 international technology funds, spearheaded the mezzanine financing of 80+ IT companies, and been the founder or Chairman of 8 successful technology companies. He is curently Chaiman of the Rising Tide Fund and a member of the board of Bank of the West.



Rana El Kaliouby

Rana el Kaliouby is the Chief Science Officer and Co-founder of Affectiva, an MIT startup that is the global leader in emotion-aware technology and consumer emotion insights. She is lead inventor of Affdex, the award-winning, facial coding technology used globally by brands and market researchers such as Unilever, Mars, Millward Brown and eBuzzing. Rana's work has been featured in The New York Times, Wired, Forbes, FastCompany, Inc., TechCrunch, VentureBeat and more. She was inducted into the "Women in Engineering" Hall of Fame and is also the recipient of the 2012 Technology Review's "Top 35 Innovators Under 35 Award and several National Science Foundation grants. She oversees the MENA women Ambassadors for the United Nation's Women's Entrepreneurship Day.



Habib John Lahlouh

Habib is Chairman of the Board, CEO and Co-Founder of Lahlouh, Inc., a full service marketing, printing and fulfillment house employing over 300 professionals with clients including Yahoo!, Google, Roche, Intel and Oracle. Habib is President and Co-Founder of the Syrian American Association of NorCal as well as a Board Member of Kalima Foundation, a Syrian non-profit.



Rama Chakaki

Rama applies 23 years of technical and communications experience to her passion: investing in social enterprises, using technology for social development and nurturing future social entrepreneurs in the region. She setup Baraka Ventures in 2006 to invest in social and tech businesses. She established Baraka Advisors, a digital communications agency. She also established BarakaBits, the only media venture delivering exclusively good news, changing the narrative in the media to an intelligent, optimistic and empowering one.



Youssri Helmy

Youssri is the chairman of ITWorx. He is an accomplished entrepreneur with more than 20 years experience bringing new technologies to market and growing companies. Youssri co-founded ITWorx in 1994. Under his leadership, ITWorx grew to become the Middle East's largest software outsourcing firm before a consortium of private equity investors acquired it in 2007. After the NetCelera/Swan acquisition, Youssri was appointed CTO and VP of Business Development of SwanLabs.



Hala Fadel

Hala is chair of the MIT Enterprise Forum of the Pan-Arab region and has led the efforts to organize the MIT Arab Startup competition, which is now in its sixth year. She was selected last year a member of the MIT Enterprise Forum Global Advisory Board. She is currently Equity Fund Manager at Comgest, based in Paris, with \$16bn under management.



Mohammad Gawdat

Mohammad Gawdat is currently Google's Vice President of Business Innovation - Google [X], applying technology to major problems in order to develop truly radical solutions. His current focus is on designing the business and partnership model to globally scale Project Loon, an attempt to use high-altitude balloons to provide affordable internet access to the 5 billion people who cannot access the internet.



Deena Shakir

Deena is a New Business Development Manager at Google and a former Senior Associate at Google. org. Prior to joining Google, Deena was a Presidential Management Fellow at the U.S. State Department, where she served as a Senior Partnerships Advisor to Secretary Clinton and was responsible for launching the International Diaspora Engagement Alliance. She has a B.A from Harvard College and MA from the Georgetown School of Foreign Service. Deena has served on the Board of the Harvard Arab Alumni Association, where she led their effort to recruit students from the Arab world and launched their first public service fellowship. She also serves on the Board of The Abraham Path Initiative, the Harvard Alumni Association, the Arab Film Festival, and the Asian University for Women.



Nora Ouri

Nora currently serves as Vice President for Development and Public Responsibility Programs at the Internet Corporation for Assigned Names and Numbers, (ICANN). ICANN's Development and Public Responsibility Programs focus on ICANN's role as an enabler of growth in the DNS industry and related industries around the world and serve ICANN in protecting and promote the global public interest in the Internet.



Bern Shen

Bern Shen MD, MPhil. is Chief Medical Officer & co-founder of HealthCrowd, a Silicon Valley-based mobile health startup, a member of the Band of Angels, and organizer of the Abu Dhabi Startup Meetup. He previously served as Intel's Chief Healthcare Strategist, tracking trends and emerging issues at the intersection of health, technology & business, with prior positions at HP, Oracle, the Institute for the Future, & medical centers at Yale, Pitt & UCSF.



