



# BIC Africa

## Virtual Training Programme 2024 and 2025

9 January 2025: Mobilising Diasporas

16 January 2025: Financial Modelling and Control Management

22 January 2025: Agri-business and Partnership Development

 On Zoom

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BIC Africa is funded by the European Union.



## The BIC Africa Online Capacity Building – 2024/2025

The **BIC Africa Online Training – 2024/2025** is designed to provide business incubator managers and staff with an opportunity to connect with incubation and innovative entrepreneurship experts and among themselves - to learn about proven models and strategies of setting up and running business incubators, including how to engage with investors.

The online training organised by the BIC Africa project. It is split into four sessions, each well-curated and facilitated by EBN members.

The first session on 12 December 2024 took the business incubators through a comprehensive introduction to **digital marketing**, providing practical guidance and examples on how to use such marketing to maximise their impact.

Sessions two, three and four, taking place in January 2025, will focus on the following subjects:

- **9 January 2025: Mobilising Diasporas**
- **16 January 2025: Financial Modelling and Control Management**
- **22 January 2025: Agri-business and Partnership Development**

The detailed **agendas** and trainer profiles for these three sessions can be found below.



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## Session 2: Mobilising Diasporas

Date: 9 January 2025, 2:00pm to 5:00pm EAT (12:00pm to 15:00pm CET)

**Objective:** This session is designed to help business incubator managers to effectively engage and leverage diaspora communities in Europe and the US to support and enhance their incubators and clients. The aim is to focus on fostering collaborations between diaspora networks and local entrepreneurship ecosystems. Case studies will be provided.

### Agenda

2:00 pm – 3:20 pm EAT

#### ***Introduction to BIC Africa, the speaker and the session***

##### ***PART A: Role and Mapping of Diaspora***

- **Understanding the role of diaspora:**
  - International experience.
  - Contribution to funding, mentorship and market access.
- **Mapping diaspora ecosystems:**
  - Steps in mapping diasporas.
  - Development of diaspora ecosystem maps.
  - Examples of diaspora ecosystem maps.
- **Specific contributions of diaspora to business incubators:**
  - Funding: Investments and venture capital.
  - Mentorship: Sharing expertise and industry insights.
  - Market Access: Opening doors to international markets.

##### ***PART B: Strategies for effective engagement of diasporas***

- **Challenges for effective engagement**
  - Cultural and trust differences.
  - Legal and logistical complexities.
  - Lack of awareness.
- **Building connections:**
  - Organisation of events and forums.
  - Storytelling as motivation and trust-building.
  - Examples of platforms used.

3:20 pm – 3:40 pm EAT: 20-minute break



3:40 pm – 5:00 pm EAT

***PART C: Sustainable partnerships***

- **Building connections:**
  - Partnerships with diaspora organizations.
  - Structuring of agreements (MOUs, joint ventures).
  - Maintaining ongoing engagement.
- **Tools and resources:**
  - Platforms.
  - Grants and international funding opportunities.
  - Other Resources: Reports, templates, and guidelines.
- **Success stories:**
  - Case studies.
  - Measuring impact and KPIs.

**Trainer: Douglas Thompson, SPI**



Douglas Thompson is the Manager of the International Area at [SPI](#), responsible for the development and implementation of SPI's international strategy. With strong knowledge and experience of implementing sector evaluations and studies, he has implemented data-collection and analysis activities in many countries in the EU and globally, and worked in international research and innovation collaboration and partnerships around the world.

## Session 3: Financial Modelling and Control Management

Date: 16 January 2025, 2:00pm to 5:00pm EAT (12:00pm to 15:00pm CET)

**Objective:** This session is designed to help incubator managers understand and apply financial modelling principles tailored to their operations. Participants will learn to develop diversified revenue models, implement control frameworks, and ensure financial sustainability, with practical exercises and case studies.

### Agenda

2:00 pm – 3:20 pm EAT

***Introduction to BIC Africa, the speaker and the session***

#### ***PART A: Financial Sustainability for Incubators***

- **Key Revenue Streams for Incubators:**
  - Grants, sponsorships, and partnerships.
  - Service fees for workshops, training, and co-working spaces.
  - Equity stakes in startups and their impact on long-term sustainability.
- **Balancing Mission and Financial Goals:**
  - Ensuring affordability for startups while diversifying income.
  - Addressing common financial challenges in African incubators.
- **Case Studies:**
  - Successful financial strategies from regional incubators.

