



Bridges for Enterprise

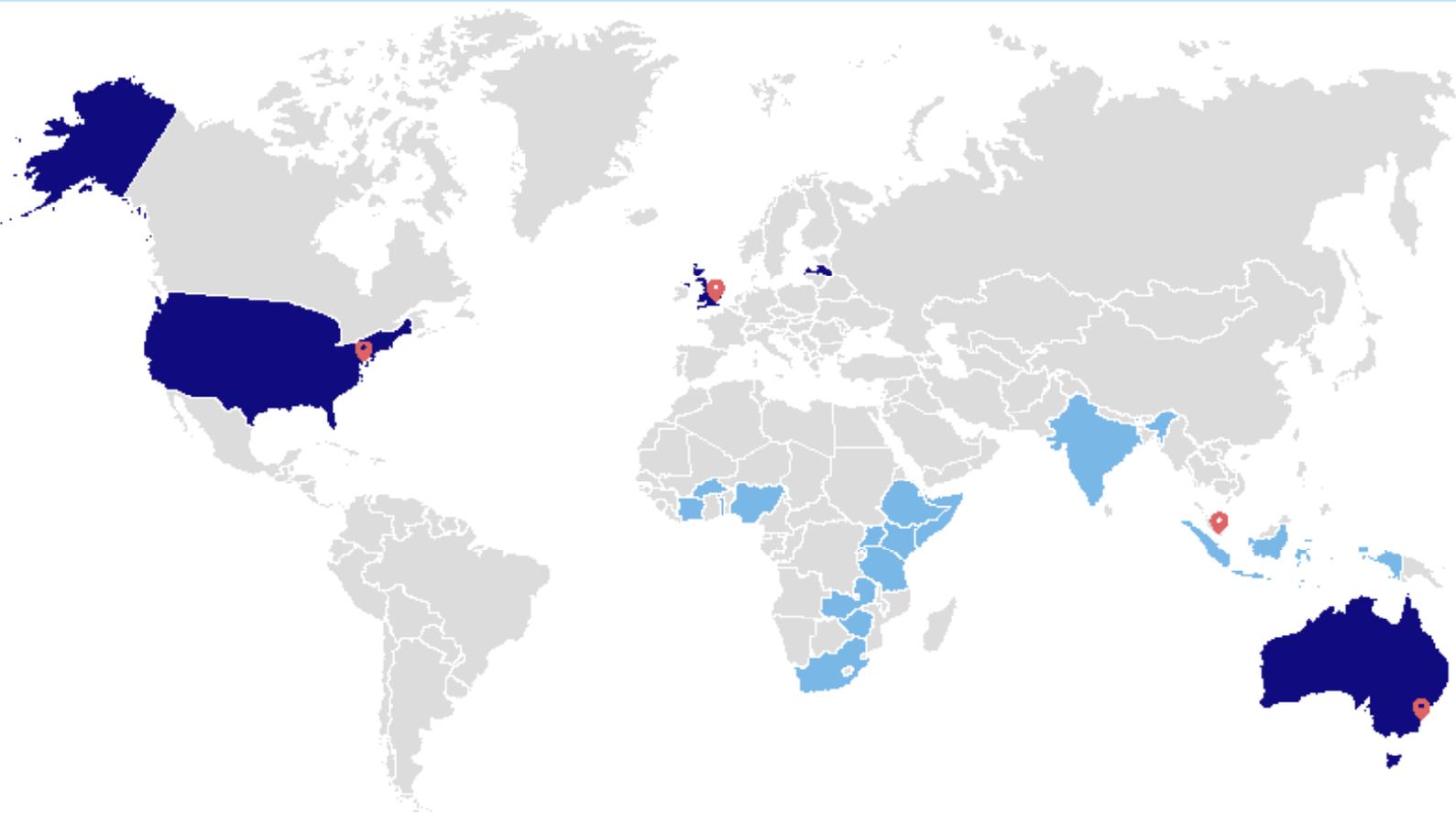
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 /BridgesforEnterprise

 Bridges for Enterprise

www.bridgesforenterprise.com

BfE's 2018 ended with a bang as we worked together to collaboratively empower business ideas that help shape a more sustainable future. We've reached the milestone of working with 55 startups from 24 countries as our fresh chapters, Singapore, Sydney and New York, have now all embarked on their first engagements. Our global team continues to grow and attract people of different backgrounds, and we now have 95 members from 24 different nationalities. As our new chapters are brought up to speed, we are constantly reviewing our internal operations to ensure that we continue to deliver the best for our clients. By focusing on putting our startups' needs first, BfE hopes to maximise the potential of these purpose-driven social entrepreneurs. Looking forward, we hope to continue and improve our efforts in 2019 where we work in a community of brilliant and passionate individuals, towards a more inclusive and sustainable future.



