

# Sankalp Africa Summit

## *Post Event Report*



Organized by:

## Contents

An Introduction to Intellectap.....	iii
Sankalp Forum: An Introduction to Sankalp in Africa .....	iii
Sankalp Africa Awards .....	iii
Sankalp Africa Summit .....	iii
.....	iii
Sankalp Africa Summit: The Impact .....	iv
In Numbers.....	iv
Seen and Heard at Sankalp.....	iv
Session Summaries – Plenary Panels .....	v
Session Summaries – Parallel Sessions .....	vii
Workshops and Roundtables .....	xi
Sankalp Award Finalists Enterprise Pitches .....	xiii
Innovation Showcase .....	xiv
Satellite Events .....	xiv
Way Forward .....	xv
Partners .....	xv
Annexure 1 .....	xv
2014 Africa Finalist Enterprise Profiles .....	xvi
Annexure 2 .....	xxi
Innovation Showcase Enterprises.....	xxii
Annexure 3 .....	xxiii
Sankalp Africa Jurors .....	xxiii
.....	xxiii
Annexure 4 .....	xxiii
Sector Acronyms .....	xxiii
Annexure 5 .....	xxiv
Sankalp Africa Mentors .....	xxiv

## An Introduction to Intellecap

Intellecap is an India-based development advisory firm that is focused on accelerating market-based approaches to social and environmental challenges. We have pioneered the spread of innovative business solutions that help build and scale profitable and sustainable enterprises dedicated to social and environmental change.

Intellecap's core business areas include Consulting and Investment Banking; and we have worked with clients including corporates, multilateral, foundations, Development Finance Institutions (DFIs), investors, entrepreneurs, policy makers and academia. We have worked on over 60 inclusive business engagements across 15 countries and raised over USD 200 million in early stage investments for high impact Small and Medium Enterprises (SMEs).

## Sankalp Forum: An Introduction to Sankalp in Africa

Established in 2009, Sankalp Forum was the first platform for high impact SMEs in India, and rapidly became one of the world's largest. Derived from the ancient Sanskrit word "*sankalpa*" meaning determination; it is building an enabling ecosystem for early-stage SMEs, channelling investments, and engaging over 11,000 people globally through collaborative year-round initiatives. It is a convergence of global knowledge, investment and dialog geared towards building a more inclusive ecosystem for high impact businesses. Over the last 5 years Sankalp has supported 300 such businesses in India and channelled investments worth US\$ 120Mn.

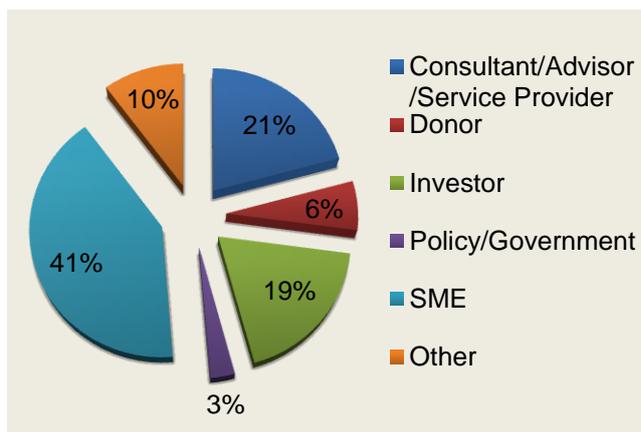
In 2013, Sankalp Forum expanded in to Africa with the ambition of accelerating enterprise growth and building a South-South corridor to promote greater learning and partnerships between developing countries. Sankalp in Africa launched with an emerging SME Awards program and an industry convening.

### Sankalp Africa Awards

Conferred upon innovative, dynamic and sustainable social enterprises in Africa, the prestigious Sankalp Awards recognize the impact that entrepreneurs are creating through viable businesses. 100 applications from across 12 countries and 6 high impact sectors were shortlisted to 12 finalists.

### Sankalp Africa Summit

450 people came together for Sankalp Africa Summit from 25+ countries including 12 African nations.



[View full attendee list here](#)

### Why Africa?

Over US\$ 2 billion is ear-marked in investments for Sub Saharan Africa this year by members of the Global Impact Investing Network

About a third of the 54 African countries are seeing an annual GDP growth of more than 6%

25% of the world's workers will be of African origin by 2050

India – Africa trade in 2011-12 was valued at US\$68 billion and cross-regional investments at over US\$90 billion.

SMEs constitute 90% of business operations in the region, create over 50% of employment and GDP

# Sankalp Africa Summit: The Impact

## In Numbers

- **450** people came together for Sankalp Africa Summit from **25+ countries** including **12 African nations**
- **11 funds** with an average fund size of **USD 30Mn - USD 50Mn** participated in the Sankalp Awards screening process to evaluate **100+ applicants** from across **12 countries** to select the winner of the Sankalp Africa Award
- **21 firm commitments** to take forward negotiations with enterprises towards the due diligence stage of making an **investment**
- **18 local partners** from the African region contributed to the Sankalp Africa Summit design and execution
- **24 SMEs** were part of a 2 day exhibition called "**innovation showcase**"

## Seen and Heard at Sankalp

Kindly accept and extend my gratitude to you and your colleagues for the **EXCELLENT** mentorship...

**Moka Lantum, Microclinic Technologies**

It brought together a good depth of people (worldwide) knowledgeable and experienced with Africa's development challenges.

**Raymond Byabazaire, Cyber School**

This was the biggest event in Nairobi for social enterprise, probably ever.

**Kyle Schutter, Schutter Energy**



Tuesday, February 18, 2014

**A Busy Week in Nairobi.** A week full of events on the African social enterprise scene  
By Emily Darko

Nairobi was the place to be on the African social enterprise scene last week. With a wide range of meetings, conferences and workshops taking place, there is palpable excitement about the potential for innovative social solutions to tackle intractable development problems on the continent in inclusive and sustainable ways.

On Tuesday, Feb. 11, the Overseas Development Institute (ODI) and its partners (KCA Business School in Nairobi), the East African Social Enterprise Network and UCT Graduate Business School, South Africa) convened a workshop to discuss obstacles and challenges facing agriculture and health-related social enterprise in Kenya.

Wednesday and Thursday saw the first Africa Sankalp Forum. Sankalp is a platform bringing together social entrepreneurs and investors, as well as governments, donors, support organizations and knowledge brokers to explore how to catalyze systemic change through market-based approaches.

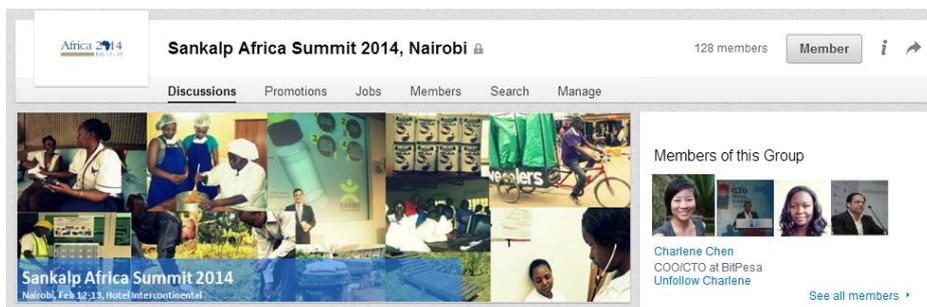


Traffic in Nairobi. Photo credit: Demosh, via Flickr

**John Kieti (@gmeltdown)**  
"The social in social entrepreneurship is overplayed at the expense of entrepreneurship says @TonyElumeluFDN's Wiebe Boer"

**Amanda Feldman (@volansamanda)**  
Great pitches from Orange, Bayer & Bosch to SMEs to partner on pathway to scale. Not just R&D, def not CSR, but core biz at #SankalpAfrica

**RegCharles Foundation (@RCFoundation)**  
What a wonderful experience at #SankalpAfrica! 2 days of power packed learning, sharing and networking! Let's do this again next year!



