



Palestinian Internship Program

IMPACT REPORT

Winter 2016/17



www.palinternship.com

Note from the Chairman

I founded the Palestinian Internship Program in early 2014 to help provide much-needed employment experiences for exceptional Palestinian university graduates, many of whom I saw leaving their fields – or going abroad – for lack of local opportunities.

Despite operating in a highly challenging environment, PIP has generated a unique model whereby the high-tech and financial sectors in Israel (including MNCs with operations here) serve as a 'training ground' for young Palestinian professionals. In return, participating companies benefit from highly vetted young talent and engage in CSR by providing high-level work experiences to an underemployed population.

This report is designed to showcase the impact of PIP's first four cycles on the 30 interns who participated.

Three-quarters of the interns were either unemployed or not in full-time work when applying to PIP. Over two-thirds had no professional experience in their fields.

Post-internship, three-quarters went on to work in their chosen fields at successful companies. Others have entered post-grad education in the US and UK, or started their own businesses. While interning at PIP's host companies has already changed these young professionals' lives, in time, the Palestinian economy as a whole will also increasingly reap the benefits of their professional development.

Beyond matching interns and host companies and the arduous yet vital work of arranging permits, accommodation and other logistics, a highly successful aspect of the 'PIP experience' is its supplementary workshops, company tours and networking events. These provide interns with new skills and business awareness, generate mutual support and group spirit, and prepare participants for entering the job market following their internship.

On the back of the successes outlined in this report, PIP is now looking to expand its outreach among prospective interns and host companies and to increase its positive impact on both the Palestinian and Israeli high-tech and financial sectors.

Yadin Kaufmann

Founder & Chairman,
Palestinian Internship Program



Yadin Kaufmann speaking at a PIP event, March 2016

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i. About the Palestinian Internship Program

The Palestinian Internship Program (PIP) is a groundbreaking 501(c)(3) non-profit that provides high-level work experience placements in the high-tech sector in Israel for Palestinian graduates. PIP's aim is to boost the Palestinian high-tech sector by increasing the level of skills, experience and networking opportunities among the young professionals that are the future of its workforce.

Since its incorporation in 2014, PIP has run four highly successful internship rounds and now boasts a total of 30 alumni; PIP's fifth cycle is due to begin in January 2017. PIP has been generously supported by USAID's West Bank and Gaza "Compete Project" as well as by several private donors.

PIP is led by a Board of Directors made up of four leading figures in the Israeli and Palestinian high-tech sectors:



Yadin Kaufmann



Hani Alami



Roni Hefetz



Abed Nashef

Yadin Kaufmann is PIP's founder and Chairman of the Board. Yadin is a veteran high-tech investor, having co-founded Veritas Venture Partners (in 1990) and Sadara Ventures (in 2011). In 2002, Yadin founded Tmura, an acclaimed 'public service' venture fund in Israel.

Hani Alami is one of Jerusalem's leading entrepreneurs specializing in the telecom sector. Hani is founder and CEO of Coolnet, a leading Palestinian broadband service provider, while his non-profit ventures includes founding "JEST", East Jerusalem's first entrepreneurship center and tech hub for startups.

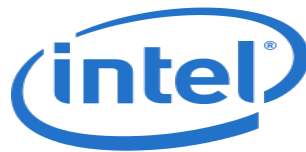
Roni Hefetz co-founded CI Systems and led its US operations before moving into venture capital, first as co-founder of Walden Israel, and then as a Venture Partner of Walden International. Roni holds a number of directorships and consultancy roles and has also held lecturing positions in entrepreneurship at Tel Aviv University.

Abed Nashef is a partner in the Corporate and Hi-Tech Practice Groups of international law firm Pearl Cohen. Abed also is active in the non-profit sector, serving on the boards of a number of local non-profits and as a member of the Steering Committee of MasarUp – the Arab Entrepreneurship Council.



PIP's Program Director **Jesse Divon** runs the organization's operations on a day-to-day basis. Jesse holds a B.A. from Cambridge University, where he studied Middle Eastern & Islamic Studies with Arabic. Following graduation, Jesse worked in research and consultancy on Middle East affairs and also ran an Arabic-English localization and translation enterprise. He joined PIP in November 2015. Jesse is also studying part-time for an M.B.A. at Tel Aviv University.

ii. PIP host company portfolio – so far...

