

Contents

Intellectap in East Africa.....	1
Highlights of Sankalp Africa Summit 2015.....	1
The Summit in Numbers	2
Seen and Heard at Sankalp	3
The Sankalp Africa Summit in Action.....	5
1) Africa for Africa: Leading from the Front.....	5
2) The Big Leap - Africa's Next Big Innovation	6
3) Sankalp Awards Ceremony	7
4) Critical Reports Launched.....	8
5) Key Sessions	8
Centre Stage: Bringing the Global Spotlight on Africa.....	8
180 degree debate: Is Grant a Necessary Evil to Build a Sustainable Africa.....	8
Parallel Sessions.....	9
The Way Forward in African Impact Investing; In collaboration with UNDP and GIIN	9
Challenges and Opportunities Facing the Next Generation of Africa's Energy Pioneers	10
Impact Investing for Women	10
Idea to Scale Continuum: Enabling Relevant Support for Enterprise Growth;	10
Chama of Chamas for Angel Investing; In collaboration with I ³ N (the Intellectap Impact Investment Network).....	10
Reversing the Flow of Food Imports	10
Exploring the New Horizon: Collaborating to Make Healthcare Accessible; Hosted by Africa Capacity Alliance and CHMI	11
Enabling the Energy Access Ecosystem; Hosted by Global Alliance for Clean Cookstoves	11
Partnering for Impact and Scale; In collaboration with Inclusive Business Action Network	11
Accelerating Cross Border Inclusive Business Transfer and Collaboration; In collaboration with IFC World Bank Group.....	11
Pre Summit Workshops	112
Democratizing Incubation.....	12
Entrepreneur Start-Up Hacks.....	13
Sankalp Award Finalist Investor Showcase	13
Roundtable on Healthcare	13
Structured Networking Opportunities	14
Speed Dating	14

Mentoring Clinics..... 14

Partner Events Surrounding Sankalp..... 15

What Next?..... 145



Intellectap in East Africa

In 2013, [Intellectap](#) entered the East Africa market through Sankalp Forum with the ambition of accelerating enterprise growth and building a South-South corridor to promote greater learning and partnerships between developing nations.

The first Sankalp Africa Summit held in Nairobi in 2014 was well-received and well-attended. With a diverse pool of participants and the excitement around the idea of high-impact businesses, Intellectap was encouraged to come back bigger and better in 2015 to fuel discussions on South-South collaboration, inclusive business, innovations, and youth entrepreneurship.

The Sankalp Awards process was re-designed to improve investment readiness in enterprises and facilitate more investment opportunities. In partnership with the [Intellectap Impact Investment Network \(I³N\)](#), an impact focused angel investor network, the celebrated Sankalp Award Finalists will now be able to continue investor conversations, facilitated by I³N, who will help them raise much-needed funds for their growth and success.

Highlights of Sankalp Africa Summit 2015

In 2014, Sankalp Forum tested a hypothesis: If Intellectap could bring together a diverse array of participants within the African social enterprise community (as previously done for years in India), then it could add significant value to social enterprises, investors, and donors in East Africa. The hypothesis tested at the inaugural Sankalp Africa Summit proved true, and Sankalp came back bigger and better in 2015!

This year, Sankalp Africa saw delegate participation increase by nearly 40%, and many new local and regional partners joined hands to contribute to content development. Increased numbers meant a new venue, so Sankalp joined hands with Kenya Climate Innovation Centre (KCIC) to host the event at Strathmore Business School. Thirteen organizations exhibited their goods and services, makerspaces Gearbox from Nairobi and WœLab from Togo built a 3-D printer from e-waste on site, and partners contributed content to 14 sessions.

Several partners were able to sponsor delegations of local entrepreneurs, who would have otherwise not been able to attend. The World Bank Group sponsored five entrepreneurs and seven other contributing stakeholders from South Sudan, the U.S. Africa Development Foundation sponsored 22 regional entrepreneurs, and Intellectap itself awarded 30 scholarships for local entrepreneurs.