## Session Summaries – Plenary Panels



### Opening Panel (part 1): Global Canvas of Inclusive Development

**Moderators:** Vineet Rai, Chairman, Intellectap

**Speakers:** Chris West, Director, Shell Foundation; Anil Sinha, Regional Head, South Asia Advisory Services, IFC; Antony Bugg-Levine, CEO, Nonprofit Finance Fund

#### Session Brief

The panel moderated by Mr. Vineet Rai focused on the different challenges to development in the varying geographies and economies of the world. It noted that the western world is facing an aging population, slowing economic growth and the challenges of maintaining social services during times of fiscal uncertainty and the potential for lower levels of government spending. Emerging markets generally are facing somewhat different challenges: some emerging economies are seeing rapid growth and grappling with how to harness such growth to benefit a larger subset of the population, which is increasingly a challenge in parts of the western world as well.

One of the biggest challenges discussed is that there is not enough capital in local capital markets of emerging economies to support local investment needs, resulting in the need for foreign investment in the short term and the growth of local capital markets over the long term. There is a tipping point of increased entrepreneurial activity, innovation and the proper blend of available capital that can bring about growth in local market potential. Another significant challenge is that returns are hampered by a number of market barriers including: challenges with distribution, creating awareness around a new product, and legal and regulatory burdens of developing markets.

Corporate stakeholders have a role to play in inclusive development by creating products and services that focus on BOP markets, using their R&D facilities to incubate impact focused startups, and using their CSR funds for impact investments. Furthermore, corporate supply chains can make decisions that positively impact the lives of their suppliers and/or distributors as well as the surrounding communities.

#### Key Highlights

*Inclusive Development faces a variety of different challenges in the different contexts around the world. Although generally local solutions are best positioned to tackle local problems, some level of global cooperation and shared learning is beneficial to improving the success of inclusive development across the globe.*

*The definition of Impact Investing is still unclear. Industry bodies include the idea that intention for impact built into the business model suggests an impact investment. But how do we determine intention?*

*Collaboration and innovation in delivery methods is key to foster a world of more inclusive development.*

**Opening Panel (part 2): Looking to Africa for Leadership in Inclusive Development**  
**Moderators:** Eme Essien Lore, Senior Associate Director, Rockefeller Foundation  
**Speakers:** David Kuria, CEO, Ecotact; Dr Wiebe Boer, CEO, Tony Elumelu Foundation; Amrote Abdella, Director, Microsoft4 Afrika; Antony Bugg-Levine, CEO, Nonprofit Finance Fund

Session Brief	Key Highlights
<p>Following the discussion on the global landscape of inclusive development, and having clearly set the need to build collaborations across borders, the discussion turned to bring the spotlight back on the African continent. The panellists in this session focused on what Africa has to offer to the global inclusive development community.</p> <p>While the contrasting representations of Africa will continue, what stands out is that it is the fastest growing continent both in population and in GDP and full of both demographic and economic potential.</p> <p>Still a hugely agrarian economy, the African continent has been making strides in increasing agricultural efficiency and farmer's earnings. Success stories have come from farm service firms in remote places like Northern Nigeria as well as a successful dairy cooperative in central Kenya that supplies Brookside, a large corporate in Kenya. Large corporates have also played a crucial role in supporting inclusive development in Kenya, like Microsoft's support of local technology solutions focused on education and Safaricom's mPesa, which now has widespread use and impact throughout East Africa. In both of these cases, businesses sought out a market opportunity rather than seeking out impact and impact was created as a result.</p> <p>Governments also play a critical part as the largest customers for impact businesses. Firms earning government support like Wecyclers, based in Nigeria have increased potential for success.</p>	<p><i>A huge majority of impact investment is centered around large urban centers like Nairobi and Accra, but there are many examples of market based approaches to inclusive development in the hinterlands that warrant recognition.</i></p> <p><i>Enablers need to strike a balance between the need to serve difficult-to-reach markets and the need to build a successful business by concentrating first on the easiest markets to reach.</i></p> <p><i>The social in social entrepreneurship tends to receive more emphasis in the context of doing business in Africa – but there is need to focus on the entrepreneurship elements more.</i></p>

**Closing Panel: Driving Prosperity in Africa**  
**Moderators:** Nathan Gamester, Programme Director - Prosperity Index, Legatum Institute  
**Speakers:** Isaac Kwaku Fokuo, Jr., Principal BOTHO Ltd and CEO African Leadership Network; Dr. Caesar Mwangi, Faculty Member at Strathmore Business School and Former MD – Sasini Tea; Solène Dengler, Policy Analyst, Legatum Institute

Session Brief	Key Highlights
<p>The session moderated by Nathan Gamester, brought together key business and philanthropy leaders from across Africa to explore the future they seek for Africa – particularly keeping in mind the changing demographics of the continent, increasing interest from the Asian private sector, and the critical need for business infrastructure.</p> <p>The panel noted that in recent years, conversations about African prosperity have become increasingly optimistic. And this optimism is supported by evidence. Data collected in recent years reveal that Africa has much to celebrate: high growth rates, declining poverty, improvements in health, a reduction in conflict, and an increase in the number of democracies (of various shades). All of these point towards a continent on the up.</p> <p>However, the panel believed that it is essential for the continent to recognize that the growth cannot be sustained, unless economic</p>	<p><i>Rapidly changing demographics present significant economic opportunities as well as serious political challenges. The result is that “two Africas” may evolve: one which is able to cope with the influx of young workers into its economy, and one which is not.</i></p> <p><i>Asian investment has proven attractive to some African governments as an important counterweight to Western firms, whose investments are often conditional on the absence</i></p>

reforms are undertaken to protect the continent from a future downturn, and that political instability, violence, and corruption across much of the continent needs to be checked. It posits that until and unless these obstacles are removed, African nations will not be able to reach their full potential.

In the debate on Africa Rising vs. Africa falling, the question is not which of these narratives is true, it is which will win.

