
Asian Institute of Management Engagement Brief

SEED Program: From Classroom to Company

For: AIM Dean / Center for Innovation & Entrepreneurship · Prepared by: Sibacus Technologies / DotOS Holdings Pte. Ltd.

The Offer

Sibacus Technologies is launching the **SEED Program** (Sibacus Edge Ecosystem Development) — a ₱250M, 3-year initiative to build the Philippines' first semiconductor design ecosystem. The engineering is covered: UP Diliman, Mapua, Ateneo, and DLSU train the chip designers.

What's missing is the business layer. Engineers design products. Founders build companies. AIM produces founders.

We are proposing that AIM serve as: 1. **The company-builder** — AIM students and graduates form the founding teams of SEED ecosystem companies 2. **The coordination hub** — AIM convenes the stakeholders (BOI, ADB, EDB Singapore, DOST, universities) that no single startup can convene alone 3. **The impact researcher** — AIM measures and publishes the economic impact that keeps funders committed

What AIM students get: Not a certificate. A company. Real equity in a real business built on a licensable hardware IP platform with a global supply chain already in place. Crucially, they are building **ASEAN space ecosystem companies**, not just Philippine gadget companies. EquaSat (www.equasat.me) — the ASEAN sovereign orbital platform — acts as the integrating project, giving AIM Company Builder Track companies a massive addressable market.

The Strategic Importance: Sovereign AI as Community Defense

This program is built on a fundamental thesis: **Sovereign AI is the defense of communities and governments against corporate monopolistic capture.**

When critical digital and computational infrastructure is rented entirely from a handful of foreign tech giants, those corporations gain structural leverage over local economies, data, and national policies. This is not an ideological debate—it is a pragmatic defense against extractive corporate interests.

AIM graduates will not just learn to use someone else’s tools. They will build the companies that own the digital infrastructure, ensuring that the economic value, data control, and technology roadmap remain within ASEAN communities.

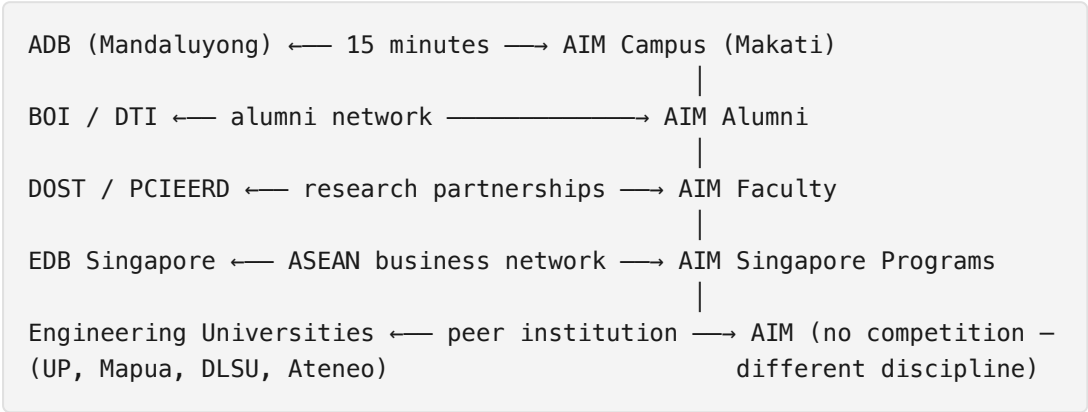
Furthermore, this strategy links directly to the physical hardware foundation: the Philippines’ massive **nickel** extraction industry. By building business models around downstream refining and material science close to the design and assembly hubs, AIM graduates can create highly profitable ventures. These ventures will capture the margins currently lost to raw exports, routing a portion back into a Community Rehabilitation Fund to heal and rebuild the mining communities that enabled the AI hardware stack in the first place.

Why AIM, Not Another Business School

Question	Answer
Why not just teach the engineers business?	Because building a company is a discipline, not a side project. Product-market fit, supply chain management, investor relations, ASEAN regulatory navigation — this is what AIM teaches. Engineers should design chips, not fumble through cap tables
Why not a generic accelerator?	Because generic accelerators don’t have AIM’s institutional relationships with ADB, BOI, NEDA, and ASEAN government bodies. SEED needs a convener, not a co-working space
Why not online courses?	Because you can’t build a hardware company from a YouTube tutorial. This requires face-to-face team formation,

Question	Answer
	access to engineering labs, mentorship from industry, and proximity to the supply chain

AIM’s Unique Position



No other institution in the Philippines sits at the intersection of development banking, government policy, ASEAN business, and academic research the way AIM does. And critically, AIM is **not an engineering school** — so there’s zero competitive tension with the universities that train the chip designers.

