

*INSPIRING, LEARNING, DOING, SHARING*

FEB 2017



**EL CUBO**

ANDALUCIA OPEN FUTURE

# THE CURRENT SOCIAL AND ECONOMIC ENVIRONMENT OF ANDALUSIA HAS LED TO A LACK OF ENTREPRENEURSHIP AND HIGH UNEMPLOYMENT.

In 2015, there were around 4.8M seeking work in Andalucía and the region suffered from a 21% unemployment rate, and 45% among youth (18-25)

Low company density with the existing majority in the agriculture sector with little scalability

World's largest public network available for entrepreneurial development available in Andalucía, however among young people it remains unpopular





# ENTREPRENEURS HAVE SCALABLE IDEAS, BUT DO NOT HAVE THE TOOLS NECESSARY TO TIMELY ADVANCE.



No Market Need (42%)

Ran Out of Cash (29%)

Not the Right Team (23%)

Get Outcometed (19%)

Pricing/Cost Issues (18%)

Need/Lack of Business Model (17%)

Poor Marketing (14%)

Product Mis-timed (13%)

# A PUBLIC-PRIVATE SPACE MODELED AFTER MIT'S OPEN INNOVATION CONCEPT CAN ACCELERATE BUSINESS GROWTH AND PROVIDE ECONOMIC STABILITY IN ANDALUCIA.





# AOF'S OPEN WORK ENVIRONMENT WITH OTHER ENTREPRENEURS AND AVAILABLE RESOURCES ALLOWS ENTREPRENEURS TO BRING THEIR PRODUCT TO MARKET SOONER.

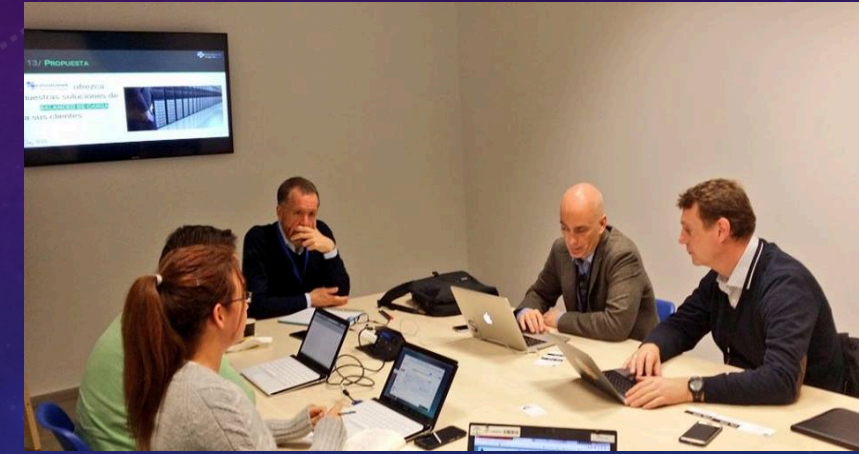
The Crowdfunding El Cubo



Real world connections



Business development expertise



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**OPEN  
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*Objective: Push startups to scale production in order to be sustainable and attractive to investors*