I³N increased value to the Sankalp Award Finalists through an intense screening of 300+ social enterprises; based on investment readiness and impact, and ultimately selected 9 finalists with the assistance of an external screening committee, made up of local funds and angel investors. I³N provided two months of rigorous training to the finalists by helping prepare their financial statements, business models, investor presentations and pitches.

Jeff Koinange of course added flavor and personality to the Sankalp Africa Awards ceremony – putting tough questions to the finalist and keeping the audience laughing. This year, Jeff took the Sankalp Forum one step further, and put Intellecap “on the bench” on Jeff Koinange Live featured on prime television channel, KTN. **The episode was aired live on February 5th and can be viewed online here: [Part 1](#), [Part 2](#), and [Part 3](#).**

The Summit in Numbers

- **690 participants** convened in Nairobi from **29 countries** from across Africa, Asia, Europe, and the Americas.
- **14 breakout sessions** were led by just as many partners.
- **125 speakers**, including industry experts and sector leaders participated in the conversations.
- **4 pre-summit workshops** catered to entrepreneurs, investors, incubators and more.
- **5 winning finalists** were celebrated and recognized for their achievements
- **Over 25 partners** contributed to make the Sankalp Africa Summit 2015 a success!



Figure 1: Delegate participation by Type



Figure 2: Sankalp Africa Summit delegates came from 29 different countries, across 4 continents.



Seen and Heard at Sankalp

I just wanted to send a quick note to thank you and your team for such a fantastic conference.

I appreciated the variety of panels & speakers and particularly enjoyed the investor pitches – I'm excited to see where Ensibuuko and FAIM go in the coming years...the conference was helpful for contextualising how such techniques can help measure the impact of tech-driven, data heavy social enterprises in coming years.

*– Stephanie Tung, Independent Consultant
California, United States of America*



Just a quick note to say thank you...It was a fantastic conference, we made great connections, learned a lot and feel very fortunate to have been a part of it.

This was a great introduction to the Kenyan entrepreneurship and Innovation eco-system and we are looking forward to moving ahead with our program in Kenya this year...Congratulation on a great event!

*– Caylee Talpert, Deputy Director, Pears Innovation
for International Development Program
Tel Aviv, Israel*

Thank you for putting together the forum. You and the team were awesome! I gained a ton of insight today on what is happening in Africa and its potential, and for that I'm thankful.

*– James Opot, IdeaHutch
Nairobi, Kenya*

Cheers and THANK YOU for everything. This has been a pleasure from A to Z, and I would say this too if I did not have a prize :-). You guys are an amazing team, fun, efficient and super professional. The pitch development process with you in particular was a real pleasure. I hope we get to work together much more.

Thanks again to all of you. I feel compelled to keep repeating this because I have never attended a conference that was so well-organized, so correctly targeted and focused, with such high-quality attendance and which was also relaxed and fun.

*– Laurent Demuynck, Founder and CEO of
Kigali Farms
Kigali, Rwanda*





Proud to have been part of @SankalpForum: Youth entrepreneurship talks, amazing, I am inspired. #SFAfrica

- Martha Atieno
@MarshaTattu



Inclusiveness is not a 'nice to have', it is a necessity @FMO_development's Chief Kleiterp @SankalpForum <http://bit.ly/1CcAvvo> #SFAfrica

- Sugandh Juneja
@sugandh84



It takes a village to raise a child & so it takes a community of support to nurture a startup says @anurage #SFAfrica <http://bit.ly/1zeNgDo>

- Pioneers Post
@PioneersPost



@SankalpForum @IntelcapTweet - thanks a lot for two inspiring, exciting and encouraging days #SFAfrica #impactinvesting

- Carsten Schmitz
@carsten_schmitz



Thank you @SankalpForum for an inspiring conference! Met so many great people here #SFAfrica #Nairobi @StichtingDOEN

- Manon Klein
@Manon_Klein



Govt cannot create jobs. They need to build the ecosystem to nurture job growth. #SFAfrica

- Arielle Sandor
@ArielleSandor



Don't assume every young person can be an entrepreneur. Help young entrepreneurs hire other young people -

@SakajaJohnson #SFAfrica

- Andy Lieberman
@andylieberman



Day 1 at #SFAfrica: brilliant people and gorgeous setting @sbskenya #socent

- James Haga
@jameshaga



3 areas critical to success: Opportunity, people, and partnerships. Without collaboration you are merely innovating for yourself" #SFAfrica

