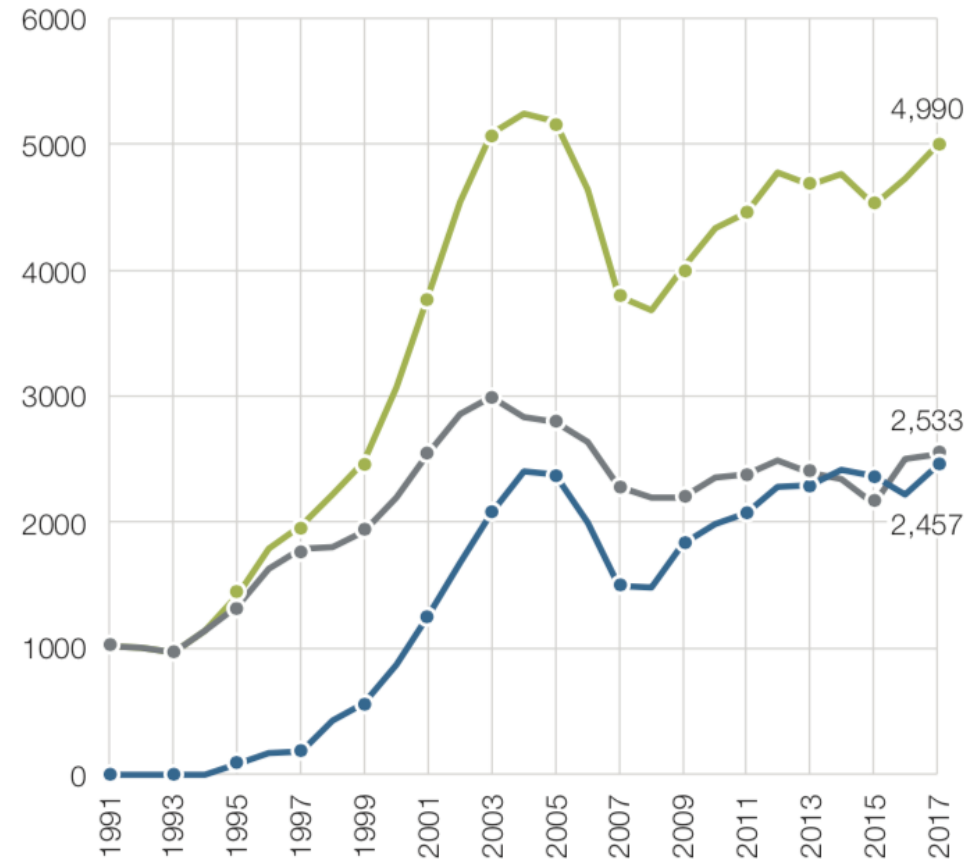# Are We Solving the Right Problem?