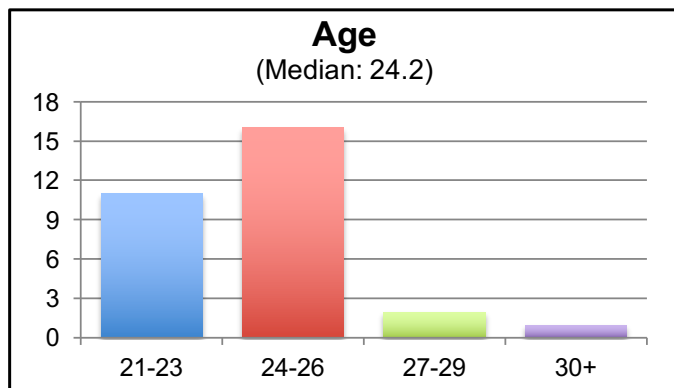


**YOUR
COMPANY ?**

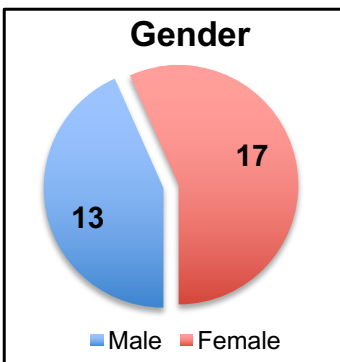
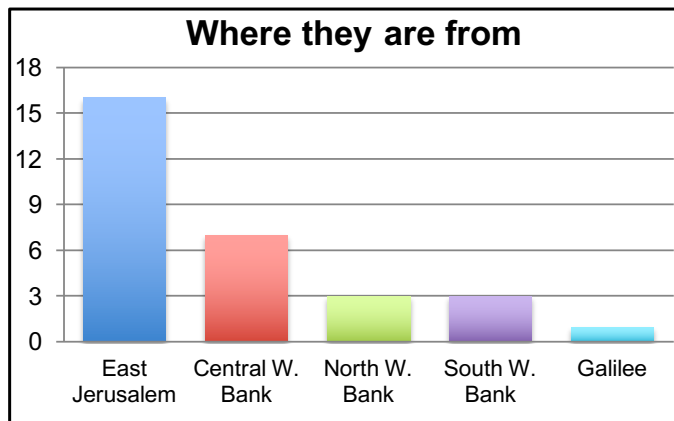
iii. Who are the PIP interns?

PIP offers high-tech work experience opportunities to talented, young Palestinian university graduates, primarily from the West Bank and East Jerusalem.

While unemployment in the West Bank varies between 15% and 20%, youth unemployment stands at more than twice this figure. Meanwhile, some 1,500 ICT students graduate from Palestinian universities each year, yet an overwhelming majority fails to attain full-time work in the sector due to lack of opportunities.

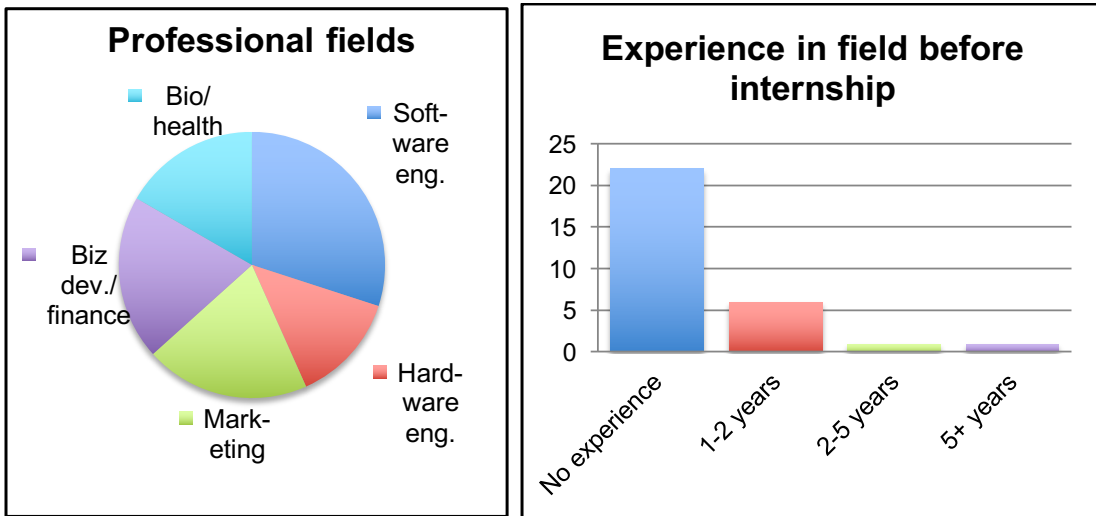


As such, PIP focuses on graduates aged early- to mid-20s (see above right) at the outset of their careers. Further, PIP engages in extensive efforts to facilitate participation from the West Bank (see right) – despite the challenges involved – including with logistical support such as permit applications and assistance with lodging in Israel.



