



BIC Africa

Online Training – 2024/2025

*Agri-business and partnership
development*

Supported by the European Union &
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BIC Africa is funded by the
European Union

Introduction to BIC Africa



BIC Africa is funded by the European Union.

The European Business and Innovation Centre Network (EBN)

www.ebn.eu

- Since its inception in 1985 as an **EC-funded pilot project** EBN pursues its mission to support business innovation centers' & incubators, represent our shared goals, bridge network actors, and use business innovation to inspire and implement solutions for regional economic and sustainable development.
- We do so through the design, development, collaboration, and delivery of **a wide range of technical business support services and quality assessment and certification products** under the EU|BIC brand, within its licensing association EBN.
- Our EU|BIC service offering covers nearly every activity that can be performed in a **complex spectrum of entrepreneurial innovation support**, including incubation, acceleration, internationalisation and access to funding, using a community building approach and strengthening the networking component.



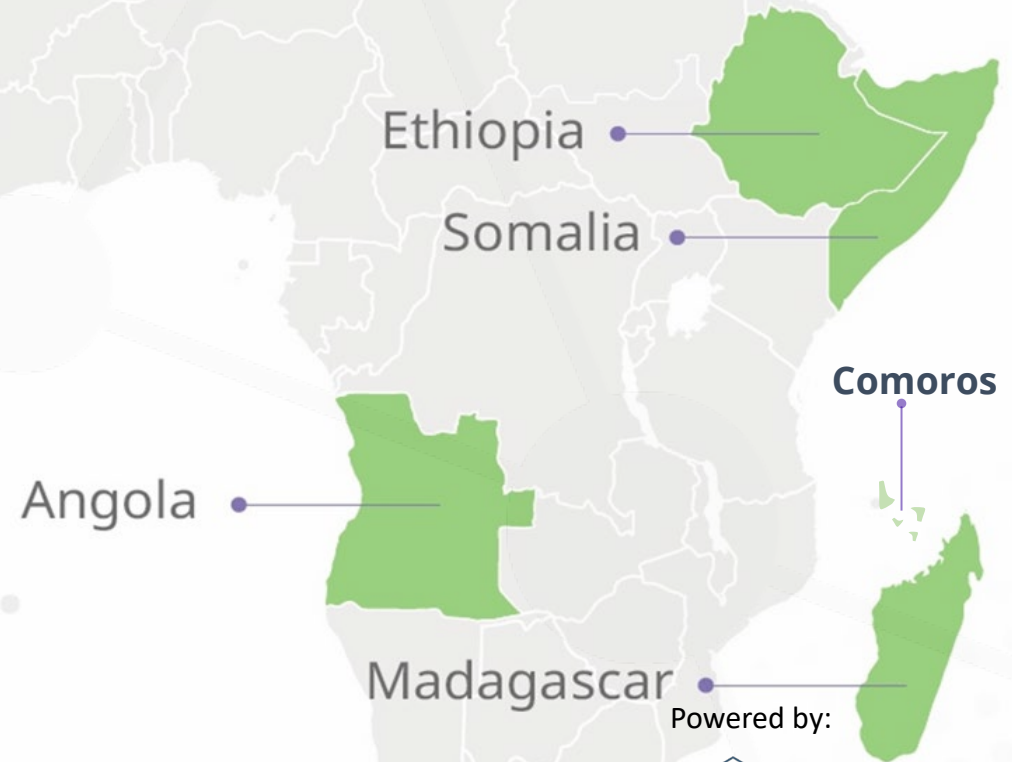
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EU Programme 'Support to Entrepreneurship and MSME creation (Business Incubators)'

- **5 country projects, establishing and consolidating business incubators – fostering decent job creation and sustainable livelihoods:**
 - Angola (IFC).
 - Comoros (UNIDO)
 - Ethiopia (SEQUA).
 - Madagascar (UNIDO).
 - Somalia (UNIDO).
- **A regional network with dedicated capacity building and networking support, while providing softer networking services to the wider incubation ecosystem in the region:**
 - BIC Africa (EBN).



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BIC Africa Beneficiaries

- **Direct and indirect beneficiaries:**
 - Entrepreneurship Ecosystem Actors (EEAs) -> BIs, investors, policy makers, etc.
- **Final beneficiaries:**
 - Entrepreneurs, SMEs and start-ups.

Target Group A	Target Group B	Target Group C
<i>Direct Beneficiaries</i>	<i>Final Beneficiaries</i>	<i>Indirect Beneficiaries</i>
Business Incubators	Entrepreneurs, SMEs, and Start-ups	Enablers i.e., policy makers, business angels, universities, EU delegations

BIC Africa Service Offer for BIs in Africa – in support of the country projects

- **Facilitating capacity building and skill development** through a dedicated working group and an annual capacity building programme.
This includes a Virtual Training Centre, 5 National and 2 African on-site Boot Camps.
- **Making a better connection** between European and African innovation hubs to develop intercontinental collaboration, as well as Inter-African collaboration between the BIs.
This includes Soft-Landing Services and Staff Exchange Programme.
- Ensuring that **quality standards are respected** in all supported incubators.
This includes BIC Africa Quality Assessment activities.
- Support with **benefiting from exchanges and cooperation** with other initiatives
This includes Connection with Diaspora and Networking activities.
- **Awareness Raising** about the needs and challenges faced by incubators and advise decision-makers
- Support with **exploring business opportunities** and public/private investment opportunities with local and European initiatives and companies



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Agri-business and partnership development



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Objective of the session

This session is designed to help incubator managers identify the stakeholders they could work with to better support agribusiness-related ecosystems, and how to use partnerships to address some of the key challenges and obstacles faced by entrepreneurs in the field of agriculture.

Elements of international benchmarking will be provided, as well as examples from my own networks and projects that can possibly be adapted and replicated by the participants.

About myself

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.

Agenda

Introduction to partnerships

Benchmarking of partnership practices in different ecosystems

Review partnership options as an answer to some key challenges experienced in agribusiness ecosystems

Two slots of one hour and 15 minutes each, with 20 minutes break

Methodology



INTERACTIONS AND QUESTIONS ARE
VERY WELCOME



DO NOT HESITATE TO JUMP IN AND
INTERVENE IN THE CHAT AT ANYTIME

Partners you may have as a business incubator



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Types of partners available



Schools and universities



Public institutions, e.g. Ministry of Agriculture



Associations and NGO



Financial institutions: banks, foundations, investors



Research and technical organisations



Businesses

Scope and benefits of partnerships

Education
and training

Testing /
Certification

Access to
new products
and services

Coaching and
mentoring

Community
building

Access to
finance

Access to new markets
and networks

Some partners can play multiple roles

Grant/Donor Financing and Sponsorship

Sponsor	Incubator Orientation
Technical Universities	Innovation, faculty/graduate student involvement
Research Institutes	Research commercialization
Public/Private Partnerships	Investment, employment, other social goods
State	Regional development, poverty alleviation, equity
Private sector	Profit, patents, spin-offs, equity in client
Venture capitalists	Winning enterprises, high portfolio returns

Internationalization is to be taken into consideration

Successful Traits Top Incubators

1. Going global
2. Diversifying
3. Focused community-building



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A mix of partners is good to have

Each partner has some pros and cons

Institutional enablers: needed to create changes and emulation in the ecosystem. Beware that they have their own social goals, which may have an impact on your resources and mission (may induce you to be e.g., a training institution only rather than a business support organization).

Research partners: useful for technical innovation but may prefer broad scientific rather than specific ground projects and have academic rather than business goals (business use of solutions), heavy procedures for technology transfer.



Financial partners: highly needed but beware of the expected return on investment as you will have to align with their expectations in terms of e.g. sustainability of the supported businesses.

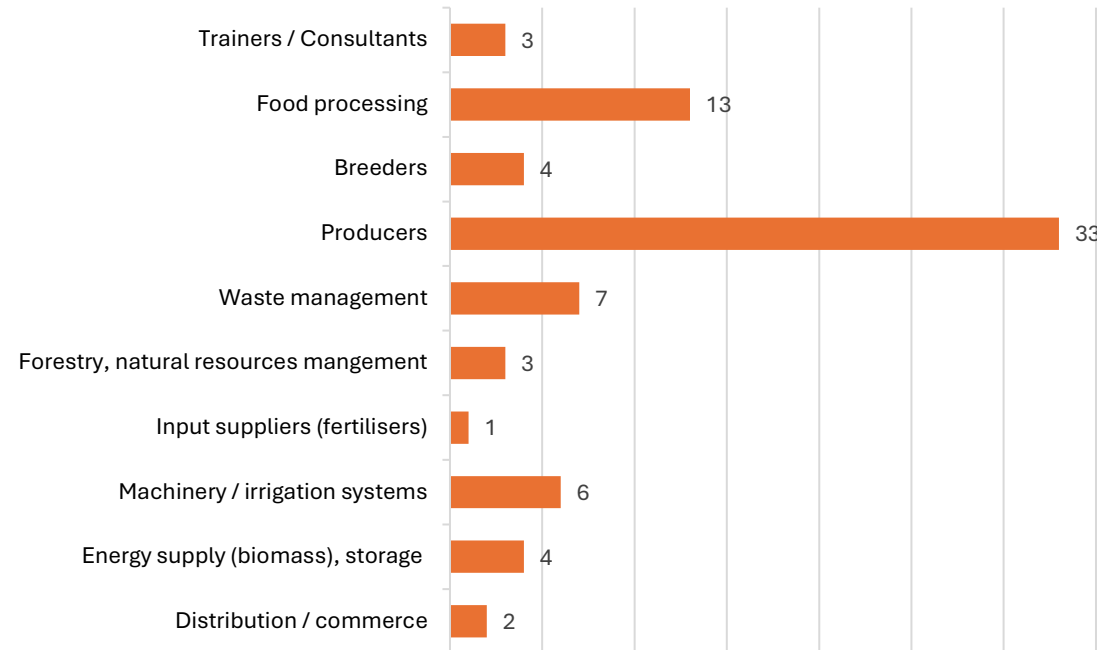


NGOs and associations: provide good access to communities of e.g. producers and consumers but the relationship tends to be volatile. May induce building new projects non-stop with a high level of customization. Prevents you from having a “clean” service line as a result, that can be replicated over time with no/ limited further efforts.

