

## ATDF Lusaka Technology Fair 2007

### ATDF Technology Fair 2007

*Promoting innovation through entrepreneurship*

**Venue: Intercontinental Hotel, Lusaka, Zambia**

**Date: 14 August, 2007.**

Africa Technology Development Forum (ATDF) invites you to participate at the first ATDF Lusaka Technology Fair to be held at Intercontinental Hotel, Lusaka, Zambia on 14 August 2007. The Fair is organized and hosted by ATDF Entrepreneurship Hub (Zambia).

The Fair offers innovative firms, institutes and independent inventors an opportunity to display their concepts, designs, products and services, and facilitate the formation of business partnerships and technology alliances and attracting investment.

**Three side-events** will address:

1. Finance and Investment in Technology Development,
2. Intellectual Property Management, and
3. Entrepreneurship and Technology Commercialization.

These are designed to produce practical ways to enable innovative enterprises and institutions to operate at the frontiers of knowledge and technology, and business leadership.

#### Awards

The Hub will offer two awards of \$500 each to the most innovative exhibition by a firm and by an independent inventor. The Hub will also present its Entrepreneurs Challenge Awards to aspiring entrepreneurs.

#### Sponsorship opportunity

There are three different types of sponsors: Gold (\$2500+), Silver (\$1500+) and Bronze (\$500+). For details on sponsorship, contact: [info@atdforum.org](mailto:info@atdforum.org).

Join us in promoting technology entrepreneurs as a way of encouraging innovations, creating jobs and combating poverty.

### Programme: ATDF Lusaka Technology Fair 2007

- 07:00 Preparation of stands
- 08:30 Registration
- 09:00 Opening remarks: Introduction to ATDF and ATDF Hub
- 09:10 **Key address by the Hon. Daka, Minister of Science, Technology and Vocational Training**
- 09:45 **Tour of the exhibitions and coffee**
- 11:00 **Intellectual Property Management in the Knowledge economy**  
Discussants: Dr V. Konde, Mr B. Mwalongo and Dr. Lewanika
- 12:00 **Networking and Lunch**
- 14:00 **Finance and Investment in Technology Development**  
Discussants: Prof. P. Jain, Dr. P Nkanza, Mr. B. K Tembo.
- 15:00 **Coffee Break and networking**
- 16:00 **Entrepreneurship and Technology Commercialization**  
Discussants: Dr. P. Aerni, Dr. Tambatamba.
- 17:00 **Networking**
- 17:30 **Presentation of Prizes: Dr. Ernst Thomke and Minister, STVT**
- 18:00 **Vote of thanks: Professor Oliver Saasa**

# An introduction to the ATDF Entrepreneurship Hub

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## The challenge

One of major challenges facing Africa is unemployment and an institutional setting that discourages entrepreneurs in the informal sector to grow and move into the formal sector. As a consequence, many young and talented Africans migrate to Europe, North American and other developed regions of the world in search of employment opportunities. This undermines the development of Africa and presents many challenges for developed countries, some of which respond by erecting ever growing barriers. Efforts to improve health care or eradicate hunger and poverty, among others, are intricately linked to the ability of countries to provide opportunities to their citizens to provide quality products and services and contribute to national revenues

ATDF believes that one way of achieving such a goal is to help individuals turn their ideas, research outputs and concepts into viable enterprises, products and services. This would provide employment, generate revenues and, in the process, empower communities to meet their needs. However, there are two major gaps that hinder individual and teams to turn their ideas into commercially viable products and services in Africa:

1. Financial and support gap: In developed countries, government grants, public incubators and science parks and venture capital firms often fill in this gap.
2. Skills and knowledge gap: In developed countries, technology development and transfer institutions and associations

help firms learn, adapt and acquire emerging technologies.

Taken together, aspiring entrepreneurs face a steep learning curve as they have to be profitable within their first 2-3 months or they will not survive. Globally, start-up firms need up to 5 years to become profitable. It explains why many individuals are trapped in the informal sector for a long period of time (accounting for over 70% of the total employment in some African countries). This in turn makes service delivery, quality control and economic planning almost impossible.

## The Hub and its main products

ATDF Entrepreneurship Hub is an independent corporate unit of Africa Technology Development Forum (ATDF) based in Lusaka, Zambia. The primary goal of the Hub is to promote entrepreneurship and innovation, to facilitate development of businesses, products and services as a way of creating wealth and jobs and reducing poverty. ATDF Entrepreneurship Hub offers five main products:

### 1 Entrepreneurship Support Investment (up to US\$ 50'000!)

The Entrepreneurship Support Investment is equity financing designed to promote Zambian men and women, especially those below the age of 45, with innovative business ideas and the necessary discipline and skills to convert their ideas and concepts into successful companies that create new products, services and employment for the Zambian people. Teams

and start-up firms seeking administrative, technical and financial support are highly encouraged. In exceptional cases, the Hub may invest up to \$100,000 or more than 30% of the firm's share capital. Selected individuals, teams and firms will have to be based in Zambia.

## **2 Entrepreneurship Challenge Award 2007 (up to \$5000)!**

This investment is designed to help young people (below the age of 40) to refine their business concepts, conduct market research and interact with seasoned entrepreneurs. In addition to the modest funding, selected entrepreneurs will also access technical and commercial services through the ATDF network of entrepreneurs and R&D centres. Successful projects may apply for Entrepreneurship Support Investment.

## **3 Business incubation and commercialization.**

Often, firms and R&D centres may wish to commercialize or spin-off a unit that is no longer considered part of its core business, could become self-sustaining or is loss making. Rather than shutting these units down, The Hub could bring in investment, management, technology and leadership to facilitate their growth and become viable firms.

## **4 Business Intelligence Support**

One of the challenges African firms and institutions face are the limited sources of market, technology, investment and business information. The Hub will collect, synthesise and disseminate emerging trends in the domestic and external markets. It will collect information that helps firms to strategically manage their intellectual assets, seek partnerships, identify emerging markets and regulations.

In addition to a small business and technology relevant library, it will also run a depository of creative, marketable and thoughtful business ideas. Many individuals with brilliant ideas may not be talented business managers, have difficulties in accessing technical and financial institutions or lack the right platform to launch their business. The depository will assist them by serving as a meeting point of potential partners or the sieve for refining and recombination of business ideas.

## **5 Entrepreneurship Course**

The Entrepreneurship course is designed to stimulate entrepreneurial creativity and innovation, facilitate commercialization of research output and encourage development of private and public enterprises to create jobs and reduce poverty. It shall enable entrepreneurs to quickly spot and evaluate business opportunities, solve entrepreneurial challenges and enhance the entrepreneurial drive, networks, resources and skills of candidates to communicate and implement business ventures effectively.