KNOWLEDGE • NETWORKS • ENTREPRENEURSHIP

SAIS 2 INNOVATION FUND

CALL FOR PROPOSALS 2018/1

PROJECTS
The overall objective of the Southern Africa Innovation Support Programmes (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. The first CfP 2018/1 was launched between February-April 2018 and sought to identify concrete projects with well defined goals that are to be achieved by partnership 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 to 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 twelve projects selected to receive funding for the first 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.
INDEX

WINDOW 1 PROJECTS

CiTi Piloting a Biotech Incubator ............................................ 4
Universities, Industries and Government Co-creation Platform ........ 6
Regional Open Innovation Platform ........................................ 8
Developing Additive Manufacturing Ecosystem .......................... 10

WINDOW 2 PROJECTS

Ntaka Hyperlocal Soil Health Advisory Services ............................... 12
Developing EdTech Startups and the EdTech Ecosystem ....................... 14
Startup Regional Connectivity & Global Visibility ............................. 16
TechTribe Accelerator A Scalable Virtual Technology Driven Accelerator ...................................................... 18

WINDOW 3 PROJECTS

Economic Inclusion Incubator ............................................. 20
Dololearn – Piloting Future Education in Namibia ............................. 22
ITTHYNK Tech Academy .................................................. 24
Advanced IT training & Online Incubator for Women ......................... 26

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
CITI PILOTING A BIOTECH INCUBATOR

This project aims to pilot a biotech startup incubator, which will effectively integrate the variables needed to build sustainable biotech businesses. The program will be designed to provide life science entrepreneurs with the business skills, resources and connections needed to build sustainable life science businesses, turning scientist into fully-fledged entrepreneurs. A call will go out to biotech startups from across South Africa and Zimbabwe, with 5 from South Africa and 3 from Zimbabwe selected. The startups will take part in an intensive 6-month incubation program, based in Cape Town in South Africa and Bulawayo in Zimbabwe. It will include exchange visits and live streaming facilities that will be used to connect the two countries and deliver the content. The biotech incubator program will not only help improve the capacities of the biotech entrepreneurs but also those of the two innovation supports organisations running the pilot - CiTi and TechVillage. It will enable CiTi and TechVillage to exchange knowledge and learn through experience the best way to help accelerate regional biotech startups. It will help the biotech ecosystem connect, bringing together the different stakeholders. Through marketing efforts it will create an increased awareness of biotech entrepreneurship.

ABOUT THE PROJECT

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

1. To pilot a biotech startup incubator.
2. To aid in the development of new and improved products, services or processes brought to the market by providing bespoke biotech innovation support to entrepreneurs.
3. To improve the capacity of CiTi and TechVillage in terms of biotech expertise and delivery to support private sector biotech innovation and enterprise development.

PROJECT PARTNERS

Cape Innovation and Technology Initiative (CiTi) (South Africa)
TechVillage (Zimbabwe)

PROJECT COORDINATOR

Cape Innovation and Technology Initiative (CiTi)

IMPLEMENTING COUNTRIES

Zimbabwe
South Africa
The project aims to develop a universities centric co-creation platform with its associated activities, government & industry partnerships, mentorship and processes centred on industry and government or stakeholder defined challenges solved by students through well-defined mentored flagstone capstone projects. The projects will be executed within a well-defined, mutually agreed Intellectual Property Rights Framework favourable to student advancement. For up-skilling and preparedness, there will be practical training delivered through modules conducted between SADC regional partner institutions and by capacity support partners to plug the skills gap in students in the university innovation ecosystems. Each institution will host a coding school to deliver these modules, provide interaction spaces and well-equipped ICT innovation laboratories. This project will define formal interfaces between industry, government and the national innovation ecosystem to provide sustainability beyond the project phase and adoption of solutions by proponent. The interplay with government and industry will facilitate access to data for data innovations and data for development.