BfE - Global Impact 2018

Light Blue - BfE Startup Projects

Dark Blue - BfE Consulting Partners

Red Pins - BfE City Chapters



CAMBRIDGE

Another academic year began with a fruitful term for the Cambridge Chapter, and we are excited to welcome over 30 new members with a diverse range of backgrounds and talents on board. We kicked off the term with our annual panel discussion, this year on “Can an individual have a social impact?”, featuring speakers from the financial sector, NGO and academia. Our partner and alumnus, Muqet, also hosted a highly beneficial consulting workshop for us, sharing both his personal perspective and technical skills on running a successful consulting engagement. Later in the term, we were grateful to have Accuracy in Cambridge to run a technical workshop on finance and give us insights into the day-to-day problems one may encounter in the industry. All these great sharings and conversations have no doubt fueled the success of our startup engagements this term.

While continuing to provide the best value to our startups through our current framework, we have also been actively identifying limitations and embracing changes. Some of these include trials of in-house consulting engagement, reviews and improvements on our recruitment work and exploration into technical advisory. Cross-chapter conversations have also enabled us to share our lessons learnt and better shape our existing model.

As we hand our responsibilities over to the leadership team of 2019, we would like to say a heartfelt thank you to all outgoing committee members for your unwavering support over the past year, and wish our new members the very best in fulfilling our shared vision of making a difference in the world.

-Kevin & Raghul (Co-Presidents), Isabel & Kristen (Vice-Presidents)

LEGAL TEAM

It has been an eventful term for the Legal Team, which started with the recruitment of 7 new associates. So far, we have carried out legal engagements with several start-ups, such as InstaHeal in India, Lionise Tourism Consult in Ghana, and Natfort Energy in Zimbabwe. Our work has been varied. We have conducted legal research ranging from copyright and trademark protection laws to tax regulations and general insolvency law, and we have provided advice on issues such as contract enforcement and the legal methods to protect minority investors.

The Legal Team has big plans moving forward. We want to further refine our internal processes and the quality of our work by reaching out to law firms (whether in the UK or in developing countries) that share a passion in what we do. The objective of this is twofold. First, we are hoping that this will grant us access to a greater pool of data, specialised knowledge and expert assistance, improving the quality of our deliverables. Second, we hope to create a training programme for our associates, making the BfE experience even more valuable. To achieve this, we will have two incoming Legal Directors for the new year, increasing the Legal Team’s bandwidth. To an even better year ahead!

-Darius, Director



CONSULTING TEAM

The Consulting Team had a really exciting year in 2018, as we reconsidered our work and realigned our goal of maximizing the outcome of our consulting projects. Working with Muqet, our Global Head of Incubation, we came up with a project charter that was extremely helpful in prioritising tasks and shaping the general outcome of our projects. In Michaelmas 2018, our Team managed 3 projects where we collaborated with new partners, such as Oxford Development Consultancy and Enactus LSE, but also with a longstanding partner of ours, CCN London. We all found the engagements exciting and meaningful, as we established strong relations with the startup entrepreneurs. We also recruited 6 new enthusiastic team members for our in-house project with ImpactXchange, a startup based in Cambodia.

All in all, our Cambridge consulting team has been really successful in working together with our external student societies and our in-house mentors in maximizing our value-add to our clients. In 2019, we hope to further our efforts in achieving this goal by forming stronger relationships with the entrepreneurs in the BfE Incubation programme.

-Xiao Yen, Director

FINANCE ADVISORY TEAM

In Michaelmas 2018, the Cambridge Finance Advisory team rolled out a new engagement structure for our start-ups. Entrepreneurs' varying degrees of financial literacy and "preparedness" of data have always been key concerns for our FA team, as it makes it difficult to pin down our value-added to the engagement. With this in mind, our new structure puts emphasis on reducing data input required from start-ups, and focuses instead on research and entrepreneur education to achieve a long-term impact. Examples of specific deliverables include funding channel research, financial education, and business plan and forecasting templates. As the uncertainty of data input was reduced, we experienced more success in managing expectations, scheduling work, and defining deliverables. However, the new structure seems to be much more applicable to early stage start-ups as compared to more "prepared" start-ups, so we look forward to discussing our experiences with the international FA teams to come up with a more well-rounded engagement structure. We continued working with Accuracy to provide training for our team members. Accuracy was very receptive to our suggestions to tailor finance training to the context of start-ups, which led to a dynamic and educational session.