*of political or reputational risk within the specific country.  
A recent survey revealed that three-quarters of the African population think their country provides a good environment for entrepreneurs.*

## Session Summaries – Parallel Sessions

<b>Title:</b>	<b>Catalyzing African Angel Investments</b>
<b>Facilitator(s)/Moderator(s):</b>	Atreya Rayaprolu, Director - Intellectap
<b>Speakers:</b>	Eric Osiakwan, Founder, Angel Africa; Suzanne Biegel, Senior Advisor, ClearySo; Ranjith Cherickel, 88mph Tech Angel & Incubator; Duncan Onyango, Director – East Africa Acumen Fund
<b>Session Partner</b>	Intellectap Impact Investment Network
<p>There is critical need for investing in pre-revenue startups in Africa, particularly those that work in non-technology sectors. Unless sustainable and scalable models to fund such startups are found, over \$5 billion in VC/PE capital in Africa will continue to face challenges in finding a suitable pipeline. The panel focused on what it takes to catalyse angel investments in the continent.</p> <p>They noted that there is a consistent gap in early/seed stage financing where angel networks and incubators can provide beneficial assistance both with financial capital as well as with expertise and assistance in ways that larger funds may not be able to. Examples include I3N an angel network which facilitated 6 investments in India last year, 88 mph a Kenyan technology incubator which incubates 15-20 startups with investments between USD \$25K-\$100K, and Africa Angels with 77 members around the continent. Angel Networks can also assist with policy interventions or legal help, for example African Angels is aiming to create a legal framework for patents in Africa.</p> <p>Later stage investors and fund managers gain comfort from investing in a company that has received an early stage angel investment. Pricing the deal becomes easier as angels have generally already completed some sort of due diligence. There is a desire to create more vertical visibility within investing circles so that angel investments are more easily visible to later stage investors, although local investors claim that there is adequate visibility.</p> <p>Strong disagreements among the panel came up over the use of grants/risk free capital as catalytic capital for early stage startups. The impact investor and foreign investor agreed that grant capital was a reasonable source of risk free capital for some startups given that they are constantly working towards profitability. Local angel and technology investors were adamantly against the idea of grants for local companies because of the impact it had on the motivation for the companies.</p> <p>However, all panellists agreed that 2 critical elements in successful angel investments are firstly, the need to match investor and enterprise visions early on to make the investment worthwhile, and secondly the belief that at such stages of enterprise growth, it is the people that matter since people invest in people.</p>	

<b>Title:</b>	<b>Private sector leadership in agriculture extension for improved food security</b>
<b>Facilitator(s)/Moderator(s):</b>	Milton Lore, Chief of Party, Kenya Feed the Future Innovation Engine
<b>Speakers:</b>	Pal Dale, Managing Director, Voxtra Agribusiness Fund; Jessica Gamburg, Business Development Manager, One Acre Fund; Haron Wachira, Founder, Akili Holdings; Ivan Tumuhimbise, Program Officer, Food Foundation
<b>Session Partner</b>	One Acre Fund and Kenya Feed the Future Innovation Engine
<p>Many parts of Africa face the problem of low productivity of food crops, which in turn has led to food insecurity. There is a need to improve productivity of the poor, the vulnerable and the voiceless small holder farmers through access to finance, technical assistance, and market linkages. The private sector will need to play a critical role in this “agricultural extension.” The session explored current models of private sector engagement in food security, the opportunities for businesses to enter this field and to build the case for greater collaboration.</p> <p>The panel discussed the history of agriculture extension services in Africa and the significant role of governments in making it available. This had many negative implications on the post-colonial period farmers who would be beaten to adhere to set rules for the cultivation of crops considered of high value: coffee, tea and other cash crops. However, in recent years there has been a rise of private sector providers of extension services such as Kenya City, Nobrooke and Yugachick. For example, Bidco edible oil has partnered with suppliers to improve crop yields and quality and Brookside dairies are paying close attention milk producers because the success depends on the profitability of its suppliers.</p> <p>The panel also discussed the evolving role of governments and emphasized the need to provide subsidies while also building capacity and technical assistance for farmers to ensure that the efficiencies are improved. Some of the challenges to scale include rigid policies enforced by the government that keep food prices high, the rate of urbanization in Africa is high, and the inverse effect of reduced transportation and infrastructure costs on food grains.</p>	

<b>Title:</b>	<b>Energy Deficit in Africa: Short and medium-term solutions</b>
<b>Moderator:</b>	Charlotte Ward, Program Manager - Mobile Enabled Community Services, GSM Association
<b>Speakers:</b>	Paul Okech, Director, One Degree Solar – East Africa; Bobby Namiti, East Africa Coordinator – Climate Technology Initiative’s Private Financing Network; Richard Gomes, Head – Policy & Advocacy, Shell Foundation; Patrik Huber, Regional Manager Africa, responsibility; Andrew M. Herscovitz, Coordinator – Power Africa and Trade Africa Initiative, USAID
<b>Session Partner</b>	Intellectap
<p>The discussion opened with an overview of the energy sector, the potential for clean energy deployment, market opportunities for private sector players, and the amount of funding needed to achieve universal access to energy by 2030 in sub-Saharan Africa.</p> <p>The panel noted that in the off-grid clean energy segment, the key learning changed every year. Since 2009, innovations happened around developing the right product to provide energy access. Then, innovations in business models took place to sell energy products. For example: M-KOPA was using an innovative approach that involved a mix of technology and micro-finance. Currently, the focus is on distribution and end-user financing. Companies like d.light are very good at selecting distributors, while M-KOPA cracked the end-user financing so the company is likely to attract a later stage investor.</p> <p>The renewable energy sector in Africa has a number of international players, especially in the manufacturing space, largely due to barriers in technology knowhow to setup domestic businesses.</p>	

Moreover, there is lack of start-up capital to invest in these businesses. Home grown players in the renewable energy value chain tend to take the lower end of the supply value chain. For growth stage investors, the renewable energy sector is a very early market. There are a number of companies in mini-grids and on-grid segments; however, they have very little experience in project development. Financing would have to be more private equity and long-term financing. Apart from financing, some of the other barriers highlighted included policy challenges (for instance in Kenya, there was a zero tax policy, which removed entry barriers for solar PV entrepreneurs), poor margins and servicing contracts. There are many financing models that are now coming into play including high risk early stage capital in the form of debt, grant capital from large donors, and public private partnerships.

The panel concluded that the aim should not be to reinvent the wheel or induce competition among agencies in the off-grid clean energy segment. But to identify solutions that do not distort the market since in the long run, the market is that is going to drive the development of the clean energy sector.

<b>Title:</b>	<b>Unconventional and disruptive technology interventions for healthcare</b>
<b>Facilitators:</b>	Harsha Angeri, Sr. GM & Lead - Strategy & Business Development, Bosch India; Nisha Dutt, Director – Consulting, Intellectap
<b>Participants:</b>	<b>Presentations by:</b> Yogesh Patil, Biosense; Linet Kwamboka, Miti Health; Harsha Angeri, Bosch Eye Care; Sujay Santra, iKure <b>Expert Respondent:</b> Dr Krishna Udayakumar, Duke University
<b>Session Partner</b>	Bosch India and Intellectap

Technology is increasingly “shifting” healthcare in developing countries towards affordability, access, awareness and ease of use. This open house discussion introduced upcoming trends in diagnostics, delivery and markets, including interesting product innovations.

**Shift 1:** In healthcare, we experience that “fixed” healthcare is inflexible. It is based mainly on “invasive diagnosis” (e.g. blood tests) and relies on highly trained people, therefore resulting in poor accessibility. With increasing use of “non-invasive” methods, there is an improvement in accessibility and usage. Biosense presented to demonstrate an example of this shift.

