KNOWLEDGE • NETWORKS • ENTREPRENEURSHIP

CALL FOR PROPOSALS 2018/2

PROJECTS

SAIS 2 INNOVATION FUND

SAIS SOUTHERN AFRICA INNOVATION SUPPORT

MAJI SAFI NA SALAMA KWA WOTE
The overall objective of the Southern Africa Innovation Support Programme (SAIS 2) is to support enhanced regional innovation cooperation and national innovation systems contributing to inclusive business and development. The SAIS 2 Innovation Fund awards grants for locally implemented projects through a competitive call for proposals (CfP). The second CfP 2018/2 was launched between November 2018 and May 2019, and sought to identify concrete projects with well-defined goals that are to be achieved by partnerships of organisations from different SADC countries. The projects would address the following funding windows:

**WINDOW 1:** Developing Institutional Capacity for Regional Innovation Cooperation
Projects developing a better understanding of innovation ecosystems in the SADC region and building capacity in innovation support organisations to better serve their various clients.

**WINDOW 2:** Scaling Enterprises through Stronger Innovation Support Organisations
Projects that (1) help early-stage entrepreneurs to validate, pilot, and roll out their concepts and prototypes on the market, and (2) strengthen innovation support organisations’ ability to assist entrepreneurs and support their role as orchestrators of joint activities between innovation role players within and across different ecosystems.

**WINDOW 3:** Improved Enabling Environment for Inclusive Innovation Activities in the Region
Projects that develop a better understanding of technologies and methods, facilitating collaborative development of innovations with socially and economically excluded communities. Projects can generate new or improved knowledge through tools, methodologies, or programmes that can be used by organisations working with disadvantaged groups.

The nine projects selected to receive funding for the second call are profiled in this brochure. Visit [www.saisprogramme.org](http://www.saisprogramme.org) to find out more about SAIS 2 and the SAIS 2 Innovation Fund.
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PARTNERS

Ministry for Foreign Affairs of Finland
Southern African Development Community
Ministry of Higher Education, Training and Innovation
Ministry of Infrastructure, Science and Technology
Ministry of Higher Education
Ministry of Education Science and Technology
Department of Science and Technology
REPUBLIC OF SOUTH AFRICA
The project validates the functional and business viability of the C4G Business Support Ecosystem Analytics Platform, a shared cloud-based resource currently deployed in South Africa. The business support ecosystem analytics platform is a mechanism to drive collaboration and evidence-based planning and decision-making so that resources are directed towards innovation support interventions that work. The collective nature of the business support ecosystem analytics platform counters ecosystem fragmentation, while independent benchmarking guards against market distortion by low-quality or ill-conceived interventions. The ecosystem-building effects of C4G respond to national and regional SMME growth agendas and related goals to create decent jobs, foster competitive industrialisation, and reduce poverty. Entrepreneurship based on technology is also key to solving pressing challenges, including water scarcity, clean energy, food security and the development of smart cities. The overall objective of the project is to develop a business and market entry plan for launching the C4G Business Support Ecosystem Analytics Platform in SADC markets through testing in two countries, Tanzania and Zambia.

Biotech start-ups succeed when three essential variables work together effectively: a scientifically sound and market-oriented product, a competent entrepreneur, and the right financial support.
KEY OBJECTIVES

• Test and research the SADC market and to determine the market size and readiness for the C4G Business Support Ecosystem Analytics Platform and related business support ecosystem reports.

• Develop a business and market entry plan for growing in Tanzania and Zambia, as well as to launch the C4G Business Support Ecosystem Analytics Platform and reports in the remaining SADC countries.

• Recruit 15 innovation support organisations or business development service providers working with SMMEs in Tanzania and Zambia and train them to effectively use and collaborate around the C4G Business Support Ecosystem Analytics Platform.

PROJECT PARTNERS

Social and Economic Development Initiatives of Tanzania (SEEDIT)
BongoHive, Zambia
Dalberg Imprement-D, Tanzania

PROJECT COORDINATOR

Catalyst for Growth NPC, South Africa

IMPLEMENTING COUNTRIES

Tanzania, Zambia
The project aims to provide angel investor training in Southern Africa through the creation of an angel investment curriculum and set of tools, which will be made available on an online portal. By providing content and tools to new and potential angel investors, the project can grow the number of active angel groups across the continent, fill early-stage funding gaps in most ecosystems, and provide entrepreneurs with seed capital and support for them to grow their businesses, driving innovation, job creation, and economic growth in the region.

The beneficiaries of the project are new angel groups and, indirectly, early-stage entrepreneurs, other funders in the ecosystem, and entrepreneur support organisations. The project objectives are to select five new angel investment groups (with a minimum of eight angels each) from five countries, working with them for 12 months to provide them with support and knowledge to become active angel investors. This will be done through workshops, the online angel investor course, and virtual mentorship for the groups.

