

ATDF CORNER:

THE PROPOSED ATDF-ZDA INCUBATION AND BUSINESS CENTRE

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Overview

Many potential entrepreneurs and start-ups often need face challenges in accessing finance, communication, company registration, land and contracts as well as space. For this reason, ATDF and ZDA are partnering to launch two Business Centres (BC) in Lusaka and Kitwe to expand the pool of firms supported and enabled a few more Zambians to consider entrepreneurship as a viable, secure and exciting career option.

Zambia Development Agency (ZDA) is has six main divisions: Investment Promotions and Guarantees, Small and Medium Enterprises, State Enterprise Restructuring, Monitoring and Privatisation, Export Promotions, Multi-Facility Economic Zones and Research and Policy. As a strategic partner, ZDA will help ATDF access facilities while ATDF will offer management and basic office equipment.

ZDA would help attract appropriate partners and donors in Zambia while ATDF will bring in partners from abroad. The Pilot incubators will also help ATDF and ZDA identify key elements that could be used in the design of future incubators outside Lusaka. ATDF has already acquired some experience in managing an incubator in Zambia, established a network of mentors and established relations with key technology developers and business services providers. In addition, ATDF, through its Entrepreneurship Hub, has also learnt how to fund and manage start-ups in none high-tech sectors.

This incubator will help ATDF expand its assistance to SMEs, especially in the informal sector, and entrepreneurial youths from universities and colleges.

Objectives

1. Help potential entrepreneurs develop their ideas in firms and products through mentoring and attachments to established institutions and private firms.
2. Reduce cost of firm formation through the use of pool resources (e.g. telephones, faxes, internet, and secretarial and managerial services).
3. Assist research centres and universities as well as municipalities establish incubator facilities and pro-

grammes.

4. Accelerate innovation delivery to the market.
5. Mobilize financial resources for our participating individuals and institutions.

Products and Services

A The incubation centres will offer:

1. Office space, communication, secretarial and administration services;
2. Company and intellectual property rights registration and maintenance ;
3. investment, taxation and financial advisory services to SMEs and start-ups.

ATDF's target is to graduate at least 100 firms a year by the fifth year from our various incubator facilities. Enrolled candidates have to be interested in forming firms or commercializing technologies.

B Products for banks, financing institutions and agencies

The BC will help financiers in the following ways:

1. Screen candidates for third parties;
2. Oversee the development of a team of SMEs over the financed period;
3. Co-finance a pre-qualified group of SMEs growth and market their services;
4. Manage the funds for an agreed number of SMEs or start-ups; and
5. Help structure the financing of slightly large projects (above \$50,000 per project)

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