Creating Sustainable Businesses in the Knowledge Economy

CATALOGUE OF PUBLICATIONS, KNOWLEDGE PRODUCTS, AND BUSINESS PLANS

A HOW-TO LIBRARY ON GROWING INNOVATION

Over its three-year lifespan, the Finland-supported Creating Sustainable Businesses in the Knowledge Economy (CSBKE) has helped thousands of innovators launch a business, grow it, and create sustainable, inclusive jobs. All along, we have been researching and exploring exciting new development opportunities. The result is this collection of documents—a foundational library on entrepreneurship support and an essential starting point for future innovation programs.

**mLab Outcome Assessment**
- Granular survey of the impacts of infoDev’s flagship mobile centers along key performance indicators, in the context of their respective entrepreneurship environments
- Will inform the design of future mobile incubation centers by infoDev and partners

**The Business Models of mLabs and mHubs—an Evaluation of infoDev’s Mobile Innovation Support Pilots**
- In-depth analysis of the working of mLabs and mHubs, including successes, avenues for improvement, and future network opportunities

**Delivering a Mobile Innovation Roadshow**
- Codifies the best practices emerging from infoDev’s Mobile Innovation Roadshow activities
- Analyzes lessons from agribusiness and mobile crossover work in Botswana, Mozambique, Namibia, and Zambia

**mLab Monitoring and Evaluation Methodology**
- Newly redesigned framework for zeroing in on mobile incubation impacts
- Draws from experience generated by ongoing mLab operations, and will in turn standardize future mLab reporting benchmarks
<table>
<thead>
<tr>
<th>Course Title</th>
<th>Description</th>
</tr>
</thead>
</table>
| **IC4D 2012: Maximizing Mobile**                                            | • Revealed new trends in mobile penetration and content, including discrete development opportunities  
• Covered in The Atlantic, CNN, CNET, Mashable, and the Washington Post, among other top global outlets                                                                                                  |
| **Broadband Regulation Training Curriculum**                               | • Designed to enable ICT practitioners in ECA to leverage ICTs, with a focus on broadband and mobile applications  
• Now a course offering by the American University of Central Asia; disseminated through partners across the region                                                                 |
| **Mobile Usage at the Base of the Pyramid**                                | • Designed to further growth of voice, SMS, and data capabilities for inclusive development  
• In-depth look at development of two leading African mobile markets (Kenya and South Africa) with an emphasis on portable lessons                                                                                 |
| **Agribusiness Incubation Training Curriculum**                           | • “How-to” course for enabling agribusiness enterprises in developing countries and designing agribusiness incubators  
• Designed to empower agribusiness incubation specialists to build up their innovation ecosystem                                                                                                        |
| **Guiding Ideas from Mind to Market**                                      | • Sets down infoDev’s “From Mind to Market” model of spurring entrepreneurship through innovation challenges  
• Codifies lessons from the m2Work Challenge and the follow-up m2Work Hackathon, which yielded 61 mobile app prototypes                                                                                |
| **ICT in Agriculture Sourcebook**                                          | • “Living” virtual document that evolves along with online interaction between public and private practitioners  
• Encompasses mobile apps, media, and project updates                                                                                |
| **Agricultural Innovation Systems Sourcebook**                             | • Aggregates new knowledge on addressing the new challenges facing agriculture stakeholders in developing nations  
• Available globally through Google Books                                                                                             |
| **Growing Food, Products and Businesses**                                  | • Aggregates agribusiness incubation lessons from 10 case studies across Latin America, Asia, and Africa  
• Downloaded over 1,900 times                                                                                                          |
Strengthening Capacities for Innovation through Agribusiness Incubation Training

- Analyzes the effects of infoDev’s Agribusiness Incubation Training
- The training has been provided to 149 people from 25 countries in Africa, Asia, Eastern Europe, and Latin America

Agribusiness Innovation Center Business Plans

- Models for cutting-edge agribusiness value-chain entrepreneurship support facilities in Mozambique, Senegal, Tanzania, and Ethiopia
- Designed to incorporate the learning from various infoDev activities and be a resource for stakeholders

Lessons on Virtual Business Incubation Services

- Extracted best practices from forward-thinking, location-independent incubator case studies (e.g. Endovor, BiD, Villgro, etc.)
- Downloaded by over 700 incubation practitioners

Paving the Way for ICT Growth through Business Incubation in Tanzania

- Analyzes the outcomes generated by the Dar Teknohama Business Incubator (DTBi) in Tanzania
- Reveals DTBi contributions in policy development and advocacy that set the groundwork for future incubation and ICT solutions

Agribusiness Entrepreneurship Assessment Toolkit

- Comprehensive tool for evaluating and developing innovative agribusiness ventures focused on value-chain processes
- Designed to complement infoDev’s incubation and training initiatives in the space

Monitoring and Evaluation Methodology for Agribusiness Innovation Centers

- Custom-made framework for measuring and enhancing the effectiveness of each component of AICs

Virtual Business Incubation Lessons from Vietnam

- Designed to refine previously established virtual incubation best practices through their practical application in Vietnam

Business Incubation in ECA Outcomes Assessment

- Studied 9 incubators in 8 countries
- Compares beneficiaries’ results to incubator objectives, broadening knowledge on long-term impacts
<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Angel Investment Handbook</td>
<td>Drafted in partnership with the Kauffman Foundation. Extends best practices from developed nations to the context of developing countries.</td>
</tr>
<tr>
<td>Early-Stage Financing Gaps in the Mekong Region</td>
<td>Analyzes institutional, structural, cultural, and legal barriers for innovative ventures at an early growth stage. Details the importance of enabling environments that provide entrepreneurs and financiers incentives to make deals.</td>
</tr>
<tr>
<td>Early-Stage Financing Gaps in Southern Africa</td>
<td>Scrutinizes the numerous financing constraints facing the region’s innovative entrepreneurs. Studies possible solutions to enhance investability for firms and support structures for financing parties.</td>
</tr>
<tr>
<td>Financing the Next Wave of African Innovators: East Africa Financing Gaps</td>
<td>Formulates recommendations to address the severe gaps faced by the region’s innovative MSMEs. Explores the feasibility of Public-Private Partnerships to solve funding gaps.</td>
</tr>
<tr>
<td>Connecting Entrepreneurs and Investors: Lessons Learned</td>
<td>Codifies lessons for generating cooperation and exchange of funding, networks, and knowledge between financiers and innovative firms.</td>
</tr>
<tr>
<td>Connecting Entrepreneurs and Investors: Lessons Learned</td>
<td></td>
</tr>
<tr>
<td>Enabling International Market Linkages: Lessons and Insights</td>
<td>Field-sourced manual on how to spur internationalization of enterprises in developing nations. Studied 200 early-stage enterprises from over 35 countries in Africa, Asia, Latin America, the Caribbean and Eastern Europe.</td>
</tr>
<tr>
<td>Broadband Competitiveness Program in Eastern Europe, South Caucasus, and Central Asia</td>
<td>Assesses the broadband market in ECA with a focus on the needs of SMEs. Addresses barriers and solutions towards the improvement of broadband access at the retail and wholesale levels.</td>
</tr>
<tr>
<td>Growth Oriented Women Entrepreneurs in the Mekong</td>
<td>Details a new methodology for increasing the capacity, confidence and networks of growth-oriented women leading small businesses. In-depth analysis of impacts for women entrepreneurs in Cambodia, Laos, and Vietnam.</td>
</tr>
<tr>
<td>Growth Oriented Women Entrepreneurs in the Mekong</td>
<td></td>
</tr>
</tbody>
</table>