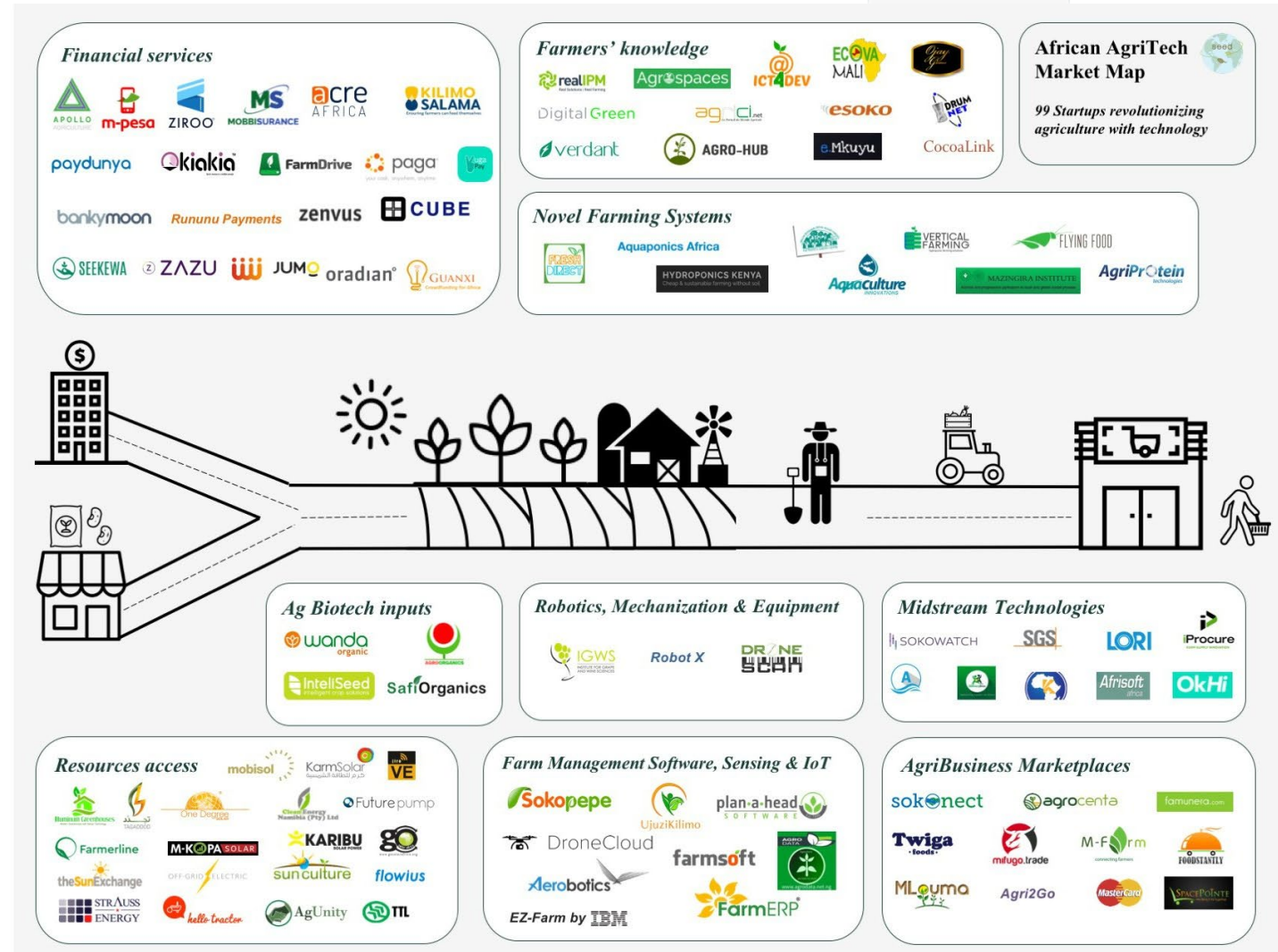
A mix of partners can help you shape and build your ecosystem on top of bringing expertise

Too many producers
In competition with each other, disconnected from the ones active in natural resources management

Not enough expertise in distribution
Not enough in input supply



A source that shouldn't be underestimated are the private businesses



The specificities of agri-business incubation

Agri-business incubators typically need to compensate some challenges being faced by the incubatees in their daily practices and activities on top of developing the sector at ecosystem level.



Best practices

The partners that are very close to the markets should be prioritised

They will typically provide the kind of ground services and collaborations that the private sector needs.

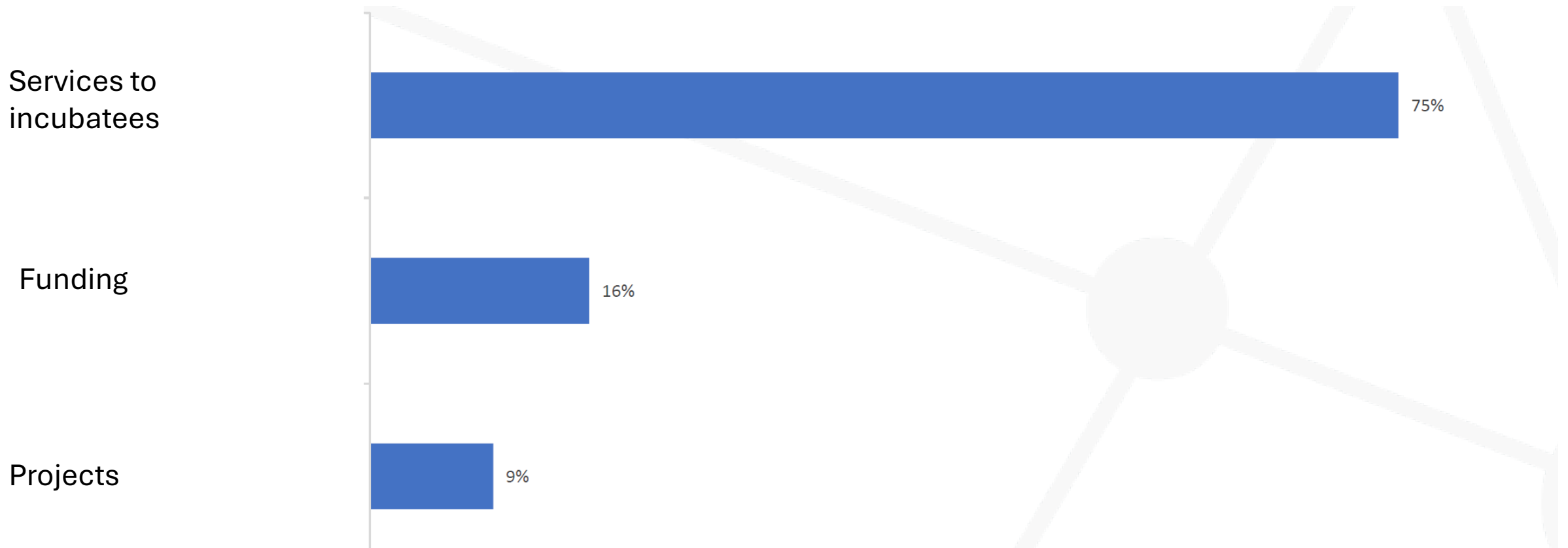
Access to
new
technologies
and products

Access to
revenues

Access to
new market
channels

Best practice in terms of partnerships

Example of an incubator ranked n°1 worldwide by UBI Global in terms of performance: IMEC



Pros and cons of business partners

Corporates seem to be ideal partners but presupposes strategic alignment between structures. Partnerships with incubators may just be a marcom or opportunistic strategy.

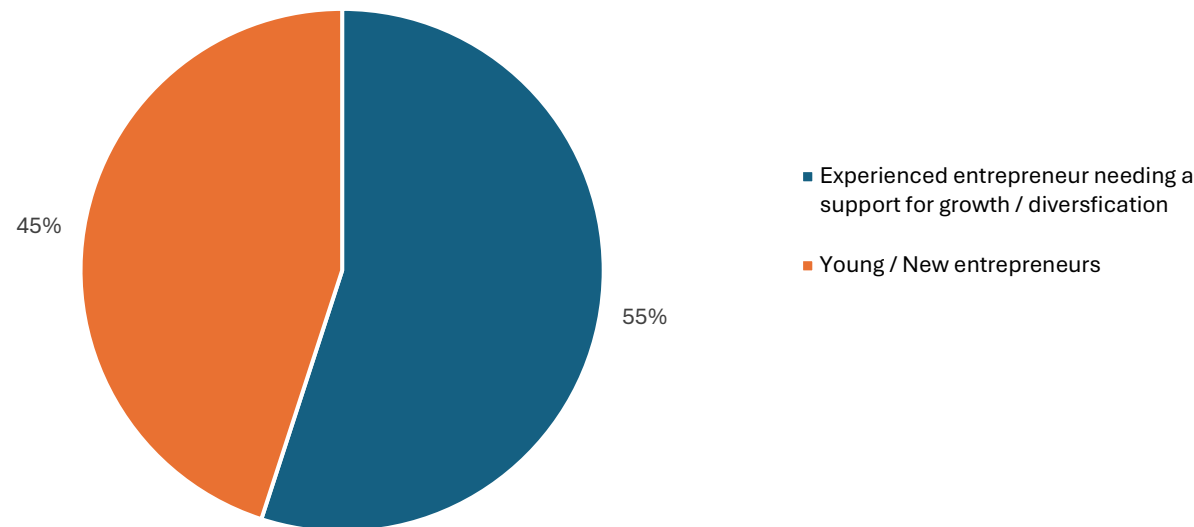
Start-ups are your natural targets, but they may have limited resources and time for partnerships.

The solution

Is to have access to pre-qualified businesses through soft landing programs, partnering with foreign incubators and accelerators.

Allows to accelerate the complementarity in terms of experience and resources in the business ecosystem.

Running incubation programme in agriculture, Burkina Faso



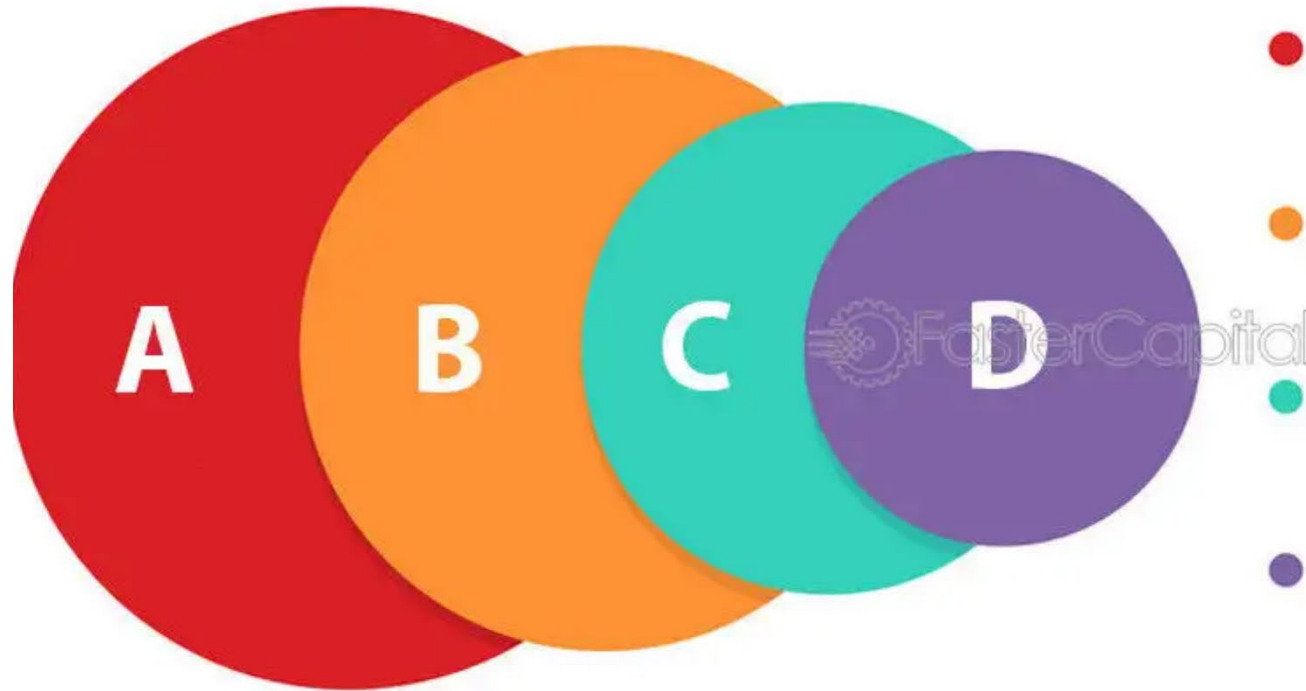


The solution

is to have access to pre-qualified businesses through soft landing programs, partnering with foreign incubators and accelerators.

