5th Global Forum on Innovation and Technology Entrepreneurship
What is the CIC?

- World Bank-infoDev initiative, funded by UK Aid and DANIDA

- CIC provides incubation, capacity building services and financing to Kenyan SMEs developing climate mitigation and adaptation solutions

- First in a series of CICs that infoDev is launching globally

- GVEP International, PwC, Strathmore University and KIRDI are the lead partners in a consortium contracted by infoDev to establish and operate the CIC

- Supporting consortium partners are UNIDO, Adelphi, KIPPRA, LTS International, Netwas, Technoserve and Oxford Energy Associates
Sectors

- Water and sanitation
- Renewable energy
- Agribusiness
How does the CIC foster Innovation?

**Target participant:** Entrepreneurs with innovative ideas/business models  
**Key collaborators:** Government, Research & Academia, Private Sector

1. **Advisory services**
   - Provide mentoring and specialised training programmes
   - Access to toolkits, templates and pre-packaged support

2. **Financing**
   - Provide Proof of Concept grants (for prototyping and testing technologies, piloting business models)
   - Facilitate access to other sources of financing

3. **Access to facilities**
   - Provide access to facilities that house incubatees and support technology design, adaptation, prototyping, etc.

4. **Enabling ecosystem**
   - Work with GoK to develop Kenyan clean tech policies
   - Coordinate technology transfer and collaborative R&D

5. **Access to information**
   - Gather, package and disseminate information on technologies, financing and local markets
What are the Expected outcomes?

CIC will deliver a mix of social economic and environmental benefits including:

- Green Enterprises launched
- Green jobs created
- Reduction of CO2 emissions
- Greater climate resiliency
- Access to renewable off-grid energy and clean safe water
- Strengthened technology transfer and local innovation capacity

Combined suite of financing and services make the CIC the “go to” institution for emerging climate solutions in Kenya
What is the current outreach?

<table>
<thead>
<tr>
<th>Thematic Sector</th>
<th>Applied</th>
<th>Admitted</th>
<th>Applied for POC Grant</th>
<th>Awarded POC Grant</th>
<th>Value of Awarded POC Grant (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Renewable Energy</td>
<td>82</td>
<td>19</td>
<td>6</td>
<td>3</td>
<td>87,500.00</td>
</tr>
<tr>
<td>Water and Sanitation</td>
<td>16</td>
<td>3</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Agribusiness</td>
<td>21</td>
<td>4</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Total</td>
<td>119</td>
<td>26</td>
<td>6</td>
<td>3</td>
<td>87,500.00</td>
</tr>
</tbody>
</table>
Any difficult journey requires innovation
Case: Renewable Energy Entrepreneur
Takamoto (Pay-AS-You-GO Biogas)

Company overview
• Location: Nairobi
• Innovation: **Metered Biogas, built and operate model** targeting household users. Provides solution to high up-front costs associated with traditional biogas systems in Kenya.
• Climate impact: Mitigation

Status
✓ Contract signed
✓ Prototype designed and tested
✓ Piloting 50 units underway

Expected rollout: 370 units in 12 months

Challenges and support being provided

Business/Technical challenges:
• Prototyping the Smart Meter
• Technical design of the pre-fab system
• Understand key business drivers and response of the potential market
• Understanding the potential carbon certification opportunities and process

Support being provided by CIC:
• Refining technical design and testing
• Market testing (pricing, usage, appeal)
• Verify assumptions on the value chain
• Legal advice on standards
• Technology patenting
• Access to sources of early-stage financing
Jabari Pig Project

Company overview

- Location: Kiambu County
- Innovation: **climate resilient agribusiness** through farmer-led **pork value chain** integrated with **water harvesting, organic fertilizer** and **biogas**-linked to proposed power generation by COBITEC Ltd
- Climate impact: Adaptation

Challenges and support being provided

**Business/technical challenges:**

- Aggregating smallholder pig production
- Understanding the business drivers
- Benchmarking value chain competitiveness
- Attaining best practices among smallholders
- Access to start-up financing

**Support being provided by CIC:**

- Proof of concept to pilot the business model
  - Feasibility study and modeling
  - Farmer aggregation and training
  - Market development
  - Access to sources of early-stage financing

**Status**

- Working agreement signed
- Workplan prepared
- Kick off activities (farmer mobilization, business registration, market studies)
- Industry linkages-inputs, financing etc.

**Processing plant commissioning:** Dec’ 2013
The Key Lessons Learnt

**Service Delivery**
- Client focus is the key to success
- Clients need easy, quick processes
- Service delivery must keep pace with innovation: review, re-think, redesign

**Clients needs**
- They are specific and dynamic, often one-off
- Not possible to have in-house capacity that can address all the clients needs
- Need to develop strategic partnership to meet client needs
- Not all clients can make use of the centralized incubation space BUT still have to be served
- Networking events are high impact just like training if not more.

**Building Visibility**
- It is not what we say **RATHER** what clients say
- KEY is to be inspirational accelerators
Thank You