Impact fact sheet Q1/2018
Tech Entrepreneurship Initiative “Make-IT in Africa”

About Make-IT in Africa
The “Tech-Entrepreneurship Initiative Make-IT in Africa” promotes digital innovation for sustainable and inclusive development in Africa. Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH implements this project on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) as part of BMZ’s Digital Africa Initiative.

In close collaboration with more than 30 corporate and financing partners, social enterprises, hubs and networks, ‘Make-IT in Africa’ supports the growth of an enabling environment for young entrepreneurs in the digital sector – to facilitate better access to finance, markets and skills. These tech-entrepreneurs have the potential to modernise the economies and societies of their countries, discover innovative solutions for development challenges, and create new opportunities for employment.

Impact Since 2017 ...
... 110 digital entrepreneurs from 16 countries in East and West Africa have received support directly and indirectly from Make-IT to build capacity, acquire investment (of more than 300,000 EUR), set up their businesses, establish new partnerships and scale up their innovations. 44% of these are female founders.

... 1,785 founders and employees in tech start-ups and their local business partners have developed new perspectives for growth, increased income and developed future-proof employability.

... more than 1,000,000 people have already been reached through innovative digital products from start-ups with a high potential for social impact in key sectors. These include e-agriculture, e-health, fintech, education and smart energy.

Good Practice: Progress of Start-up Taimba
Taimba is a start-up from Kenya that addresses the problem of food loss along the value chain from producers to consumers by providing online support. Their focus lays on the information asymmetries and market education gaps that are the main causes for food loss. Its aim is to create an open online market and to streamline supply chains between farmers and retailers who, with the help of data intelligence, are better equipped to avoid food waste.

Taimba has participated in Make-IT’s accelerator programme. Due to the capacity development received, Taimba has managed to increase their total revenue by 10%; doubled the numbers of farmers reached; and increased their customer base by 75% - resulting in doubling of food delivered weekly. They also established several new partnerships with NGOs fighting food waste and financial institutions for stock financing. Recently, they have won the 10,000 USD American ‘Food + City’ Prize award in Texas, competing against more than 100 applicants from 14 countries around the world.

Good Practice: Policy Hackathon Nigeria
On March 20-22, Make-IT in Africa facilitated two Policy Hackathons in Lagos (Impact Hub) and Abuja (Civic Innovation Lab) with partners from the Nigerian government and tech ecosystem. The hackathon aimed at strengthening collaboration of different ecosystem stakeholders to align their interests and speak up with a unified voice. Entrepreneurs, business service providers and students developed solutions for policy constraints when starting or growing innovative businesses, and drafted recommendations for the regulatory environment in Nigeria.
Better Access to Knowledge and Talent

The Make-IT Accelerator (jointly developed with Endeva, CcHUB and Nailab) supports tech entrepreneurs in West and East Africa with a 9-month programme and connects them to corporates and investors. A total of 28 tech start-ups participated in the first cohort, providing 117 jobs. The Make-IT Start-up pool is a pipeline of supported start-ups and is the basis for networking, talent seeking and peer learning. More than 110 profiles have been certified by Make-IT’s quality criteria for tech start-ups with high potential for social impact.

Better Access to Markets

Matchmaking Tools (jointly implemented with DIHK and AHKs) promote cooperation of tech start-ups with corporate partners through delegation trips, trade fairs, B2B events and business partner searches. 139 Start-ups have participated in these event formats, thereby creating hundreds of new business contacts.

Digital Innovation Made in Africa is a trendscouting and showcase series to promote the international visibility of digital innovations through publications, competitions, web clips and exhibitions. More than 40 showcases with high potential for social impact have been featured internationally.

Make-IT Innovation Labs implement innovation partnerships between corporate partners and tech entrepreneurs through hackathons, design-thinking workshops and capacity building. Ten cooperations with partners such as SAP, IBM, AHK, Airbus and others connect more than 30 tech entrepreneurs with corporates for joint innovation and market implementation.

Better Access to Capital

Mentoring prepares tech entrepreneurs for cooperation with financing partners and due diligence. VC4A Venture Capital created 60+ mentoring partnerships. More than 100 mentors receive capacity building and participate in a mentoring network. Investment Guides for Nigeria and Kenya provide orientation in the diverse financial sector. The first two guides include 63 profiles of investors in Make-IT’s pilot countries, as well as self-assessments and financing mechanism guidance for tech start-ups. An interactive online version will be published in 2018.

Pitching events promote the exposure of tech start-ups to investors through roadshows, presentations and direct contacts. 79 tech start-ups had the opportunity to pitch in front of investors, raising more than 300,000 EUR in seed funding.

Towards a Collaborative Open & Rising Ecosystem (CORE)

Ecosystem support facilitates multi-stakeholder dialogue and cooperation on entrepreneurship topics, leading into the preparation of policy recommendations. Five ecosystem meet-ups at a national level addressed policy topics such as youth entrepreneurship, acceleration and eSkills. Policy hackathons in Nigeria and the i4policy process with more than 60 tech hubs at the Hub Convention in Kigali developed policy recommendations for an open ecosystem.

Make-IT Desks in Lagos, Nairobi and Berlin coordinate Make-IT and are the point-of-contact for all partners in the digital ecosystem. They provided capacity building for the Kenyan Ministry of Industry, Trade and Cooperatives to establish the “Kenyan Association of Startup and SME Enablers” (Kasse), and the “Office for ICT Innovation and Entrepreneurship” (OII).

All Partners at a Glance

**Make-IT Alliance**
Afrolynk, Siemens
Ashoka, World Summit Awards (WSA)
Autodesk, Strategic and Local Partners
Betterplace lab, Airbus
Bitkom, Allied Crowds
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Co-creation Hub Nigeria (i4policy)
DIHK (Association of German Chambers of Commerce and Industry), Competitive African Rice Initiative (CARI)
Deutsche Post DHL Group, Delegation of German Industry and Commerce in Kenya & Nigeria (AHK)
German Asia-Pacific Business Association (OAV), Endeva
German-African Business Association (AV), Konnektiv
GFA Consulting, Nailab
GFA Consulting, Social digital innovation Initiative (SDI)
GreenTec Capital Partners, Tony Elumelu Foundation
IBM Germany, University of Nairobi
Impact Hub Global, VC4A (Venture Capital for Africa)
Merck, Viikoria Ventures
Orange S.A., Wennovation Hub Nigeria
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GIZ is responsible for the content of this publication.

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