



WEST BANK AND GAZA INFORMATION AND COMMUNICATIONS TECHNOLOGY (ICT) PARTNERSHIPS

Quick Facts

USAID's West Bank and Gaza Technology Entrepreneurship Initiative is linking local firms to global partners through an incubation program, training, conferences, and entrepreneur support.

- **Funding Level:** \$1,200,000



The Project: The information and communications technology industry in the West Bank and Gaza has improved its resilience to the high political and economic instability in the area by building on its entrepreneurial capabilities. USAID's West Bank and Gaza Technology Entrepreneurship Initiative is increasing linkages between local technology firms and regional and global markets. The project facilitates knowledge transfer to local companies from global companies including Apple, Microsoft, Cisco, Google, and Intel. It also builds competitive outsourcing relationships and services as a result of increased understanding of global quality standards. Additionally, it expands partnerships among local technology firms in the global services marketplace. The Initiative includes an incubation program for technology-related projects, training and entrepreneur support conferences, outsourcing industry support activities, and an "Expo Tech Technology Week" Convention and Exhibition.

Beneficiaries:

- **Incubation Program:** 10 companies with approximately 50 employees each.
- **Training and Entrepreneur Support Conferences:** 50 companies with more than 4000 employees.
- **Technology Multinational Days:** 100 companies and more than 1000 participants.
- **Outsourcing Industry Support Activities:** 7 companies with a total of 225 employees.
- **"Expo Tech Technology Week" Convention and Exhibition:** 56 companies and more than 23,000 participants.

How Entrepreneurs Benefit:

- Strengthen business models for participating firms through strategic business support and access to a network of third party professional service providers.
- Provide entrepreneurs with the technologies, tools, and methodologies to start new businesses related to the competencies and business models of Apple, Cisco, Microsoft, Intel, and HP in the West Bank and Gaza.
- Facilitate access of Palestinian delegations to relevant international exhibitions, outsourcing conferences, and tradeshows.

As a result of a unique partnership between the USAID Enterprise Development and Investment Promotion project (EDIP) and Google, 276 aspiring Palestinian students, software developers, and entrepreneurs were invited to learn about the company's model for on-line business development tools.

This hands-on IT event was held in Ramallah on March 24-25, 2009, and demonstrated how Google's on-line tools and open source programming could support e-commerce applications for Palestinian businesses. The training also featured a "hack-a-thon" in which developers used Google's open source programming tools to create practical code.