**Shift 2:** Using open source platforms to monitor and track supply chains. Public healthcare systems encounter stock outages of 68%, furthermore 30% of medicines in the market are counterfeit, and the supply chain has many inefficiencies. An integrated technology platform that connects suppliers, distributors and pharmacies helps to combat the challenges of the supply chain. Miti Health presented to demonstrate the potential of this shift.

**Shift 3:** Using mobile phones and mobile-based applications for diagnosis and preventive healthcare is a third kind of shift. Within this category, Bosch Eye Care and iKure presented to showcase innovations in healthcare delivery using mobile based solutions.

<b>Title:</b>	<b>From start to the finish line: Pathways to effective SME financing</b>
<b>Moderator:</b>	Andreas Zeller, Managing Partner, Open Capital Advisors
<b>Participants:</b>	Lorna Rutto, CEO – EcoPost; Bruce Campbell, Partner, Campbell Law Group; Lilian Mramba, Africa Regional Manager, Grassroots Business Fund
<b>Session Partner:</b>	Open Capital

This case based panel discussion focused on how successful investments in SMEs in Africa need a “more than money” approach; with significant advisory and capacity building being provided both pre and post investment.

Traditional VC models may not be able to provide this support in a sustainable way. The panellists studied the case of EcoPost through their investment raising journey. The biggest challenge identified by Rutto was the huge debt gap that existed in the market for enterprises in new and upcoming sectors like theirs. This coupled with the fear of the unknown in equity raising, lead them to work with Campbell Law Group who advised them through the process to ensure all rights were protected.

Inherently, capacity building and technical assistance do not fall within the mandate of regular VC funds, however given the nature of the impact sectors and the business models therein; there is a growing need to back all financial capital with intellectual capital to ensure that the enterprise receives the right kind of mentorship, guidance and advice to scale.

The panel noted the growing number of technical assistance providers/advisors who are now playing a crucial role in inter-mediating the investments and bring the entrepreneur and investor on the page

<b>Title:</b>	<b>Accelerating inclusive business – SME partnerships in Africa</b>
<b>Moderator:</b>	Patricia Chin-Sweeney, Director – iDev International
<b>Speakers:</b>	Tonee Ndungu, Founder and Chief Technology Architect, Kytabu; Andrew Narracott, Deputy CEO, Water and Sanitation for the Urban Poor (WSUP); Peter Scott, CEO and Founder, BURN Manufacturing; Gaurav Mehta, Founder and CEO, Project Dharma; Doug Jones, Bayer Material Science
<b>Session Partner</b>	Intellectap
<p>A collection of SMEs in Africa have formed successful partnerships with large corporations and corporates discussed the difficulties in establishing these partnerships and the pros and cons of these relationships both for SMEs and corporates.</p> <p>Kytabu is creating a digital textbook and education platform for Kenyan public schools and formed a partnership with Microsoft Africa which took 3 months to negotiate. BURN Manufacturing is building a factory to manufacture clean cookstoves in Kenya through a partnership with GE &amp; the UN Global Alliance for Cookstoves that took 5 years to develop. WSUP is working on a clean water project with Unilever in Kenya &amp; a sanitation project with Unilever in Ghana. Bayer is piloting solar projects in South Africa through the SunRise project which took 3 years to get funding &amp; approval from corporate.</p> <p>The panel noted that startups were motivated to establish these partnerships to gain access to funding, marketing &amp; distribution benefits, while corporates gained a foothold in new markets, new technologies or new distribution channels. Most of the funding for these partnerships comes from R&amp;D or investment budgets of corporates as loans or equity rather than as grants or initiatives from CSR arms.</p> <p>The general consensus was that these relationships can be fruitful in the long term as corporates have plenty of capital, access to huge international distribution channels &amp; large marketing budgets however the relationships can take from 3-5 years to develop. As corporates are not structured to deal with startup mentalities &amp; have a certain level of bureaucracy, a level of patience and persistence is required to negotiate a beneficial partnership.</p>	

<b>Title</b>	<b>Digging Deeper into Opportunities for India-Africa Collaboration</b>
<b>Moderator:</b>	Seema Bhatia – Panthaki, Economic Advisor - Global and National Team at UKaid’s Department for International Development, India
<b>Speakers:</b>	Aparajita Agrawal, Director – Sankalp Forum, Intellectap, Ssenyimba Samuel Collin, Investment Manager – LGT Venture Philanthropy, Hilda Moraa, Research Associate – iHub and Co-Founder - Weza

Tele Ltd, Rob Schneider, Senior Alliance Advisor, USAID

**Session Partner**

Department for International Development

African countries and India may have vastly different local cultures and contexts, but they face similar development challenges. There are few other places in the world where the market is incentivized to solve challenges of low income and underserved consumers in a sustainable manner. While the case for India-Africa Collaboration may be clear; the specific opportunities are not. This panel discussed what those opportunities are; and how should organizations approach them.

The panel noted the need to involve ambassadors of the various countries to push for necessary development actions. Forming networks and linkages between the two markets will help, but it also means that everybody needs to play their role in development but it requires collaboration across different actors.

## Workshops and Roundtables

### Partner Roundtable: Calling Social Entrepreneurs: Share your needs to build and scale your business and to be investment ready

This roundtable convened by Global Social Benefit Institute and Global Alliance for Clean Cookstoves invited social entrepreneurs to help shape training and delivery methods that will serve them best. There are various trainings and capacity building programs available. They were interested in hearing what is still missing. What are the challenges to build and scale enterprises? What keeps tripping the entrepreneur as they run their business day-to-day? This session explored how they continue to deliver for entrepreneurs.



### Workshop on Impact Measurement

*The impact investment space has been growing rapidly. In order to develop an improved understanding of impact investing and differentiate it from mainstream investing, there is a need to evolve robust and reliable frameworks to objectively measure the developmental returns of impact investing.*

*This session explored the evolution of impact measurement space and focussed on exploring the applicability, success and challenges using impact fund measurement frameworks (including Intelicap's Indian Impact Fund Rating Framework) for the African Impact Investing ecosystem.*



### Role of Government and Development Institutions in Social Innovation

*In a roundtable on the role of government and development institutions in social innovation, there was significant participation from large development institutions, however there was not a single government employee in the room for the panel – demonstrating the disconnect between government and the impact investing ecosystem.*

*An important point was made on the vital difference between fund raising and fund investing. These are two very different skills with very different skill sets and expertise required. While governments*

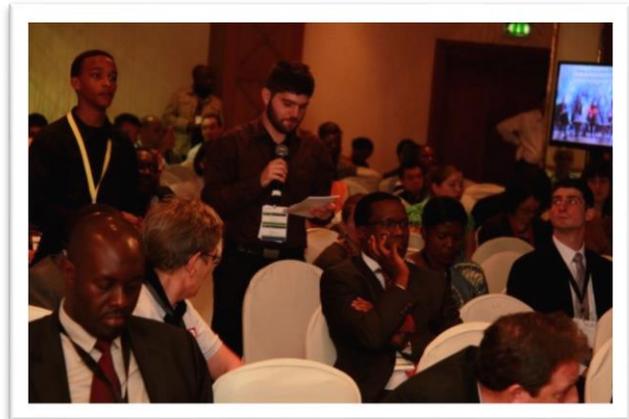
and development institutions may be uniquely positioned to benefit the fund raising goals of directing mainstream capital towards impact investments there is a learning curve to gaining expertise in fund investing where development institutions could seek assistance from more experienced fund managers.

