R2C REFLECTIONS MEETING

LESSONS LEARNT AND RECOMMENDATIONS

27TH APRIL 2023

VIKTORIA VENTURES

R2C REFLECTIONS MEETING AGENDA

1)   Introductions (10mins) - RISA
2)   Slido: Key lessons learnt by the R2C lessons learnt (15) mins) - MO
3)   VV program key learnings and proposed way forward (30 mins) – SG
4)   Plenary discussion (15 mins)
5)   Next steps (10 mins)

R2C / TOT REFLECTIONS INSIGHTS: SLIDO

1)   What has been the most impactful elements of the program for you?

2)   From your experience, what did you feel was missing in the R2C program that would have made it more impactful?

Respond to the 2 questions.

Slido.com #1448927

LESSONS LEARNT AND RECOMMENDATIONS

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

Acceleration

LESSON - 1	DETAIL	WHAT HAVE WE DONE / PROPOSE TO DO?
• **For a successful program the participants selected need to have met certain basic criteria**	• Have a registered IP • Negotiated with University on ownership of the IP (Implies the University has a startup policy) • Registered a company to commercialize the innovation	• **Done:** We have updated the selection criteria to include these aspects • **In progress:** We shall also communicate to institutions on why we have not selected participants from their institutions

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

Acceleration

LESSON - 2	DETAIL	WHAT HAVE WE DONE / PROPOSE TO DO?
• **When working with researchers from institutions the institutional preparedness from an R2C perspective is critical**	• Does a commercialization pathway exist (startup policy/TTO)? • Is there institutional buy in ? • What additional support is there for the innovator?	• **In progress:** Collaborating with KENIA on the institutional strengthening program • **Proposal:** Capacity building for institutional leaders • **Proposal:** Development of tools to support / help the institutional to accelerate their R2C journeys

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

Acceleration

LESSON - 3	DETAIL	WHAT HAVE WE DONE / PROPOSE TO DO?
• **Raising funding for the innovators is not as straight forward**	• With some of the challenges identified the funding discussions are not moving as fast. • The most ideal funding for most of the innovators is grant funding	• **In progress:** We are reaching out to various partners to see if they can finance the cohort as a whole • **Proposal:** RISA creates an allocation to provide seed capital to the current and the second cohort of R2C

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

Acceleration

LESSON - 4

- **It will take an innovator longer than six months to achieve the desired commercialization / funding success.**

DETAIL

- With the current cohort we are having to start from discussions from the IP status, whether a licensing agreement has been discussed with the institution etc
- For those ready some discussions are underway but moving slowly
- Some of the innovation need more work to get to MVP status

WHAT HAVE WE DONE / PROPOSE TO DO?

- **In progress:** Ramped up market outreach and investor discussions
- **Proposal:** We propose that R2C is run as a multi year program

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

Acceleration

LESSON - 5	DETAIL	WHAT HAVE WE DONE / PROPOSE?

• **The innovators need more technical support to get them ready to meet investors**	• While coaching has added a lot of value the innovators require more support to go to market this includes
	  • IP registration for those who have not
	  • Financial model build to support their funding needs
	  • Pitch development to ensure their decks match up to investor expectations
	  • Additional coaching hours in certain areas eg design thinking
		• **Proposal:** We are requesting for an extension budget to support these initiatives

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

LESSON - 6	DETAIL	WHAT HAVE WE DONE / PROPOSE?
• **TOT participants need more help to roll out R2C programs in their institutions**	• We have received several request to be part of the R2C interventions the ToTs are planning in their institutions • Some of the ToTs need more help with content delivery for R2C	• **Proposal:** Budget allocation to be able to attend some of the events • **Proposal:** Create an eLearning platform to support ToTs

TOT

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

General	LESSON - 8	DETAIL	WHAT HAVE WE DONE / PROPOSE TO DO?
	• **R2C curriculum had some gaps**	• We had to do a lot of customization to ensure that the developed curriculum in phase 1 was fit for purpose • Made edits and even developed additional content	• **In progress:** Additional content development and customization

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

General	LESSON - 9	DETAIL	WHAT HAVE WE DONE / PROPOSE TO DO?
	• **Program success cannot be evaluated in 6 – 12 months**	• With the exiting R2C ecosystem state, level of institution preparedness for R2C, innovator starting points the program success will be seen in the medium to long term but not in the short term	• **Proposal:** Make program multi year intervention • **Proposal:** Create additional budget for MEAL

WHAT WE HAVE LEARNT, OUR PROPOSED SOLUTIONS & RECOMMENDATIONS

General

LESSON - 10	DETAIL	WHAT HAVE WE DONE / PROPOSE TO DO?
• **There is a lot of demand for R2C programs**	• Webinars have consistently registered an average of 50 participants • Requests from additional institutions for R2C support – NRF, Universities • Requests to expand to Ethiopia, Ghana etc	• **Proposal:** Create an eLearning platform to support in scaling of R2C program

WHAT NEXT: SUGGESTED INTERVENTION ACTION PLAN

PROPOSED SHORT TERM INTERVENTION PLAN (DURING CURRENT PROGRAM)

1. Seed funding for innovators

2. Additional technical support for innovators

- Business forecast development
- Pitch deck design
- IP registration
- Additional coaching

2. Additional support for ToTs:

- In delivery of R2C interventions
- Development of templates that they can use to support their institutions

3. Develop eLearning platform

4. Stakeholder Engagement – High level policy

Develop a toolkit for institutional strengthening

Monitoring and evaluation beyond the current program timelines

REACTIONS AND Q& A