Industry Position

Ronen Nir, General Partner

Viola Ventures

The HC Demand Increase 2017o2016 is Estimated at 2000

The Number of Hi-Tech University Graduates in Each of the Years 2016 and 2017 is Estimated at 5000
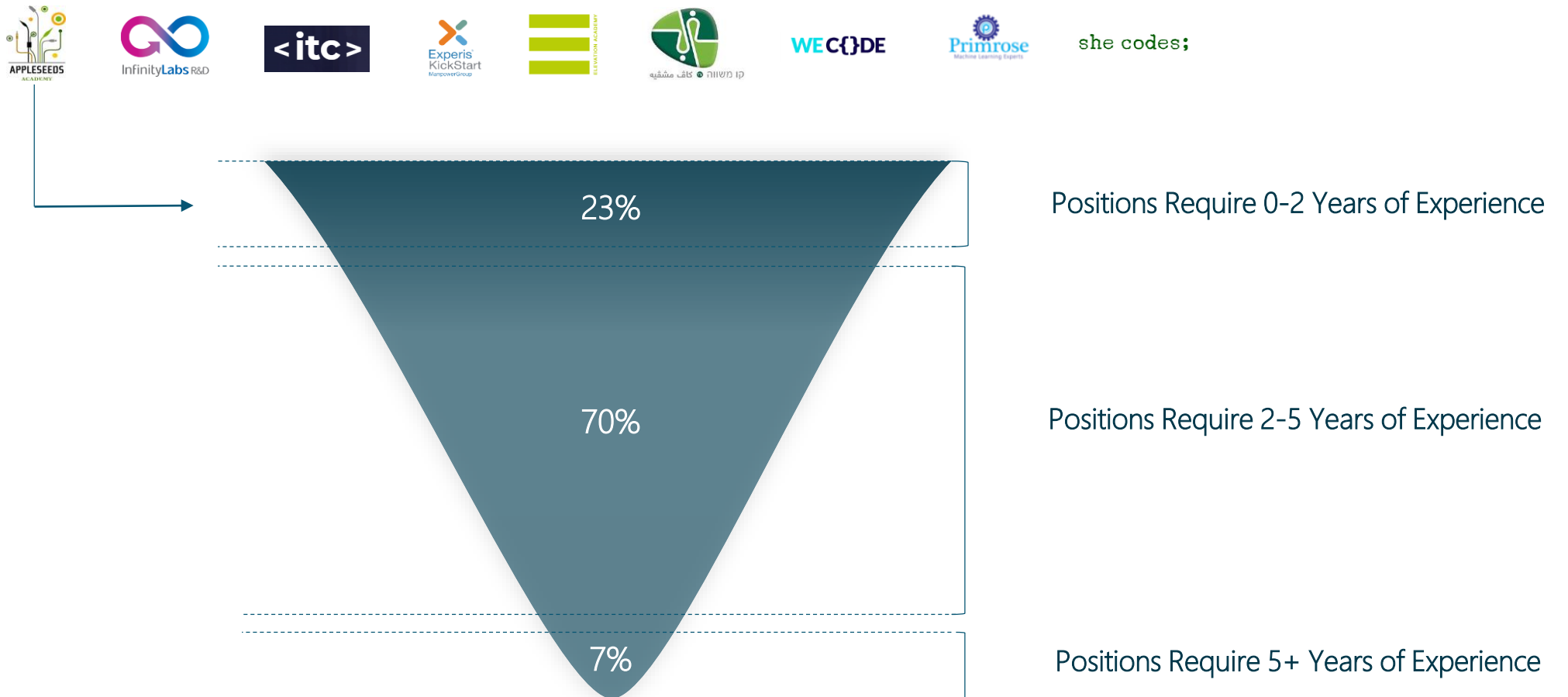
Source: IAA + SNC

It's a Mid Funnel Issue

Distribution of Open Positions in the Israeli High-Tech Industry

23% — Positions Require 0-2 Years of Experience

70% — Positions Require 2-5 Years of Experience

7% — Positions Require 5+ Years of Experience

Could it be that we actually need to solve the skills/experience problem and not the "top of the funnel"
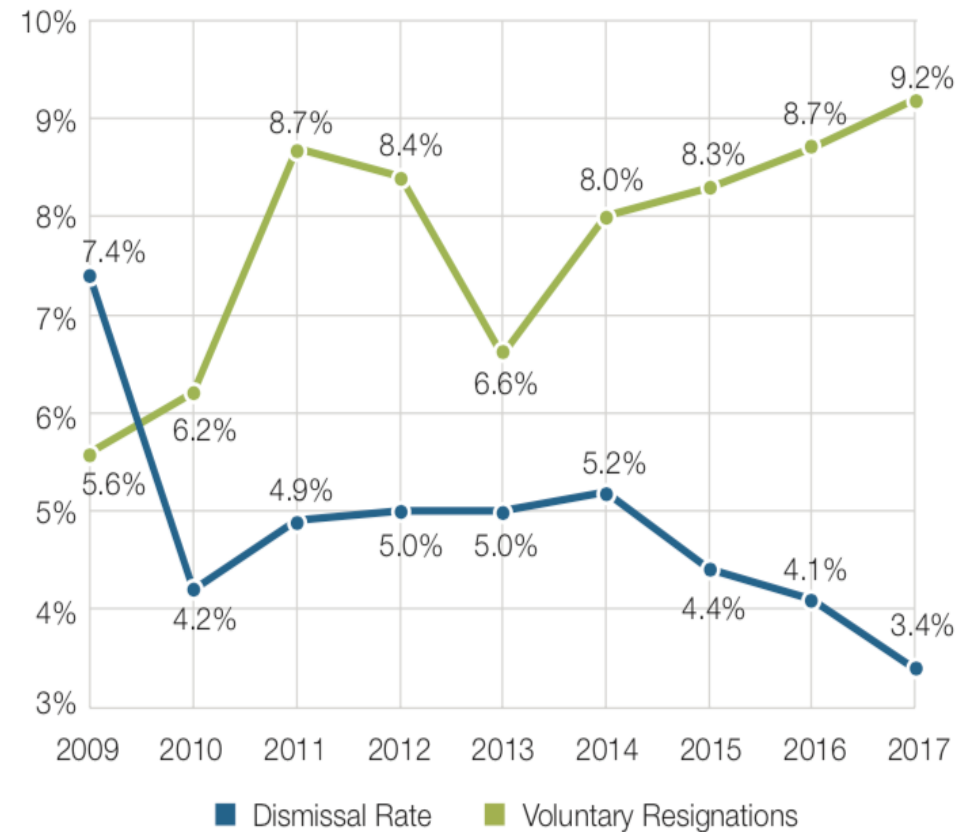
?