Philanthropic capital was also noted as an enabler for accelerators and incubators to thrive, although in Africa, there is little data that shows how accelerators are performing. Alternative sources of funding include: consulting contracts, charging enterprises for services, equity stakes and investors.

## STARTUP HACKS

### Part 1: Business Model Design:

Early stage enterprises looking to create new business models face great challenges in any environment. The challenges are only greater in the context of emerging & frontier markets particularly when you include the desire to create social & environmental impact in addition to achieving financial success at scale. This session helps entrepreneurs think through the many challenges and opportunities for innovation involved in creating a new business and highlights suggestions for building scale into your business.



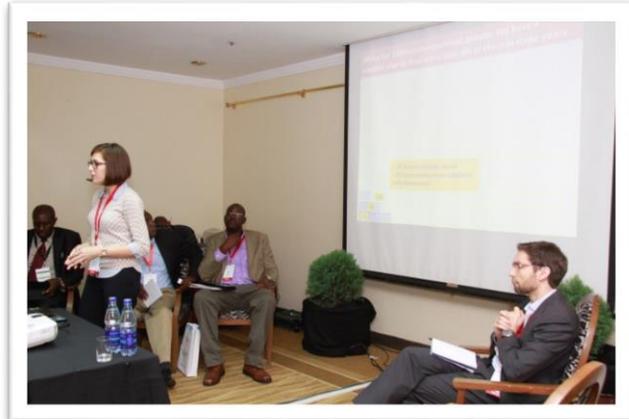
### Part 2: Capital Raising

The objective of the Capital Raising Workshop is to educate emerging entrepreneurs about an investment process in detail, right from understanding their business, to valuations, to approaching an investor, to post investment challenges.

*\*Hosted for Sankalp Finalists and Entrepreneurs at the Summit*

### Part 3: Mentoring Clinics

Ongoing mentoring clinics throughout the day connected about 20 industry sector mentors with 20 SME entrepreneurs to share insights and provide advice.



## New models for incubating high impact SMEs

This moderated working group was divided into 3 major blocks:

1. Identify key areas where incubators serving high impact SMEs can rethink delivery models for scale, impact and sustainability
2. Explore some pre-incubation support models and the role of online platforms
3. Explore the concept of virtual incubation with blended in-person and online support

The group noted that current support rendered to incubators is insufficient. There is need to create sector specific incubation with emphasis on incubators being more non-linear and on-demand. As a result, there will be a healthy spectrum of incubators catering to different needs.

Philanthropic capital was also noted as an enabler for accelerators and incubators to thrive, although in Africa, there is little data that shows how accelerators are performing.



## Sankalp Award Finalists Enterprise Pitches

### Session Brief

In a high-energy pitch session, each of the twelve finalist enterprises took the stage with music and dance moves to then give their quick two-minute elevator pitches to the Summit audience. Each finalist then had a brief on-stage interview with television personality Jeff Koinange of Kenya Television Network. Jeff's dynamic interviews were light-hearted, but cut to the core of the finalists' business models. He challenged each of them with questions to consider their scale, next steps forward, and needs for success. *(More on all 12 Awards Finalists can be found in Annexure 1.)*

The jury panel that selected the winners included leading investors from Africa including: Duncan Onyango, Acumen Fund, Andreas Zeller, Open Capital, Eric Osiakwan, Angel Africa, Hedwig Siewerstren, DOB Equity, Emma Caddy, ERM Low Carbon Enterprise Fund, Anthony Gichini, Jacana Partners, Dan Awendo, InvesteQ Capital, Ted Pantone, Mango Fund.

### Enterprise Pitches + Showcase

#### Winner: Continental Renewable Energy

*Dr. Aghan Joshua Oscar has tried his hand at many worthy efforts, and his success in producing building materials made from recycled plastics are being recognized. His manufacturing facility is small, but his 45 employees work round-the-clock to fill orders for fencing posts, substitute wooden planks, roofing tiles, and more. He buys plastics direct from co-ops who collect, clean, and crush about 36 tons of plastic waste monthly from Nairobi.*



#### Second Runner Up: MicroClinic Technologies

*Moka Lantums MicroClinic Technologies will make you realize that life and death can hang in the balance due to overwhelming mountains of clinical paperwork, patient records, and supply restocking forms. The enterprise health management application ZiDi™, is designed for health workers in Africa to specifically address these issues, thereby improving patient services, interactions, and*

### Key Highlights

*First place winner, Continental Renewable Energy is making building materials from recycled plastics. To date, they have prevented 360 tons of waste from landfills in just the last 10 months.*

*12 Finalists were selected from an applicant pool of over 100 enterprises representing 12 African countries*



#### First Runner Up: Prosoya Kenya

*Kaburu Muguika and his crew of employees are tackling malnutrition in Sub-Saharan Africa. Prosoya purchases cereal grains from small scale farmers, fortifies them with minerals and vitamins, then sells them in small packages, ideal for BOP consumers. Also, with clients such as the UN Prosoya's fortified foods reach consumers far beyond Kenya including Uganda, Tanzania, Rwanda, Burundi.*



## Innovation Showcase

---

### Session Brief

The Innovations Showcase was hosted in the most highly-trafficked area of the venue. Each enterprise participant was selected for its innovative and successful contribution to the social enterprise ecosystem in Africa, India, and beyond. As Summit Delegates flowed from one session to the next, they could gain perspectives on up-and-coming enterprises. Showcased Enterprises gained exposure and networking opportunities to interact with the Summit Delegates.

### Key Highlights

*Hands on opportunities to see the innovations in person: fortified flours, clean cookstoves, recycled building materials, dried fruits and vegetables, and solar powered elements to name a few.*

### Category: Disruptive Healthcare Shifts

The movement and development of health-related opportunities in the social enterprise ecosystem has been followed keenly by many in the SE space. Specific areas of healthcare shifts have been seen in technology, values, and the market.

### Category: South - South Collaboration

In keeping with the spirit of the Sankalp Summit's growth into Africa, we were keen to highlight those truly progressive enterprises which are looking beyond their own home-grown borders. These enterprises were moving from Africa to India, India to Africa, and in between African nations.

### Category: Sankalp Award Finalists

Beyond just the pitches the Finalists made to the Summit audience, we wanted to have them interact further – to display their products, ideas, and open yet another opportunity to catalyse conversations.

## Satellite Events

---

### Satellite Events

Sankalp Forum and partner organizations convened several satellite events before and after the Sankalp Africa Summit that made Nairobi a go-to destination last week for inclusive development practitioners from around the world.

Partner satellite events included a workshop on social enterprises by Overseas Development Institute, a conference on the SGB ecosystem by ANDE, and a convening on impact investing by Strathmore Business School in Nairobi.

Sankalp Forum and the Amani Institute hosted a 2-day Angaza Immersion Experience to introduce the early stage investing opportunities in East Africa to foreign investors. Working groups came together around SME incubation, impact fund measurement and role of donors in catalyzing support for social innovation.

## Way Forward

A high-level convening was organized on 4<sup>th</sup> March, 2014 in New Delhi to bring together Government representatives, funders and social innovators to discuss and take forward India-Africa innovations transfer for inclusive development. The convening in Delhi was organized as a “post-event” after the recent Sankalp Africa Summit. Heads of several African missions in India, government officials, development partners and innovators from diverse sectors with exciting, transformative stories to tell, came together at the event to exchange ideas and engage in relevant debates.

