

### Key Service Features:

1. One-on-One Mentoring for Marketing, Operations, Financial Strategy
2. Endorsement to Government Agencies (DOST, DTI, etc.) for Financial assistance, Market Linkages, etc.
3. 50% ISSI Training Subsidy (Regular Training Programs)
4. Office Spaces
5. Meeting / Conference Rooms
6. Internet / Communication Facility

## How to apply in the UPISSI-TBII program?

### IF a Graduate of Start-Your-Own-Business (SYOB) Course:

1. Letter of Intent addressed to the TBII Manager
2. Submit Business Plan with recommendation of Coach
3. Must go through the presentation of Business Plan and interview with the TBII Committee
4. Must pass the interview and evaluation from the TBII Committee

To know more about SYOB Course, please check our website: [entrepreneurship.org.ph](http://entrepreneurship.org.ph)

### IF NOT a Graduate of SYOB:

1. Letter of Intent addressed to the TBII Manager
2. Present & Submit Business Plan to the TBII Manager
3. Must go through the presentation of Business Plan and interview with the TBII Committee
4. Must pass the interview and evaluation from the TBII Committee

## Talk to us:

Tel No. 920-6923

Ferdz Manegdeg, TBII Manager



University of the Philippines  
Institute for Small Scale Industries

## Technology-based Business Incubation & Innovation Center

IDEA. ACCELERATE. GROW.

MAKE IT A REALITY,  
MAKE IT HAPPEN,  
START-UP NOW!



# What is a TBI?

A Technology Business Incubator (TBI) is a form of business incubator that focuses on promoting technology-based business start-ups. "Technology-based" in this context means the whole range of technological activities, and is not just referring to high-technologies.

The TBI supports and develops businesses wanting to sell their technology-based products or services to the marketplace.

At the local and regional level business incubators are at the core of tools for fostering:

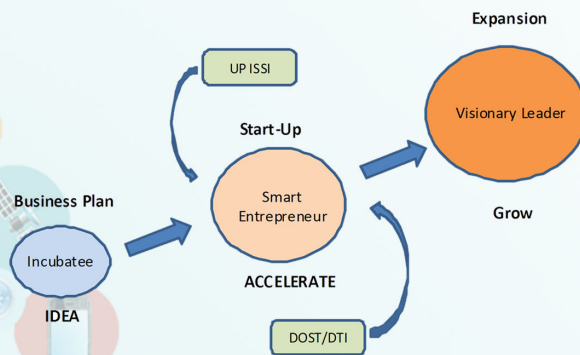
1. Start-up activities,
2. Job growth,
3. Technology transfer, and
4. Innovation

Source: Dietrich, F./Harley, B./Langbein, J. (2010):  
Development Guidelines for Technology Business Incubators

In general, Start-up Entrepreneurs need:

1. a validated market opportunity with customers willing to pay for a product/service;
2. a product/service that addresses such an opportunity

With the UPISSI-TBII, our program is aimed at addressing your needs and enabling your development as an entrepreneur and to accelerate your enterprise to its sustainability and eventual success.



## Who can benefit from UPISSI-TBII?

If you have a business idea that is High in Value, High in Uniqueness you can benefit from our program. Your business idea / venture must be engaged in one or two of the following:

1. Creates value-adding activities,
2. Offers differentiated / unique products / services,
3. Improves a business process through technology (software/hardware),
4. Provides solution (software/hardware) to known problems in society or businesses,
5. Creates new market or targets non-consumers

## How the UPISSI-TBII can help you?

Our TBII will provide you with the following:

### A. Hard Measures

1. Office spaces (Minimal Rent\*)
  2. Conference Rooms
  3. Meeting Rooms (for Business Counseling or small group meetings)
  4. Computer Laboratory
  5. Library
  6. Telephone & Internet connection
- \*Pre-incubation no rental fees

### B. Soft Measures

1. Access to DOST Trainings (for technical know-how)
2. Access to UP ISSI's Trainings (for Management & trouble-shooting skills)
3. One-on-One Mentorship Program (to meet targets/KPI's; improve/develop competencies)
4. Assistance in securing Seed Capital from relevant Government Agencies
5. Access to Interns

You will start at the "Pre-Incubation" stage where you will be assisted and coached for the first 6 months. If your enterprise achieves stability in sales or meet the targets regularly then you will graduate to the next stage, which is the "Incubation."

In the "Incubation" stage, we will assist you and further develop your enterprise for the next 1-2 years. You will then graduate to run your enterprise on your own while we track your success through the "Post-Incubation" stage.

