

Tech Entrepreneurship Initiative ‘Make-IT in Africa’

We promote digital innovation for sustainable and inclusive development.

Digital companies

are the driving force behind Africa's digital transformation. It is often the local entrepreneurs, who find innovative solutions to development challenges too. Their work has positive social impacts and creates new employment prospects with great potential for the future.

Nevertheless, many young (technology) start-ups in sub-Saharan Africa fail to achieve success because they lack access to capital, clients, employees and digital infrastructure. Young female entrepreneurs outside the metropolitan regions find it even more difficult to tackle these challenges. Make-IT brings together the key players and supports African entrepreneurs on their path towards sustainable solutions, growth and employment.

Make-IT in Africa

promotes digital innovation in sub-Saharan Africa for sustainable and inclusive development. The 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 20 corporate and financing partners, social enterprises, hubs and networks, ‘Make-IT in Africa’ supports an enabling environment for young entrepreneurs – to enable better access to finance, markets and skills.

Goals and impact to the power of ten

60 digital entrepreneurs are receiving support from Make-IT to build capacity, acquire investment, set up networks and scale up their innovation potential.

600 digital innovations by young tech entrepreneurs are enjoying greater visibility through Make-IT, allowing them to find new partners.

6.000 tech start-ups within the digital ecosystem are benefiting from the improved service and cooperation opportunities that stakeholders are providing in the field of financing, market access and management.

Visit us at:

www.make-it-in-africa.org

...for more information about our activities and the tech start-ups and partners involved in Make-IT.

... and contact us to find out about options for cooperation.

Key sectors focused on by Make-IT



E-agriculture solutions give millions of smallholder farmers better access to markets, weather data, finance and insurance, thus generating income in rural areas.



E-health solutions improve medical care and boost the entire health management system, thus saving lives and reducing the spread of disease.



Smart energy solutions enable internet access, off-grid use of renewable energies and infrastructure. This enables education and business activities until the evening hours.



Fintech solutions enable mobile phone payments and access to financial and insurance products for all people, especially in rural areas. This is an important step out of poverty.

Key areas of our work



Strengthen growth capacity

to prepare tech entrepreneurs for the challenges of managing growth and employment. Our partners for the implementation are renowned hubs and networks such as CCHub Nigeria, Nailab Kenya, Endeava and the Impact Hub Network.



Strengthen cooperation and visibility

to identify digital innovations of high relevance for sustainable development and to facilitate access to international markets for tech entrepreneurs. Our partners for implementation are around 20 international companies, chambers of industry and commerce, trade associations and networks.



Facilitate access to capital

to create the financial conditions for growth and to strengthen the investment capability of tech entrepreneurs. This is implemented in cooperation with funds, investor networks, development banks and foundations.



Strengthen the digital ecosystem

to create a supportive environment in which tech start-ups can develop and thrive. It depends on the interaction of the stakeholders. The implementation is carried out in cooperation with government project promoters, technology hubs and networks, universities, business and financing partners.

Make-IT offers to our partners

Make-IT Accelerator

supports innovative tech entrepreneurs in West and East Africa in a 9-month programme and connects them to companies and investors.

Start-up Pool

creates a pipeline of supported start-ups and is the basis for networking and mutual learning.

Make-IT Corporate Connect Toolbox

promotes the cooperation of tech start-ups with international companies through delegation trips, trade fair visits, B2B events and business partner mediation.

Digital Innovation Made in Afrika

promotes the international visibility of digital innovations through innovation catalogues, competitions and exhibitions.

Make-IT Innovation Labs

promotes innovation partnerships with tech entrepreneurs through hackathons, design-thinking workshops and business starter kits for tech entrepreneurs.

Make-IT Mentoring Tool

prepares tech entrepreneurs for cooperation with capital providers and supports them in due diligence.

Investment Guides

provide an overview of the diversity of investors in the Make-IT countries and help tech start-ups in their selection.

Pitching events

promote the visibility of tech start-ups with investors through roadshows, presentations and direct contacts.

Ecosystem Meet-ups

promote dialogue and cooperation between stakeholders on important entrepreneurship promotion issues and prepare policy recommendations.

Make-IT Desks

in Lagos, Nairobi and Berlin coordinate Make-IT on site and are the point-of-contact for all partners in the digital ecosystem.

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