Some key observations from this meeting include:

- There is a case for strengthening India-Africa innovations transfer particularly in sectors such as Agriculture, Clean Energy, and Healthcare
- There has been some early transfer of innovation and learnings which should be used to guide further transfer, there are also some social innovators from India who are in early stages of exploring replication/knowledge sharing in African countries

As we go ahead in establishing Sankalp Forum and Intellectap in Africa, some our key focus areas will include:

- **Build Local Footprint:** Sector focused round-tables, workshops and gatherings to build a collaborative community engaged through the year
- **Facilitate Knowledge Exchange and Transfer:** Build and scale replicable business models across India and Africa, publish relevant and thought leading research reports and facilitate technology/innovation transfer between the global north and south
- **Establish Global Footprint:** Consolidate all regional efforts at the global platform through Sankalp Global Summit and Sankalp Connect (online platform)

## Partners

A big thank you to all our partners and collaborators! Including 20+ global organizations and local partners from the African region contributed to the Sankalp Africa Summit design and execution.

### Founding Partners



### Strategic Partners



### Enterprise Support Partners



### Outreach Partner



### Summit Curation Partners



### Media Partners



## 2014 Africa Finalist Enterprise Profiles

### Claphijo

<b>Stage of the Enterprise:</b>	Growth
<b>Their Big Idea:</b>	Processing perishable fruits and vegetables so they don't waste to reducing post-harvest waste
<b>Operational For:</b>	
<b>Their Turf:</b>	Tanzania
<b>Investment Requirements:</b>	USD \$1,400,000
<b>What Makes Them Tick:</b>	Making use of fruits and vegetables so they don't rot in fields going to waste
<b>Thumbnail Preview:</b>	Claphijo uses solar -powerd drier technology which provides easy preparation of fruits and vegetables saving time and addressing post harvest losses. Due to lack of processing facilities, poor technology, and trasportation infrastructure in Tanzania, fruits and vegetables end up rotting on the side of the road. The dried fruits are marketed as tasty snacks that promotes healthy eating by offering low-calorie snacks free of sugar, chemicals, and additives. Alternatively, fruits and vegetables can also be reconstituted with water for cooking.
<b>Contact Person:</b>	Clara Ibihya
<b>Email ID:</b>	claphijo@yahoo.com

### Continental Renewable Energy

<b>Stage of the Enterprise:</b>	Emerging
<b>Their Big Idea:</b>	Creating quality building materials from plastic recyclable waste
<b>Operational For:</b>	5 years
<b>Their Turf:</b>	Kenya
<b>Investment Requirements:</b>	USD \$1,000,000
<b>What Makes Them Tick:</b>	Preventing waste in landfills, deforestation, and widespread vandalism of delicate ecosystems.
<b>Thumbnail Preview:</b>	<p>Continental Renewable Energy manufactures eco-friendly composite roofing tiles, fencing posts, manhole covers, and other building materials using mixed post-consumer waste blended with sand. Corec fencing poles are ideal fencing on farms, homes, national parks, forest reserves and commercial places among others and can also be used as sign posts.</p> <p>The products have a modern finishing with high quality and durability as they have a life expectancy of over 40 years, with minimal degradation. Since they are made with recycled plastic materials, there is minimal risk of vandalism (i.e. fencing posts stolen for firewood or charcoal, or metal stolen for scrap.)</p>
<b>Contact Person:</b>	Dr. Aghan Joshua Oscar
<b>Email ID:</b>	oscar.aghan@gmail.com

---

## Cyber School Technology Solutions Limited

---

**Stage of the Enterprise:** Growth  
**Their Big Idea:** Providing a quality curriculum for science and math education using digital technology

**Operational For:** 9 years  
**Their Turf:** Uganda, Kenya, South Korea, Mexico, Nigeria, Zimbabwe, Spain, Jamaica

**Investment Requirements:** USD \$5,000,000

**What Makes Them Tick:** Quality Education for All Students

**Thumbnail Preview:** Cyber School Technology Solutions is a provider of quality online educational services that is a one-stop-site for development and e-learning. The Digital Science & Virtual Lab (DSVL) is an E-Learning software designed to ease the teaching and learning of school science and math curriculum.

Cyber School Technology works with experienced educators and technocrats in designing and developing digital educational resources, portals, and learning management systems for improved communication and easy access to syllabus-specific lessons on science and mathematics in the East Africa region.

They currently offer services to over 600 Government aided secondary schools all over Uganda and 24 private secondary schools in Uganda's central region.

**Contact Person:** Palas Chanda  
**Email ID:** palaschanda@gmail.com  
**Website:** <http://www.cyberschooltech.com/>

---

---

## DASSY Enterprise

---

**Stage of the Enterprise:** Growth  
**Their Big Idea:** To supply, install, and provide after-sale services for affordable, reliable and low-cost solar energy technologies, solar home systems

**Operational For:** 5 years  
**Their Turf:** Rwanda

**Investment Requirements:** USD \$400,000

**What Makes Them Tick:** 86% of all Rwandans are still using harmful kerosene-based hurricane lanterns, lighting sticks for lighting, or dry cell batteries for electricity

**Thumbnail Preview:** DASSY Enterprise specializes in retail, supply, installation and after-sale services of all affordable, reliable and low-cost solar energy technologies, solar system components, solar ovens and electrical items. By providing end-user financing, there are no barriers of upfront acquisition costs. DASSY has developed its unique and innovative solar home system, which has rapidly grown to become popular with small businesses in rural areas and middle-income households, having served 1,608 customers so far.

DASSY also manages and retails through its own energy centers a wide range of off-grid solar lights and lighting kits. It has made 45 installations of off-grid solar institutional systems to a variety of customers.

**Contact Person:** Francois d'assise Nezerwa  
**Email ID:** [entreprise\\_dassise@yahoo.fr](mailto:entreprise_dassise@yahoo.fr)

---

---

## EDOM Nutritional Solutions

---

**Stage of the Enterprise:** Growth

**Their Big Idea:** Eliminating micronutrient malnutrition through fortified staple flours

**Operational For:** 4 years

**Their Turf:** Kenya

**Investment Requirements:** USD \$1,400,000

**What Makes Them Tick:** Prevention of micronutrient deficiencies that affect millions of children and women leading to compromised immunity, anemia, and childhood blindness

**Thumbnail Preview:** Edom Nutritional Solutions addresses micro-nutrient malnutrition by fortifying staple flours to improve Iron, Vitamin A & Zinc deficiencies. They manufacture micro-nutrient rich porridge flour, maize meal flour & a health seasoning premix.

They market products in small packs of 250 grams through retail distribution channels in rural areas, low market urban areas and smaller outlets. This packaging technique makes it accessible and affordable to the majority of millions at the Base of the Pyramid. They are fortified with a premix of moringa oleifera, mushroom and grain amaranth, which combination eliminates micro-nutrient deficiency.