- YALI Kenya
@YALI_Kenya



We are proud to be #strategic partners in @SankalpForum #SFAfrica #SFAfrica which is about to begin. #sustainability

- Kenya CIC @KenyaCIC



Full house for @JKoinangeLive at #sfafrica "ideas for impact" 1st up <http://www.drillcover.com> #thisishardware

- ASME Ishow
@ASMEishow



I so admire commitment by @darshanchand1 @ChandariaKenya to support women in their business & value chain @SankalpForum #SFAfrica

- Suzanne Biegel
@zanne2



The Sankalp Africa Summit in Action

The second edition of the Sankalp Africa Summit kicked off with Intellectap's CEO, Anurag Agrawal along with a few strategic partners who welcomed the audience and launched the event. Mr. Edward Mungai CEO of the Kenya Climate Innovation Centre highlighted a number of pioneering and innovative entrepreneurs who are creating solutions, but who often face challenges, such as financial, policy, and talent gaps. Dr. George Ngenga, Dean of Strathmore Business School, echoed many similar sentiments and challenges. Africa is becoming attractive to external investment, but there are skill gaps, and burdens on the youth such as lack of capital access, lack of infrastructure and policies, etc., preventing them from fully flexing their potential. Enabling environments need to be provided for entrepreneurs to find support, such as the Sankalp Forum – and together, with so many different stakeholders in the room, there is huge potential to build the ecosystem together.

Top 5 Sankalp Africa Moments

1) Africa for Africa: Leading from the Front

1.1) The Underserved as Consumers

Bob Collymore, CEO of Safaricom shared his insights on how the mobile phone has reshaped the world, particularly for the BOP.

Key Insights:

- 👑 Assuming that the poor cannot be consumers is a mistake – every day they are saving, borrowing, and transferring money.
- 👑 Three things are critical to success: 1) Opportunity (the need and ability connect i.e. through mobile money); 2) People (who mentor and train young people to come up with solutions i.e. innovation hubs); and 3) Partnerships (bringing ideas to success through visibility to develop and grow).
- 👑 Kenya is a leading mobile phone technical player and Safaricom is Kenya's largest IT company with KSH 300 billion transferred via m-pesa just in January 2015 alone.

1.2) Entrepreneurship for Social and Economic Change

Darshan Chandaria, Director, Chandaria Industries highlighted how Chandaria Industries focuses on both economic and social gains through business.

Key Insights:

- 👑 Though many countries in Africa are considered as the most underdeveloped economies in the world, it still provides huge potential for growth. Therefore, it is important to have a vision as to where we want to reach, and a clear strategy for arriving there.
- 👑 Chandaria's core business is hygiene products, where they use waste paper, saving 50 million trees so far and employing 20,000 employees, many of them single mothers or widows. Despite the option of mechanization, the company prefers to keep employees instead.

1.3) Opportunities for the Youth

John Arthur Sakaja, Chairman, The National Alliance attended Sankalp Africa Summit 2015 as chief guest of the Sankalp Awards and Youth and Entrepreneurship Report Launch ceremony.

Key Insights

- 👑 Sakaja has been involved in promoting opportunities for young people, setting up a many initiatives that involve the youth nation-wide. 30% of procurement currently goes to the youth.

- 👑 There are several programs such as the youth fund, but many young people have shied away from requesting funds, so there is need for partners to spread the word. He gave his commitment to close the loop between the private and the public sectors.

1.4) Fireside Chat with Mr. Manu Chandaria

Mr. Manu Chandaria, Chairman of the Comcraft group and known by many as the Patriarch of Kenyan business was one of the key note speakers at the summit.

Key Insights

- 👑 Kenyans and Africans need to be supported to build capacity internally; reliance on India and China for all goods and services should be limited. According to Mr. Chandaria, the technological advancements and knowledge reside in Africa and must be capitalized.
- 👑 Making a reference to the word “Sankalpa” meaning determination in Sanskrit, he mentioned that all business leaders and entrepreneurs need to be determined in their journey to success despite roadblocks
- 👑 Stressing on the power of youth, he emphasized on the need for the youth to develop patience for the long term without losing the enthusiasm required to keep pushing boundaries.