From the bottom up, there is need to strengthen innovation ecosystems at the nodes to empower young innovators and entrepreneurs.
KEY OBJECTIVES

1. To create an operational co-creation platform network in partner countries
2. To link co-creation platforms for cross border and global interplay
3. To upskill students on technology development
4. To build interfaces between industry Government for sustainability of the platform through stakeholder propose driven flagship projects

PROJECT PARTNERS

University of Botswana (Botswana)
Stellenbosch LaunchLab (South Africa)
Demola (Finland)
BotswanaPost
FNBB
Google Developer Group
AppTswana (Botswana)
Optimum Q (Botswana)

PROJECT COORDINATOR

University of Botswana

IMPLEMENTING COUNTRIES

Bostwana
South Africa
This project involves the creation and usage of a digital open innovation platform that actively sources solutions (products, services or processes) from innovative individuals, start-ups, ideas and companies to solve current and pressing problems in health, education, agriculture and tourism. Through four open innovation opportunity programmes, each addressing an identified need in the respective sector, the public will be invited to submit a potential solution to address the need. Through this open innovation process, applicants are provided with an access point to enter a competitive market, and potentially gain access to interested investors.

Individuals, teams or corporations that are selected will undergo a 3 month incubation programme at BITRI, and receive valuable innovation training by RIIS, in order to create their own sustainable business. The digital platform created for this project will act as a tool for RIIS and BITRI to build databases of relevant contacts and interested parties, and provide marketing communication to the public to raise innovation awareness. Post programme launch and finalisation, the digital platform will be a networking tool for all potential and successful solution providers to connect, share ideas, and learn from one another, and connect with external parties interested in their solutions.
This platform will result in the acceleration of the innovation process between, and within public and private sectors; and increases the footprint and impact of identified solutions that solve for pressing issues, thus enabling SADC countries to achieve their sustainable development goals. It will develop entrepreneurial and innovation capacity in regions, empowers societies to solve social and technological issues; and provides the public with an easy access to market.

**KEY OBJECTIVES**

1. Establish a digital open innovation platform
2. Empower social entrepreneurs with problem solving skills, valuable innovation knowledge focusing on lean start-up
3. Create sustainable, positive impact companies on society
4. Build an innovation ecosystem across the SADC region.

**PROJECT PARTNERS**

Research Institute of Innovation and Sustainability (RIIS) (South Africa)
Botswana Institute for Technology Research and Innovation (BITRI)

**PROJECT COORDINATOR**

Research Institute of Innovation and Sustainability (RIIS) South Africa

**IMPLEMENTING COUNTRIES**

Bostwana
South Africa
The project will support manufacturing of innovative medical products, Additive Manufacturing (AM) of patient-specific implants and cutting/positioning guides through state of the art technology platforms. Also termed 3D Printing, AM is a disruptive technology and core part of Industry 4.0. AM enables direct manufacturing of complex geometries with ease, without the need of traditional tools such as moulds or dies. AM also allows a high degree of customization, making it ideally suited for patient specific medical device applications. Another unique AM process trait is to combine multiple parts (representing complex assemblies) and produce assemblies as single units. BITRI and the University of Botswana will design medical products and CUT will manufacture the same using existing manufacturing capabilities.

Beyond offering patients quality of life, beneficiaries are state and private patients, hospitals and medical insurance providers. In addition to impacting on industry, it benefits people’s quality of life. Each case is unique, resulting in complex design and manufacturing processes to be followed, to not fail patients or surgeons. The medical AM process chain also benefits hospitals as theatre time is reduced by 30% or more; patients recover faster; reduced hospital time; and quicker turnaround of beds.
KEY OBJECTIVES

1. Establishing an AM ecosystem through creating awareness
2. Institutional capacity for regional innovation capacity (AM user/operational training)
3. Design and manufacture of 10 client specific implants and devices (Identification of AM devices and implants for commercialisation) and develop a commercialisation strategy
4. Develop human capacity via workshops and short courses for joint solutions to medical challenge
5. Institutional capacity for regional innovation capacity (AM user/operational training)