With women constituting only 18.7% of Palestinian private sector employees, PIP recognizes the importance of encouraging female professional empowerment. The female participation rate across PIP's first four cycles was 57% (see left).

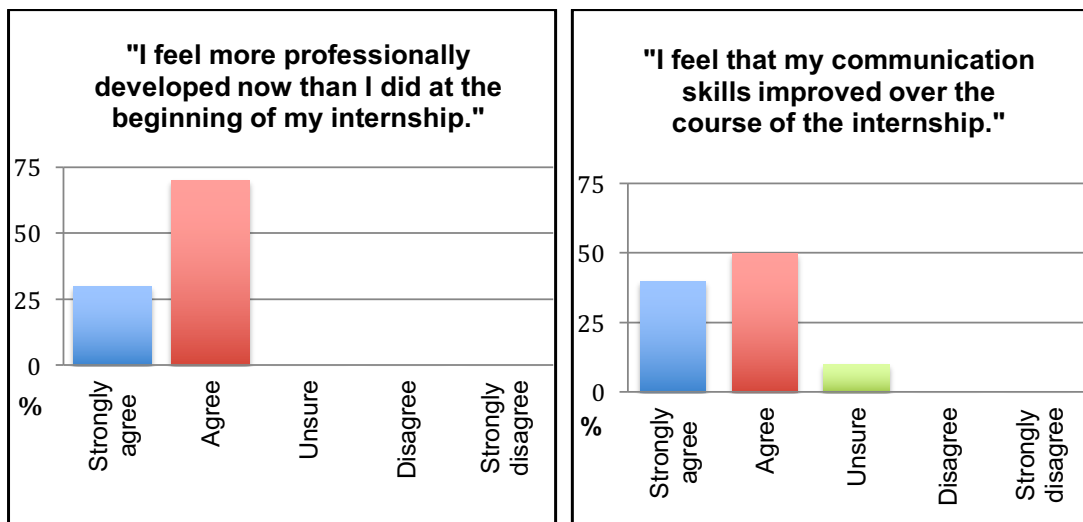
While PIP's internships have focused on the high-tech sector, PIP interns come from a variety of professional fields beyond software development. An overwhelming majority of interns had little to no experience in these fields before embarking on their PIP internships (see charts on the following page).



iv. Interns' survey on PIP's impact

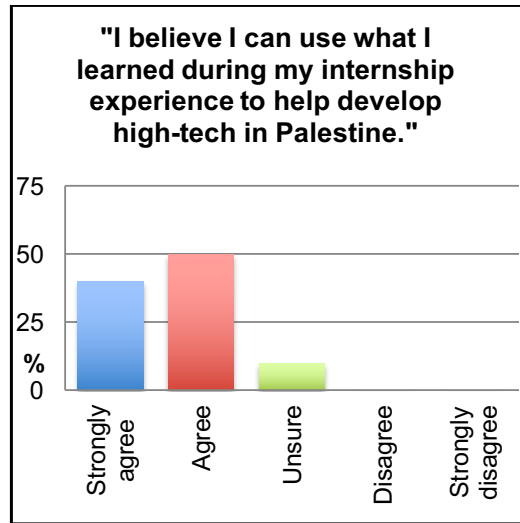
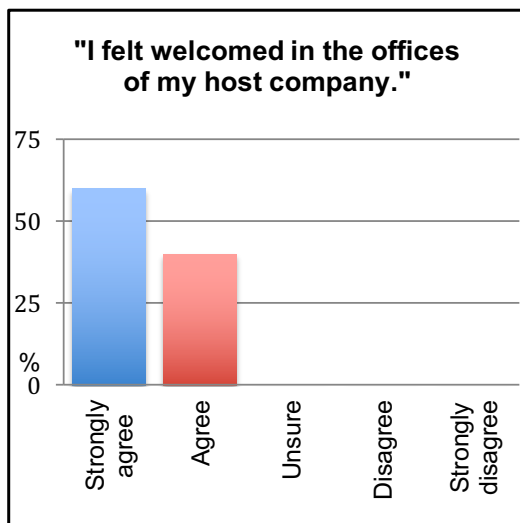
PIP has closely monitored the impact of its internships on interns' career development. An important part of this is receiving feedback from interns via formal surveys completed both before and after the internships.

