A CASE OF TECHNOLOGY AND BUSINESS INCUBATION FACILITY (TBIF), RWANDA, AFRICA

…Committed to the development and support of Start-up SMEs in Rwanda

African Incubator Network (AIN) workshop on Business Incubation in East and central Africa Kampala, Uganda

Presented by:
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Dated: July 12th – 13th 2007
PRESENTATION ON KIST/TBIF

• Background on Rwanda
• KIST – The Beginning.
• KIST – Ten years later
• Centre of Innovations and Technology Transfer (CITT)
• Technology and Business Incubation Facility
• KIST Enterprise Development Fund (KEDF)
• Performance Indicators of TBIF/KEDF
Rwanda - Land of a Thousand Hills

- Land area 26,340 sq.kms
- Location 120km South of the Equator
- Population approximately 8.5 million
- Population Density = 400+ per sq.km
- Population growth rate = 3%
- 56% Female & 44% Male
- Capital City: Kigali
- Kinyarwanda, English, French, Kswahili
KIST
The New beginning
in Rwanda -1997
Government response to manpower loss during Rwandan Genocide (1994) where over 1 million people were killed in ethnic violence

Hitherto, very low level of S & T training

Number of technologically trained < 50

Gross tertiary enrolment < 1%

Workers trained beyond secondary < 5%

Trained managers < 0.1%

Established KIST in November’ 1997
From Military to Education – KIST
Administrative Block
KIST.......Ten years on
Additional Built area=27,750 m²
Faculties

- KIST’s programs include:
  - **Faculty of Technology**: CE&ET, Construction Eng. & Management CE&IT, Electrical Engineering, MEE, FST, Computer Engineering
  - **Faculty of Science**: Applied Biology, Chemistry, Physics, mathematical Science, and modeling.
  - **Master degree in Communication Management (MCM)** with University of Coventry, UK
  - KIST offers regularly short term courses in ICT, Food Science Technology, Languages and Business plan skill development for Technology Entrepreneurs
New Programmes at KIST

- Establishment of the Faculty of ICT
- Post graduate program in Renewable Energies, Software Engineering and Environmental management.
- Establishment of the School of Architecture & land survey
The KIST programs are non-conventional

• Computer skills for all
• Bilingual Training (French & English) for all
• Entrepreneurship subject is must for all
• Practical training in labs & workshops
• Industrial attachment
• Community attachment
Practical Training in workshops & labs
Students’ Projects
Simple rural roads and bridges

People must cross but there was no bridge...
Foot bridge under construction
Cutting the ribbon
First pedestrian suspended bridge in Rwanda
People can now get to the market
Conventional teaching in institutions of higher learning was not adequately responding to the social economic situation, unemployment and private sector development.

A mechanism to carry our research, develop and disseminate appropriate technologies relevant to the community was thus thought out.

Establishment of Centre of Innovations and Technology Transfer (CITT) by KIST in 2002.
CITT Departments

- Technology Research and Development (TRD)
- Training and Technology Transfer (TTT)
- Private Sector Development (PSD) consist of Technology and Business Incubation Facility (TBIF) and KIST Enterprise Development Fund (KEDF)
- Project Development Unit (PDU)
Technology Research and Development (TRD)

Areas of technology focus

- Sanitation, Water supply,
- Rainwater harvesting and storage
- Energy (efficient) supply
- Low cost housing
- Agro processing
- Food processing
- Rural transportation
Year 2001 - KIST Innovation wins Ashden award for their innovation in Bread Oven

- 42 World-wide organisations entered Ashden awards
- KIST entered in Improved Fuel Efficient Oven
- KIST wins top award
Princess Anne presenting awards to KIST

KIST through CITT has won two International Ashden Awards:

✓ 2001: Fuel efficient bread oven

✓ 2005: Biogas plant technology.
The department is working with different communities nationwide on:

- Community needs assessments,
- Trainings,
- Awareness raising on CITT technologies,
- Linkages,
- Promotion of equal opportunities, etc.
The Department of Private Sector Development (PSD)

• Entrepreneurship as Compulsory subject in KIST & other University (2000)
• Department of Cottage Industries Technology (2001)
• Entrepreneurship Development Centre at KIST (2003)
• Provision of start-up funds under KIST Enterprise Development Fund (KEDF) (2004)
• Technology and Business Incubation Facility (TBIF) (2005)
• Department of Private Sector Development (2006)
• Future Plans: Setting up of Techno park at KIST (2007-2008)
Department of Cottage Industries at KIST
The Department of Private Sector Development (PSD) mainly consist of:

a) Technology and Business Incubation Facility (TBIF)
b) KIST Enterprise Development Fund (KEDF)
Technology and Business Incubation Facility (TBIF)
A TBIF is an organisation managed by trained incubation professionals, whose main aim is to increase the wealth of its community by promoting the culture of innovation and the competitiveness of their tenants/clients.