2) The Big Leap - Africa's Next Big Innovation

Four stories of indigenous innovation, from young people across the continent, were highlighted in one of the main sessions at Sankalp to celebrate the homegrown talent that sub-Saharan Africa has to offer the world.



Akaeze Kpakpando, Student from Nigeria

Akaeze, 15 years old, is a student of Doregos Private Academy in Lagos, Nigeria. She was part of the team that developed the “Urine Powered Generator” and has further taken the work to a higher level by modifying it to use other waste products.

Doreen Orishaba, Vehicles and Electrics Engineer, Kiira Motors Project

Doreen leads research efforts in the design, development and integration of Vehicle Electrics & Electronics systems. The Kiira Motors Project began as a pipe dream from a Makerere University school club, and has grown into a full-fledged car company manufacturing Africa’s first fleet of electric vehicles.



Dodji Honou, Executive Manager, Woelab

Dodji is the Executive Manager of Woelab, which provides ICT to companies and creates innovative technology hardware products. It has created a 3-D printer from e-waste, and 3-D print cafes, where the printer can be used. Woelab educates the youth in self-development to embrace the 3D printer and other technology and use it to apply in their various fields and creations.

Leroy Mwasaru, Charles Midamba, and Amos Dede, Students from Innovate Kenya

All 3 students from Kenya proposed the idea of a human waste bioreactor to deal with the excess sewage which was contaminating the local community's fresh water supply. It produces methane for kitchen use and harmless sludge for fertilizer. It saves 60 trucks of firewood each year, reduces the school's expenses, reduces global warming effects, and safeguards health.



3) Sankalp Awards Ceremony

KTN television personality, Jeff Koinange once again hosted the 2015 Sankalp Africa Awards Ceremony, with his classic humor and energy. All nine finalists had the opportunity to give two minute elevator pitches to a jam-packed audience. Jeff then grilled them on stage before moving onto the next.

There were five awards up for grabs: The Sankalp Awards (Winner, 1st Runner-up and 2nd Runner-up), a special recognition for the Investor's Choice Award, and a DFID Women's Empowerment Award. The winners for the Sankalp Awards and the DFID Award were selected by independently constituted juries, while the Investor's Choice Award was presented to the enterprise that emerged as the favorite of the investors in the room (i.e. by democratic vote). DFID sponsored a grant of £10,000 to the winner of the DFID Women's Empowerment Award.



The winners are as follows:

1. **Winner: FAIM**
2. **First Runner-Up: Jibu**
3. **Second Runner-Up: Power Gen Renewable Energy**
4. **Investor's Choice: Ensibuuko**
5. **DFID Women's E mpowerment: Kigali Farms**

4) Critical Reports Launched

Additionally, Intellecip's consulting team launched two critical reports during the Summit. The first, *Catalyst for Change*, looks at the entrepreneurship support ecosystem through a youth lens and identifies the opportunities and significant gaps in the market. Specifically, the report highlights an inverted pyramid of services offered to entrepreneurs. Despite the vast number of ideas and early stage businesses, the business support ecosystem is inversely proportional, with specialized business support providers targeting only the successful few businesses, which are profitable and scaling. The report was launched by Kenyan Member of Parliament Johnson Sakaja, William Senyo, Founder, Hub Accra, along with the Intellecip team.



Corridors of Shared Prosperity is phase one of a longer-term research centered around India-Africa Inclusive Business Transfer in collaboration with the IFC World Bank Group. This second report identifies the drivers of systematic business transfer between regions, and has begun to flesh out a seven-step transfer roadmap, which in phase two of this research will contribute to a business toolkit to help self-diagnose a company's readiness to transfer across borders.



5) Key Sessions

Centre Stage: Bringing the Global Spotlight on Africa

Vineet Rai, Chairman of Intellecip was on stage with some of the biggest guns in the development sector for Africa from across the world: USAID, BMZ, AfD, OPIC, DFID, and FMO.