Amira Rashad

Amira Rashad is the regional leader of digital branding and advertising at Facebook MENA. Formerly, Amira was Head of Media and Audience Network at Yahoo! Middle East, Africa and Turkey, the leading online publisher in the region with over 60 million users. She is a pioneer of original Arabic web series and entertainment programming in the Middle East.

Executive Team



Mohammad ElBibany - Executive Director

Mo is an Associate at Rising Tide Fund, an international venture capital partnership based in San Francisco, where he focuses on sourcing innovative startups, working with entrepreneurs to identify strategic paths to market, and helping them grow through business development and strategic partnership. As Executive Director at TechWadi, Mo works to mentor and accelerate top MENA startups with international prospects. Since becoming the organization's first full-time employee, he has grown team and budget by 3x, and the launched and operated the TechWadi acceleration program in partnership with the MIT Arab Startup Competition and Google for Entrepreneurs. He has driven TechWadi's rise into the largest network of Arab American high technology executives in Silicon Valley, with investors representing over \$6B of investable capital and entrepreneurs who have raised over \$1.4B and provided access to employment to over 70,000 people. Previously he was Founding Executive Director of a MENA technology incubator—a partnership between premier institutions in telecom, media, computer research, financial services, and economic development to provide venture capital financing, corporate distribution channels, government grants and licenses, and Silicon Valley acceleration for top startups looking to expand from the GCC. His other experience includes as Strategic Advisor to the CEO of Enterprise Qatar, in microfinance at the Aga Khan Development Network, and as an economics researcher with NOAA in California. He holds a B.S. in Management Science from the University of California, San Diego.



Christina Ashtary - Program Manager, Ecosystem Engagement

Christina works directly with TechWadi's members, partners, and key stakeholders to strengthen the network of support for MENA entrepreneurship. Christina comes to TechWadi with background in community relations and association-building. Previously, Christina worked on economic development and education initiatives, primarily in the MENA region, with both Relief International and the Small Enterprise Education and Promotion (SEEP) Network. She has also worked with ICLEI - Local Governments for Sustainability to support local climate action, and helped strengthen the National Iranian American Council (NIAC)'s grassroots efforts to increase civic engagement and advance the interests of the Iranian American community. Christina has a MSc in Democracy and Social Institutions from the University of London (UCL), and a B.A. in Comparative Politics from the University of California, Los Angeles.



Salwa Katkhuda - Program Manager, Business Acceleration

Salwa is a founding member of Oasis 500, the first seed acceleration and Investment program for early works on building tailored programs, aiming to achieve specific growth milestones, for promising Middle Eastern technology startups looking to grow in the US market.

Prior to joining Sprint, Salwa was a founding member of Oasis 500, the first seed acceleration and investment program for early stage startups in the MENA where she held the position of Investment Manager. Salwa worked with more than 1,500 entrepreneurs, invested in more than 70 startups from across the MENA region, and helped companies raise more than USD 18M in follow on funding. Salwa holds a bachelors degree in Finance from McGill University in Canada and an MBA from London Business School.

TW100 Charter Members



Wael GhonimCo-founder & CEO
Parlio



Youssri Helmy Chairman ITWorkx



Fadi Ghandour Founder & Vice Chairman Aramex



Maha Ibrahim General Partner Canaan Partners



Usama FayyadChairman
Oasis500



Magid Abraham Chairman comScore



Deena ShakirBusiness Development
Google



Amr Awadallah Founder & CTO Cloudera



Ossama Hassanein General Partner Newbury Ventures



Rania Hadi Outreach Manager Google



Hala Fadel General Partner Leap Ventures



Mohammad Gawdat VP Business Innovation Google [x]



Omar Tawakol Founder & CEO BlueKai



Ford Tamer CEO Inphi Corporation



Rama Chakaki Founder & CEO BarakaBits



Saeed Amidi CEO Plug and Play



Rana Kaliouby Co-founder & CSO Affectiva



Ahmad Abdulkader PRS Facebook



Habib Lahlouh CEO Lahlouh Inc



Elissa Freiha Co-Founder WOMENA



Tamer RashadFounder & CEO
Humtap



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