

TBIF NEWS

A KIST / CITT initiative **Integrated Business Support System in Rwanda** Newsletter No 2



TBIF Steering Committee

Key Achievements

Training

- Training on Basic Corporate Business Management (BCBM) was advertised in the local newspapers and will start at March 21th 2006.

Consulting

- 15 additional clients enrolled for consulting services.
- 2 Business Plans assessed by the TBIF Business Plan Assessment Panel and forwarded for KEDF funding.

Promotion

- News letter launched
- Two thousand brochures disseminated to KIST graduates and the general public
- TBIF Program advertised in local news paper
- TBIF radio promotion to be broadcasted in March 2006

Acquisition activities

- The TBIF proposal on "ICT to enhance incubation activities in Rwanda" submitted to the InfoDev Incubation Initiative Project last December is presently short listed for funding.

Availability of seed capital may be considered highly necessary, in general it is not sufficient to develop successful entrepreneurs. Therefore the development of entrepreneurship and promotion of the private sector in Rwanda needs an integrated approach. In 2002, when the Kigali Institute of Science and Technology (KIST) initiated its Centre for Innovations and Technology Transfer (CITT), it was proposed to establish the KIST Enterprise Development Fund (KEDF). This initiative was accomplished in 2004 after mobilizing initial funding from His Excellency, the President of the Republic of Rwanda and the UNDP, amounting to 105,735,680 Rwandan Francs. While KIST is the custodian of the Fund, the management of the fund is under the ZIGAMA-Credit and Savings Society (CSS). However, since it was realized that, due to inadequate skills to develop business plans, obtaining funds from the KEDF was difficult for many University graduates, KIST started a complementary initiative in 2005 "the Establishment of a Technology and Business Incubation Facility" (TBIF).

The TBIF provides Business Development Services (BDS) to its clients and tenants, including assistance to enable them to produce bankable business plans which are acceptable by the KEDF and other financial institutions in Rwanda. The services of the TBIF and KEDF are complementing each other and by collaborating also with other business development actors an integrated Business Support System is emerging in Rwanda.

Since the TBIF is operational, a number of potential entrepreneurs enrolled in the pre-incubation phase were thus assisted and by the end of February 2006, 9 Business Plans were forwarded to ZIGAMA-CSS for funding. Total committed funds at the end of February amounted to 84,04,860 RwFr. The average loan amount is 10 Million RwFr and payback period is between 3 and 5 years.

TBIF linkages with other actors

The TBIF is collaborating with the Rwanda Private Sector Federation (RPSF) on activities relating to the Entrepreneurs Marketplace Business Plan Competition Program, which is part of the overall Competitiveness and Enterprise Development Project (CEDP) of the Government of Rwanda and the World Bank. Moreover, TBIF has a Memorandum of Understanding (MoU) with the Centre for the Support of Small and Medium Enterprises in Rwanda, commonly known as CAPMER.

Promotion activities

During the TBIF start up phase, from April to December 2005, concentration was on establishment and institutionalization. This year the TBIF launched its promotion campaign with the initiation of TBIF NEWS, dissemination of brochures and preparation of a radio promotion program.

Note of the editor

Dear Reader,

We are pleased to inform you herewith how the TBIF and the KIST Enterprise Development Fund (KEDF) form one integrated business support system.

Further we have stated how TBIF works in collaboration with other actors in the development of entrepreneurship and promotion of the Rwanda private sector, together with key achievements and clarifications for February 2006.

We are confident that this information gives you an impression about the current status of the TBIF.

TBIF Team

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Prospective entrepreneurs following the BCBM course.

Briefing of the 2 Business Plans forwarded for KEDF funding during the month of February 2006

1. **Rwandan Heritage:** Mrs. Kibukayire Apollonia, a graduate from KIST is the promoter of Rwandan Heritage. Her Business Plan aims to promote the production of Rwandan made handicraft for the local and export markets, in particular targeting the opportunities arising from AGOA.
2. **Modern Bakery Business:** Mr. Ndayisabye Antoine, a graduate from KIST is the promoter of Modern Bakery Business. The bakery business will use the fuel saving oven developed by KIST/CITT, appropriate for the rural communities.

TBIF Technology and Business Incubation Facility