



# MIT REAP

REGIONAL ENTREPRENEURSHIP  
ACCELERATION PROGRAM

"What we are interested in is bringing together teams of powerful, influential decision-makers."

-Scott Stern, MIT REAP Core Faculty

## Ideal Team

### Champion

A champion is a leader in their entrepreneurial ecosystem deeply committed to accelerating innovation driven entrepreneurship in their ecosystem. A champion's leadership is the critical factor for the team's success. The best champions are leaders with significant political and social capital. They leverage their broad connections across many stakeholder groups to lead the REAP team to advance its strategic initiatives. Typically, the champion is already seated in a business-facing public policy, government, or economic development.



### Government

The government stakeholder is typically a senior government representative whose mission it is to drive entrepreneurship and innovation in their region. Government REAP stakeholders are able to significantly influence policy and strategic programs at a higher level.



### Entrepreneur

A REAP entrepreneur is usually the founder of a tech based company who is a respected leader in the entrepreneurial community. This stakeholder is positioned to work collaboratively with other key stakeholders in the regional entrepreneurial ecosystem and is an



### Risk Capital

This is a leader in the local investment community who has an intricate knowledge of the challenges and opportunities of risk capital in their region. This stakeholder ensures qualified entrepreneurs have access to capital and helps build strong risk capital networks regionally.



### Corporate

A corporate REAP stakeholder is employed by a large, influential corporation in the region and is responsible for relationships with startups, regional innovation, or helping entrepreneurs through mentorship, partnerships or investment.



### University

This is an influential administrator or academic who is responsible for university engagement with the entrepreneurial ecosystem. They will be focused on the process of bringing ideas to market.

## EXEMPLAR TEAMS

### SCOTLAND



**Donna Chisholm**



Head of Business Innovation and Growth Sectors, Highlands & Islands Enterprise



**Clive Reeves**



Executive, Scottish Enterprise



**Simon Grey**



Chief Executive, AWS Ocean Energy Ltd



**Ian Ritchie**



Serial software entrepreneur and influential investor



**Jonathan Harris**



Editor, Young Company Finance



**Jonathan Levie**



Professor & Director of Centre for Entrepreneurship, U. of Strathclyde

### ANDALUCÍA



**Javier Gutierrez Rumbao**



Director of Technology Analysis, Government of Andalucía



**Ángel Ortiz Sánchez**



Director-General for Telecommunications and Information Society Policy, Government of Andalucía



**Juan Carrasco**



Co-founder, Green Power Technologies



**Lourdes Nunez Müller**



Director of Knowledge Transfer, Granada Health Tech Park



**Ignacio Ochoa Mendoza**



Director of Government and Businesses for the Southern Region, Telefónica España



**Ramón González Carvajal**



Professor and VP of Technology Transfer, Seville University



**Massachusetts  
Institute of  
Technology**