7th International Skills Forum

Anticipating and Preparing for Emerging Skills and Jobs

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Building Entrepreneurship and Technology Leadership Skills

- What makes technology startups very exciting?
  - Low capital costs
  - Potential for scale
  - Immediate access to global markets

- What does it take to start a startup?
  - Ability to Build (both technology & business model)
    - Tech skills
    - Financial/Operational Knowledge
  - Ability to Sell (to investors, clients, and hires)
    - Access to Capital
    - Access to Talent

What is the Silicon Valley ecosystem like?

- Strong community
    - Investor ecosystem - Angel investors, venture capital firms
    - Training of startup employees -> founders
    - No expectation of quid pro quo
    - Strong bias towards blogging
    - Risk and failure are understood and embraced

- Standard documents commonly available
    - Incorporation standards like the Delaware C-Corp
    - investment templates like the YCombinator Safe Note

- Heavy involvement by universities
    - Startup fairs for jobs and internships
    - Inviting speakers on campus
    - Intellectual Property Offices
    - Classes around building tech, pitching, marketing

What is the Philippine startup ecosystem like?

- Growing community
  - Few startups where people can learn the ropes
  - Angel investors risk averse (debt rather than equity backed)
  - People use Facebook to share info, e.g. Startup PH
  - Kickstart's investments are going regional
  - Surge in coworking spaces but not at startup-friendly rates
  - Risk-averse and failure-averse culture
  - More mentorship programs

- No standard legal documents
  - Incorporation and employee stock option pool setup is a huge hassle
  - No standard investment templates (leading to founder-unfriendly deals)

- Moderate involvement by universities
  - Startup clubs launching at major universities
  - Some class around technology, pitching, marketing… still geared for corporate employees

What are areas of excitement in Philippine Tech?

- MOOCS and online resources
  - Coursera, Udacity - pick up new tech and startup skillsets

- BPO industry ideally leads to international contacts and next-gen skills
  - Startups focusing on remote work
  - Startups with clients around the world

- Cryptocurrency explosion (PH adopted cryptotech fairly early)
  - Bitcoin all time high of $15,000

- Culture change
  - A few big winners can seed momentum for the next batch of startups
  - Increase in cultural acceptance of startup/tech jobs