As a final comment, Anirud and I wish our successors the best of luck in the coming terms. BfE is still in its infancy, and we are sure you will be able to help FA grow and mature even further.

-Tim, Director



GROWTH AND PARTNERSHIPS

The past year has been productive for the Growth and Partnerships team, with increasing recruitment in the EMEA region. We are pleased to announce that the team now comprises 12 associates in 6 countries! In October, two new members joined the Cambridge team, one of whom - Belinda - will take on the role of Growth & Partnerships Director.

Over the last term, goals for the growth of BfE going forward were discussed, focusing in particular on expanding the recruitment of startups in the African region. The team are aiming to work closely with the associates there to connect with entrepreneurship hubs and networks. Alongside this, defined termly aims were agreed, including development of partnerships and further recruitment of G&P associates. Above all, the G&P team will collaborate with other BfE groups to ensure the organic growth of the organisation.

-Raghd Rostom, Director

STARTUP RECRUITMENT TEAM

This past term, we been working hard on making new connections with accelerators across the globe. We've successfully got our name out there amongst a number of new incubators, and have enjoyed forging new relationships that we hope to carry through into the future.

With these new connections, we have had a number of applications and have begun a new cycle of interviews. From free coding lessons for young people in Syria to volunteering platforms, we've had a great range of exciting and innovative startups welcomed into the BfE programme.

We've also been working on forging better communications with other areas of the BfE, bringing members of the finance division in on our calls and working towards greater connection with the consulting team. We hope to see this these initiatives grow and continue into 2019!

-Thea, Director



DATA ANALYTICS TEAM

Since the beginning of term, we have been actively improving our products and we're glad that our investor selector project is finishing its development phase and becoming ready to be used. This project aims to create a convenient interface for the financial team to filter through potential investors. During Michaelmas term, we have added requested functionalities such as similarity ranking and optimized its memory performance to be deployed on the server. Now it is fully functional and we're to release its first version before Lent term starts. Please visit <http://BFE.pythonanywhere.com/investorselector> for a live demo. Apart from this, the BfE tracker project underwent a change of framework in order to deliver the best user experience. It is now closely integrated with the Google-suite under the new framework and is expected to be released very soon. The BfE investor database project, developed by the Singapore data analytics team, is also under active progress to be deployed on the server.

In order to accommodate the needs for web interfacing, we obtained a server from the Cambridge Student-Run-Computing-Facility. We are excited to see the future impact of the DA team, now that our data collection tool and web-interfacing server are configured.

-Albert, Director

COMMUNICATIONS TEAM

Over the course of the last months, the Communications Team has worked assiduously to make the work we do more accessible. Two new members joined us, bringing our numbers to 4, and their dedication and energy has helped the Team tremendously. We were delighted to organise the internal and external publicity for two successful events, a Consulting workshop run by our partner Muqet Majed, and a Financial Training workshop run by Accuracy employees. As usual, the Team managed the BfE blog, focusing primarily on BfE's teams and chapters, and publishing what could be described as our "origin story", our engagement with Chemolex. We also continued to upload our members' views on how BfE has changed them personally, in the form of our Facebook "Thursday Thoughts". As these lines are being written, the Communications Team is working to put together our Newsletter.

Next term, the emphasis of our posts will shift from a focus the organisation itself to social entrepreneurship as a whole and stories from some of our previous engagements. In addition, the Team aims to further increase its membership, and to update our online presence beyond our blog and Facebook page. Last, but definitely not least, we are pleased to announce that Singapore has recruited their first Communications Team member. We will work to help all chapters set up their own Communications Teams in due time, further helping the growth of BfE globally!

-Christos, Director



SINGAPORE

The Singapore Chapter has just turned 1 year old in September 2018! Looking back at the progress from our first birthday to the end of the year, our chapter has undergone many changes over the course of a mere few months. In addition to the change in members, we at BfE Singapore have also successfully started our first in-house consulting team filled with like-minded members sharing the same passion for solving crucial problems faced by the entrepreneurs we work with. On the financial advisory side, experience has seasoned some of our members to produce higher-quality deliverables that will enable entrepreneurs to solidify their finances and prepare them for funding opportunities. While the chapter has generally scaled back with regards to sharing sessions during the semester, the sessions will definitely be picked up again in the future semesters to come. Additionally, we have also seen interest with regards to BfE and social entrepreneurship grow over the past few months as more students from around the region indicated their interest to be part of the network. As such, there is much to anticipate for BfE in the APAC region as we grow to include more international students into our network and establish chapters in new cities.

