



NETWORK
OF DOERS

SAIS CONNECTED
HUBS

CONNECTED HUBS

WHO WE ARE

Connected Hubs is a network of Southern African innovation support organisations with linkages to international innovation ecosystems.

WHAT WE DO

With a shared goal to enable and facilitate the development of early stage entrepreneurs, we have embarked upon a journey to collaborate to share best practises.

WE ARE REGIONAL

The actors are from Botswana, Namibia, South Africa, Tanzania and Zambia, the broader SADC region and beyond.

“ Many have ventured in bringing hubs together and some have succeeded. However, not many have been able to create concrete collaboration between the hubs. SAIS does that with Connected Hubs.

*Derrick Kotze,
mLabs Southern Africa*

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Connected Hubs share best practices in innovation support through online and offline training sessions together with international experts. In 2018, they produced the Annual Southern Africa Innovation Forum (ASAIF) a regional platform which is a flagship of the Southern Africa Innovation Support Programme (SAIS 2). SAIS 2 facilitates improved networks through Connected Hubs by connecting actors for a joint cause, providing training skills for a lasting impact in their local innovation ecosystems as well as building trust between the actors across regions.

Connected Hubs activities are set to grow based on learnings from 2018 and scale to include more hubs from the SADC region and beyond. By the end of the year 2019, Connected Hubs will have built bridges between 20 business support organisations across seven countries, supported over 300 early-stage entrepreneurs and strengthened ten early-stage, impact-driven start-ups. Overall hubs have strengthened their skills in start-up coaching and regional collaboration.



ACTIONS & OUTCOMES



Building capacity in supporting innovation & entrepreneurship

10 organisations in five Southern African countries have improved event management skills. Training has enhanced the capacity of innovation support organisations to produce their events as well as facilitate dialogues around entrepreneurship and innovation ecosystems - a learning that sets precedence for the innovation community in the national systems.



Connectivity within Southern Africa and internationally

In a short span of intense activity (four months), 70 % of the members consider that being a part of Connected Hubs has improved their organisation's connectivity to other like-minded actors in Southern Africa. *"Through the membership, we've been able to know the activities of other hubs in detail and the sessions have helped us spot opportunities for collaborations and helped us form and strengthen the bond with the member hubs."*



Supporting early-stage entrepreneurs and startups

SAIS 2 enables entrepreneurs gain access to valuable networks comprising investors, potential partners and peers at an international event at Slush. SAIS 2 in partnership with Slush Global Impact Accelerator (Slush GIA) enabled the five most promising startups in Southern Africa an opportunity to develop their entrepreneurial skills, including service offering and business modeling, pitching and go to market -strategies. Connected Hubs coached 215 early-stage start-ups in three SAIS 2 countries and ran pitching competitions with Slush GIA to select the promising five start-ups representing SAIS 2 Partner countries.

PARTNERSHIPS

Connected Hubs is open for partnerships with other actors in innovation support. Is your organisation interested in partnering with Connected Hubs? Drop us an email at info@saisprogramme.org



CONNECTED HUBS STARTUPS 2017

In 2017, SAIS 2 piloted cross-border collaboration with Botswana Innovation Hub and Fablab Namibia. The three organisations supported two startups from Namibia and three from Botswana to attend Slush 2017 in Helsinki with hub managers. The five start-ups took part in a 2-month incubator programme with coaching sessions, on pitching, business mentoring and product development.



Phillip Sellwe, Bayon Holdings
- BOTSWANA

“SAIS 2 is by far the best and most perfect, as it accommodates people with different weaknesses to build them into great corporate gurus despite their backgrounds. I am a true example in this regard. Inventors like me in most instances are introverts and aren't that good in pitching, but now give me a mic and stage, and I'll rock the show.”



Kaveto Tjatjara, Worldview Technologies
- NAMIBIA

“Since attending Slush we learnt what it takes to become an investable startup and we realized we still have 2-3 years of growth before we get there. But the training we received has been invaluable. SAIS provided the tools I need to climb this mountain.”



Vincent Van Wyk, PEBL - NAMIBIA

“Being a part of this programme resulted in my company getting an amazing incubation opportunity at FabLAB Namibia, partnering with Berlin Partner for Business and Technology, as well as exporting our products to Botswana. Thanks SAIS, you’re doing amazing things for startups in Southern Africa.”