Key Insights:

- 👑 Africa has huge potential as a continent, and economic growth through the private sector is crucial, though not the only avenue for growth.
- 👑 There are huge opportunities to collaborate with business schools and others to empower youth and give them opportunities to stay in the country and build the economy.
- 👑 All large DFIs consider Africa as one of their most critical portfolios and over the next 5 – 10 years hope to continue to increase their investment capacity in the region

180 degree debate: Is Grant a Necessary Evil to Build a Sustainable Africa

Moderated by Dipika Prasad from Intellecip, the debate brought forward honest opinions on the good and bad of grant capital.

Key Insights:

- 👑 There are too many donors competing for very few opportunities – creating a skew in the market
- 👑 Entrepreneurs should avoid using grant funding for variable expenses, that should be subsidized by direct business revenue. Grants should never distract the entrepreneur from the core, it should only enable activities
- 👑 Grant funding is best utilized to build the ecosystem – incubators, infrastructure etc

Parallel Sessions

What's next in African impact investing...impact inventing? Hosted by the Lemelson Foundation

- 👑 **Frugal Innovation:** Local suppliers should be integrated and the function and price should be examined according
- 👑 **Young Entrepreneurs:** In order to encourage youth to be more entrepreneurial, you must start when they are very young with malleable minds
- 👑 **Value Chains and Investment:** In order to grow the value chain for future inventors, investors should consider not only the talent needed to make the products, but also about bringing those products all the way to market. It is also important to bring all parties on board to bridge the gap from grants to mainstream capital, including the government. "Venture Capital" – by definition – is not the right type of capital. Venture funds should be involved from the very start.
- 👑 **Periphery Access to Partnerships:** Though most companies want to be in the city, but smaller organizations could have mobile setups that can move around, and government can also play a role, such as devolution in Kenya for example

Turning the Tables: Corporate Pitch for Last Mile Delivery; In collaboration with Inclusive Business Action Network and Unilever

- 👑 **Triple Bottom Line:** Albert Einstein once said, "Strive not to be a success, but rather to be of value." Similarly, sustainable inclusive businesses should be of value to low income communities; they should have a positive impact on the community; they should invest in and take care of their own human capital with the aim of building the capacity, which is being inclusive within one's own company.
- 👑 **Collaboration:** Partnerships are essential for sustainable development and growth and more collaboration is needed between all players

Bridging the Opportunity Divide: Prioritizing Talent Management for Scale; In collaboration with Shell Foundation

- 👑 **Motivations:** Universities is on the lookout for potential partnerships, such as with banks in Kenya to improve his graduates' success. 20-30% of graduates in Strathmore University begin their own businesses every year.
- 👑 **Employee Retention:** To retain employees who have been trained, employers should consider what people value most e.g. healthcare, life insurance, or family. They also need to communicate well with employees, and motivate employees.
- 👑 **Identifying Talent:** Tools to help employees identifying talent include: getting a potential hire to talk about him/herself so as to understand them better, and hire employees based on attitude rather than competency.

The Way Forward in African Impact Investing; In collaboration with UNDP and GIIN

- 👑 **Highlights of Impact Investing Study:** The current opportunity is USD \$240 billion in all stages impact investing. The study revealed that there are 153 impact investors active in the region, out of which only 60 have local offices. More than US\$9 billion has been dispersed in the region to date, while Kenya alone attracts more than 50% of impact capital.
- 👑 **Challenges in Investing in East Africa:** The investment-readiness of entrepreneurs due to the lack of strategy, development stage (most businesses are early stage), and lack of management level talent to grow business.

- 👑 Pre-investment fellowships are a powerful tool to influence the entrepreneurs, make the due diligence process much easier, and make the investment less risky.
- 👑 The current players would like to see African investors playing a bigger role to drive more domestic capital.

Challenges and Opportunities Facing the Next Generation of Africa's Energy Pioneers; Hosted by the United States Africa Development Foundation

- 👑 Sort out issues at the design stage to avoid costly mistake when the projects are far advanced
- 👑 Entrepreneurs should never stop fund raising and pitching for extra support. This calls for a constant communication of their needs.
- 👑 Debt funding as an alternative to equity and seed capital when a comfortable growth rate is achieved can be a solution to temporary capital shortfalls.
- 👑 Enterprises have to maintain the existing customers as well as working consistently to find new customers so that the generation of income and profit is not affected, but rather it increases.