The project contributes to addressing the need for a stronger angel investor community in the region, which can provide mentorship, knowledge, networks, and some capital to early-stage businesses. Potential and new angel investors do not know where to access information,
KEY OBJECTIVES

- Map five entrepreneurial ecosystems with angel groups.
- Develop an online curriculum for African angel investors.
- Train, mentor, and support five new angel investor groups (40 angels in total, with at least 40% women participation) using this curriculum.
- Create stronger linkages and knowledge sharing amongst angel investor groups in sub-Saharan Africa.
- Contribute to filling the early-stage/seed funding gap in Africa by assisting more angels to become active investors.

PROJECT PARTNERS

The African Business Angel Network Foundation (ABAN), Mauritius
Viktoria Solutions Limited trading as Viktoria Business Angel Network, Kenya

PROJECT COORDINATOR

Alexandra Fraser Consulting (Pty) Ltd, South Africa

IMPLEMENTING COUNTRIES

Botswana, Namibia, South Africa, Tanzania, Mauritius
The project combines product and process innovations in anaesthesia technology, training, and customer service to redefine how medical equipment is introduced and sustained in the SADC region.

The project's product innovation is the Universal Anaesthesia Machine (UAM), the world’s only CE-marked anaesthesia machine that can generate its own medical oxygen and work without electricity. The process innovation is the integration of local clinical and technological capacity building as part of a standard service commitment to UAM customers in Tanzania.

Overall, the project will generate sustainable improvements in anaesthesia care at 20 rural health centres across three regions of Tanzania, which will translate to safer surgical and obstetric care and contribute to reductions in maternal and newborn mortality.
KEY OBJECTIVES

• Increase the availability of reliable anaesthesia services in Tanzania by ensuring that health centres have the technology needed to anaesthetise patients.

• Generate increased commercial demand for customer service contracts – specifically intended to cover the cost of parts and labour needed to preventively and correctly maintain the project’s anaesthesia technology.

• Enable the delivery of anaesthesia services where they previously were unavailable and make anaesthesia services more reliable where they previously existed.

PROJECT PARTNERS

Society of Anaesthesiologists of Zambia (SAZ)
Society of Anaesthesiologists of Tanzania (SATA)
Gradian Health Systems, Kenya

PROJECT COORDINATOR

Kas Medics, Limited, Tanzania

IMPLEMENTING COUNTRIES

Tanzania, Zambia
SEEDSTARS INVESTMENT READINESS PROGRAMME

ABOUT THE PROJECT

The Seedstars Investment Readiness Programme is a unique programme designed for scalable potential startups with the aim of identifying individual challenges and providing training related to these challenges. The programme focuses on providing real solutions for challenges that hinder startup growth through a data-driven series of trainings, while connecting that with current technologies and access to the market. During the programme, participants will have an opportunity to share knowledge and experience in different markets through the Seedstar App. Regional town halls and online webinars will be held by start-ups to share experiences in their local markets. As most of the countries will have a virtual programme, hubs that will partner with the project will have access to the learning process.

This project will encourage women participation from entry to completion level to ensure equal participation for both men and women.
KEY OBJECTIVES

• Promote entrepreneurs and entrepreneurship support organisations through ecosystem activities in ten participating SADC countries.

• Connect entrepreneurs and entrepreneurship support organisations to a global network of relevant stakeholders through the regional summit event.

• Educate entrepreneurs and investors from ten participating countries through local boot camps and a three-month programme that gives start-ups the opportunity to become investor-ready.

• Invest in the best entrepreneurs through the use of investment readiness scores.

PROJECT PARTNERS

Jarana SA, Tanzania
Seedstars South Africa (Pty) Ltd

PROJECT COORDINATOR

Seedspace Company Limited T/A Seedspace Tanzania

IMPLEMENTING COUNTRIES

Botswana, Namibia, South Africa, Tanzania, Zambia, Angola, Democratic Republic of Congo, Zimbabwe, Mozambique, Mauritius
This project endeavours to transfer low-cost water purification technology (trademarked as Nanofilter™) from Tanzania to Zambia, starting with the Kalulushi region. It targets economically challenged communities, building from pilot tests in Tanzania that have achieved sustainable revenue generation and social impact. Nanofilter is a new invention from the Nelson Mandela African Institution of Science and Technology (NM-AIST) in Tanzania and is a low-cost water purification system that increases access to clean and safe water and reduces waterborne diseases.

The pilot study will test the viability of setting Nanofilter distribution units (20 water stations) in less privileged communities in Zambia. These stations will target a case study community and establish a network of water stations involving local entrepreneurs, particularly women. The water stations will then facilitate Nanofilter distribution to community households, hospitals, schools, and other institutions, as is currently ongoing in Tanzania.
KEY OBJECTIVES

• Establish 20 water stations in Zambia and pilot-study their commercialisation, operation, and adoption within 24 months.