**Contact Person:** Winstone Edward Odhiambo

**Email ID:** [winstone@nutrition-solutions.org](mailto:winstone@nutrition-solutions.org)

---

---

## KARIBU Solar Power

---

**Stage of the Enterprise:** Emerging

**Their Big Idea:** A modular, off-grid and affordable solar lamp and mobile phone charger

**Operational For:** 2 years

**Their Turf:** Tanzania

**Investment Requirements:** USD \$130,000

**What Makes Them Tick:** Over half a billion people in Africa lack adequate access to light and energy

**Thumbnail Preview:** KARIBU Solar Power is an innovative social enterprise that makes solar lighting (and mobile phone charging) affordable at the price of kerosene via a modular solar lamp and social business model while creating opportunities for local entrepreneurs.

By splitting up the components of a solar lamp (solar panel + rechargeable battery/charger + light), they split up the payments, making it affordable to even the poorest families in rural areas, leading to reduced CO2 emissions, toxic fumes and extending study hours for children. In addition, money stays in the community instead of being spent on kerosene, spurring local economic development.

**Contact Person:** Adam Camenzuli

**Email ID:** [adam@karibusolar.com](mailto:adam@karibusolar.com)

**Website:** <http://www.karibusolar.com/>

---

---

## MicroClinic Technologies

---

**Stage of the Enterprise:** Emerging

**Their Big Idea:** Strengthen Rural Health Through Operational Excellence

**Operational For:** 3 years

**Their Turf:** Kenya

**Investment Requirements:** USD \$250,000

**What Makes Them Tick:** Lack of efficiency, sustainability and quality of care provided by health workers serving the BoP.

**Thumbnail Preview:** MicroClinic Technologies develop and commercialize technologies suitable for the bottom of the health pyramid. The pipeline includes mobile monitoring devices for maternal and child conditions and their flagship enterprise health management application is ZiDi™, designed for health workers in Africa.

ZiDi™ is an innovative mobile application that improves the monitoring and evaluation of health services in dispensaries and health centers, wherein health workers can document patient encounters in a detailed manner and improves diagnosis with a crowd-driven optimization algorithm. It reduces paperwork, and increases efficiencies for patient-interaction and dispensary re-ordering.

**Contact Person:** Moka Lantum

**Email ID:** MOKA.LANTUM@microclinetech.com

**Website:** <http://www.microclinetech.com/>

---

---

## Penda Health

---

**Stage of the Enterprise:** Emerging

**Their Big Idea:** Building a chain of high quality and affordable primary care medical centres

**Operational For:** 2 years

**Their Turf:** Kenya

**Investment Requirements:** USD \$25,000

**What Makes Them Tick:** Increasing access to high quality and affordable healthcare for low-income communities

**Thumbnail Preview:** Penda Health provides high-quality, affordable, outpatient healthcare through a chain of health clinics. They are focused on ensuring medical quality, giving patients a superior experience, building local buzz, recruiting service-oriented staff, and making Penda clinics the friendliest in Africa, with a motto of the right drugs and the right staff. So far, they have served over 15,000 patients both in Umoja and Kitengela

**Contact Person:** Shezaad Zainulbhai

**Email ID:** shezaad@pendahealth.com

**Website:** <http://www.pendahealth.com/>

---

---

## Prosoya Kenya

---

<b>Stage of the Enterprise:</b>	Growth
<b>Their Big Idea:</b>	Fortified food packages to improve energy, protein, vitamin and mineral intake for consumers
<b>Operational For:</b>	3.5 years
<b>Their Turf:</b>	Kenya
<b>Investment Requirements:</b>	USD \$1,500,000
<b>What Makes Them Tick:</b>	Preventing high malnutrition and poverty in low income communities
<b>Thumbnail Preview:</b>	<p>Prosoya Kenya manufactures fortified pre-cooked foods at affordable prices for the BOP Consumer. The company buys maize, sorghum, soya beans and finger millet from small scale farmers, extrudes the composite, fortifies the extrude with vitamins and minerals to create packages of fortified foods. They sell these packages at affordable prices through large retail outlets and their own distribution networks, creating access for under-served markets.</p> <p>Monthly, Prosoya Kenya buys over 350 metric tons of cereals from small scale farmers and distributes over 300 metric tons of fortified food to low-income consumers.</p>
<b>Contact Person:</b>	Kaburu Muguika
<b>Email ID:</b>	kmuguika@yahoo.com
<b>Website:</b>	<a href="http://www.prosoyakenya.com/">http://www.prosoyakenya.com/</a>

---

---

## SunCulture

---

<b>Stage of the Enterprise:</b>	Emerging
<b>Their Big Idea:</b>	Solar-powered irrigation systems and agricultural extension services
<b>Operational For:</b>	1 year
<b>Their Turf:</b>	Kenya
<b>Investment Requirements:</b>	USD \$1,800,000
<b>What Makes Them Tick:</b>	Unreliable rains and high energy prices for farmers.
<b>Thumbnail Preview:</b>	<p>SunCulture is the only “one-stop shop” for smallholder commercial farmers in Kenya, providing complete solar-powered irrigation solutions, soil testing, agronomy training, access to capital, and access to produce markets.</p> <p>SunCulture designs and sells solar-powered irrigation systems and agricultural extension services that make it cheaper and easier for farmers in Kenya to grow high-value fresh fruits and vegetables. Their AgroSolar Irrigation Kit delivers water directly to crop roots, resulting in yield gains of up to 300% and water savings of up to 80%. The payback to the farmer is one three-month growing season — based on fuel, fertilizer, and labor savings and crop yield increases. SunCulture provides access to financing through local bank partners.</p>
<b>Contact Person:</b>	Charles Nichols and Samir Ibrahim
<b>Email ID:</b>	charles@sunculture.com and samir@sunculture.com
<b>Website:</b>	<a href="http://sunculture.com/">http://sunculture.com/</a>

---

---

## Takamoto Biogas

---

<b>Stage of the Enterprise:</b>	Emerging
<b>Their Big Idea:</b>	Pay-as-you-go biogas technology that brings clean energy to Kenyan farmers using only the waste from their farms
<b>Operational For:</b>	1 year
<b>Their Turf:</b>	Kenya
<b>Investment Requirements:</b>	USD \$600,000
<b>What Makes Them Tick:</b>	Farmers who depend on wood-based fuels that put their health and environment at risk
<b>Thumbnail Preview:</b>	<p>Takamoto Biogas, a Schutter Energy Ltd. brand, has developed the first of its kind Pay-as-you-go (PAYG) Biogas technology bringing biogas to the millions of Kenyan farmers with dairy cows who need an affordable, reliable energy solution. Rather than paying up front for a biogas system (costing up to \$1,500), farmers will pay a small installation fee (\$100) after which they pay only for the biogas they need, when they need it by m-pesa (mobile money). Takamoto experts maintain the biogas system ensuring that it operates at full potential and farmers only need to fill the unit with water and cow dung.</p> <p>With PAYG Biogas technology, there are no crippling installation fees, bank loans or failed biogas systems.</p>
<b>Contact Person:</b>	Kyle Schutter
<b>Email ID:</b>	kyle@takamotobiogas.com
<b>Website:</b>	<a href="http://takamotobiogas.com/">http://takamotobiogas.com/</a>