Kennedy Letsogile, EcoHub - BOTSWANA

“Since attending Slush, we gained momentum and we are further in our product development. I have been invited to speak at four forums and our company traction has gained strength with a brighter future looking ahead. Thank you for the amazing training, the continuous opportunities and assistance you have given our startup. Slush experience is once in a lifetime opportunity that has set a great foundation for our startup.”



**Tumelo Mapila, Focus Surveys
- BOTSWANA**

“Since taking part in Slush, our company has signed new contracts with a major companies and established relationships with our key strategic partners. The business development coaching provided by BIH, Fablab Namibia and SAIS was instrumental in taking our business to the next level.”

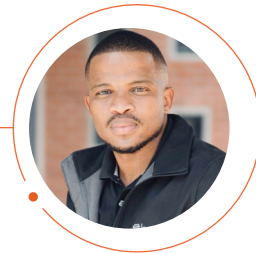
CONNECTED HUBS STARTUPS 2018

In 2018, SAIS partners with Slush Global Impact Accelerator to select one promising start-up per SAIS partner country. These five start-ups are all young enterprises solving a societal problem in line with the United Nations Sustainable Development Goals. The start-ups join Slush GIA to gain insight in topics ranging from pitching to investor relationships as well as business and product development.



Mwila Kangwa, AgriPredict - ZAMBIA (supported by Connected Hubs)

“This is a great opportunity for exposure, networkings, learning and funding. We are excited to be a part of both the Annual Southern Africa Innovation Forum at SA Innovation Summit and the Slush GIA. As AgriPredict we are passionate about Africa and our people, we believe this opportunity will be great to get exposure to what other African startups are doing across Southern Africa to deliver impact.”



Bobby Nthuteng, Zeal and Zest - BOTSWANA (supported by Slush GIA)

“I am excited and honored to be part of a network of this magnitude. I am looking forward to make partnerships and learn from the industry experts.”



**Demetrio Mowes, Solve Namibia - NAMIBIA
(supported by Slush GIA)**

“The opportunity to participate in the SA Innovation Summit and especially Slush GIA is very exciting. Solve Namibia looks forward to establish and maintain Namibia as a key Impact Driven and Entrepreneurial country in the Southern African and Global Communities. Solve Namibia is excited to network with the startup community outside Namibia, with focus on impact driven entrepreneurs as well as like-minded investors and potential customers.”



**Isaya Yunge, Soma App - TANZANIA
(supported by Connected Hubs)**

I’m grateful and delighted to have been given the opportunity to participate at the SA Innovation Summit and Slush Global Impact Accelerator – I receive this honour with deep gratitude and great humility. It’s such an honour to become a part of this amazing group of innovators from across the Africa and beyond who are doing incredible works in their communities and beyond. More so, am grateful to receive tailored trainings on how to improve my solution and grow my startup. I’m excitedly looking forward to meet the best of the best and pitch my solutions on the stage, and this will inspire me and my team to go out and achieve even greater things in the future.”



**Conn Bertish, Cancer Dojo - SOUTH
AFRICA (supported by Slush GIA)**

“Events are incredible opportunities to network with potential partners and like-minded people and organisations, where we can learn best practice and insights into taking a product to market in a way that retains integrity, quality and control of the product while achieving scale at the same time. To share our learnings in the start-up space and understand from others ways to always improve our methodologies and approach.”

CONNECTED HUBS MEMBERS

In 2018 Connected Hubs invited innovation support organizations and National Focal Point institutions from SAIS partner countries (Botswana, Namibia, South Africa, Tanzania and Zambia) to be a part of the network and validate the concept.

KNOWLEDGE • NETWORKS • ENTREPRENEURSHIP



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Is your organisation a multiplier and connector within an ecosystem of entrepreneurship located in the SADC region? Contact info@saisprogramme.org for more information on how to join Connected Hubs in 2019!

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IMPLEMENTING COUNTRY PARTNER MINISTRIES

- Botswana- Ministry of Infrastructure Science and Technology
- Namibia- Ministry of Higher Education, Training and Innovation
- South Africa- Ministry of Science and Technology
- Tanzania- Ministry of Education, Science and Technology
- Zambia- Ministry of Higher Education
- The Secretariat of Southern African Development Community (SADC)
- Ministry for Foreign Affairs of Finland



Ministry for Foreign Affairs of Finland



Southern African Development Community



Ministry of Higher Education



Ministry of and Science Technology



Ministry of Education Science and Technology



Ministry of Higher Education, Training and Innovation



Ministry of Infrastructure, Science and Technology

CONTACT US

✉ info@saisprogramme.org

P. O. Box 9020
Eros, Windhoek, Namibia

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