You may offer them soft-landing in your country and support them in implementing their offer for the benefit of your incubatees.

What are soft landing programs ?



- Soft landing programs can provide businesses with a range of benefits, including access to new markets, increased visibility, and the ability to build relationships with potential customers, partners, and investors
- One of the key advantages of soft landing programs is the opportunity to connect with local businesses and entrepreneurs
- Soft landing programs can also provide a valuable platform for networking and collaboration
- Examples of successful soft landing programs include the Startup Chile program, which has helped over 1,500 startups from around the world to expand into Latin America

Where to find partner businesses ?

Partners such as VC4A can provide support

Unlocking the next startup opportunity

VC4A is the leading platform supporting entrepreneurs, mentors, investors and business professionals, strengthening the startup community in Africa, Latin America and beyond.

International networks are
of great added value



As well as international foundations



The action **Strengthening Business Incubators in Manica province to improve their assistance to MSMEs** seeks to strengthen the services and personnel of local agribusiness incubators to improve the business operations of MSMEs specialised in the agricultural sector. This will be accomplished by providing technical support and capacity building and facilitate networking between MSMEs.

In terms of funding mechanisms

BtoB partnerships can be funded by e.g. the Business partnership facility in Luxembourg



Questions ?

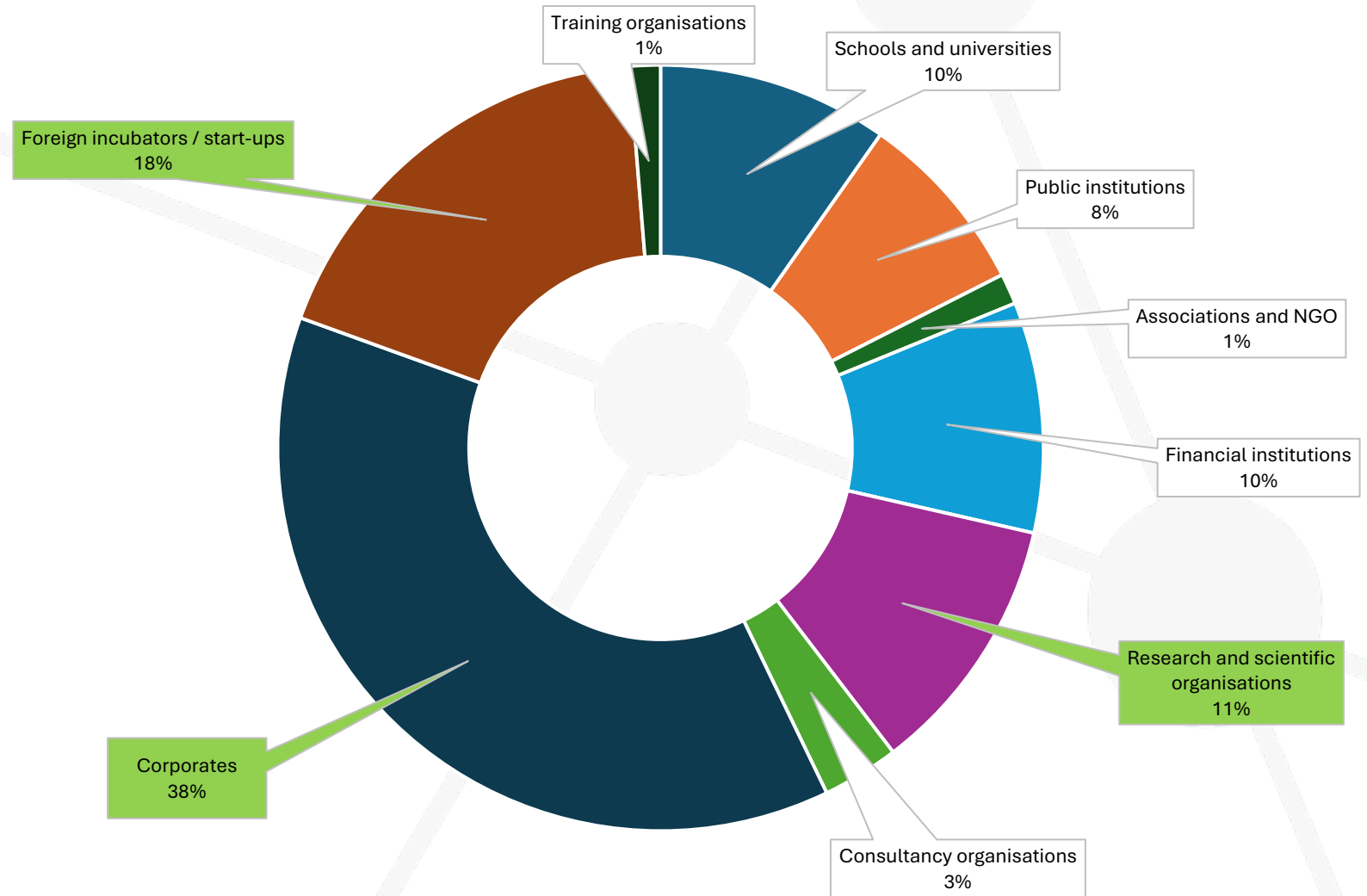


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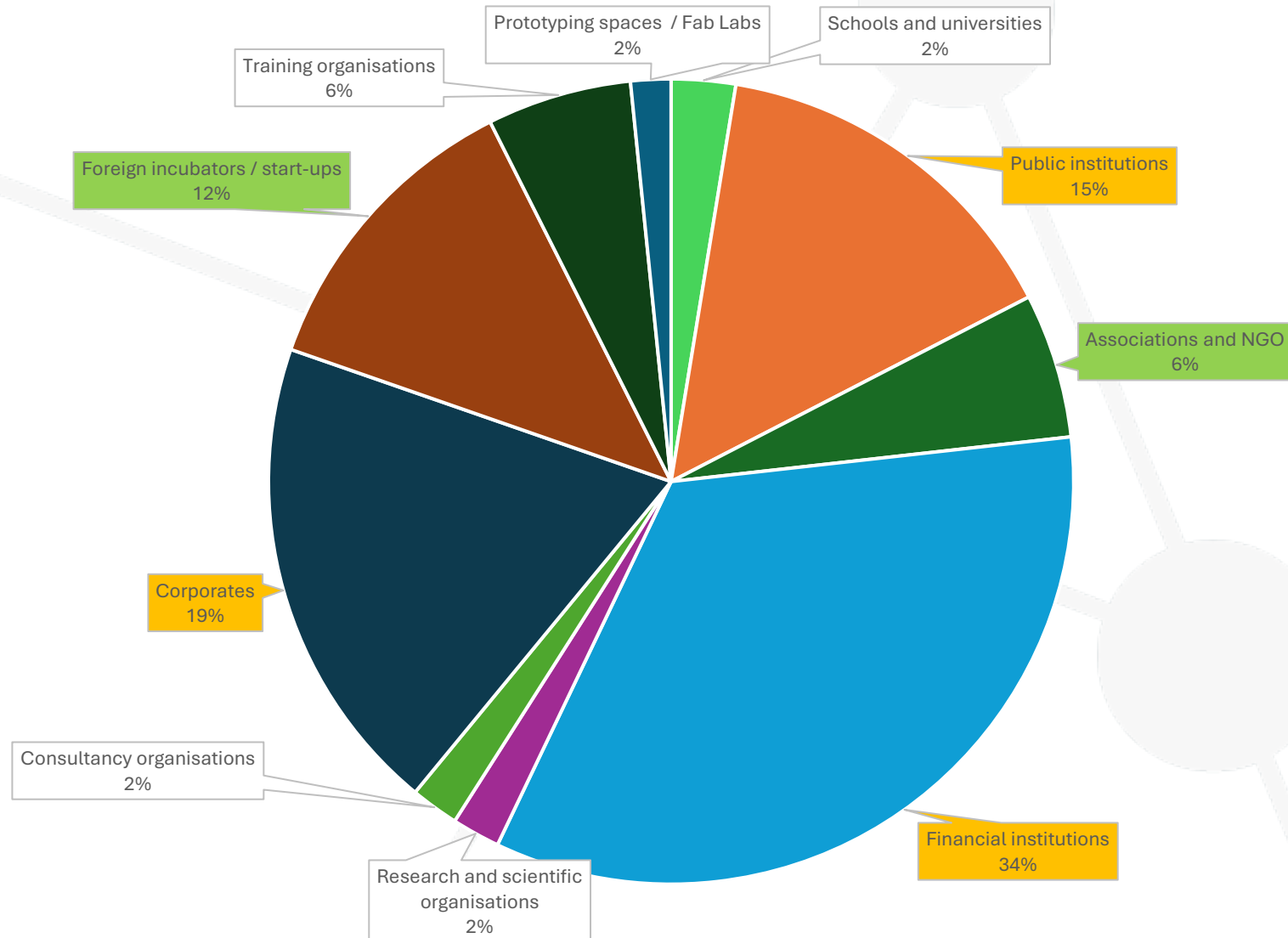
Benchmarking data and ecosystem analyses