• Increase access to clean and safe water to 2,000 people daily and prepare to scale up.

• Create job opportunities and training to 20 local entrepreneurs, particularly women, in Zambia

• Demonstrate a pathway for sustainability and scale-up of newly transferred technology through experienced project partners.

• Identify solutions to the challenges facing African engineering innovators who are seeking to expand innovation distribution networks beyond their home countries.

PROJECT PARTNERS

Gongali Model Co. Ltd, Tanzania
Spot Agro Technologies, Zambia
Southern African Research and Innovation Management Association (SARIMA), South Africa

PROJECT COORDINATOR

The Nelson Mandela African Institution of Science and Technology (NM-AIST), Tanzania

IMPLEMENTING COUNTRIES

Tanzania, Zambia
Africa Food 360 Accelerator is an inclusive innovation project focusing on empowering female agro-processors to scale innovation, increase efficiency, and improve delivery, while creating social impact on rural-based out-grower communities.

The project aims to inclusively scale Africa’s innovation ecosystems in food, nutrition, climate change, and sustainable markets through inclusive transformation in contract farming and out-grower schemes. The project works to support networks of unorganised smallholder producers, strengthen their productive capacity, and work with them to create sustainable supply chain partnerships with female agro-processors on the accelerator programme. The Africa Food360 Accelerator is based on a social enterprise model that helps to address challenges in social enterprise markets and thereby benefits both the smallholder farmer and the social enterprise. The selection of social enterprise businesses to enter the accelerator is based on the following requirements: female agro-processors with running out-grower contracts working with a minimum of 100 rural producers each; having existing finished products and contracts with retail networks locally or regionally – with business models that demonstrate potential for scalable social impact in resource-constrained markets. Through the Regional Food Exchange Programme,
Zambian female agrobusiness owners participating in the accelerator will learn and share business opportunities with their counterparts in Namibia, create regional visibility, and explore cross-border trade opportunities.

**KEY OBJECTIVES**

- Increase the capacity of first-line beneficiaries to expand their markets while supporting them to scale their innovations and increase their reach, with impact on 3,000 rural-based out-grower communities.

- Enhance the nutrition value chain and climate-smart technologies in food production through access to technology, accelerated go-to-market strategies, and last-mile distribution.

- To facilitate financial inclusion to 1,000 smallholder farmers and open 1,000 mobile wallet accounts and digital payment solutions by the end of 2020.

- To improve the productivity and quality of goods and services for 20 female SME social entrepreneurs by 2020.

**PROJECT PARTNERS**

Brilliant Entrepreneur/Co Motion Consult, the Netherlands

GEN Namibia, Namibia

Kapture Creative, South Africa

**PROJECT COORDINATOR**

WECREATE Entrepreneurial Center Zambia Limited

**IMPLEMENTING COUNTRIES**

Namibia, South Africa, Zambia
IDIN–SADC (International Development Innovation Network–SADC) is a regional consortium led by an executive committee (EC) of grass-roots innovation ecosystem builders around SADC. The EC veers away from traditional top-down approaches to development and technology intervention, and instead leads a bottom-up movement of grass-roots communities who demonstrate an interest in innovation. The EC partners with these communities to co-create appropriate technologies that address immediate livelihood challenges, set up small ventures around these technologies, and develop innovation centres to continue community-driven innovation work.

The project aims to work in Botswana, Tanzania, Zambia, and Namibia, and runs the following activities:
50 Build It workshops, 32 creative capacity building workshops, 1 international development design summit, 7 innovation centres, 6 business support workshops, 6 chapter meetings, 6 exchange visits, 6 exhibitions, and 50 competitive project support grants.

"It is not about the 1 billion mouths we have to feed, but the 2 billion hands that are ready to engage and make a difference in their own lives."
KEY OBJECTIVES

• To expand in-country operations in Botswana, Tanzania, and Zambia, specifically to increase trainings and post-training follow-up and technical mentorship to see innovation ecosystem nodes established, and visibility of the grass-roots innovation movement for the general public across SADC.

• To strengthen alignment amongst the three countries to increase operational efficiency and build a community amongst the SADC grass-roots innovators.

• To continue discussions with other SADC member states about establishing IDIN–SADC inclusive innovation ecosystems in their communities.

PROJECT PARTNERS

Twende Social Innovation Centre, Tanzania
Kafue Innovation Centre, Zambia

PROJECT COORDINATOR

These Hands GSSE (PTY) LTD, Botswana

IMPLEMENTING COUNTRIES

Botswana, Tanzania, Zambia
Permaculture is a system of agricultural and social design principles for “human-centred” landscapes. Such landscapes are able to efficiently and sustainably supply many of the needs of a family or community. Its intelligent, integrated, and holistic approach has made permaculture one of the fastest-growing grass-roots movements around the world.