Impact Investing for Women; In collaboration with DFID

- 👑 **Why Invest in Women:** Investing in women has a multiplier effect in building the society and the economy at large -- women don't need a hand out, they need a hand up. Women also contribute 60% of the GDP in agriculture sector.

Idea to Scale Continuum: Enabling Relevant Support for Enterprise Growth; Hosted by World Bank

- 👑 **Challenges facing the BOP population:** A number of such challenges were discussed, such as: The lack money for assets they would wish to acquire in order to carry out an important business, in agriculture or any other business sector; The inability to secure loans, since they are not able to provide the land documents as a way to secure the loans; Copied and rebranded products in the market are an inferior quality.
- 👑 Government can help protect and safeguard the integrity of quality products in the market through regulations. The use of technology can be used to help develop interior regions

Chama of Chamas for Angel Investing; In collaboration with I³N (the Intellecaps Impact Investment Network)

- 👑 **Diaspora Investing:** Two years ago, Kenya developed policies on investments from the diaspora, and there have been ongoing campaigns in order to reach out to the Kenya diaspora on investment groups.
- 👑 **Foreign Investment in Local Countries:** Ways that could increase foreign investment in the local countries, such as Kenya, are stimulating angel investors to network
- 👑 **Intellectual Capital:** Many startups who are performing well attribute their success to being led and advised by experienced older people.

Reversing the Flow of Food Imports; Leveraging Technology and Capital for Sustainable Agriculture; Hosted by the Ford Foundation

- 👑 **Food Imports into Africa:** African countries spend USD \$30 billion every year in food imports, which is negatively impacting the growing economy, especially where agriculture makes up a significant portion of many countries' GDP. There is significant need for more partnerships, such as Value Farms' unique public partnership to bring together many farmers farming at scale, collectively.
- 👑 **Farmers' Challenges:** The lack of secure markets for farmers is a significant set-back for many farmers. Easy access to markets and financing are crucial for the success of the agricultural

sector. If farmers are provided with predictable markets, then they will focus on improving farming.

- 👑 **Opportunities for Improvement:** Identifying farmers and providing them with capacity, either through producing tool-kits, improving the social impact on a farmer level, or improving innovations already in existence can help to alleviate the challenges farmers face. Collaboration with other organizations will add significant value and help create some success stories for others to follow.

Exploring the New Horizon: Collaborating to Make Healthcare Accessible; Hosted by Africa Capacity Alliance and CHMI

- 👑 **Is healthcare too complex?** How do you change the thinking that healthcare is too complex? We see this happening often when startups move from just a venture, to an organization that provides solutions and sustains itself. But how many are truly sustainable? Sustainability often requires moving up the value chain.
- 👑 **Is funding really a challenge?** Funding is frequently raised as a challenge in the health space, however there is money available in seed capital and also private equity - data shows that USD \$900 million dollars is spent per year. The challenge is in connecting the funding to the innovations being developed in the health sector - innovators need the financial support and funders need to identify the innovators in the industry.
- 👑 **Legislative Frameworks:** Additionally, legislative frameworks continually need reform, so it can reflect to the constantly changing health sector. The World Bank and IFC have constantly worked on developing legislative frameworks and will continue to do so.

Enabling the Energy Access Ecosystem; Hosted by Global Alliance for Clean Cookstoves

- 👑 **Gender Equality:** On the surface, the energy ecosystem targets everyone, but the majority of stakeholders are women, who need to be engaged and targeted as consumers, and in campaigns.
- 👑 The Government of Kenya's energy "constitution" will govern the power industry, but the government needs to support entrepreneurs for them to succeed in the Power Africa initiative.

Partnering for Impact and Scale; In collaboration with Inclusive Business Action Network

- 👑 **Innovation and Scale:** Large corporates can capitalize on innovations, and scale them up faster than smaller individual players could.
- 👑 **Challenges:** Building partnerships between large entities and small scale players is far from easy. There are high risks involved in investing in startup businesses, whose entrepreneurs tend to lack of patience to "hold their breath" for the business to grow and survive. Corporates also need to be cognizant of their brand and credibility for carried through partnerships.