---

---

## Wecyclers

---

<b>Stage of the Enterprise:</b>	Growth
<b>Their Big Idea:</b>	Recyclable waste collection with incentives for clients to sort their household waste
<b>Operational For:</b>	2 years
<b>Their Turf:</b>	Lagos, Nigeria
<b>Investment Requirements:</b>	USD \$500,000
<b>What Makes Them Tick:</b>	The numbers households in developing countries who do not have reliable access to waste management
<b>Thumbnail Preview:</b>	<p>Wecyclers gives households a chance to capture value from their waste while providing a reliable supply of materials to the local recycling industry. Wecyclers works in partnership with the Lagos Waste Management Authority (LAWMA) and collects recyclable waste, including plastic bottles, plastic bags, and aluminum cans, at the household level using low-cost bicycle-powered collection vehicles called "wecycles." The wecycles are designed and manufactured locally and are operated by youth from local communities. The wecycle operators cover specific neighborhood collection routes to collect material from households.</p> <p>At collection, operators weigh each household's materials. The weight of material that each household recycles is entered into our SMS points platform to automatically generate a personalized SMS. Households can later redeem their points for household goods.</p>
<b>Contact Person:</b>	Bilikiss Adebisi-Abiola
<b>Email ID:</b>	<a href="mailto:bilikiss@wecyclers.com">bilikiss@wecyclers.com</a>
<b>Website:</b>	<a href="http://wecyclers.com/">http://wecyclers.com/</a>

---

---

## Annexure 2

---

## **Innovation Showcase Enterprises**

### **Biolite**

BioLite is the developer and manufacturer of the HomeStove, an advanced forced-draft cook stove that makes cooking with wood as clean, safe, and easy as modern fuels, while also providing off-grid users electricity to charge cell phones and LED lights.

### **Biosense**

Biosense Technologies develops innovative, convenient, affordable, simple to use, portable, battery operated diagnostics with data analytics for severe public health problems like anaemia, diabetes, hypertension, kidney diseases, pregnancy & nutrition related issues to democratise healthcare.

### **Bosch Eye Care**

Bosch Eye Care develops simplified non-invasive detection device systems targeted to provide diagnostic services for all Indians.

### **Bridge International Academy**

Bridge International Academies is the world's largest chain of low-cost pre-primary and primary schools, working determinedly to bring world-class education to the poorest of the poor, and democratizing the right to succeed.

### **d.light design**

A for-profit social enterprise, d.light manufactures and distributes solar lighting and power products targeting the more than 2 billion people globally without access to reliable electricity.

### **Emerging Cooking Solutions**

Emerging Cooking Solutions replaces charcoal with locally manufactured pellets made from biomass-waste, for use in clean burning wood-gas stoves. Capitalizing on existing purchasing power for cooking fuel, with a green and cost-competitive solution.

### **Envirofit**

Envirofit is the market leader in design, development and delivery of cookstoves, which are efficient, durable, desirable, and affordable for households and institutions. Envirofit stoves offer economic, health and environmental benefits, reducing smoke and toxic emissions up to 80 percent and reducing fuel use, cost, and cooking time up to 60 percent.

### **Husk Power Systems**

Pioneer in managing mini-grids powered by biomass plants and micro-grids powered by Solar PV. HPS has been operating since 2008 and has powered 30,000 households in India, Nepal, Uganda and Tanzania.

### **ikure**

With a unique combination of technology intervention, skills training, and capacity building, iKure developed a sustainable health care model that effectively orchestrates the resources in-hand and addresses the needs on ground, thus enabling affordable and accessible health care up to the last mile.

### **Miti Health**

Miti Health aims to transform healthcare in East Africa with technology systems that address the most pressing needs of frontline providers.

## SCOPEinsight

SCOPEinsight enables and empowers agricultural producer organizations to have access to formal and affordable finance, market opportunities and business development services through agricultural credit ratings and scoring the business potential of SME producer organizations.

## Uniphore

Uniphore's technology automates information flows for businesses in challenging working environments. Using patented speech recognition, voice biometrics, and smartphone technologies, Uniphore enables customer outreach and employee reporting in local languages, online or offline, on any mobile phone.

## Annexure 3

---

### Sankalp Africa Jurors

Grand Jury	Round 1 Jury	
<b>Andreas Zeller</b> Managing Director, Open Capital	<b>Lillian Marenya</b> Country Manager - Kenya, Enablis	<b>Patricia Jumi</b> Co-founder & Director of Entrepreneurship Facilitation, Growth Hub
<b>Anthony Gichini</b> Partner, Jacana Partners	<b>Jason Loughnane</b> Grameen Foundation	<b>Saskia van der Mast</b> Investment Manager, DOB Equity
<b>Dan Awendo</b> CEO, InvesteQ Capital	<b>Christine Mwangi</b> Deputy Director, Strathmore Centre for Public Policy and Competitiveness	<b>Lilian Mramba</b> Africa Regional Manager, Grassroots Business Fund
<b>Duncan Onyango</b> Director–East Africa, Acumen Fund	<b>Alex Bashian</b> Senior Investment Manager, Invested Development	<b>Emma Caddy</b> Director, ERM Low Carbon Enterprise Fund
<b>Emma Caddy</b> Director, ERM Low Carbon Enterprise Fund	<b>Aparna Surendra</b> Khosla Impact	
<b>Eric Osiakwan</b> Founder, Angel Africa	<b>Marijn Bergsma</b> Investor Matchmaker, BiD Network	
<b>Hedwig Siewertsen</b> Managing Director, DOB Equity	<b>Stephany Hong</b> Mango Fund	
<b>Ted Pantone</b> Director, Mango Fund		

## Annexure 4

---

### Sector Acronyms

- BOP: Base of the Pyramid
- CSR: Corporate Social Responsibility
- GDP: Gross Domestic Product
- PV: Private Venture
- R&D: Research and Development
- SME: Small and Medium Enterprises
- SE: Social Enterprise
- VC: Venture Capital

## Annexure 5

---

### Sankalp Africa Mentors

<b>Sankalp Award Finalist Mentors</b>	<b>Sankalp Africa Summit Mentors</b>
Alex Bhasian, <i>Invested Development</i>	Bobby Namiti, <i>PFAN</i>
Alexandre de Carvalho, <i>Kickstart International</i>	Julio De Souza, <i>Unreasonable Institute</i>
Anne Maina, <i>The Biz Corps</i>	Nabeel Hassalani, <i>Unreasonable Institute</i>
Christine Kapkusum, <i>Acumen Fund</i>	Nina Werner, <i>Mara Foundation</i>
Dave Davidson, <i>The Biz Corps</i>	Patrick Watson, <i>iDev</i>
Eskor John, <i>The Biz Corps</i>	Rachita, <i>Shell Foundation</i>
Jacob Lewandowski, <i>d.light design</i>	Saidi Bukenya, <i>PFAN</i>
Lilian Marenja, <i>Enablis</i>	Toni Maraviglia, <i>Unreasonable Institute</i>
Nathan Jayappa, <i>The Biz Corps</i>	Yaron Cohen, <i>PFAN</i>
Nicole Thompson, <i>The Biz Corps</i>	
Patrick Huang, <i>The Biz Corps</i>	
Sara Leedom, <i>IntelleGrow</i>	
Tara Sabre, <i>EOSS Consulting &amp; GroFin</i>	
Winnie Odhiambo, <i>Acumen Fund</i>	