The below results represent feedback from surveyed interns who reported that they feel more professionally developed as a result of their internship experience, including in key areas such as communication.



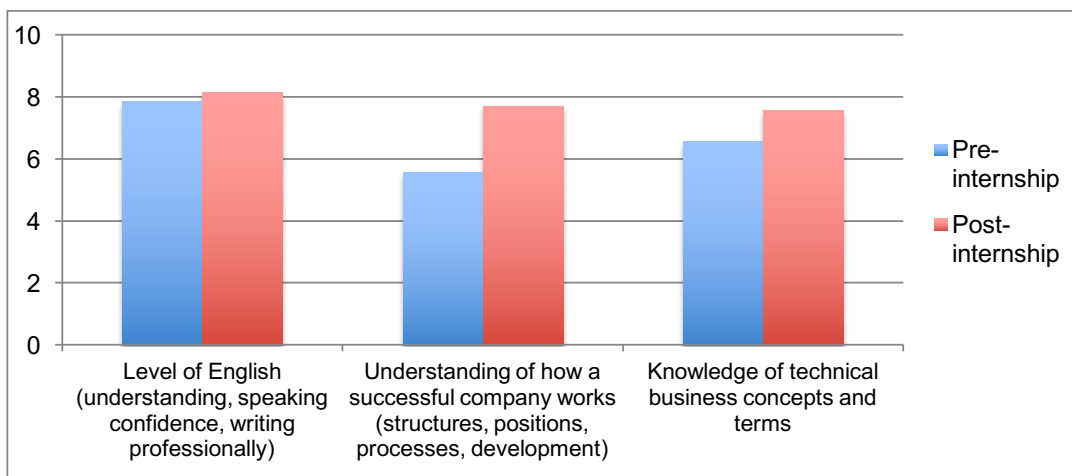
PIP has also received extremely positive feedback about the extent to which interns felt welcomed into their host companies (*below left*) – a result that speaks to the care and attention PIP puts into selecting host companies and preparing them to receive PIP interns – as well as to the companies’ own good efforts, of course.

Finally – and most importantly with respect to PIP’s overarching aim to improve the skills and experience base of the Palestinian high-tech sector workforce – PIP interns overwhelmingly report that they believe their PIP experience has put them in a better position to contribute to Palestinian high-tech development (*below right*).



Interns’ skills development

Interns were also asked to rank on a scale of 1-10 their level of competency in three key professional areas. The below chart below compares respondents’ average ranking in each area before and after their internships:



v. Added value: events held for interns

Throughout its first three internship cycles, PIP has supplemented its internship experience by organizing workshops, talks, networking events and company tours for its interns. Below are some of the highlights:

- Prof **Shikhar Ghosh**, entrepreneur and lecturer at Harvard Business School, led sessions on how to build a business and negotiate
- Prof **Danny Warshay**, entrepreneur and lecturer at Brown University, delivered case studies on building businesses with limited resources and his 'bottom-up research' theory (*image right*)
- Prof **Bernard Avishai** of Dartmouth University led a daylong workshop on building an effective business plan
- **Mustafa Deeb** from USAID's West Bank & Gaza project lectured on tech and business in Palestine
- **Zvi Schreiber**, CEO of Freightos, hosted PIP at his company's Jerusalem offices and discussed the growth of his joint Palestinian-Israeli startup
- Dr **Dan Hart** of Birmingham University Business School delivered a workshop on leadership and goal-setting
- **Saed Nashef**, co-founder of Sadara Ventures, spoke about his personal entrepreneurial story and provided insights into the Palestinian hi-tech sector
- **Aziz Khaddan**, CEO of health-tech app Myndlif, spoke to about his startup and experience as an Arab entrepreneur in Tel Aviv (*image right*)
- **Itzik Frid**, CEO of investment fund Takwin, talked about his firm's portfolio of Arab-led Israeli companies and what he looks for when investing in startups
- Interns visited companies including **Freightos**, **Gigawatt Global**, **Lool Ventures**, **Beyond Family Office** and a pitch-night at **Nasertech** in Nazareth
- PIP held two large end-of-internship-cycle gatherings of Palestinian and Israeli high-tech figures at **YMCA**, Jerusalem, and **Thomson Reuters** R&D Center near Tel Aviv – excellent networking opportunities for graduating interns