PROJECT PARTNERS

University of Botswana
Central University of Technology (South Africa)
Botswana Institute of Technology Research and Innovation

PROJECT COORDINATOR

Central University of Technology

IMPLEMENTING COUNTRIES

Bostwana
South Africa
The Ntaka project will provide affordable soils advisory services to economically and environmentally challenged small scale farmers in Zambia. Ntaka will develop hyperlocal low-cost precision spectroscopic methods to measure critical soil chemical, physical and biological properties. The project aims to improve access to soils advisory services through the establishment of a hyperlocal (mobile) soil spectroscopy laboratory to provide soils advisory services to over 10,500 farmers covering an area of 24,000 ha. This mobile laboratory facility will also involve a commercially incentivized network of micro-entrepreneurs providing marketing and service delivery support.

The purpose of this project is to customize, roll-out, validate and refine the technical and commercial soil advisory service offered. Ntaka will also provide independent soil advisory services focused on reducing inappropriate and excessive use of inorganic fertilisers in favour of low-cost sustainable alternatives. By so doing will reduce input costs, increase sustainable yields leading to improved revenue generation, food availability, and reductions in soil degradation, which is a principle cause of deforestation.
This project will seek to implement technical innovations and generate client feedback to ensure a price point and service specifications small farmers can afford and need, prior to a full roll-out of the service across Zambia and subsequently neighbouring countries. Importantly the project will link research institutions to private sector activities, initiating the creation of a soil spectroscopy and advisory services innovation network.

**KEY OBJECTIVES**

1. The establishment of a hyperlocal mobile soil spectroscopy laboratory in Zambia.
2. Provide access to soils advisory services to over 10,500 farmers covering an area of 24,000 ha.
3. Provide employment and training opportunities for young technical staff and 20 micro-entrepreneurs
4. To contribute solutions to resolve issues of poor yields and farmer revenues and declining soil fertility through delivery of affordable, accessible and relevant and soils advisory service

**PROJECT PARTNERS**

BetterWorld Energy Ltd (Zambia)
Impact Agri Ltd (UK)
Grassroots Trust (Zambia)
MUSIKA (Zambia)
Stellenbosch University (South Africa)

**PROJECT COORDINATOR**

BetterWorld Energy Ltd

**IMPLEMENTING COUNTRIES**

Zambia
DEVELOPING EDTECH STARTUPS AND THE EDTECH ECOSYSTEM

ABOUT THE PROJECT

The project aims to develop the EdTech ecosystem in Southern Africa to find grassroots ideas and turn them into early stage startups that are ready for incubation. Injini will work with support partners from 6 other SADC countries to establish early stage edtech support programmes through “EdTech ideation”. Project partners will collaborate for capacity building events such as Business & EdTech workshops and develop an online open source curriculum for idea stage EdTech startups in Africa.

During incubation, eight startups will work with project partners in their home markets who will support with user testing, introductions to local clients, partners, potential investors, organise customised business support such as sessions with local experts. Partners will also provide post-programme support such as office space with the aim that Injini incubated startups stay within the local network by operating from the partner’s premises & support the local edtech ecosystem in a mentoring and advisory capacity.

The flagship programme for each partner will be an EDTECH SPRINT WEEK where the top 10 ideas will undergo an intense period of acceleration & polishing by...
leading experts in education, edtech & startup strategy to create 3 key deliverables: A Strategy document, a user journey & a partnerships map which will then be pitched to experts.

**KEY OBJECTIVES**

1. Successful edtech companies established which improve education outcomes for learners, supporting richer economies & stronger societies across the continent.