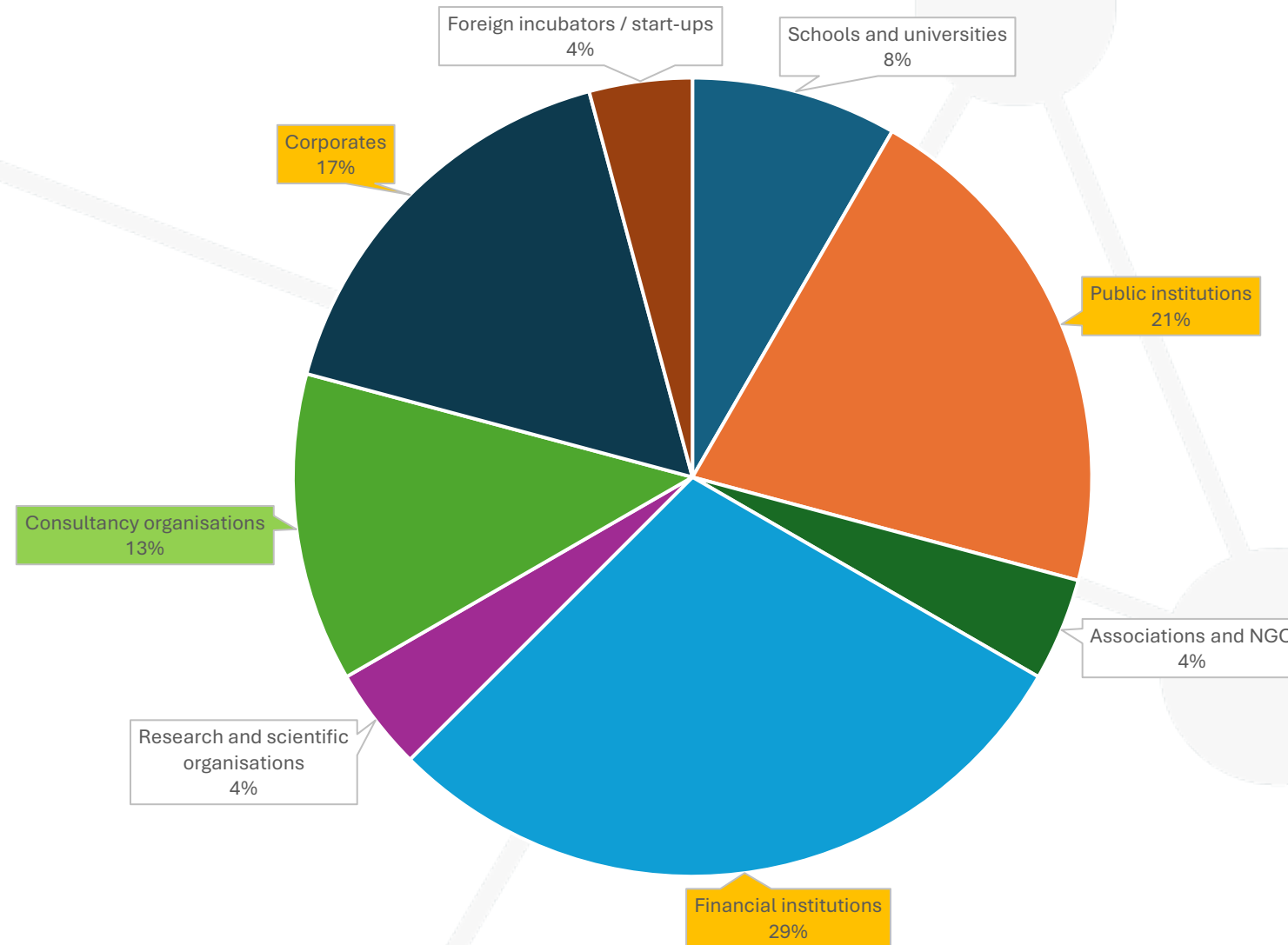
Partnerships of agri-business incubators in Europe



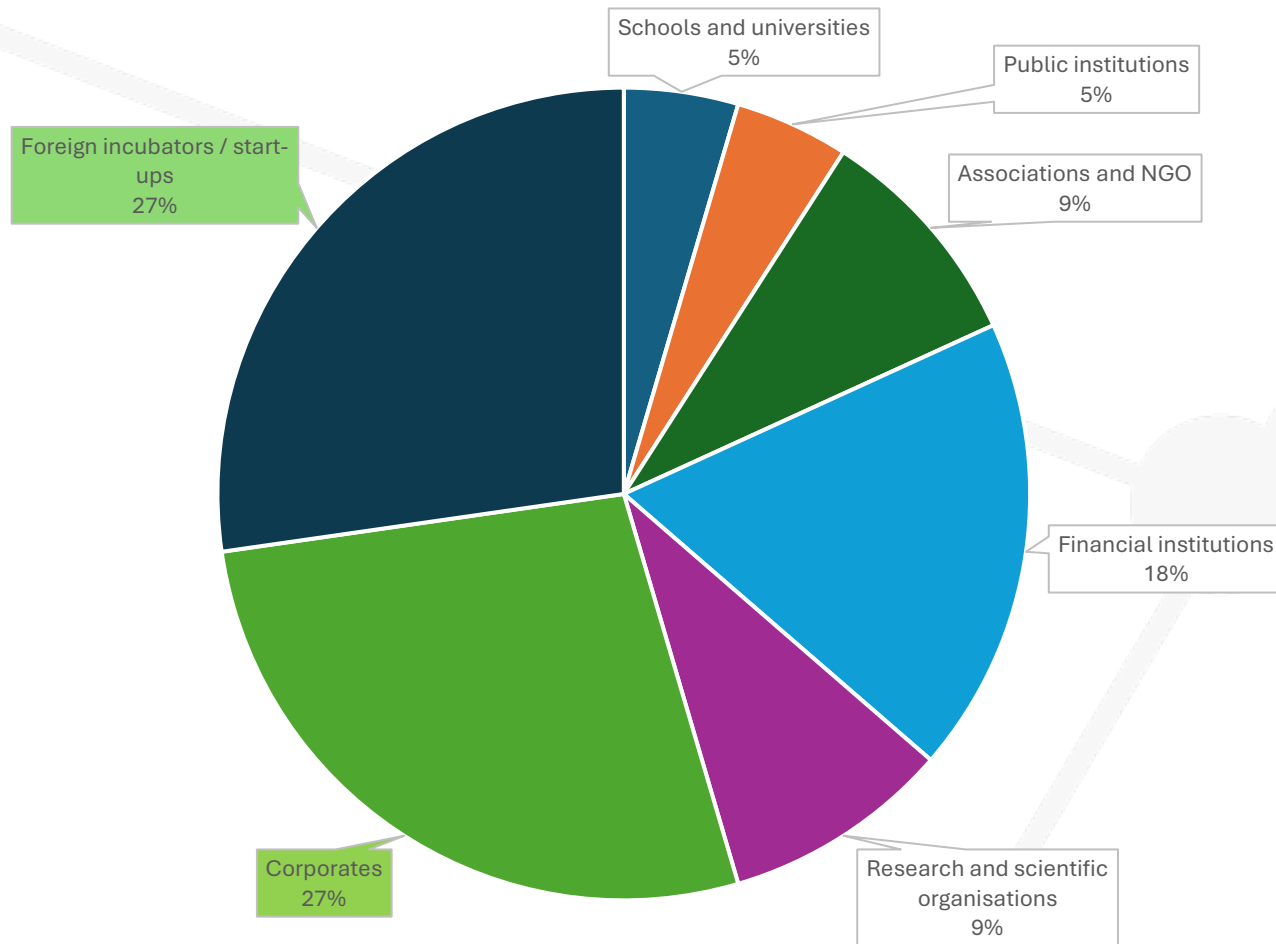
Partnerships of agri-business incubators in Africa



Partnerships of agri-business incubators in South America



Partnerships of agri-business incubators in South-East Asia



Maturity:

- The startup must have achieved product market fit and be ready for Series A/ Series B round.
- The startup must be working with Enterprise Clients.

Good practices and efficient models in terms of scouting programs for corporates

Questions ?



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Let's get to know each other

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Partnerships for building a better infrastructure

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The challenge

Production and consumption sites are disconnected: production is rural, but the demand is growing mainly in cities due to urbanization.

African farmers see up to 40% of their crops succumbing to post-harvest loss ([FAO, 2023](#)) due to:

- Lack of storage facilities
- Inefficient handling and transportation, especially in terms of cold chains
- No access to local processing facilities

Which partners can help ?

Partners offering coaching and training programs



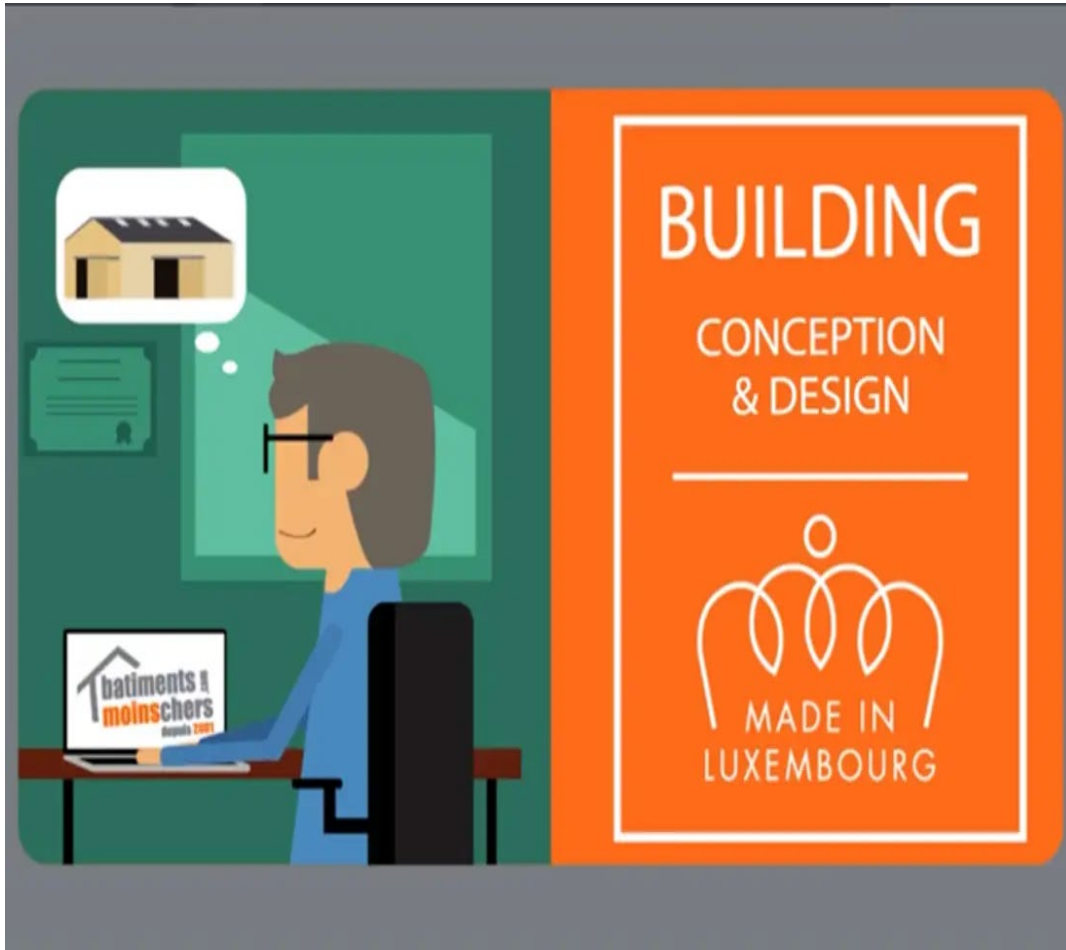
ThriveAgric, Nigeria, educates farmers on proper harvesting, drying, and storage techniques, while strategically located warehouses, built in partnership with communities, bridge the gap between farm and market, minimizing transportation losses. Additionally, ThriveAgric offers data-driven insights on optimal storage conditions based on specific crops and local weather patterns.