vi. Intern status: before and after PIP

CYCLE 1 (Summer 2014)				
Name	Host company (Position)	Employment status pre-PIP	Employment status post-PIP	Skills gained from PIP
Nadine	Intel (Software developer)	Fresh graduate seeking employment	Employed full-time by Intel, gaining two years experience; Received Fulbright scholarship to study MSc at Carnegie Mellon University	<ul style="list-style-type: none"> • Team-work • Presentation skills • New technologies
Wala	Intel (Software developer)	Fresh graduate seeking employment	Internship extended at Intel	<ul style="list-style-type: none"> • Teamwork • New technologies
Lina	Freightos (CR officer)	Part-time employment at Palestinian news agency WAFA	Employed full-time at Freightos' R&D Center in Ramallah	<ul style="list-style-type: none"> • "Learned not to be shy...to communicate"
Raja	Freightos (CR officer)	Part-time at a bank	Working in customer care at a high-tech firm	<ul style="list-style-type: none"> • "Never worked so hard" • English communication
Basel	Lool Ventures (Financial analyst)	Working at Palestinian company	Returned to same Palestinian company and promoted; currently Corporate Sales Manager	<ul style="list-style-type: none"> • Financial analysis • Presentation skills • Professional practices
Sari	Takwin (JVP) (Financial analyst)	Fresh graduate seeking employment	Employed by Takwin for a period and then left to form a start-up.	<ul style="list-style-type: none"> • Financial analysis • Presentation skills • Entrepreneurship
Marwan	OurCrowd (Financial analyst)	Freelance work	Work at a non-profit and freelance; seeking high-tech employment	<ul style="list-style-type: none"> • Research skills • Investment analysis
Wajdi	Medisafe (Software developer)	Freelance work	Employed full-time by Medisafe as a software developer; has amassed two years experience in high-tech	<ul style="list-style-type: none"> • Entrepreneurship process • High-level programming

CYCLE 2 (Summer 2015)					
Name	Host company (Position)	Employment status pre-PIP	Employment status post-PIP	Skills gained from PIP	
Yasmin	Thomson Reuters (HR & biz dev)	Unemployed	Working on Palestinian economic development for Office of the Quartet	<ul style="list-style-type: none"> Multinational corporate culture 	
Natalie	Start A Fire (Marketing officer)	Working as a secretary	Employed full-time by Start A Fire as an e-marketing specialist; guiding Cycle 4 PIP intern at company	<ul style="list-style-type: none"> Social media and marketing techniques Presentation and speaking before senior executives 	
Anas	Imagry (Software developer)	Unemployed	Returned to education to train in legal and accounting services	<ul style="list-style-type: none"> Entrepreneurship New programming languages Professional practices 	
Mohammad	Lool Ventures (Financial analyst)	Clerk at Discount Bank	Working full time in another high-tech sector company	<ul style="list-style-type: none"> Financial analysis Entrepreneurship 	
Ameer	Evolero (Customer Relations officer)	Unemployed	Studying for MA degree at London School of Economics	<ul style="list-style-type: none"> Sale and marketing skills Professional practices 	
Ibrahim	Hiro Media (Software developer)	Fresh graduate seeking employment	Employed full-time at Hiro Media; has amassed over a year of high-tech experience	<ul style="list-style-type: none"> New technologies Reviewing code Professional practices 	
Walid	Thomson Reuters (Software developer)	Construction worker	Employed full-time by Thomson Reuters	<ul style="list-style-type: none"> Presentation skills Professional practices Management skills 	