Target Audience for Re-Training

College graduates

45+ CS veterans

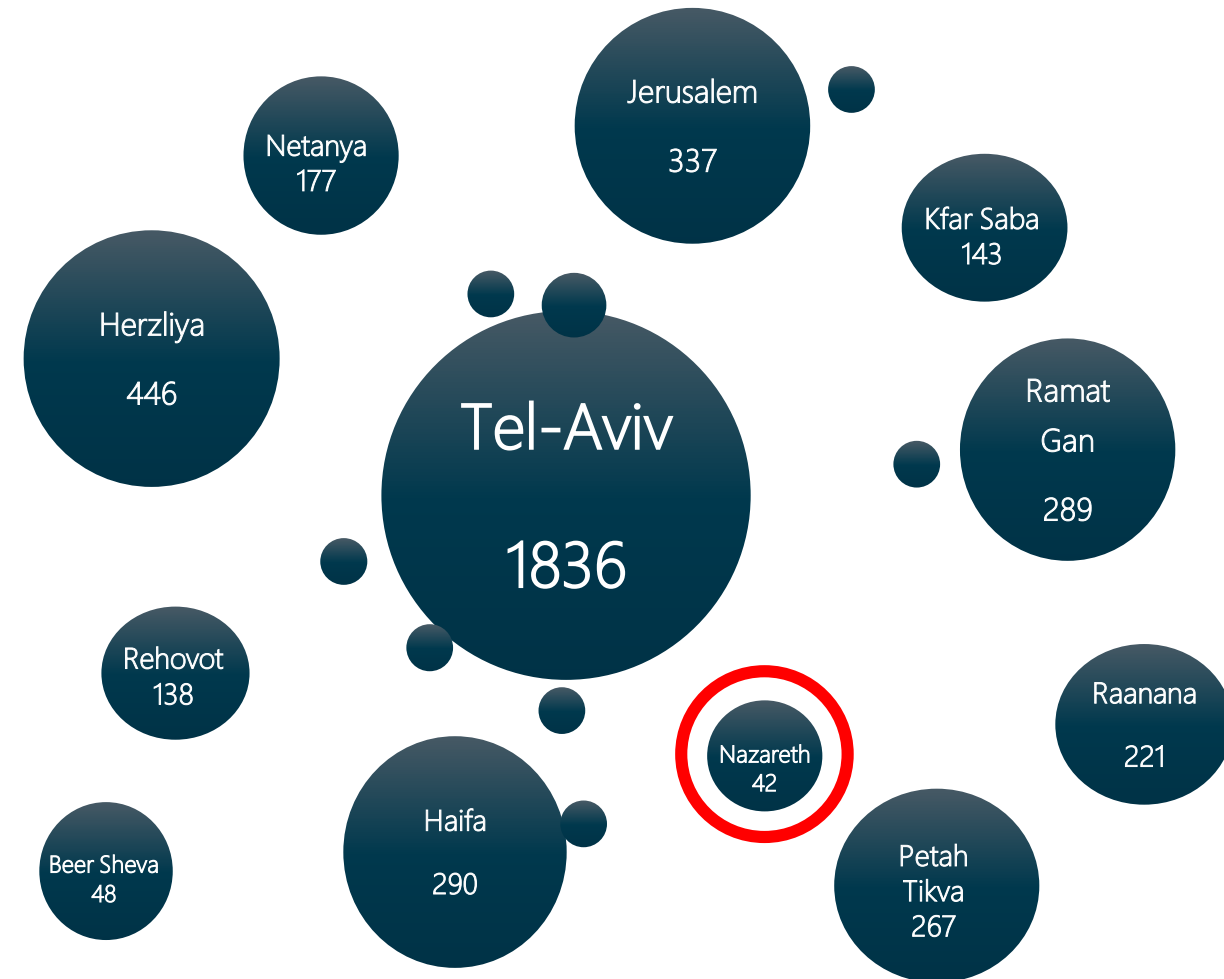Skills re-training

There is No ROI for the Industry to Take the Lead on Retraining

Source: IAA + SNC

Excluded Populations From the High-Tech Ecosystem

The Geography of the Israeli High-Tech Industry

Jerusalem 337
Netanya 177
Kfar Saba 143
Herzliya 446
Ramat Gan 289
Tel-Aviv 1836
Rehovot 138
Raanana 221
Nazareth 42
Beer Sheva 48
Haifa 290
Petah Tikva 267

By Number of Companies

Source: Dun and Bradstreet

One Last Thought

For many job as Sales, Marketing and Support

The main skill is not STEM

it's ENGLISH

VIOLA
VENTURES