Accelerating Cross Border Inclusive Business Transfer and Collaboration; In collaboration with IFC World Bank Group

- 👑 **Exploring Transfer Opportunities:** In the first step of any business transfer, the firm must understand its own intent for the transfer, as well as clearly articulate the firm's own preferences and potential or intended impact. The firm must identify the potential markets and verify the market demand for its products or services.
- 👑 **Understanding your Core:** Before moving to new markets, a firm must take an honest hard look internally to determine what is transferrable within the firm's model. What is the firm dependent on within its home country, and how will those dependencies be managed in a new market?
- 👑 **Building Capacities for Cross-Border Transfer:** Firms must have solid internal management capacities in order to operate successfully across more than one region. These include

management capacities, financial capacities, and operational capacities, but the level of readiness will differ from model to model.

- 👤 **Adapting to a New Market:** Once in a new market, the work doesn't end there. The firm must continue to tweak the business model as needed, and building strong partnerships with locally knowledgeable firms is a critical factor for success.

Other Highlights

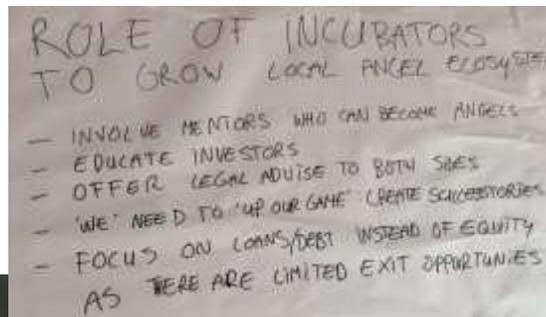
Pre-Summit Workshops for Critical Ecosystem Stakeholders

Democratizing Incubation

For Incubators, Accelerators, Universities and Capacity Support Providers

Hosted by Intellectap, AfriLabs and Impact Hub in collaboration with GSBI and VC4Africa

50 participants from nearly 40 capacity support organizations joined together to map out the landscape of support for early stage entrepreneurs. Incubators, accelerators, community spaces, service providers, and universities from five different countries tackled common challenges of sustainability, service offerings, and what it means to be an ecosystem player. GSBI and Impact Hub shared learning from their journey of defining their own business model. Participants mapped themselves on a continuum of entrepreneurial support to identify the white spaces, and how they could be filled. In an Open Space format, participants later discussed their own challenges in small groups and got feedback from peers. Intellectap also introduced [StartUp Wave](#) to open discussions on how it may benefit the incubation ecosystem for East Africa. VC4Africa introduced the Online Platform Inclusive Business Accelerator, a platform that connects inclusive businesses around the world with mentors and potential investors.



Entrepreneur Start-Up Hacks

*For Entrepreneurs looking to receive financing and investment
Hosted by ANDE and SEED Initiative*

Over 90 entrepreneurs signed up for this year's start-up hacks, which targeted financing and investment. The ANDE East Africa chapter recently released a toolkit for entrepreneurs on the legal landscape of the investment process, which breaks down lots of legalese jargon into easy-to-understand English. The toolkit that was disseminated can be viewed [online here](#).

SEED Initiative then picked up the second half of the workshop with interactive activities where entrepreneurs could meet with industry finance experts as well as other successful entrepreneurs to discuss challenges and identify solutions in the financing gap for young businesses. See further details in the Appendix.



Sankalp Award Finalist Investor Showcase

For investors looking for pipeline to invest into high-impact, high-potential businesses

Hosted by I³N (the Intellectap Impact Investment Network)

After months of intensive preparation with nine finalist enterprises, I³N unveiled the finalists to over 60 investors in the room – both high net worth individuals, as well as early stage funds from across Africa, Europe, and North America. The hard work and preparation of the finalists paid off, with over 20 investors who expressed interest in continued conversations with the enterprises. I³N is facilitating these discussions and are optimistic about closing some deals in the near future. See further details on the finalist enterprises in the Appendix.