Which partners can help ?

Mantouj Fellah Bladi (Algeria)

Offers a digital platform and virtual agricultural marketplace based on the supply and demand system for agricultural products. The platform provides a gateway to the market for labor, transport, agricultural equipment, fertilizers, medicines, livestock and farmland (sales, leasing and partnerships). It also offers a list of storage centers for farmers.

Which partners can help ?



Which partners can help ?

Providers of cold storage solutions

FLEXIBLE PAY-AS-YOU-STORE MODEL

Coldhubs offers farmers with a flexible pay-as-you-store subscription model. In preparation for storage, farmers transfer their perishable foods into our reusable crates, which fit neatly onto the shelves. Farmers pay a daily flat fee for each crate of food they store.



Which partners can help ?

Enterprise

FASOTRAP



2024

Ongoing

Affordable solar-powered cold rooms to reduce food loss



Burkina Faso



LuxAid Challenge Fund

Students can bring relevant solutions



The Auto Gazelle is an innovative project of a utility vehicle, all terrain, for the transport of people, goods but also energy production.

It was designed and manufactured by students of the Ecole Supérieure Polytechnique in Dakar.

Transversal use of technologies can be considered

Solar refrigerators for better access to vaccination



Project leader

B Medical Systems (Luxembourg)

Local partner

Ministry of Health (Madagascar),
Dynamic consulting (Madagascar)

Associated partner






Solea (France)

Amount of co-financing

EUR 188,000

Address through partnerships whatever is considered a challenge by the producers

- High electricity tariffs

     <p>Connected solar stations</p>	
<p>Company name: Solarly Country: Belgium Year founded: 2018 Website: https://www.solarly.org</p>	<ul style="list-style-type: none">• USP of the Product / Solution / Technology: based on blockchain 3.0, our unique solar solution supports economic development in rural areas through the provision of services in and beyond the communities of users
<p>About the Company and Product /Solution / Technologies.</p> <p>We offer autonomous and up-to-date solar stations connected to a marketplace. On top of being self sufficient, the communities have access to crowdfunding services and can buy and sell the energy produced through a centric platform.</p>	<p>Target Clientele: hospitals, businesses, schools, hospitality</p>
	<p>Target countries to scale to: all interested African countries (we are currently in Cameroon)</p>
	<p>What are you looking for in a partner startup? Access to clients, procurement</p>

Which partners can help ?

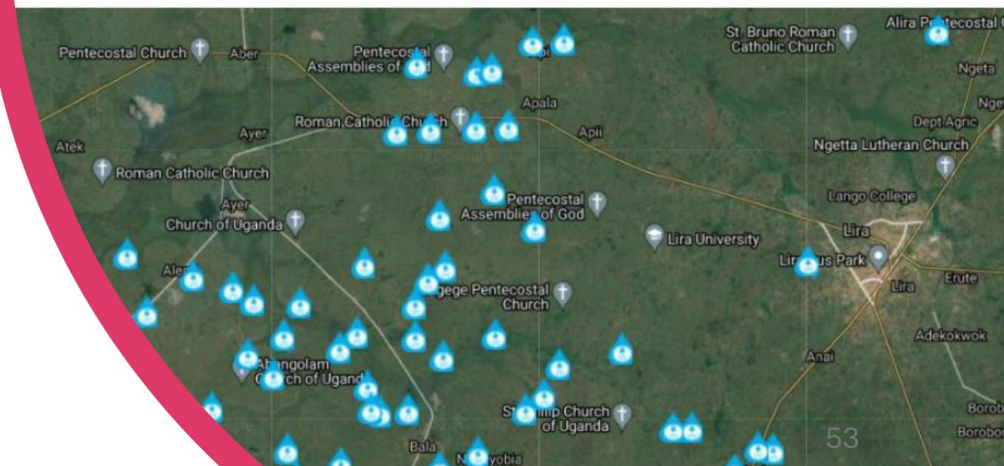


WaterKit Wallet is the first mobile money-powered credit access card providing direct credit access to WASH and Energy Products at 0% interest rates through the community village stores

PRIORITY TOPIC Supply Chain and Logistics	INCORPORATED IN 2021
HQ Uganda	ORG TYPE For profit
OPERATIONS Uganda	TEAM SIZE 5 FTE
HIAP TARGET LOCATION Uganda	GENDER, INCLUSION & DIVERSITY METRICS <ul style="list-style-type: none"> • 30 % female employees • 30 % Women in Management
PROJECT DEVELOPMENT Pilot	

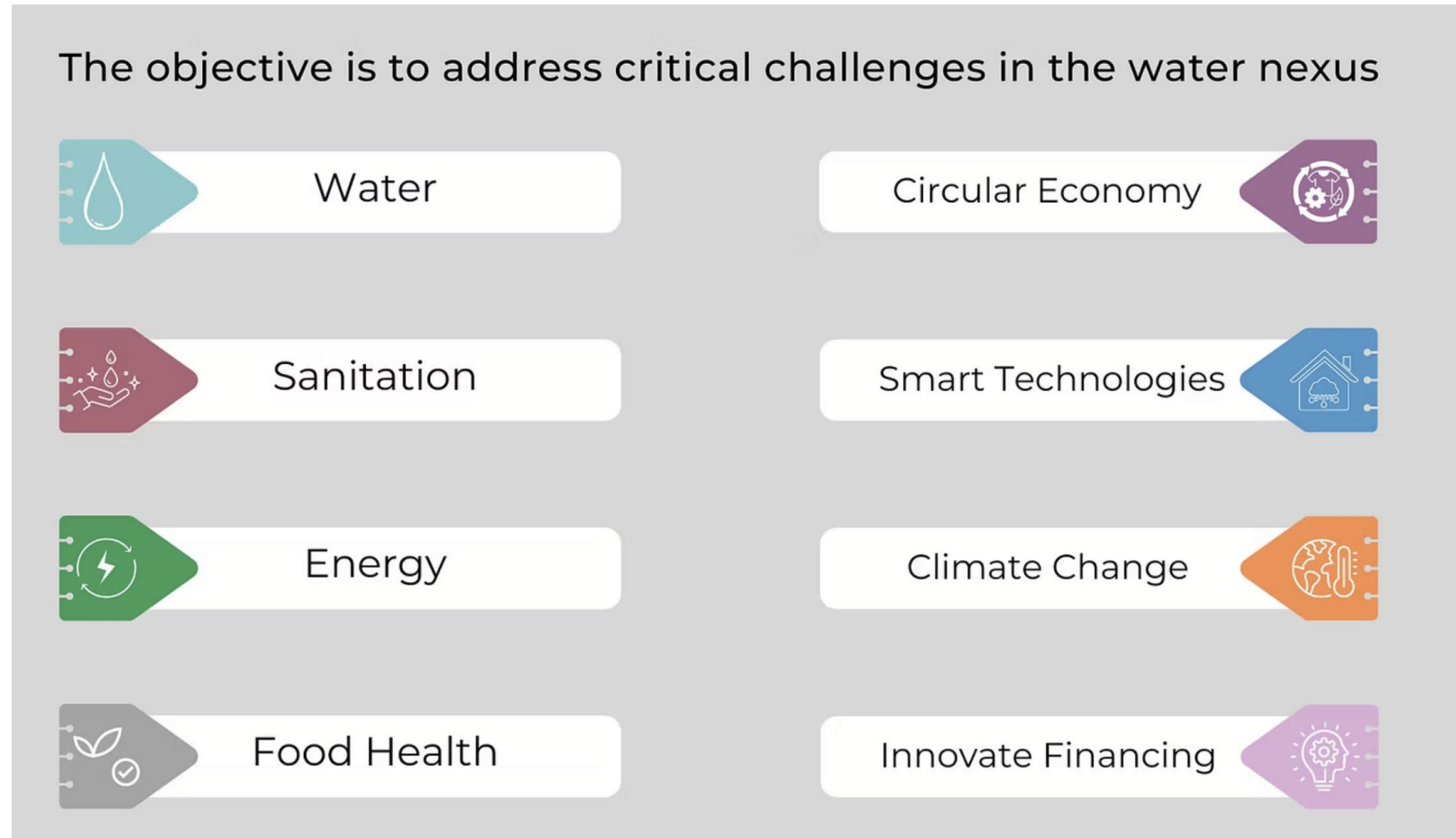


ashboard



Which partners can help ?

Waterpreneurs (Switzerland) offers global alliances, funding and platforms for acceleration of impact.



Questions ?



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Partnerships for enhanced profits from agriculture

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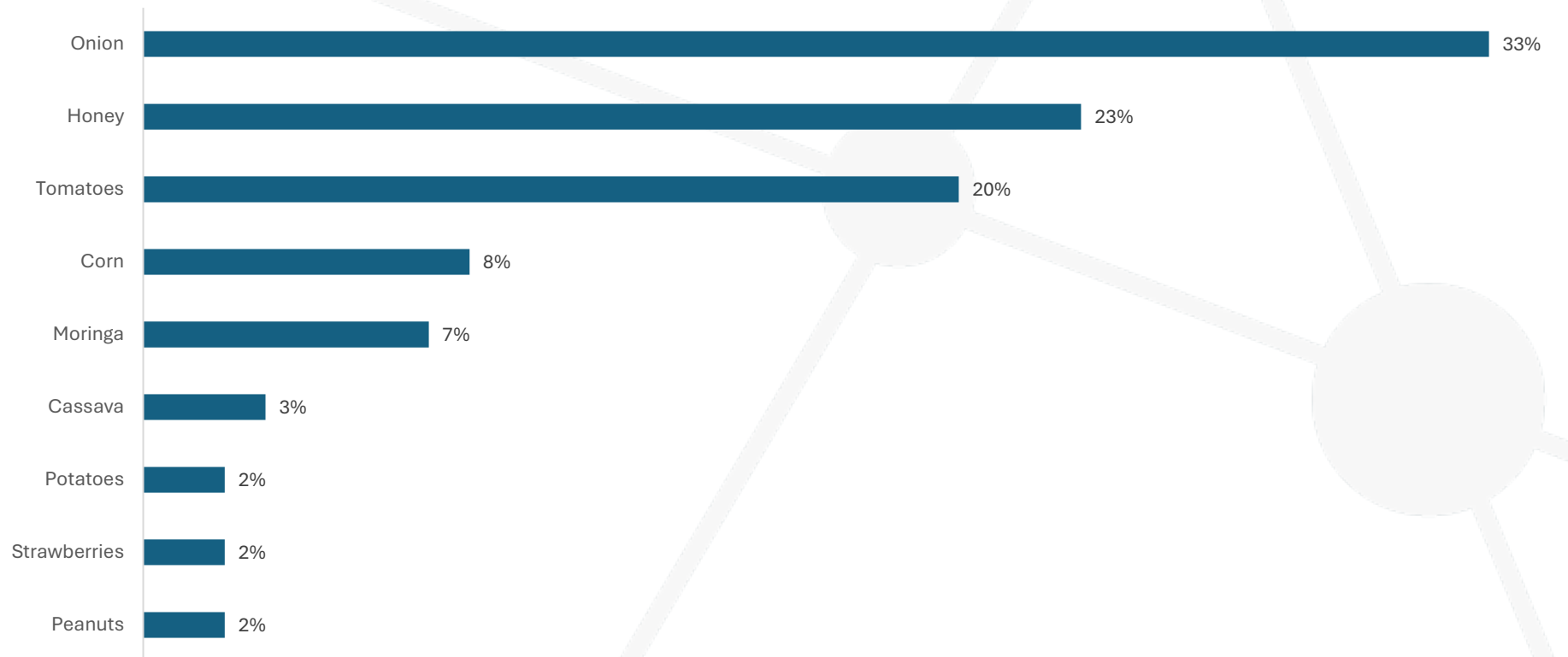
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Challenges