2. Edtech companies achieve scale and are attractive to investors

3. Edtech companies demonstrate measurable impact on education

4. A robust, competitive & connected edtech ecosystem

**PROJECT PARTNERS**

- Injini EdTech Ventures (Pty) Ltd (South Africa)
- Bongo Hive (Zambia)
- These Hands (Botswana)
- Dzuka (Malawi)
- Namibia Business Innovation Institute (Namibia)
- The Launch Pad (Tanzania)

**PROJECT COORDINATOR**

Injini EdTech Ventures (Pty) Ltd

**IMPLEMENTING COUNTRIES**

- South Africa
Southern Africa Startup Awards (SASA) is a registered non-profit organisation that hosts an annual startup awards covering 15 SADC countries including South Africa, Namibia, Botswana, Zimbabwe, Malawi, Mauritius, Mozambique, Swaziland, Lesotho, Tanzania, Zambia, Seychelles, Democratic Republic of Congo, Angola and Madagascar. SASA is a circuit of the Global Startup Awards, which was established in the Nordics in 2012, and currently has a footprint in 7 regions. The aim through various activities around the awards event, as well as on an ongoing basis is to celebrate, support and connect key roleplayers in national and regional startup ecosystems and expose them to a global entrepreneurial network to increase their opportunity for partnerships, and exchange of business and knowledge.

Through country partners and ambassadors in each national startup ecosystem, SASA curates innovative startups and startup supporters to contest for an opportunity to represent their country in one of 15 categories at the Southern Africa Startup Awards. While recognizing that each country has its dimension challenges to set-up startup ecosystem.

Startups will have an opportunity to get skills training, connect with support networks as well as have face-to-face interactions with regional and global investors.

ABOUT THE PROJECT

Southern Africa Startup Awards (SASA) is a registered non-profit organisation that hosts an annual startup awards covering 15 SADC countries including South Africa, Namibia, Botswana, Zimbabwe, Malawi, Mauritius, Mozambique, Swaziland, Lesotho, Tanzania, Zambia, Seychelles, Democratic Republic of Congo, Angola and Madagascar. SASA is a circuit of the Global Startup Awards, which was established in the Nordics in 2012, and currently has a footprint in 7 regions. The aim through various activities around the awards event, as well as on an ongoing basis is to celebrate, support and connect key roleplayers in national and regional startup ecosystems and expose them to a global entrepreneurial network to increase their opportunity for partnerships, and exchange of business and knowledge. Through country partners and ambassadors in each national startup ecosystem, SASA curates innovative startups and startup supporters to contest for an opportunity to represent their country in one of 15 categories at the Southern Africa Startup Awards. While recognizing that each country has its dimension challenges to set-up startup ecosystem.
The event happens over a high impact 2 days, where startups will have opportunity to get skills training, connect with support networks as well as have face-to-face interactions with regional and global investors. The project augment these activities for sustainable national players to function within their ecosystem building efforts.

**KEY OBJECTIVES**

1. To bring regional connectivity and global visibility to the SADC startup ecosystem

**PROJECT PARTNERS**

- Southern Africa Startup Awards
- Bison Startup Network (Lesotho)
- Federation of Innovation & Numeric Activities in Mauritius
- Alvi-Gordon (Mozambique)
- Namibia Business Innovation Institute (Namibia)
- Jacaranda Hub (Zambia)

**PROJECT COORDINATOR**

Southern Africa Start-up Awards

**IMPLEMENTING COUNTRIES**

- Lesotho
- Mauritius
- Mozambique
- Namibia
An e-learning system and virtual mentorship programme, to support technology driven impact ventures across the SADC region, to become investment ready, access capital and build new networks. The project aims to launch a fully fledged sustainable SADC virtual accelerator programme in 4 SADC countries, aligned to the Southern African Innovation Summit, the NEPAD SanBio nodes and Malawi mHub.

The accelerator will accept 1 cohort over 24 months, and secure pipeline to host a second cohort. All the entrepreneurial applicants will be accepted for self studying on the platform, however only 30 ventures will receive virtual mentorship support from the TTA mentors. This model consists of online mentoring of business models for scaling, investment pitches and other important components of scaling the business. It will also include the introduction to: networks across SADC to open doors of support and market to the 30 businesses. If there are suitable deals, facilitate access to capital will be facilitated for the best ventures accelerated by
the TechTribe Accelerator. This e-learning platform will be available to Innovation Hubs, universities and accelerators in the SADC region, to run their own programmes with the support of SANBio and mHub in Malawi.

