Key points for Bahrain

1. Instilling **material and tangible content** into the agreement with Bahrain is important for Israel strategically and as it constitutes an important business opportunity.
2. **The physical connection between Bahrain and Saudi Arabia** constitutes both a bridge and a point of entry into an extremely sizeable economy. There is a strong connection between how the Saudis are looking at what is occurring in Bahrain as a pilot, and to what they expect to get out of their relationship with Israel if they too join the accords.
3. **Bahrain has a more heterogeneous population composition** in comparison to the other Gulf States, and as such the regime there is required to show the people just what advantages are inherent in the process of normalization with Israel.
4. **Israeli eyes are turned towards the Emirates – but there is also considerable potential in Bahrain too** – that we at Start-Up Nation Central are promoting with the Israeli innovation ecosystem.
5. The majority of global economies are currently caught up in a journey to **shift from resource economies to knowledge economies** – Israel is in a very advanced position in its journey towards the knowledge economy.
6. **Readiness and willingness to share knowhow in relation to the knowledge economy** – Israel has a vast amount to contribute in terms of knowledge and is also ready and willing to share the knowhow gained its experience in the journey towards the knowledge economy. This is no simple “cut and paste” operation, but rather a process in which we look at the unique components in each individual country and examine how to make the requisite modifications for development and building a technological ecosystem. A macro-level organization such as SNC, with an extremely broad reach, is well equipped to promote such ventures in Bahrain too, but not only there (the UM6P in Morocco as an example).
7. **Bahrain too is currently progressing on its journey towards the knowledge economy** and the Bahrainis are involved in a national-level effort to diversity the economy, among others, by the integration of innovation and technology. They have succeeded in reducing the proportion of GNP accounted for by oil and gas from 40% to less than 20%.
8. Similar to other Gulf States or Morocco for example, Bahrain has long-term national development plans – with orderly objectives. We can precisely identify the needs and consequently understand where they dovetail with the advantages of Israeli innovation.
9. The Bahrainis have selected **five sectors to focus on**: finance, manufacturing, ICT, logistics and tourism. Israel has something to offer in all these sectors.
10. We are working in conjunction with **Bahrain’s Ministry of Industry & Commerce** on the establishment of an **ecosystem development strategy** for their own sphere of innovation.
11. We are promoting human capital initiatives including a specialist program of technological graduates in Israel's ecosystem, for example the Tech Leadership program, together with the Tiomkin School of Economics.
12. We are currently working on the **Connect2Innovate Conference in March**, which should be the curtain raiser for promoting the various initiatives and strengthening ties.
13. **Cultural difference and patience** – there is a considerable cultural gap, **from the less patient Culture of ‘*Yallah*’** (Let's get going already) **to the Culture of ‘*Inshallah*’** (God willing). What is required here is to develop long-term relationships. It is here that the ability of an organization like SNC to foster and cement a long-term relationship comes into play, by forging long-term business relations, with a clear focus on innovation and technology.
14. **Bahraini cooperation** - we can evidently see Bahrain as a partner with a great degree of willing and initiative, and this plays an important role in future ventures. There is genuine commitment on the part of the Bahraini leadership, including the ambassador to Israel, who is a genuine partner with SNC and one who feels at home working with us.