To enable these goals to be met, TBIF stimulates and manages the flow of knowledge and technology amongst universities start-ups, companies and markets; it facilitates the creation and growth of innovation-based companies through incubation and spin-off processes; and provides other value-added services together with high quality space and facilities.
Technology and Business Incubation Facility (TBIF)

Roles of TBIF

Assist Rwandan graduates from all Institutions of Higher Learning in setting up their own enterprises.

• Provision of Business Incubation facilities such as Space, Computer/internet, electricity, janitorial services to innovative businesses.

• Provision of quality training, consultancy and information services

• Assist TBIF clients to prepare bankable business plans

• Assist TBIF clients to access finance in collaboration with the KEDF.

• Monitor the performance of the businesses during the implementation and operation
Who are Eligible

- Graduates from any higher educational institutes who are intending to start up their own business.
- Managers and owners of young enterprises, less than one year in operation, able to team up with other tenants in the incubator.
- Women are highly encouraged.
Key Elements of The TBIF Services

- (Capacity Building) Training on Business Plan Skills development & other short term Training As per tenants requirement

- Marketing of our Tenant/clients

- Value Added Services ( Provision of Office Space With computer, Internet, office Tables, chairs, Secretarial Services, Jenitorial Services etc)

- Mentoring, Couching, Of tenants/clients

- Information/Knowledge Centre
The TBIF/KEDF Collaborators

**Business Community**
- Program Supported by Business
- Community
- Assisting others in training

**Government**
- Business Environment set up by KIST to support Start–up entrepreneurship
- Public Private Partnership
- Full support from President Office and GOR

**Development Partners support**
- Support from Nuffic/FACET BV
- Support from InfoDev, World bank
- Support from UNDP
- Support from CAPMER, Rwanda
- Strong support from RPSE

**Volunteers / Professionals**
- Faculty from KIST and other Institutions
- Consultants
- Mentors
- Networking
<table>
<thead>
<tr>
<th></th>
<th>Name</th>
<th>Company</th>
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<td>1</td>
<td>Mr. Ngirente Leonidas</td>
<td>BETOCAT sarl</td>
<td><a href="mailto:ngireleon@yahoo.fr">ngireleon@yahoo.fr</a></td>
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<td>2</td>
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<td>3</td>
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<td>4</td>
<td>Rusanganwa Eugene</td>
<td>HIPEC sarl</td>
<td><a href="mailto:hipeconconstruction@yahoo.fr">hipeconconstruction@yahoo.fr</a></td>
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<td>5</td>
<td>Mugisha Reuben</td>
<td>Impact-E Rwanda</td>
<td><a href="mailto:mugishar@gmail.com">mugishar@gmail.com</a></td>
<td>ICT</td>
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<td>Muyenzi Wilson</td>
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<td>Energy Environment</td>
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<td>11</td>
<td>Ms. Karegire Ariane</td>
<td>Event.org</td>
<td><a href="mailto:event.orgrwanda@yahoo.fr">event.orgrwanda@yahoo.fr</a></td>
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<td>12</td>
<td>Mr. Habiyaremye Alexis</td>
<td>TRADUCTOR Unlimited</td>
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<td><a href="mailto:nccleon@gmail.com">nccleon@gmail.com</a></td>
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</table>
Technology and Business Incubation Facility (TBIF)

- Nuffic supported Construction of TBIF Building and operational expenses until March’07.
- Based on the positive evaluation by Drs. Hans Maltha, Nuffic extended another grant until March’2008 to TBIF/KIST.
- Received funding from InfoDev to enhance ICT in incubation in Rwanda until Sept’07.
Technology and Business Incubation Facility (TBIF)

- 13 incubatees (10 male and 3 female) Technology Entrepreneurs are now working presently with Technology and Business Incubation Facility at KIST in the areas of ICT, Construction, Food processing, Energy (Biogas)

- Strong networking with Regional Incubator Network such as KeKobi and KIRDI in Kenya and UIRI, Uganda and TIRDI and SIDO in Tanzania, Maxum Business Incubator, The Innovation Hub, DTI, Soft Start in South Africa etc.