**KEY OBJECTIVES**

1. To build and pilot a virtual technology driven acceleration model.
2. Setup a sustainable and scalable solution which over 24 months, will end up supporting hundreds of entrepreneurs.

**PROJECT PARTNERS**

Impact Amplifier (South Africa)
Southern African Innovation Summit
Malawi mHub
SANBio

**PROJECT COORDINATOR**

SA Innovation Summit

**IMPLEMENTING COUNTRIES**

South Africa
Botswana
Malawi
Mashup Community Development, a social innovation hub, has created an economic inclusion ecosystem that provides both developmental training and start-up incubation to disadvantaged youth. Mashup’s primary social innovation is the multi-service Westbury Youth Centre (WYC), a start-up social enterprise which uses leading-edge technology. This centre offers access to guidance and expertise, a safe and supportive learning and working space, internet connectivity, healthy and inspiring social networks, bursaries, learnerships and employment.

WYC currently houses and nurtures ten start-ups at various stages of development. Each of these, in turn, trains local unemployed youth in ways that can lead to the development of further start-ups or employment. Mashup start-ups function in urban gardening, media and marketing, IT, culinary arts, textile printing, theater, film, and music production. WYC benefits 3,600 disadvantaged youth directly and as many as 10,000 others (family members, women, disabled, unemployed, etc.) indirectly. This project is to improve the quality of outcomes dramatically, involve leading-edge technology, and make the self-regenerating ecosystem scalable, replicable and sustainable.

Mashup’s major innovation is the way its ecosystem marshals a full chain of resources to assist marginalized youth in making the transition from passivity, unemployment and anti-social behavior to participation, productivity and good citizenship.

ABOUT THE PROJECT
WYC’s skills development programs and partnerships with institutions of higher education and successful corporations offer access to opportunities to pursue further education or employment. Entrepreneurship training and incubation provide support for those who want to create businesses and employ others. At the same time, the successful entrepreneurs also become teachers and mentors, helping the next generation navigate the same transition they, themselves, have recently made.

**KEY OBJECTIVES**

1. Educate and inspire active citizens and participants in the economy (3,670 beneficiaries) while reducing unemployment, crime and poverty in the Westbury community

2. Strengthen the network of organisations supporting the creation of educational and employment opportunities for disadvantaged youth in the region around Westbury

3. Support local innovation and entrepreneurship

4. Create opportunities for employment and wealth creation for marginalized youth

**PROJECT PARTNERS**

Mashup Community Development (South Africa)

Tshimologong Digital Innovation Precinct (South Africa)

Funzilife Oy (Finland)

Harambee

Telkom foundation

Maxum Digital Hub (South Africa)

Sage Foundation (UK)

Westbury Secondary School (South Africa)

Kone Centennial foundation (Finland)

**PROJECT COORDINATOR**

Mashup Community Development

**IMPLEMENTING COUNTRIES**

South Africa
The Dololearn project pilots Future Education in Namibia. The pilot focuses on three main aspects of Future Education namely i) new types of learning environments ii) progressive pedagogical methods and iii) e-learning. The project objective is to pilot and validate the Future School concept and develop a model that can be scaled nationally and regionally.

Progressive pedagogical methods for 21st century learning are introduced through teacher training and e-learning which are supported through creative learning environments at the pilot schools.

The general objective is to establish progressive teaching and learning methods in creative environments and thereby lay a foundation for early stage entrepreneurial development in Southern Africa. The key beneficiaries are school learners as early stage future entrepreneurs who can make use of the new learning environments. These develop a culture of active and independent learning which lays the foundation for future entrepreneurial development.
Dololearn further links organisations from different cultural and social backgrounds, from public and private sector and from different countries to collaboratively work toward achieving SDGs number 4 and 9. Considerable project preparation has been completed before the start of the project to ensure that the project objectives can be attained in a timely manner.

