Impact fact sheet Q2/2018
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 improved their capacity 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 ‘Micrive Infinite Ltd.’

Micrive Infinite is a start-up from Kenya that uses high-resolution x-ray, CT (computed tomography) and MR (magnetic resonance) images to print detailed 3D models (1:1 or larger). The models help surgeons, enabling them to prepare better and orient themselves more quickly during surgery. This saves valuable time and protects patients’ health.

Micrive Infinite has participated in Make-IT’s Accelerator programme as well as in other activities Make-IT offers. Due to the capacity development received, Micrive Infinite has managed to introduce new products into their portfolio and expand its service from domestic to a regional market range. Now they are also designing implants, surgical guides and prostheses for patients who have suffered from amputation.

They also received a licence leading to an exclusive distributorship of titanium-based implants by one of the largest medical implant manufacturers in India. The distributorship covers Kenya, Uganda, Rwanda, Tanzania and Zambia. Now, many more patients are able to access implants and 3D Models.

Good Practice: CEBIT 2018

From 11th to 15th of June 2018, Make-IT in Africa has invited 17 start-ups from six countries to Germany to participate at the CEBIT 2018. The start-ups presented themselves to investors in various pitches and took part in network and dialogue events for the search for business and innovation.

The start-ups made over 142 contacts with potential partnerships, investors and B2B collaborations.
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, creating 230 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. 47 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 50 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. 111 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 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. During the Digital 4 Agriculture Weather Weekend in Kenya, 50 representatives from various companies and start-ups involved in the agricultural sector developed use cases to explore the potential of integrated digital solutions in agriculture.

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” (OIIIE).

All Partners at a Glance

Make-IT Alliance
Afrolynk
Ashoka
Autodesk
Betterplace lab
Bitkom
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
DIHK (Association of German Chambers of Commerce and Industry)
Deutsche Post DHL Group
German Asia-Pacific Business Association (OAV)
German-African Business Association (AV)
GFA Consulting
GreenTec Capital Partners
IBM Germany
Impact Hub Global
Merck
Orange S.A.
SAP SE

Strategic and Local Partners
Airbus
Allied Crowds
Co-creation Hub Nigeria
Competitive African Rice Initiative (CARI)
Delegation of German Industry and Commerce in Kenya & Nigeria (AHK)
Endeva
Konnektiv
Nailab
Social digital innovation Initiative (SDI)
Tony Elumelu Foundation
University of Nairobi
VC4A (Venture Capital for Africa)
Viktoria Ventures
Wennonvation Hub Nigeria

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