Identify and motivate entrepreneurs to create and enter new markets

Production may be focused on specific similar crops

Call for new agri-entrepreneurs in Burkina Faso



Challenges

Highly competitive international markets

Between 2011 and 2012, Burkina Faso exported around 36,100 tons of onions, with growth in value of 24% between 2009 and 2013. Onion cultivation currently covers more than 11,000 hectares, involving some 15,000 growers and generating substantial income for those involved in the sector.

Total Production Volume

in 2022

+17.82M

KG

Ranked 24th, % share in global production

1Y **-0.27%** 3Y **-0.23%** 5Y **-0.40%**

Business incubators should follow market trends

and link different rural and urban commercial cultures.

Because of the rise of the middle class and a growing number of consumers paying more attention to healthy and natural food products, the number of people who want **nutrient-rich foods – such as moringa –** is increasing

Moringa is grown, prepared and marketed locally.

Moringa from Burkina Faso is seen as a luxury product.

WACOMP countries apply a 0% tariff to moringa. This means there is a competitive advantage over moringa products from outside West Africa.

Partners that can help

Consultants and mentors that can advice on the type of crops most needed and suitable for the region



Agriterra was founded by the Dutch agricultural sector. We provide expert advice and training to cooperatives and farmer organisations in emerging economies. We strengthen farmer ownership and stimulate economic growth for ambitious farmers worldwide.

Partners that can help

Training organisations that can create awareness

Neglected crops open markets, strengthen womens' groups in Burkina Faso

From

CGIAR Initiative on Nature-Positive
Solutions

Published on

17.01.25

Impact Area

Environmental health & biodiversity, Gender equality, youth & social inclusion, Nutrition, health & food security, Poverty reduction, livelihoods & jobs

Partners that can help

Research institutions that can advice on the diversification of the production

Belgium's University of Liège's Gembloux Agro-Bio Tech implements research/teaching projects in Central Africa (DRC, Rwanda, Burundi, Cameroon or Gabon), West Africa (Benin, Burkina Faso, Côte d'Ivoire, Senegal), North Africa (Tunisia, Morocco).

PACODEL is the cross-functional, integrated administrative tool for implementing ULiège's academic cooperation strategy. The PACODEL team liaises with donors and provides administrative support to the various parties involved in university development cooperation activities.

Another challenge



Lack of local distribution channels and marketplaces, lack of connections with the consumers and retailers.



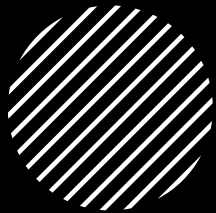
Agri-business incubators should help the incubatees have an easier access to the markets and fill in the missing links in farm to market chains by developing, multiplying and diversifying the commercial channels.



Which partners can help ?



SOUTRAMARKET is a B-to-B agricultural marketplace, designed to help cooperatives sell their produce at reasonable prices and avoid post-harvest losses.



Which partners can help ?

Propose your technology and become a partner to the **Philip Morris group**.



TARGET AUDIENCE

Innovative companies, both Italian and foreign, developing solutions and technologies applicable to the Philip Morris context and the tobacco supply chain.



PROJECT OBJECTIVE

To speed up the adoption of state-of-the-art technologies and solutions in the agricultural sector and the tobacco supply chain by testing new technologies together with Philip Morris Italy.

Access to information is relevant to provide

Brastorne's mAgri app offers a revolutionary approach to bridge the digital divide – helping farmers from all across the country, even in remote villages, to trade their goods with just a few clicks. This mobile application, created using USSD technology, aids smallholder farmers in various ways, such as tracking prices, getting access to important market information, access to weather and other data for just \$1.40/month, an 85% cost savings compared to the cost of alternatives.

Solution

Identify the channels that are the easiest ones to access with a high return



Which partners can help ?

Institutions that can develop the local loops and distribution channels through e.g. procurement.

To avoid buying imports, Ghanaian national policy aims to stimulate the consumption of locally produced foods. For example, **government institutions - such as schools - are encouraged to buy local**, good quality parboiled rice. Having set up an agri-business enterprise, involving buying and processing of paddy, the Single Mothers Association (SMA) in the Upper East region successfully bid for a contract to supply schools.



Turning commodities to high-value products

Helps generating more
revenues in the value chain



Which partners can help ?



2024

Ongoing

**Boosting milk processing
in Burkina Faso for higher-
quality local foods**



Burkina Faso



Business Partnership Facility

Which partners can help ?



Development of a Nepalese organic spice chain



Project leader

The Organic Village (Netherlands)

Local partners

The Organic Valley, LEAD NGO (Nepal)

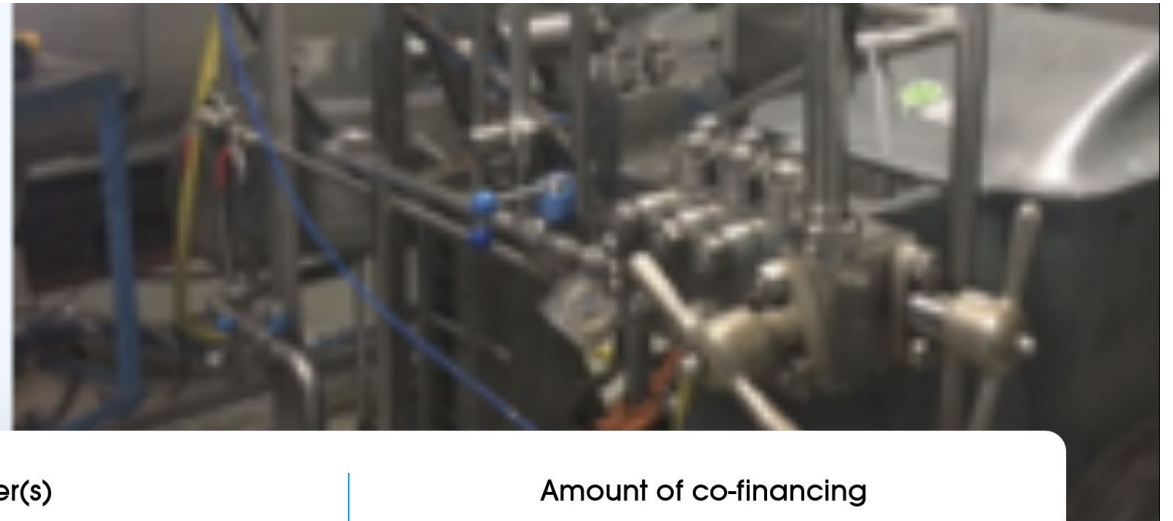
Amount of co-financing

EUR 200,000

Which partners can help ?



Upcycling whey into a healthy drink



Project leader

Jurry Hekking (Netherlands)

Local partner(s)

Bylmeti (Kosovo) and YES (Kosovo)

Amount of co-financing

EUR 100,000

Diversification matters in terms of outputs



Food processing

Energy

Natural ingredients for
cosmetics and health

Which partner can help ?



CONCOURS
L'OCCITANE *pour Elles*

► UNE OPPORTUNITÉ POUR ACCÉLÉRER ◀
VOS PROJETS D'ENTREPRISES !

Postulez avant le 26 juillet 2020 sur fondation.loccitane.com

INITIÉ PAR

EN PARTENARIAT AVEC

Fondation
L'OCCITANE

La Fabrique

LA MAISON DE L'ENTREPRENEUR
DU BURKINA FASO

ProFeJeC
Entrepreneuriat Innovation Citoyenneté

Initiative
Ouagadougou

Which partner can help ?



- Protecting the environment: protecting marine and terrestrial ecosystems, preserving our planet's scarce resources for future generations.
- Improving **food and nutrition**: supporting projects and initiatives to feed disadvantaged populations in developing countries, reduce food waste and meet the challenge of sustainably feeding the world's growing population, etc.
- Improving health: facilitating access to drinking water and sanitation, supporting research into cancer, organ transplants and other major challenges in modern healthcare.

Helping non-profit social enterprises working in the fields of the environment, health protection and improved nutrition, in line with Eurofins' DNA.

Which partner can help ?



Seamless Clean Cooking & Electricity From Organic Waste

Questions ?



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Partnerships and financing mechanisms for agriculture



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The challenge faced

Agri-SMEs are vital to Africa's agriculture, but their growth is hindered by limited financing. Despite their significant contribution to GDP and employment, they face an annual funding shortfall of about USD 90 billion due to lenders' risk perception, high-interest rates, and collateral issues.



Which partners can help ?

Provide access to loans to farmers

TechnoServe has more than 50 years of experience in over 20 African countries, working with public and private partners to catalyze broad-based economic growth through agricultural and enterprise development.



2023 FUNDING SOURCES

\$114 million raised



Which partners can help ?

GreenHope is an NGO providing microcredit to farmers



Helping poor farmers and their families for a better life

- ✓ Training and micro-financing poor families
- ✓ Improving the health of the farmer and their families
- ✓ Supporting and feeding children and the poor
- ✓ Providing equal opportunities for education

Which partners can help ?



Citi Foundation

We invest in efforts that increase **financial inclusion**.

We partner with community organizations working across 80+ countries and territories globally.

Which partners can help ?

Finca International provides donations to:

Smallholder Farmers

75% of people in poverty around the world depend on agriculture and natural resources for their survival.