#### ***PART B: Developing and Using Financial Models***

- **Components of an Incubator Financial Model:**
  - Revenue forecasting and aligning with programme goals.
  - Expense tracking: fixed costs (salaries, rent) vs. variable costs (programmes, events).
  - Cash flow management and liquidity planning.
  - Interactive Demonstration

3:20 pm – 3:40 pm EAT: 20-minute break



3:40 pm – 5:00 pm EAT

### ***PART C: Financial Controls and Risk Management***

- **Implementing Financial Control Systems:**
  - Budgeting frameworks and variance analysis.
  - Setting approval workflows and minimizing risks of fraud.
- **Scenario Analysis and Contingency Planning:**
  - Adapting to revenue delays or unexpected expenses.
  - Preparing for exchange rate fluctuations and regulatory changes.
- **Tools and Techniques:**
  - Overview of accounting software and financial dashboards suitable for incubators.

### ***PART D: Long-term Financial Planning and Metrics***

- **Building a Financially Resilient Incubator:**
  - Reserve funds and multi-year revenue strategies.
  - Monitoring KPIs (e.g., burn rate, runway, CAC, and LTV).
- **Aligning Financial Models with Strategic Goals:**
  - Supporting startups and aligning with ecosystem growth.
- **Action Plan:**
  - Steps for implementing financial models and control systems.

### **Trainer: Vítor Ferreira, Startup Leiria**



Vítor Ferreira is the CEO of [Startup Leiria](#), a growing innovation ecosystem in one of the most industrialized areas in Portugal. The organisation supports more than 70 companies, hosts a variety of programs in IT, Agritech, AI, IoT and manages a social incubator with more than 20 social projects. It is part of a strong collaborative network that includes associations, higher education, research labs and others.

## Session 4: Agri-business and Partnership Development

Date: 22 January 2025, 2:00pm to 5:00pm EAT (12:00pm to 15:00pm CET)

**Objective:** This session is designed to help incubator managers identify the stakeholders they could work with to better support agribusiness-related ecosystems, as well as the collaborations that could be established with these partners to address some of the key challenges and obstacles faced by entrepreneurs in the field. Elements of international benchmarking will be provided, as well as examples and case studies that can be adapted and replicated by participants in their respective organisations and regional contexts.

### Agenda

2:00 pm – 3:20 pm EAT

#### ***Introduction to BIC Africa, the speaker and the session***

##### ***1. Introduction to partnerships and ecosystem analysis***

- Types and benefits of partnerships for agri-business incubators
- Let's get to know each other: what partnerships do you have?
- Let's get to know each other: which partnerships do you seek?
- Benchmarking: agri-business and partnerships in Africa
- Benchmarking: agri-business and partnerships in Europe
- Benchmarking: agri-business and partnerships in South America
- Benchmarking: agri-business and partnerships in South-East Asia

##### ***2. Partnerships for better agri-business infrastructure***

- The challenge of inadequate infrastructure
- Potential solutions
- Which partners can help?
- Examples of relevant collaborations and relevant market players

##### ***3. Partnerships for enhanced profitability of agriculture***

- The problem of poor profits in agribusinesses
- Potential solutions
- Which partners can help?
- Examples of relevant collaborations and relevant market players

3:20 pm – 3:40 pm EAT: 20-minute break



3:40 pm – 5:00 pm EAT

#### **4. Partnerships and financing mechanisms in agriculture**

- The specific financing needs in agriculture
- Potential solutions
- Which partners can help?
- Examples of relevant collaborations and relevant market players

#### **5. Partnerships for mitigating climate change**

- The global challenge of climate change
- Potential solutions
- Which partners can help?
- Examples of relevant collaborations and relevant market players

#### **6. Partnerships for modernising traditional agriculture**

- The need for scientific tools and technology
- Potential solutions
- Which partners can help?
- Examples of relevant collaborations and relevant market players

#### **7. Partnerships and supportive policies for agriculture**

- The difficulty of creating awareness
- Potential solutions
- Which partners can help?
- Examples of relevant collaborations and relevant market players

#### **Trainer: Catherine Delevoye, Technoport**



Catherine Delevoye, representing a technology business incubator, [Technoport](#), based in Luxembourg, has over 25 years of experience supporting ecosystems in the field of innovation. She advises companies and incubation structures on their strategies, partnerships, services, and client portfolios. She has supported incubators, accelerators, and businesses in their international development across Europe, Africa, Sri Lanka, India, Latin America, and the Middle East. At Technoport, she provides tailored expertise for the business development of the incubator and companies, as well as for partnership activities and access to funding.