-Valerie, President

CONSULTING TEAM

The Bridges for Enterprise Singapore Consulting Team began their journey in establishing an in-house consulting team last cycle. At the same time, the team continued working closely with external consulting societies in the Asia Pacific region. The first in-house consulting project was focused on establishing a franchise business plan and mid to long-term business strategy for Alternative Waste Technologies, an alternative energy company in Kenya. With the continued support of two experienced professional mentors from Singapore and the United Kingdom, the team was able to successfully complete the project and learn a great deal in the process. We have also established a new partnership with Singapore student consulting club, USP Consulting Club, to work on a marketing project for Scholastic Ultra-Aid, a Nigerian education company. We look forward to working with them on future engagements!

-Cheri, Director



FINANCE ADVISORY TEAM

In this cycle of engagements, our team had the chance to work with Lionize Tourism Consult, a tourism social enterprise in Ghana, and Shouut, an information technologies company from India. The cycle's engagements differed from previous ones in terms of scope, mentors and teammates, but the members enjoyed the opportunities nonetheless. Given more autonomy to control the direction of their engagements, new members worked alongside older ones and built on experiences gained from previous cycles to provide more insights and depth in their deliverables. There are still areas for the team to improve on, and the team looks forward to brushing up on their finance advisory skills and working with more social enterprises!

-Jarren, Director

SYDNEY

Our Sydney Chapter continues to ground its feet at the University of Sydney and we are happy to have completed the consulting round for our very first client, EdFeed. As we progress into the new year, the team will see EdFeed through the finance and legal rounds. In the second half of 2019, we plan to expand the team members in the Chapter and take on new clients.

Over the last few months the Sydney Chapter has been working with our university's branch of Business One Consulting to do the initial consulting round for EdFeed, an online platform that offers access to information on universities and degree programmes in Cambodia for final year high school students in rural provinces. Through Bridges for Enterprise, they hoped to gain insight on how to develop a fee-for-services model that generates revenue and becomes self-sustainable. The outcome was a clear implementation strategy for cost and commission-based pricing models and the process for securing funding and grants. Although we are happy with the outcome of the consulting work, we have reflected on the process and there is a lot that we can improve on for the future. In particular, we will be working on our strategy for securing better communication with both overseas clients and BfE mentors as these were the two areas our team struggled the most with.

Over the next few months the Chapter will undergo its first finance round with EdFeed, which will tie directly into structuring of the pricing models highlighted in the consulting round. After that we will proceed with the legal round and focus on what sort of agreements EdFeed will need to put in place and what regulation they need to be conscious of. We at the Sydney Chapter are excited to move into these rounds and complete our first engagement, the first of many, we hope!

-Alexander Iannuzzi, Vice-President



NEW YORK

Since the beginning of September, our New York Chapter has grown significantly. We have more than doubled our chapter's size from 5 to 11 team members to facilitate BfE's expansion in the U.S. After receiving over 30 student applications to join our team, we spent October and November interviewing candidates before on-boarding 9 new passionate team members. We're thrilled about the increased interest in BfE across New York and are looking forward to working with our newly established in-house Consulting Team, Finance Team and Growth & Partnerships Director in 2019. As for our engagements, we successfully concluded a finance project with Natfort Energy, a solar energy startup based in Zimbabwe. This was the first engagement our in-house team worked on, and we're happy to report that it was impactful and productive. Our consulting engagement continued to be outsourced through 180 Degrees Consulting at Indiana University (IU), who worked with Farming Data, a digital platform to facilitate agricultural trade in Sub-Saharan Africa. Our mentors, Temidayo and Hitesh, assisted us with both engagements.

-Jordan, President; Maggie, Vice-President

CONSULTING TEAM

Since September, our team has continued to work hand-in-hand with 180 Degrees Consulting IU to maximize our social impact. The 180 team has now been an incredible partner for multiple semesters, and has just successfully concluded another engagement with Farming Data. The project was smooth and well-executed by their team. We look forward to working with them again/in the future! Additionally, our new in-house Consulting Team is eager to work with a BfE client this spring. Our 4 team members are passionate, driven NYU students who want to see social enterprises maximize profit while also generating broader impact. They all come to BfE with prior consulting experience and will be productive team members this spring.