Roundtable on Healthcare

*For healthcare practitioners working in developing nations
Hosted by Africa Capacity Alliance and the Center for Health Market Innovations*

Following the successful outcome of the first round table discussions on enhancing innovations to strengthen Kenya's health market ecosystems for maternal, newborn and child health (MNCH) in November 2014, Africa Capacity Alliance (ACA) hosted the Second roundtable discussion alongside the Sankalp Africa Summit. Participants such as policy makers, county health officials, multi/bilateral agencies, investors, and health innovators with a view to form working partnerships worked together to address the identified gaps of county hospitals. Their efforts are to carry forward concrete plans of intervention to address the gaps, which were identified during the first roundtable discussion. See further details in the Appendix.



Structured Networking Opportunities

Speed Dating

Investors and entrepreneurs made the most of their Sankalp Africa Summit by engaging in Investor-Entrepreneur Speed Dating. Collegial and collaborative exchange happens best when entrepreneurs and investors are on the same side of the table.

Entrepreneurs gained forward-facing exposure to investors who can provide guidance on how become more appealing for investment and one-on-one feedback from industry experts who can advise on refining their business model.

Investors had the opportunity to interact with and advise up-and-coming local enterprises from across high-impact sectors of energy, agriculture, education, health and sanitation, education, financial inclusion, and technology for development. They contributed to help build the local ecosystem by providing key insights and advice to early stage enterprises.

Mentoring Clinics

The Sankalp Forum mentoring clinics were designed to help entrepreneurs spend quality time through one-on-one interactions with industry experts. Intellecaps believes that social entrepreneurs are the wealth creators of tomorrow and through the mentoring clinic we hope to help entrepreneurs gain business insights from seasoned industry professionals, and to build a relevant deal flow pipeline for impact investors across the world. Participating enterprises usually fall into the emerging category – they have been in operation for a minimum of 6 months, with a turnover less than USD 150K or less than 100 employees.

The mentoring clinics were designed to allow for 30 minute one-on-one interactions between entrepreneurs and mentors during the summit. Each mentor was to interact with 2-3 enterprises each. Once introduced via email, the mentors and entrepreneurs were free to schedule their time accordingly any time during the Summit From 3:00pm on February 5th to 6:00pm on February 6th.



Partner Events Surrounding Sankalp

- VC4Africa Meet Up Nairobi – February 4th
- ANDE East Africa Chapter Happy Hour – February 4th
- GIIN meeting - February 4th
- Gearbox and W&L Lab workshop to build 3D printer from e-waste – February 3rd – 5th
- One Acre Fund Social Enterprise Happy Hour – February 5th
- TipHub Diaspora Day of Civic Hacking – February 6th

What Next?

Intellectap's activities will not only be limited to Sankalp Forum and I³N in East Africa. This year, Intellectap will formally set up a permanent base in Nairobi with a satellite office and permanent staff members to support Sankalp Forum, I³N, and our consulting and research activities.

As we go ahead, Intellectap will organize follow on showcases for the current enterprise cohort also focusing on bringing in new sets of investors in to the impact investing ecosystem.

This initiative will see Intellectap organize event such as the following:

- An enterprise showcase for local investing bodies/groups like Chamas. The showcase will be done in partnership with the Kenya Association of Investment Groups (K.A.I.G) and Amalgamated Chama Ltd. (ACL), that are respected organizations leading local investors.
- Seeding the ground for enhanced cross-country/continent learning, collaboration and replication Intellectap will offer enterprises from the current cohort the opportunity to participate and pitch at the Global Sankalp Summit 2015 in India.
- All participating enterprises will also receive the opportunity to attend other leading sector based conferences like Cairo Angels Business Summit in May 2015 and SoCap in San Francisco in September 2015

Important Links

- Photo Stream – To catch highlights of the summit, click [here](#)
- [Attendee List by Region and Country](#)
- [Enterprise Profiles](#)
- [Long Version for Detailed Notes from Sessions](#)

Thank you Partners!

Founding Partners



Core Partner



Innovation Track Partner



Enterprise Support Partners



Strategic Partner



Inclusive Business Track



Associate Partners



Content Partners



Empowered lives.
Resilient nations.

Outreach Partners

