Make-IT
in Africa
inspire. connect. develop.

Tech Entrepreneurship Initiative 'Make-IT in Africa'

We promote digital innovation for sustainable and inclusive economic growth.

Inspire: **Ecosystem support**

to strengthen collaboration between stakeholders
within the entrepreneurial ecosystem.

Ecosystem linkages
- Entrepreneurs' Guide to the Ecosystem
- Platform partnerships
- Ecosystem Meet-ups

Digital innovation scouting
- Lead innovation scouting
- Showcasing
- Demo days

Connect: Matchmaking support

to connect start-ups
with corporate and financing partners.

Make-IT Desks
- Point of contact (Lagos, Nairobi)
- Start-up advice
- B2B Matchmaking

Access to finance
- Pipeline partnerships
- Entrepreneurs' Guide to Impact Investing
- Investor pitches

Develop: Make-IT Accelerator

to scale innovation with sustainable impact
from 50+ selected tech entrepreneurs.

Capacity for growth
- Scaling plan
- Mentoring
- Growth & investment readiness trainings

Cooperation for growth
- Exposure events and journeys
- Accelerator plug-ins
- Smart linkages to Corporate VC and formats

Digital entrepreneurship

is the driver behind Africa's digital transformation. 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.

However, many young technology (tech) start-ups in sub-Saharan Africa do not succeed on international markets because they lack **access to capital, clients, talented staff and digital infrastructure**. For female, young and non-metropolitan entrepreneurs it is even harder to face these challenges.

To achieve growth and investment readiness tech entrepreneurs need a supportive **'entrepreneurial ecosystem'** comprising of investors, reference clients, business supporters and training partners. Many of these ecosystems, however, are still fragmented, and they have failed to enable large-scale investment in sustainable and inclusive business models.

Make-IT in Africa

is a 2.5-year project (2017-2019) that focuses on promoting **tech entrepreneurship** for sustainable and inclusive economic growth, and strengthening the entrepreneurial ecosystem as a whole.

GIZ implements this project on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) as part of BMZ's **Digital Africa Initiative**.

Make-IT collaborates with corporate and financing partners, social enterprises, hubs and networks to promote tech start-ups in their **early growth phase**. In its pilot phase Make-IT focuses on digital innovation in sectors such as health, agriculture and energy.

Make-IT Desks in Nairobi, Lagos and Berlin offer three services to ecosystem stakeholders and tech entrepreneurs to inspire, connect and develop digital innovation (see below).

Inspire digital innovation:
Ecosystem Support

strengthens collaboration among key stakeholders in the entrepreneurial ecosystem. An ecosystem assessment will identify shortcomings and points of leverage. Roundtable sessions and meetings with important partners will enhance cooperation.

Entrepreneurs' Guides to the ecosystem and **information platforms** showcasing the key services offered by ecosystem partners will ensure transparency and help tech start-ups to navigate the diversity of services available.

Joint trends and **technology scouting** will identify digital innovations that may become game changers for achieving sustainable development in Africa. Hackathons, demo days and showcases highlight the particular potential of these innovations.

Connect tech innovators:
Matchmaking Support

is a quick-win approach connecting tech start-ups with corporate and financing partners.

Make-IT Desks in Nairobi and Lagos collaborate with the German Chambers of Commerce Abroad, financing institutions and corporate partners from the Make-IT Alliance (see below).

Matchmaking services and **start-up advice** helps individual tech entrepreneurs to get in contact with international partners. **Investor pitches**, B2B events and other exposure activities carried out by Make-IT's partners boost the international visibility of particularly promising tech start-ups.

Develop digital innovation:
Make-IT Accelerator

strengthens entrepreneurs' skills to scale their innovation and achieve growth and investment readiness. Within a **nine months program,** designed and implemented in collaboration with local hubs, corporate partners and business supporters, each tech start-up gets a tailor-made **Scaling plan.**

A renowned international jury oversees the **selection process**. It starts in September 2017 and March 2018. Experienced local and international partners provide support, boot camps, master classes, mentoring, peer learning events, etc.

At the end of the accelerator program, each tech start-up will present its innovation to international **investors and corporate partners**. They will have the opportunity to take part in international trade fairs, corporate accelerators, networking trips, pitch events, etc.

Smart linkages

with existing and new services provided by corporate accelerators, impact investors, public initiatives, hubs and spaces aim combining the **most valuable assets of the ecosystem**. Through this, the programs enrich one another, and tech start-ups benefit from better services.

Please, do not hesitate to contact us and **explore the options of collaboration** with Make-IT.

The Make-IT Alliance

is a network with BMZ, private sector, associations and ecosystem partners dedicated at jointly promoting tech entrepreneurship in developing and emerging economies.

Current members include the German–African Business Association; Ashoka Deutschland gGmbH; Autodesk GmbH; betterplace lab; Bundesverband Informationswirtschaft, Telekommunikation und neue Medien e.V. (Bitkom); the Association of German Chambers of Commerce and Industry (DIHK) and the German Chambers of Commerce Abroad (AHK); Deutsche Post DHL Group; IBM Deutschland GmbH; Impact Hub Network Global; Orange SE; SAP Deutschland SE; Siemens AG.