Seed

Scale-up

Growth

# ANDALUCIA OPEN FUTURE SERVES BOTH THE INTERESTS OF TELEFONICA AND THE GOVERNMENT OF ANDALUCIA.

*Telefonica*



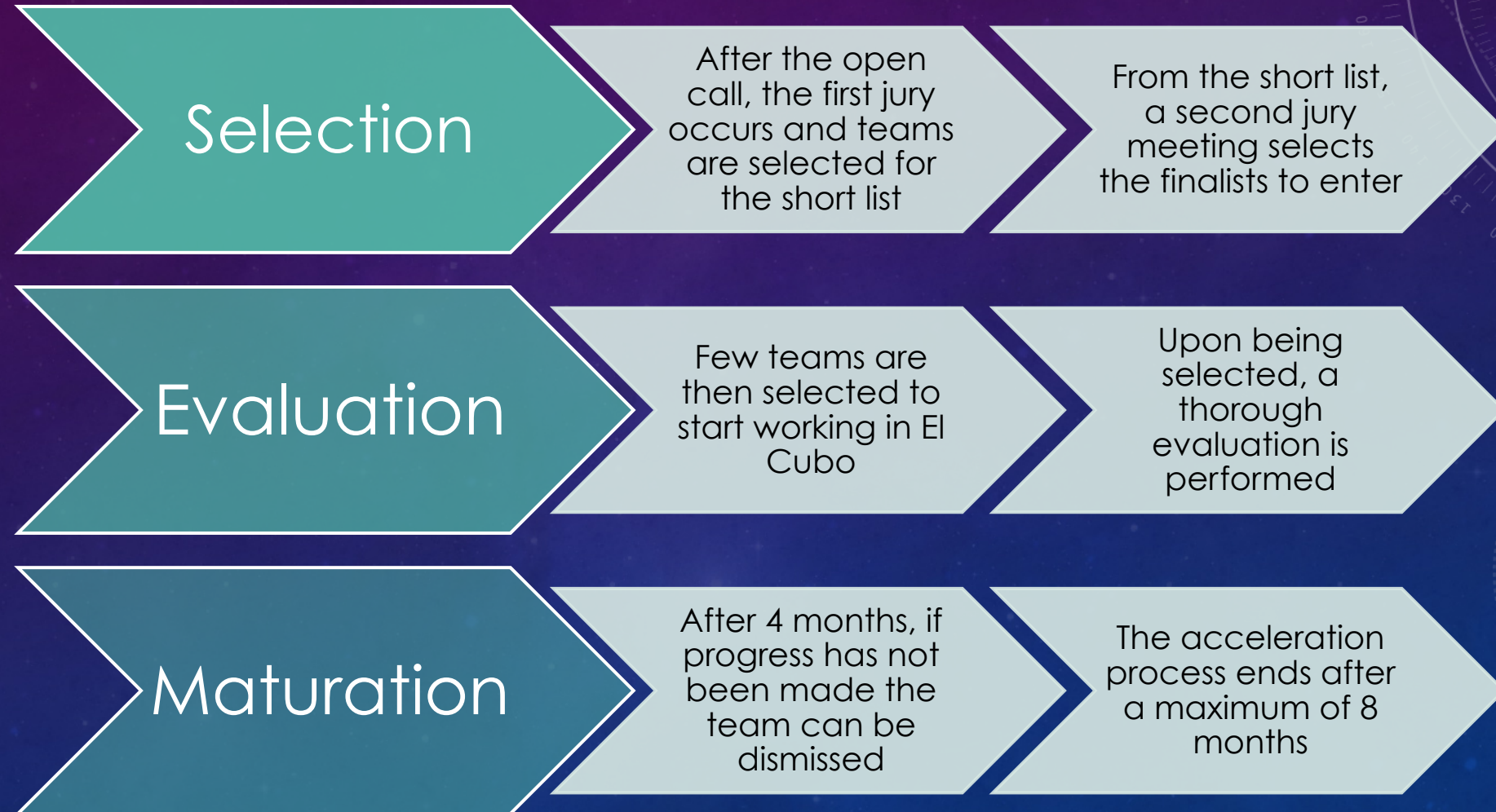
- Strengthen Telefonica's footprint on the technology industry Help build various sectors within the technology industry to increase overall demand
- Encounter innovative business processes from startups in which Telefonica can adapt

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- Encourage economic growth through sustainable employment
- Encourage economic independence through encouraging entrepreneurship
- Help startups become competitive in Andalucía and internationally



# ANDALUSIA OPEN FUTURE OPERATES UNDER A STRUCTURED SYSTEM FOR THE SELECTION, EVALUATION, AND MATURATION PROCESS.



# ANDALUCIA OPEN FUTURE VENTURES ALLOW FOR OPEN INNOVATION AND CREATE RESULTS.

**3**  
CW spaces  
opened



**10+**  
public &  
private  
partners



**75**  
startups  
accelerated

*In El Cubo...*

**2 1/2**  
years in  
operation



**10%**  
Startups  
failed

**34%**  
Startups  
invested

**65%**  
generating  
income



**450+**  
startups  
submitted



**47%**  
generating  
income



THANKS...[HTTPS://ANDALUCIA.OPENFUTURE.ORG/](https://andalucia.openfuture.org/)

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## ¡Abierta nueva convocatoria!

En Andalucía Open Future abrimos el plazo para participar en el **programa de aceleración de startups** de nuestros espacios de coworking **El Cubo** (Sevilla), **La Farola** (Málaga) y **El Cable** (Almería).

¿Tienes un proyecto de impacto? ¿Tu startup necesita un impulso? ¿Quieres convertir tu proyecto en un negocio competitivo en el mercado global? ¡Presenta tu candidatura hasta el 9 de marzo!

#SomosAOF



¡Regístrate!



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