Namibia has 2.6 million inhabitants, of which 900,000 live in informal settlements. Permaculture minimises external inputs and sets up closed systems, a great approach for people who do not have money. Permaculture methods are always adapted to local conditions (sun, water, soil, etc). This is important because Namibia has very specific settings (frost in winter, rain only in summer; Windhoek is at 1,700 meters altitude and informal settlements are on steep slopes). Permaculture also fosters innovation and low-cost technologies such as micro-farms, composting systems etc.

The project aims to innovate and design model solutions, and to communicate and introduce them to the different informal settlements in Namibia. Shack dwellers will be trained in permaculture, will be part of the designing and testing process, and will be motivated to build these systems and start micro enterprises. Model
solutions can include, for example, three-bucket grey water systems, compost toilets, solar ovens, (vermi) compost container-gardening systems, and insulation for shacks.

**KEY OBJECTIVES**

- 10 technologies/services based on permaculture design (re)invented and adapted to local climate.
- A permaculture course for shack dwellers.
- An experimentation and demonstration centre built on Farm Okukuna.
- A handbook on innovative shack and garden design ideas.
- 30 microenterprises for innovative products and services for shack dwellers based on permaculture design.
- 10 shacks/erfs improved with dry ablation facilities, gardens, and grey water systems.
- Three design studio events in Dordabis, Gobabis, and Zambia respectively.

**PROJECT PARTNERS**

Eloolo Permaculture Initiative (EPR), Namibia
People’s Process on Housing and Poverty in Zambia (PPHPZ), Zambia
GIZ Support to Land Reform (SLR) Project, Namibia

**IMPLEMENTING COUNTRIES**

Namibia, Zambia

**PROJECT COORDINATOR**

Namibia Housing Action Group Trust (NHAG), Namibia
Namibia is the most arid country in Southern Africa, with very limited water available for crop production, making the country highly dependent on other countries for agricultural produce. This project will exploit mushroom production, hydroponics, drip irrigation, and greenhouse technologies to boost the yield and production of both leafy and fruit vegetables in the Namibian desert environment. These proposed technologies are very promising in arid Namibia as they result in a higher efficiency in terms of water use and higher yields of crop per unit area; they also result in reduced pesticide use and have a limited environmental footprint.

The hydroponics will make use of coconut husk- (coco-peat-) based media for planting. Doing so allows the planting of all vegetables, which is impossible under traditional hydroponic systems such as deep water culture or the nutrient film technique. The drip irrigation technique will be used to supply nutrients directly to the root zone based on the plant demand, and this will be automated, greatly optimising nutrient and water supply to the different vegetables. The greenhouse technology will be used to protect the crops from external environments whilst allowing the crops to
KEY OBJECTIVES

• Train agricultural graduates on hydroponics, greenhouse technology, vegetable production, mushroom production, marketing, and business management.

• Establish two greenhouses equipped with hydroponic technology and temperature control.

• Establish a mushroom project with moisture and temperature control.

• Experiment with the feasibility of producing two high-value crops under the Namibian desert climate that have potential export value.

• Demonstrate the potential of precision-based desert agriculture in creating sustainable jobs for Namibian youth and agriculture graduates.

PROJECT PARTNERS

Jayden Nashe Enterprises, South Africa

Schanhansen CC (Shalom Farm), Namibia

Avagro Sustainable Agricultural Solutions (Pty) Ltd, Namibia

PROJECT COORDINATOR

University of Namibia, Namibia

IMPLEMENTING COUNTRIES

Namibia
CALL FOR PROPOSALS 2018/1 PROJECTS

WINDOW 1 PROJECTS
1. CiTi Piloting a Biotech Incubator, South Africa
2. Universities, Industries, and Government Co-Creation Platform, Botswana
3. Regional Open Innovation Platform, South Africa
4. Developing Additive Manufacturing Ecosystem, South Africa

WINDOW 2 PROJECTS
5. Ntaka Hyperlocal Soil Health Advisory Services, Zambia
6. Developing EdTech Startups and the EdTech Ecosystem, South Africa
7. Start-Up Regional Connectivity & Global Visibility, South Africa
8. TechTribe Accelerator, a Scalable Virtual Technology-Driven Accelerator, South Africa

WINDOW 3 PROJECTS
9. Economic Inclusion Incubator, South Africa
10. Dololearn – Piloting Future Education in Namibia, Namibia
11. ITTHYNK Tech Academy, South Africa
12. Advanced IT training & Online Incubator for Women, Tanzania