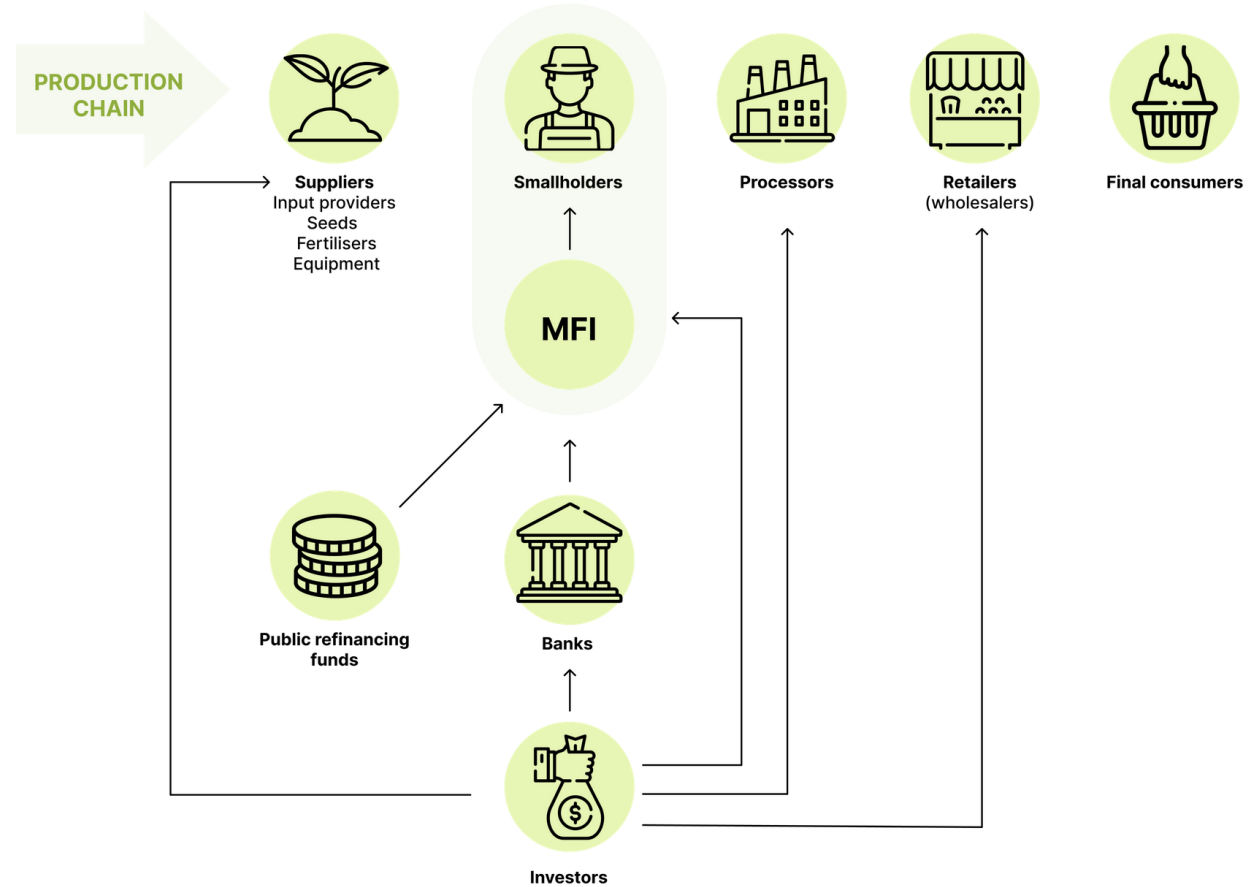
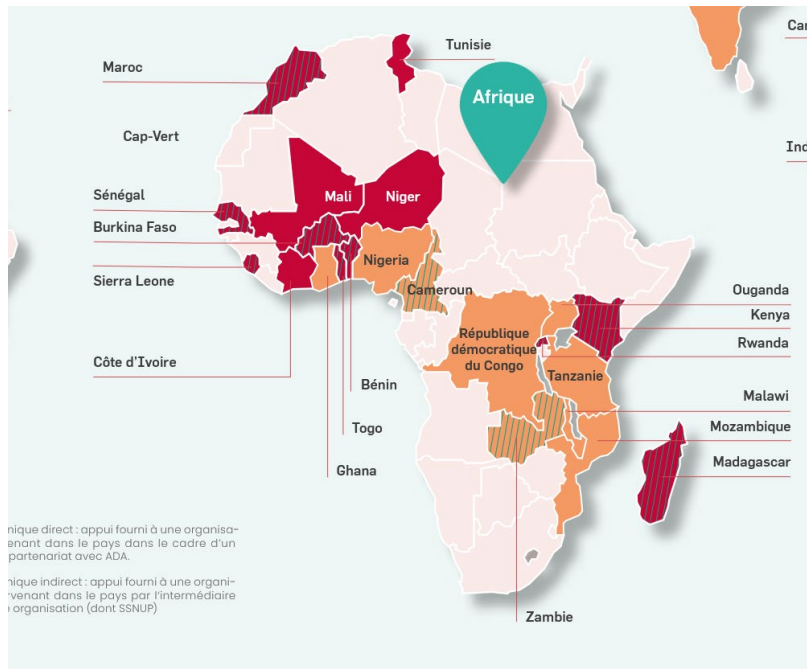
Families on the Margins

Women are disproportionately affected by poverty, yet frequently bear the burden of sustaining their families.

Micro Businesses

80% of our clients earn their income through selling goods or providing services.

Which partners can help ?





Crop insurance solution

Company Name: OKO Finance

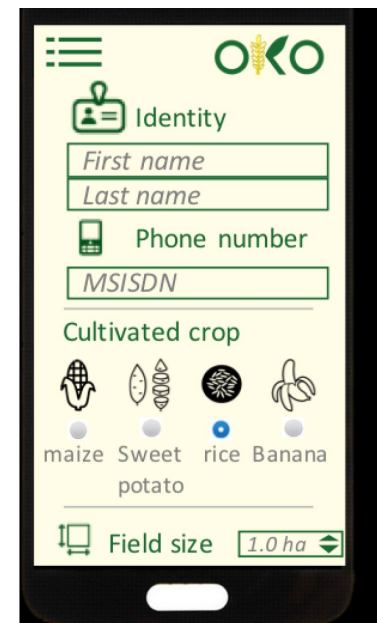
Country: Luxembourg

Founded: 2019

Website: <https://www.oko.finance/>

Product /Solution / Technologies :

- We are using new technologies in satellite imagery and weather forecasting to create parametric insurance products underwritten by locally licensed insurance companies
- We automate risk prediction and claim management, providing policy management platforms for companies and apps for the end users



We act to make farming a more sustainable source of income by leveraging mobile technology and creating low-cost insurance solutions for those who feed the world.

Clientele: mobile network operators, micro finance institutions, foundations, NGOs, governmental institutions, farmers

Business Partnership Facility

An impactful insurance solution for breeders facing climate-change risks



Project leader

IBISA (Luxembourg)

Local partner

Réseau Bilital Marobé (Niger)

Amount of co-financing

EUR 200,000

Questions ?



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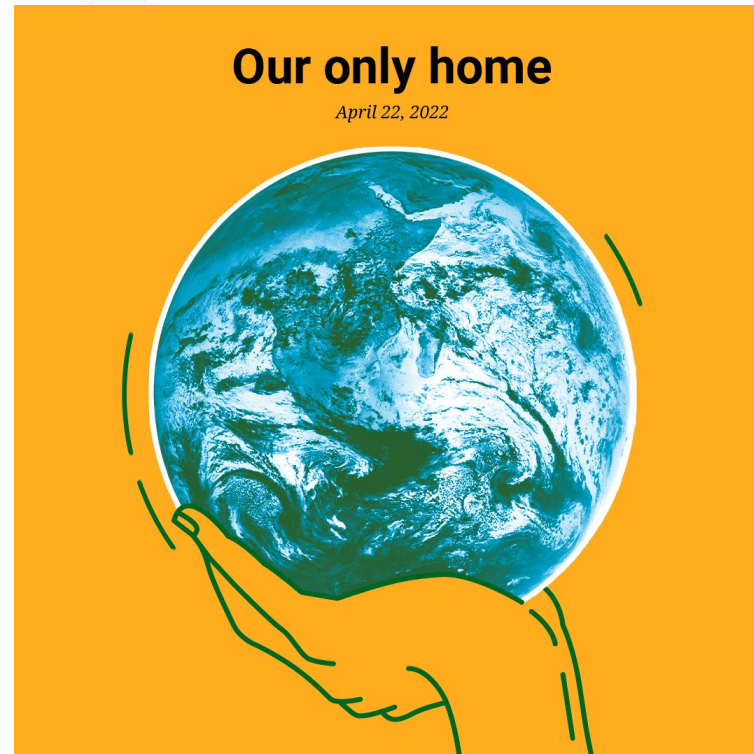
Partnerships for mitigating climate change



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The challenge and solution

The global challenge of climate change results into erratic weather patterns, prolonged droughts or devastating floods. Because the challenge is global, this is where you may seek and find international collaborations to support a climate smart agriculture more resilient to climate change in Africa.



All kinds of partners can help and can be considered here



Which
partners can
help ?

International organisations are very active in creating awareness and funding to develop solutions, with the support of **private financial institutions** and **NGO**.

A good practice is the exchange of best practices between **incubators** and **accelerators** that have some running programs tackling climate change.

Which
partners can
help ?

The **Greenovations** project aims to set up a framework that brings together actors and stakeholders of the green innovation and entrepreneurship ecosystem in Africa to identify and ideates solutions, organize and support innovations, innovators and entrepreneurs with a focus on women and youth. This is a pan-African accelerator that you may partner with to have access to their networks.

Which partners can help ?

CIWARA supports companies in the tech, agri, finance and energy sectors in French-speaking West Africa at seed or series A stage, at least 2 years old and in an acceleration phase. They invest between €50,000 and €300,000 in capital over a 5-year period. They get funding from the UN International Fund for Agricultural Development (IFAD) and the African diaspora. They invest specifically in climate smart agriculture.

You may approach them as a partner scouting for companies in your own country.