- Networking with many other incubators in The Netherlands, China & India.
Technology and Business Incubation Facility (TBIF) Achievements

- TBIF is an active member of InfoDev Incubator Support Centre (visit following link)
  - http://www.idisc.net/en/Region.1.html


- Visit link in National Business Incubation Association (NBIA) visit website (www.nbia.org/nbianewsletters)
KIST Enterprise Development Fund (KEDF)

- KIST Enterprise development Fund (KEDF) is a fund that was established by KIST through initial funding from Office of the President (100,000 USD) and UNDP (100,000) to facilitate the start up entrepreneurs and fresh graduates from all higher learning institutions for promoting entrepreneurship and private sector development through the provision of seed funding to start their own business.

- Given as a loan to deserving Entrepreneurs @ 12% per annum (Maximum of USD 20,000)
KIST Enterprise Development Fund (KEDF)

Eligibility criteria

• A graduate (s) possessing at least a bachelor’s degree or a diploma for Women in any discipline from any institution of higher learning

• Owners of young enterprises (less than 2 years in operation) Committed to working on the proposed business on full time basis; Able to inject owner’s equity of a minimum of 10% of the loan amount sought

• Ready to submit two reference letters

• Guarantors declaration

• Group projects are highly encouraged

• Must present and defend commercially and technically viable business plans written by Entrepreneur himself/herself.
<table>
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<th>#</th>
<th>Project Name</th>
<th>Industry</th>
<th>Location</th>
<th>Amount</th>
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<td>1</td>
<td>Expanding Nyamata Tele service Centre</td>
<td>ICT</td>
<td>Nyamata</td>
<td>8.2 million</td>
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<tr>
<td>2</td>
<td>Modern Bread Centre</td>
<td>Food Processing</td>
<td>Cyangugu</td>
<td>6.0 million</td>
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<td>3</td>
<td>Impact E-Rwanda</td>
<td>ICT</td>
<td>TBIF</td>
<td>6.0 million</td>
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<td>4</td>
<td>Paint Manufacturing</td>
<td>Manufacturing</td>
<td>Kigali</td>
<td>10 million</td>
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<tr>
<td>5</td>
<td>Tiles &amp; Brick Manufacturing</td>
<td>Manufacturing</td>
<td>Kigali</td>
<td>10 million</td>
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<tr>
<td>6</td>
<td>Starting a Animal feed plant</td>
<td>Poultry Industry</td>
<td>Kigali</td>
<td>10 million</td>
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<tr>
<td>7</td>
<td>K-Consult: Legal Consultancy Firm</td>
<td>Service</td>
<td>Kigali</td>
<td>12.5 million</td>
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<td>8</td>
<td>Rwandan Heritage</td>
<td>Handicrafts</td>
<td>Kigali</td>
<td>12 million</td>
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<tr>
<td>9</td>
<td>DAPE Sarl</td>
<td>Footwear Manufacturing</td>
<td>Kigali</td>
<td>10 million</td>
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<td>10</td>
<td>RIDC</td>
<td>ICT</td>
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<td>11</td>
<td>CRET Sarl</td>
<td>Biogas plants</td>
<td>Kigali</td>
<td>3.4 million</td>
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<td>13</td>
<td>Mr. Alain Ndiwani</td>
<td>Service</td>
<td>Kigali</td>
<td>10 million</td>
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TBIF Business Club Members
KIST Enterprise Development Fund (KEDF) (Pictures showing some of the business supported by TBIF)
# Performance Indicators – TBIF/KEDF

## Economic Impact between 1/4/2006 to 25/05/2007

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Economic Impact in Rwanda</th>
<th>TBIF</th>
<th>KEDF</th>
<th>Total</th>
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<tbody>
<tr>
<td>1.</td>
<td>Number of Entrepreneurs startup their business with TBIF/KEDF Support</td>
<td>13</td>
<td>13</td>
<td>26</td>
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<tr>
<td>2.</td>
<td>Number of Jobs created by them</td>
<td>37</td>
<td>62</td>
<td>99</td>
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<td>3.</td>
<td>Number of Clients obtained loan from KEDF</td>
<td>2 TBIF Client</td>
<td>11 KEDF Client</td>
<td>13</td>
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<td>4.</td>
<td>Amount of loan given to these entrepreneurs &amp; loan return rate</td>
<td>32,000 USD</td>
<td>150,000 USD</td>
<td>182,000 USD 90%</td>
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<td>5.</td>
<td>Number of Client Consulted at TBIF/KEDF</td>
<td>231</td>
<td>201</td>
<td>432</td>
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<td>6.</td>
<td>Number of people trained in Business Plan writing &amp; other Short term trg.</td>
<td>123</td>
<td>45</td>
<td>168</td>
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<tr>
<td>7.</td>
<td>Training on Accounting Software (Pastel)</td>
<td>6</td>
<td>-</td>
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Visits to KIST/TBIF by VIP’s shows strong support from the Rwandan Government
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