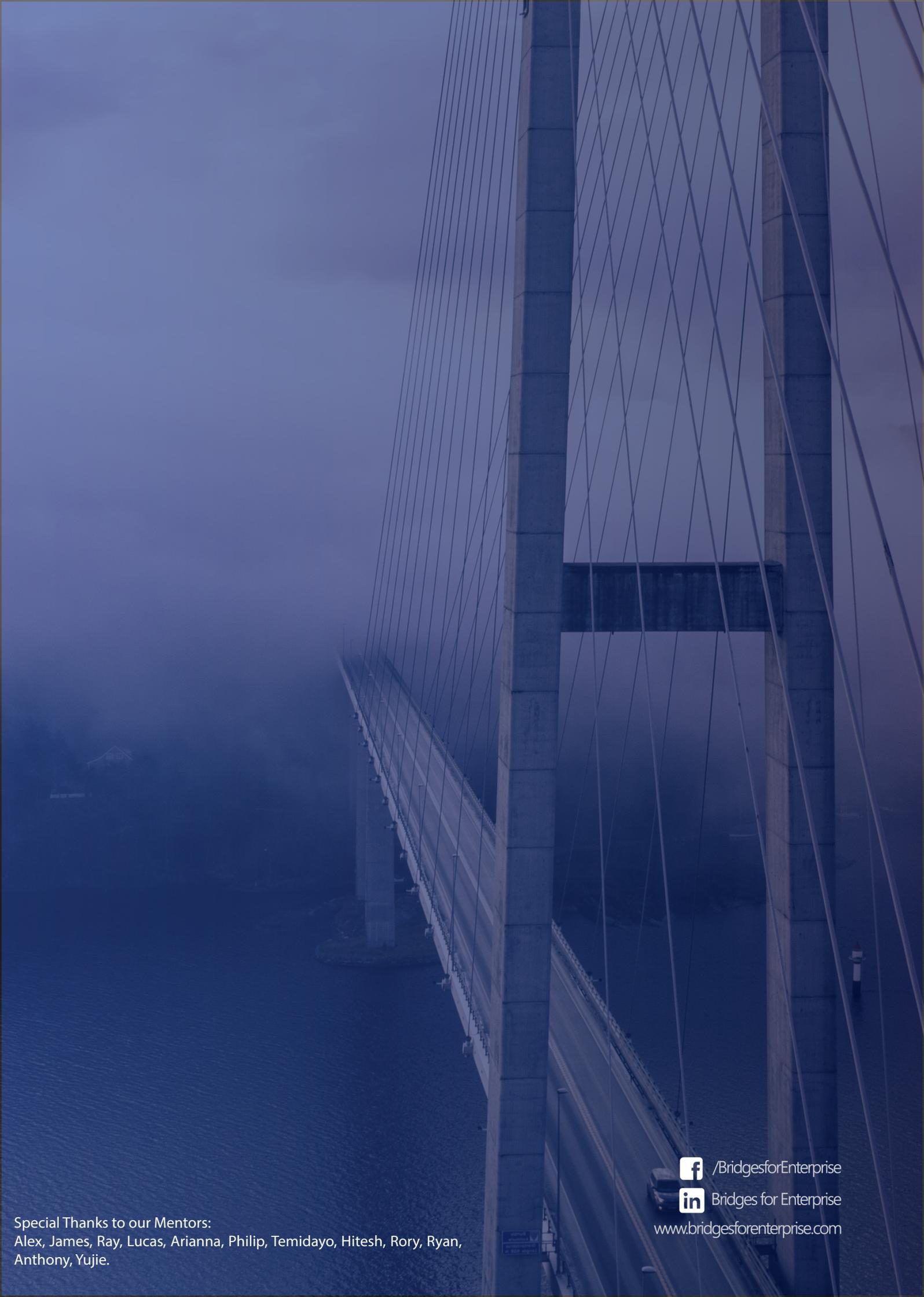
-Ally, Director

FINANCE ADVISORY TEAM

In early December, our Finance team successfully concluded an engagement with Natfort Energy, helping them create a pitch deck for interested investors, writing a grant application, and identifying potential equity investors in Western Europe and the U.S. to help scale up their business. The work was supported by Temidayo, our New York-based mentor with over a decade of experience in Sub-Saharan African investing. Throughout the fall, we also on-boarded 4 new finance team members to work with a new startup this spring. Much like the new consulting members, our finance team are all motivated and passionate NYU students keen to leverage their finance skills to drive social change. We look forward to working with another startup to help deliver positive results and support their mission to scale up operations!

-Nisarg, Director





Special Thanks to our Mentors:
Alex, James, Ray, Lucas, Arianna, Philip, Temidayo, Hitesh, Rory, Ryan,
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