Some technology providers can offer monitoring solutions

Business Partnership Facility

Spatial modeling to combat the effects of flooding



Project leader
RSS-Hydro (Luxembourg)

Local partner
AGRHYMET (Niger)

Amount of co-financing
EUR 24,400

Alternative production means are worth to be supported

LuxAid Demonstration Fund



2024

Ongoing

Hydroponic production for food security

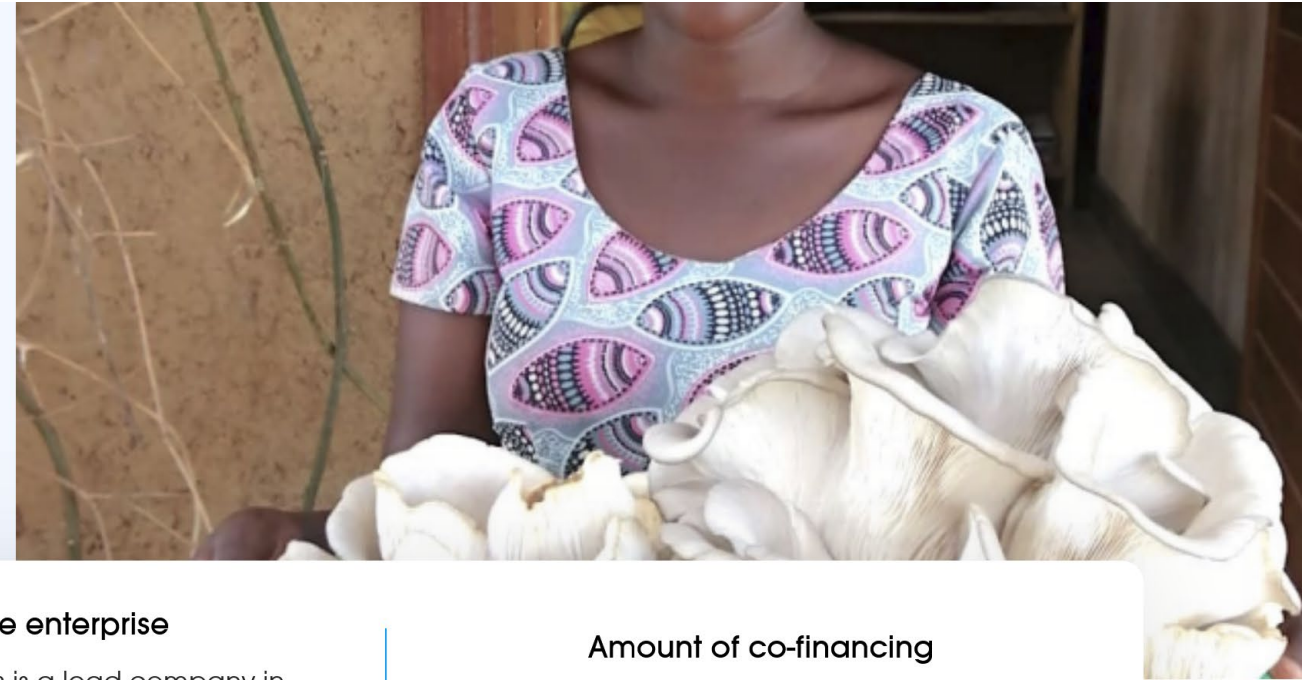
 Rwanda

 LuxAid Demonstration Fund

New products that require less extensive land use

LuxAid Demonstration Fund

High-intensity alternative protein-based production



Enterprise

Kigali Farms

Presentation of the enterprise

Founded in 2010, Kigali Farms is a lead company in Rwanda for the introduction of mushroom farming.

Amount of co-financing

EUR 350,000

Questions ?



BIC Africa is funded by the European Union.

Partnerships for a modernized agriculture



BIC Africa is funded by the European Union.

The challenges and solution



Inefficient production and handling means



Limited mechanization and access to equipment



Agri-business incubators should help incubatees identify and adopt technologies appropriate for modern agribusinesses through appropriate partnerships

Which partners can help ?

CIRAD create skills and systems dedicated to supporting open and responsible innovation within Burkina Faso's public and private sector organizations in three areas: agri-food processing, agro-ecology and digital agriculture, mobilizing researchers ready to support innovative entrepreneurs.



Which partners can help ?

LuxAid Challenge Fund

Solar power for onions



Enterprise

Ibriz

Presentation of the enterprise

Founded in 2020 by two experts in renewable energy and rural development, IBRIZ aims to enhance agricultural sustainability and productivity in Sub-Saharan Africa.

Amount of co-financing

EUR 140,000

Which partners can help ?

Business Partnership Facility

Smart water meters to reduce water losses



Project leader
CityTaps (France)

Local partner
Bomet Water and Sanitation Company –
BOMWASCO (Kenya)

Amount of co-financing
EUR 198,400

Which partners can help ?

At Hause Limited has joined Business Call to Action (BCtA) with the goal to reduce agriculture loss by providing 300,000 low-income producers in rural Uganda with **insect and rot-resistant packaging**.



Which partners can help ?

The CARRARO Lux-Tech-R&D Centre focuses on developing innovative, electrified transmission systems for construction and agricultural vehicles, prioritizing CO2 emission reduction and environmental sustainability. Their approach includes advancing both hardware and software, incorporating new mechanical designs, electrical drives research, and the use of AI and machine learning for predictive maintenance and efficiency optimization.



Which partners can help ?



T



The platform solution developed by TROTRO not only increases the availability of tractors and machines, it also reduces the costs for the smallholders at the same time. The positive effect is noticeable for rice and corn farming. This contributes directly to improving the livelihoods of small-scale farmer and helps securing the supply of food for the population. Simultaneously, farmers and rental companies are able to utilize their machine pools more efficiently which leads to a higher return on investments in machinery and a flourishing rental business sector.



Which partners can help ?

Providers of organic fertilisers

Biophyto, Benin: one of the few companies today on the international market of organic fertilizers and agricultural bio-pesticides to offer approved products, ECOCERT certified and protected by patents and approvals. It uses local resources to produce organic fertilizers and pesticides that respect public health and the environment.

Partners in the field of certification can be of interest

BIO PHYTO

The production of organic pineapples according to the new EU regulations.

2022

BENIN

This project is the collection of pineapple processing residues for intensive production of organic fertiliser and ethylene-enriched activated carbon.



Which partners can help ?



Crop Pests Management

Farmers can easily detect crop pests early enough before they damage their crops and affect their harvests. Get advice on when, types and amounts of pesticides to apply.

Crop Diseases Management

Imagine getting an alert early enough on your phone or computer, on diseases attacking your crops? get advice on the types and amounts of pesticides to use.

Soil Health Management

Farmers get all soil parameters; soil pH, moisture, NPK, temperature and advice on precise amounts of fertilizers, water and pesticides to use.

Which partners can help ?

Creating collaborations with engineering schools can be of great added value for agribusiness incubators.

Université Joseph Ki-Zerbo



Support à l'entrepreneuriat technologique et innovant

APPEL A PROJETS
AGRICULTURE et ENVIRONNEMENT

- ★ Production agricole intelligente | Smart agriculture
- ★ Transformation innovante des PFNL
- ★ Transformation agroindustrielle
- ★ Projets de résilience climatique
- ★ Protection de l'environnement
- ★ Agroforesterie

Date limite de candidature:
1^{er} Septembre
ou
30 Octobre

Contacts:
25 38 68 28
71 66 56 54
76 01 38 38

Remplir le formulaire sur le site www.burkina-business-incubator.com



Appel à projets d'ingénierie
dans les domaines de la mécanique, la sécurité, l'industrie, l'énergie et de l'informatique

Which partners can help ?

“Through our **Hardware incubator**, we incubate selected promising hardware startups, helping them move from idea stage through prototyping to product-for-market stage with both technical and business development support”. Kumasi Hive. Ghana.



Which partners can help ?

The Luxembourgish Cooperation Agency can support you in funding / setting up your own structure



Blue, Bluetooth Version 90054



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Better production means doesn't necessarily rely on technology

Riffle Effect supports African farmers with life-changing training. They are training farmers in Push: Pull methodologies. By intercropping e.g. Desmodium and Brachiaria grass, cereal crops are protected. This is because the Desmodium releases a natural chemical that repels pests (push) whilst the Brachiaria grass attracts them (pull).

Riffle Effects has access to donors to support one's activity, e.g. the Innocent Foundation.

Questions ?



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Partnerships for more supportive policies for agriculture



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Area that may be less under your control

Things you can influence

- Your value proposition: what you do, for whom and why ?
- Your sales and marketing channels: local, national, international ?
- Customer segments: sectors, development stage ?
- The services your offer can and should evolve
- **The partners your work with is something you can work on in a proactive way**

Those are the core elements in your business model which you should have under control as much as you can

Things you cannot influence



- **Global economic context**
- **Political decisions**
- The ecosystem around you (competitors, cultural aspects, strategies of the big players)

Those are the factors you cannot directly control but it's important to think anyway about how to establishing connections to them.

But creating a public debate is important



powered by **technoport**[®]

[Agenda](#)

[Speakers](#)

[Demo Day](#)

[About & Why Participate?](#)

Session 8 : Wrap-up round table

16:20 – 17:00

Outcomes of the day will be reviewed through the lens of 3 deeptech engaged organisations. The speakers will address the critical deeptech ecosystem requirements such as the strategic alignment across the different support and venturing parties. The panellists will touch on how to identify within an ecosystem the strategic deeptech sectors and related support capabilities. The measures to trigger deeptech excellence for worldwide differentiation, competitiveness and attractiveness for related key research and business partners will be debated.

Moderator



Olivier Zéphir
Technoport
Head of BD & Innovation

Speakers



François Applagnat
Basque Invest
Director



Eva Kremer
SNCI
CEO



Sasha Baillie
Luxinnovation GIE
CEO

Which partners can help ?

The research organizations and experts that can bring insights and perspective.

TheFutureOf 14 JANVIER 2020

Local Food

En 2020 au Burkina Faso, comment réaliser le rêve de « consommer ce que nous produisons » ?
Quelles solutions sont aujourd'hui indispensables pour faire décoller nos productions locales ?

Inscrivez-vous à cet événement unique. Places limitées !
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CENTRE INTERNATIONAL DE RECHERCHE EN COOPÉRATION POUR L'AMÉLIORATION DE LA PRODUCTIVITÉ ET DE LA DURABILITÉ DES SYSTÈMES D'ÉLEVAGE

Which partners can help ?

Ambassies and cooperation agencies

Digital Agriculture Forum in Dakar in May 2024

The two-day forum on digital agriculture was chaired by Mrs. Mame Aby SEYE, General Delegate of DER/FJ, in the presence of the representative of the Ministry of Agriculture and Food Sovereignty, the resident representative of LuxDev, implementing partners Deloitte, CTIC, Concree, the company WIDE AND CO from Luxembourg, and microfinance institutions PAMECAS from Benin and Burkina Faso.

Which partners can help ?

NGOs specialized in community engagement and mobilization of citizens

For 10 years, makesense has been creating tools and programs for collective mobilization to enable everyone to take action and build an inclusive and sustainable society.

Which
partners can
help ?



11,000+ African small-scale farmers use radio and mobile phones to tell decision makers attending Africa Food Systems Forum what they need to succeed in a changing climate.

Questions ?



BIC Africa is funded by the European Union.

To sum up



BIC Africa is funded by the European Union.

The path to meaningful partnerships



Identify the key challenges and gaps in your agri-ecosystem



Identify the potential solutions to the gap



Brainstorm with international partners to identify potential exchanges and collaborations



Identify the funding mechanisms for the soft-landing programmes / ground activities as needed

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