

Impact fact sheet Q3/2018

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 ...

... **131 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 USD 1.7 million), set up their businesses, establish new partnerships and scale up their innovations. 46% of these are female founders.

... **4,493 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 **2,000,000 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 ‘ICE Commercial Power.’

ICE Commercial Power is implementing innovative solutions to tackle the lack of electricity supply in Nigeria.

They have developed the country’s first solar financing model that allows for maximum deployment of solar to support small business and families in Nigeria, by eliminating a huge barrier to entry – the cost of purchasing in the technology. Make-IT enabled ICE Commercial Power to participate in a trip to the Afrolynk Conference and the Start.up! Germany 2018 roadshow,

where they gained insights into the German market and business ecosystem. The selection processes involved investors who are now also interested in further collaboration.



Ifeanyi Umejei, Co-founder of ICE Commercial Power (right) and David van Dijk Co-founder of African Business Angel Network and manager of VC4A’s mentorship programme (left), at the Afrolynk Conference 2018 photo taken by Gideon Berhane

Good Practice: Federal Chancellor Merkel Visit to Impact Hub Accra



Impact Hub in Accra, Federal Chancellor Merkel and several tech entrepreneurs from Ghana, photo taken by Seun Adatsi

On August 30th, Federal Chancellor Angela Merkel received an insight into the world of Ghanaian start-ups, as part of her trip to Senegal, Ghana and Nigeria. During this, she also visited Impact Hub Accra – a co-working space, start-up incubator and partner of GIZ. Here young entrepreneurs develop creative business ideas and digital innovations. She arrived with a business delegation from Germany. Tech start-ups had the opportunity to pitch to the business delegation, along with representatives from AHK Ghana.

Better Access to Knowledge and Talent

The **Make-IT Accelerator** (jointly developed with Endeve, 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 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 131 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. 214 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. 136 tech start-ups had the opportunity to pitch in front of investors, raising more than USD 1.7 million.

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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. 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" (OIIE).

All Partners at a Glance

Make-IT Alliance	SAP SE
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
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)	Endeve
German-African Business Association (AV)	Konnektiv
GFA Consulting	Nailab
GreenTec Capital Partners	Social digital innovation Initiative (SDI)
IBM Germany	Tony Elumelu Foundation
Impact Hub Global	University of Nairobi
Merck	VC4A (Venture Capital for Africa)
Orange S.A.	Viktoria Ventures
	Wennovation Hub Nigeria

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