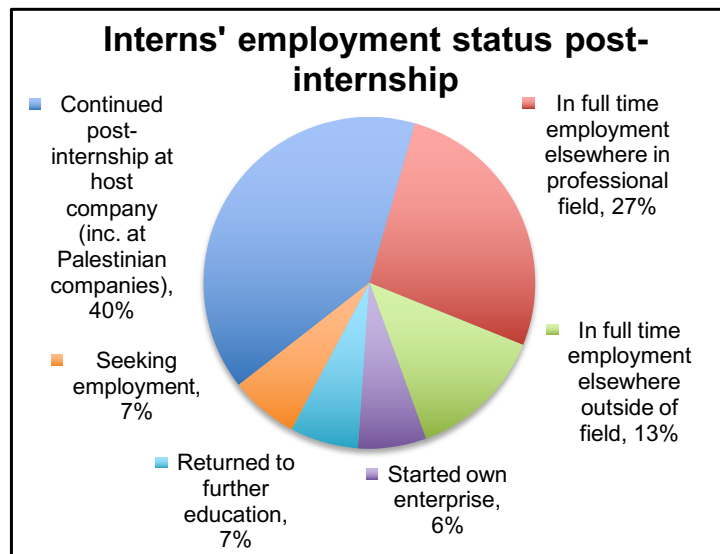
CYCLE 3 (Winter 2015/16)					
Name	Host company (Position)	Employment status pre-PIP	Employment status post-PIP	Skills gained from PIP	
Razan	Thomson Reuters (Software developer)	Fresh graduate seeking employment	Employed full-time in a Palestinian software development company	<ul style="list-style-type: none"> Working in a new professional environment Working professionally with different people 	
Ruba	Beyond Family Office (Research analyst)	Working part-time as a nutritionist.	Continued with part-time work; seeking full-time employment	<ul style="list-style-type: none"> Professional connections A new experience in a challenging environment 	
Mahmoud	Gigawatt Global (Research engineer)	Unemployed	Employed full-time in a Palestinian software company, including working as an in-house technician at Intel	<ul style="list-style-type: none"> Introduced to the world of entrepreneurship Understanding what companies are looking for when hiring 	
Thaer	Yamsafer (Marketing officer)	Working as a projects coordinator	Started his own media enterprise; founded a forum for Palestinian media research	<ul style="list-style-type: none"> PIP supplementary events were useful and enjoyable 	
Nadine	Startup Nation Central (Research analyst)	Working part-time as a nutritionist	Employed full-time as an administrator at a Palestinian merchandise company	<ul style="list-style-type: none"> Introduced to high-tech and business sectors A challenging environment 	
Hussein	Thomson Reuters (Software developer)	Part-time data analytics engineer	Senior in-house engineer for a Palestinian software company	<ul style="list-style-type: none"> Exposure to a new experience 	
Fadan	HP Indigo (Marketing officer)	Business development coordinator	Employed full-time at HP	<ul style="list-style-type: none"> Joining the company at a conference in Germany Leaving comfort zone 	
Saja	Cross Labs Network (Printing engineer)	Part-time work, looking for permanent employment.	Employed full-time as an analyst at a software company.	<ul style="list-style-type: none"> Introduced to high-tech Understand how professional relationships work 	
Ayman	Freightos (Software developer)	Fresh graduate seeking employment	Employed at Freightos' R&D Center in Ramallah	<ul style="list-style-type: none"> Introduced to high-tech Working in a challenging environment 	

CYCLE 4 (Summer 2016)					
Name	Host company (Position)	Employment status pre-PIP	Employment status post-PIP	Skills gained from PIP	
Suha	OurCrowd (Research analyst)	High-school teacher seeking entrepreneurial experience	Continuing teaching role while seeking longer-term private sector experience	<ul style="list-style-type: none"> Working in a new, diverse professional environment Introduced to the world of tech investment Professional connections 	
Shaden	Mass Challenge (Marketing officer)	Fresh graduate seeking employment	Employed full-time at Mass Challenge	<ul style="list-style-type: none"> Making professional connections Exposure to over 40 startups Social media marketing techniques 	
Shurouq	Takwin (Investment analyst)	Fresh graduate seeking work experience	Employed full-time at Ernst & Young, New York	<ul style="list-style-type: none"> Introduced to venture capital Managed company's online presence Familiarity with Israeli Arab high-tech scene 	
Majd	Start A Fire (Marketing officer)	Fresh MBA graduate seeking employment	Employed at the Swedish Consulate in Jerusalem	<ul style="list-style-type: none"> Social media marketing techniques Working in a new professional environment 	
Roudin	Healthy.io (Product developer)	Fresh graduate seeking employment	Seeking post-internship employment	<ul style="list-style-type: none"> High level of product research (lab) responsibility Introduced to biomed sector, including FDA process 	
Lubna	Teva Pharmaceuticals (Product developer)	Fresh MSc graduate seeking employment	Internship extended by company	<ul style="list-style-type: none"> Experienced developing a health app Business plan writing and pitching to investors Public speaking 	

vii. Summary of successes so far

In its three years since inception, PIP has developed an internship model that improves the professional development of talented Palestinian graduates who lack high-level opportunities, while also – incidentally – providing a rare example of a Palestinian-Israeli effort that benefits both sides. The following is a summary of PIP's successes to date:

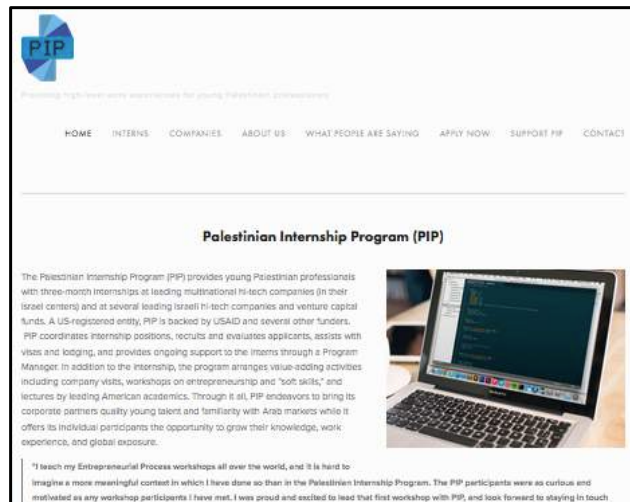
- 30 intern graduates from 20 leading high-tech and financial companies
- Female participation rate at over 50%
- Two alumni have launched startups, another gained a Fulbright scholarship, and a third is studying at the London School of Economics
- Increase in number of internship cycles from one per year to two
- Holding 'end of cycle' gatherings twice a year that bring together key players from the Palestinian and Israeli high-tech sectors
- Attainment of 501(c)(3) non-profit status in the United States in 2014 and affirmation of Good Standing in the US in 2015 and 2016
- Registration as a "foreign organization for the public good" in Israel in 2016
- A board consisting of two leading Israeli-American venture capitalists, a renowned Palestinian entrepreneur, and a senior Palestinian lawyer specializing in high-tech
- Successful adoption of a model where host companies now pay interns a salary from their own budgets (whereas PIP funded interns' stipends in its early rounds)
- Establishment of an alumni network for mutual support and networking, informing of professional opportunities, and referring prospective PIP candidates
- Awarding of two grants from USAID's Compete Project, as well as private donations from Israeli and Palestinian organizations
- Pro-bono support from Pearl Cohen law firm, DLA Piper and PricewaterhouseCoopers, as well as registration with 'Google for Nonprofits' and 'AmazonSmile'



viii. Plans for future development

Following these successes, PIP is now focused on organizational improvements that will increase the program's participation rate and enrich the experience it offers:

- Marketing & Outreach cooperation with Jest Hub entrepreneurship center in East Jerusalem, facilitated through a grant from the US Consulate in Jerusalem
- Updating the PIP website (*right image*) and production of video materials aimed at improving intern and host companies recruitment
- Holding a pre-internship training course for 'finalist' candidates prior to matching with companies
- Expanding and improving the PIP Alumni Association, including appointing an association leader that will revolve among alumni
- A trip to the US high-tech sector (companies, VC firms, business schools) for alumni (subject to receiving funding).



The homepage of PIP's current website

ix. Supporting PIP

As a non-profit working in a challenging environment, PIP depends on the generous and committed backing of its supporters. Particularly, PIP seeks support in the following:

- Donations to help fund PIP's activities: PIP is seeking \$150,000 to fund its activities throughout 2017
- Referrals of intern candidates and host companies
- Host families for our interns for the three-month period they are interning in Israel
- Publicity opportunities to help spread the word about PIP
- Pro bono support for PIP's website development, graphic design, printing, video production and other technical support.

If you are able to support PIP in these or any other area, please contact Program Director Jesse Divon at jesse@palinternship.com or visit www.palinternship.com.



PALESTINIAN INTERNSHIP PROGRAM

*Providing high-level work experiences
for young Palestinian professionals*

www.palinternship.com