The SEED Ecosystem: Who Does What

Entity	Role	Produces
Sibacus (Singapore)	IP owner, licensor, fab interface	CIM architecture, modules, reference designs
Engineering Universities	Engineer training, research	Chip designers, RTL blocks, datasets, prototypes
AIM	Company builder, coordinator, impact researcher	Founders, business plans, stakeholder alignment, economic impact data
SEED Foundation	Grant management, fellowship admin	Funded research, SEED Fellows
SEED Ventures (Phase 2)	Equity investment in ecosystem companies	Portfolio companies, returns
BOI / DOST / ADB / EDB	Policy, incentives, funding	Fiscal incentives, grants, TA funding

The Assembly Line for Companies

SEED Program Year 1-2

- Engineering universities produce: trained chip designers
- AIM produces: founders with business plans
- Together they form: founding teams

SEED Program Year 2-3

- Founding teams enter: Product Design Incubator
- Sibacus provides: Pioneer License + reference design + modules
- AIM provides: business mentorship + investor readiness
- Together they produce: companies ready for SEED Ventures funding

SEED Ventures (Phase 2)

- Invests in: ecosystem companies with revenue potential
- Each company ships: Sibacus CIM modules (fabricated in Singapore)
- Returns flow to: Sibacus (royalties) + SEED Ventures (equity) + Singapore (fab revenue)

What AIM Students Get: A Company, Not a Certificate

The Certificate Problem

The market is saturated with AI certificates. Every business school, MOOC platform, and tech company offers one. They teach students to call APIs that change every six months. The certificate proves you completed a course. It does not prove you can build anything.

What SEED Offers Instead

AI Certificate	SEED Company Builder Track
Learn to use someone else’s software	Build a company on a licensable hardware IP platform
Certificate on a wall	Equity in a company you co-founded
“I completed a course on AI”	“I ship AI hardware products to ASEAN markets”
Credential inflation — everyone has one	Differentiation — almost no one builds hardware companies

AI Certificate	SEED Company Builder Track
Expires when the framework changes	Hardware platform has a 10+ year product lifecycle
No supply chain	GlobalFoundries Singapore fabrication, OSAT assembly, BOI incentives
No customers	Pioneer License gives preferential access to the entire CIM ecosystem

The AIM–SEED Company Builder Track

A structured program within AIM’s MBA or Executive Education that pairs AIM students with SEED-trained engineers to form company founding teams:

Component	Duration	What Happens
Market Discovery	3 months	AIM students identify product opportunities in ASEAN markets that can be served by CIM-powered edge AI devices. Agriculture, education, healthcare, logistics, smart cities
Team Formation	Concurrent	AIM students pair with SEED engineering graduates from UP/Mapua/DLSU/Ateneo. Engineer + MBA = founding team
Business Plan Development	3 months	Full business plan: product spec, market sizing, supply chain, unit economics, regulatory strategy. Sibacus provides module pricing and reference design specs
Incubator Entry	6 months	Founding teams enter the SEED Product Design Incubator. Engineer builds the prototype. AIM founder builds the business. Sibacus provides Pioneer License and engineering support

Component	Duration	What Happens
Demo Day / Investor Readiness	End of incubator	Teams pitch to SEED Ventures, corporate partners, and external investors. AIM faculty and Sibacus mentors on the evaluation panel

Target Verticals for AIM-Led Companies (The EquaSat Ground Segment)

With EquaSat as the integrating backbone, AIM companies will build the ground segment and domain AI models that connect TO and THROUGH the orbital platform (as traditional GPUs use too much power for space, relying instead on CIM’s ~1W inference):

Vertical	Product Concept	Why CIM Makes It Possible	ASEAN Market Size
Education (EQUANET.ME)	Student tablet with offline dialect translation	CIM runs translation model without internet or cloud, syncing via EquaSat broadband	60M+ students across PH, Indonesia, Vietnam
Agriculture (HARVEST A-EYE)	Edge AI sensor for crop monitoring	CIM processes imagery locally — feeding domain-sovereign models via satellite	\$15B+ ASEAN agritech
Healthcare	Portable diagnostic device with on-device AI	CIM runs diagnostic models at 1/100th GPU power consumption	\$30B+ ASEAN healthtech
Logistics (EQUAPORTS)	Smart warehouse / last-mile delivery optimization	CIM-powered edge inference connecting to orbital transport monitoring	\$50B+ ASEAN logistics
Conservation (FOREST SHIELD)	Environmental monitoring / carbon soil tracking	Battery-powered edge sensors with CIM inference verifying deforestation data	Municipal contracts across ASEAN metros

Vertical	Product Concept	Why CIM Makes It Possible	ASEAN Market Size
Satellite Data Analytics	Ground segment operators providing AI models	Domain-sovereign AI models for ASEAN (maritime, climate, languages)	Multi-billion sovereign data market

Each of these is a real company. Each ships a Sibacus CIM module. Each connects to the EquaSat ecosystem. Each is a SEED Ventures investment candidate.