**KEY OBJECTIVES**

1. To pilot progressive pedagogical methods and new types of learning environments by training seven teachers and redesigning and equipping the physical learning environments at two pilot schools.

2. To introduce the Future School concept in Southern Africa and to establish progressive education models in creative environments as a foundation for early stage entrepreneurial development.
ITTHYNK Smart Solutions and Apps and Girls have developed a 12-month Skills Development Programme “SDP” to train 30 unemployed ICT graduates from South Africa and Tanzania. The objective is to provide these youth with critical skills they need to reach their full potential in the ICT sector. Graduates will receive 4 months training on Microsoft Technologies such as Azure and will write exams to become Microsoft Certified Solution Developers. In addition, they will receive Open Source and Mobile Framework Training based on MEAN Stack technologies. Following this training, the graduates will then spend the next 2 months of the programme doing Design Thinking and Business Model Canvass workshops where they will develop a prototype that can be turned into a business. The remainder of the training programme will focus on market validation of those prototypes and engagements with customers and funders.

At the end of the programme, at least 50% of the graduates should find employment opportunities within ITTHYNK/Apps and Girls or with partner companies and clients. It is expected that 50% of the graduates will build and operate their own startups after the programme.

The SDP will incorporate comprehensive soft skills training on topics such as Communication (verbal and written), Conflict Resolution, Time Management, Negotiation, Working in Teams, Critical Thinking and Problem Solving. At the
end of this programme, the graduates will understand key technologies and will possess critical social skills required for the 4th Industrial Revolution in Africa and would had several opportunities to meet and engage potential clients. In addition, the graduates would have been trained on how to build prototypes that they validate in the market and ultimately, the graduates will form teams and build their own startups.

**KEY OBJECTIVES**

1. To create an efficient and results-driven ICT skills development programme that aims to place unemployed graduates in jobs and support them to become tech entrepreneurs.
The project aims to provide 200 underprivileged young women in Tanzania, DRC and Kenya with the opportunity of accessing advanced IT & entrepreneurship training and the support ecosystem they need to successfully obtain formal employment, notably in ICT-related employment, or develop and launch IT-based (social) enterprises.

The online incubator will provide aspiring women entrepreneurs, initially in Tanzania, DRC and Kenya, with access to indispensable resources (support for business plans, crowdfunding, access to potential investors/funders and mentoring) to support the successful launch and scale-up of their IT-based enterprises. The program aims to support women along two pathways to sustainable employment, by enabling women to develop key IT and entrepreneurship skills and qualifications and benefit from a requisite support system: i) through their professional integration into the formal employment sector, or ii) through the creation of their own enterprises. The program also aims to boost women's entrepreneurship and women in tech, by supporting young women in generating social entrepreneurial business concepts that harness ICTs to create positive social or economic change.

“Investing in girls to learn coding will help girls in Africa develop life-changing IT skills and build future careers as successful technology entrepreneurs. Not only will these girls acquire hard skills as budding IT programmers, designers and developers, but they will also gain the self-esteem and confidence needed to pursue a career in technology and, crucially, to bridge Tanzania’s current gender gap in ICT.”
KEY OBJECTIVES

1. Establish an online incubator to support women in launching their IT-based enterprises
2. Offer a year-long, high-quality, advanced IT (400 hours) & entrepreneurship (50 hours) training program for young women aged 17-24
3. To pilot an innovative, comprehensive women’s IT training and tech entrepreneurship incubation model that can be replicated and scaled up elsewhere in Sub-Saharan Africa

PROJECT PARTNERS

Apps and Girls (Tanzania)
W4 (Women’s WorldWide Web)

PROJECT COORDINATOR

Apps and Girls

IMPLEMENTING COUNTRIES

Tanzania
Democratic Republic of Congo
Kenya