Are We Solving the Right Problem?

Industry Position
Ronen Nir, General Partner
Viola Ventures
The HC Demand Increase 2017 to 2016 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

- Positions Require 0-2 Years of Experience: 23%
- Positions Require 2-5 Years of Experience: 70%
- Positions Require 5+ Years of Experience: 7%
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
One Last Thought

For many jobs as Sales, Marketing and Support

The main skill is not STEM

it’s ENGLISH

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