AIM as Coordination Hub

The Problem

The SEED Program involves six types of stakeholders across two countries:

- **Singapore:** Sibacus HQ, EDB, GlobalFoundries
- **Philippines:** BOI, DOST-PCIEERD, ADB, PhilDev, 8+ universities, corporate partners, SEED Foundation

Sibacus is a startup. It cannot convene government agencies, development banks, and multinational corporations around a table. It doesn’t have the institutional weight.

AIM does.

What AIM Coordinates

Function	What AIM Does	Why AIM Is Best Positioned
Stakeholder Convening	Host the SEED Program steering committee meetings; provide the neutral venue for BOI/ADB/DOST/university coordination	AIM is respected by all parties and has no competing commercial interest
ADB Liaison	Facilitate introductions to ADB’s Southeast Asia Department; host ADB staff	AIM is 15 minutes from ADB headquarters in Mandaluyong. Faculty consult for ADB regularly

Function	What AIM Does	Why AIM Is Best Positioned
	for program reviews; co-author TA inception reports	
BOI/DTI Interface	Connect SEED to the BOI Industry Development team; facilitate SIPP alignment discussions	AIM alumni network includes senior DTI/BOI officials
Impact Research	Conduct and publish rigorous economic impact studies: jobs created, companies formed, revenue generated, value chain position change	ADB and EDB both require evidence-based impact reporting. AIM's research faculty can deliver this to international standards
Program Governance	Serve on the SEED Foundation steering committee; provide independent oversight	AIM's academic independence gives the steering committee credibility with government funders

AIM as Secretariat

If AIM agrees, it would serve as the **SEED Program Secretariat** — the operational coordination layer that ensures all stakeholders are aligned, meetings happen, reports get written, and the program stays on track. This is a funded role — covered by the program management budget.

What AIM Gets

Benefit	Details
Tangible entrepreneurship outcomes	Not case studies about other people's companies — AIM students building real companies with real revenue on a real platform. The strongest possible evidence for AIM's entrepreneurship program
ADB relationship deepening	AIM becomes the coordination partner for an ADB-funded TA. This creates precedent for future ADB–AIM collaboration on technology ecosystem development

Benefit	Details
Research publication pipeline	Faculty research on: semiconductor ecosystem development, ASEAN technology policy, startup formation dynamics, CIM technology economics. Multiple journal articles and ADB working papers
Corporate partner relationships	The SEED corporate partners (Ayala, SM, PLDT, OSAT companies) become AIM program sponsors and guest lecturers. Revenue for AIM's executive education programs
ASEAN positioning	AIM becomes the business school for ASEAN's space economy and hardware ecosystem — not the one that hands out AI certificates. Unique positioning in ASEAN and globally
SEED Ventures advisory role	AIM faculty and alumni serve as advisors to SEED Ventures — deal evaluation, portfolio company mentorship, exit strategy
Revenue	Secretariat function is funded. Company Builder Track generates tuition/program fees. Corporate partner engagement generates executive education revenue

The Pitch in One Paragraph

Every business school in Asia offers an AI certificate. AIM can offer something no one else can: a structured pathway from classroom to company, built on a licensable semiconductor IP platform with a global supply chain, institutional funding from ADB and EDB Singapore, and a venture fund ready to invest in the companies AIM graduates build. The engineers come from UP and Mapua. The founders come from AIM. The technology comes from Sibacus. The silicon comes from Singapore. The companies — and the returns — stay in the Philippines.

Proposed Next Steps

Step	Timeline	Owner
1. Introductory meeting with AIM Dean + Center for Innovation & Entrepreneurship	Within 30 days	Sibacus
2. Present SEED Program structure and AIM coordination role	45 days	Sibacus + AIM faculty champion
3. MOU for AIM as SEED Program Secretariat and Company Builder Track host	90 days	AIM + SEED Foundation
4. Joint approach to ADB for TA inception	90–120 days	AIM + Sibacus + DOST-PCIEERD
5. Company Builder Track pilot cohort selection	120–150 days	AIM Admissions + SEED Program
6. Program launch	180 days	AIM + SEED Foundation + universities

Contact: [To be filled]

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Every business school teaches about companies. AIM builds them. SEED provides the platform. AIM provides the founders. The Philippines gets the industry.