

Technology Commercialization Innovation and Knowledge Management

The growth of competitive agribusiness in Africa is severely constrained by the low use of modern inputs and limited access to improved technologies. According to the World Bank, access to technology and skills is one of the main challenges facing agribusinesses in Africa.

The Solution

AAIN supports startups, SMEs, Incubators, women, and youth to off-take new ideas, innovations and technologies from research to commercialization. It also supports technology development and transfer as part of the drive to mechanization. AAIN de-risks the process of commercialization on to improve the investment climate.

- 1. Facilitate Technology Access and Transfer:** AAIN collects and disseminates information on innovations relevant to African agribusiness incubation to its member agribusiness incubators. This includes mapping agribusiness opportunities and underpinning that information with knowledge of specialized experts and mentors who can make vital contributions to resolving managerial, financial and technical problems faced by the Incubators and their Incubatees.
- 2. Incubation Business Model Development and sustainability:** AAIN supports incubators to develop their business ideas into workable models that leads to commercial gains in both the short and long term yielding positive impacts for the incubators. AAIN also provides a system that helps incubators to focus on their core business at the startup stage in order to protect them from drifting entirely to innovations and new ideas that may emerge. This ensures sustainability of the original business models.
- 3. Support Incubator Input and Output Market Development:** AAIN facilitates

Our Expected Impact

300

Agribusiness Technologies Commercialized

“AAIN will facilitate access to technologies and innovations by incubators for commercialization and business creation using incubation model . AAIN will engage and work with Universities and research organizations to support science commercialization”

access to inputs and outputs markets for its agribusiness incubators. With its vast resources and partners across the world, AAIN helps incubators to access technology from both local and international suppliers and help them procure and utilize these technologies. AAIN also identifies markets which demand the services of its incubatees and enable them connect to these markets.

- 4. Incubator Business-to-Business Promotion:** AAIN links business within its incubators to other businesses also within its incubators that need the services or products of each other. This helps incubator businesses reduces the transaction cost involved in advertising, marketing and promotion.
- 5. Public Private Partnership development:** Startups and SMEs are prone to higher risk and uncertainty in technological innovation because of their limited

research and development capacity and financial capital. AAIN has realized this challenge and therefore links its incubators to the appropriate public or private institutions to enhance the use and commercialization of developed technologies. AAIN does this by entering strategic partnerships that benefit all parties. Besides AAIN collaborates with governments to remove barriers and create enabling environments that will enhance incubators access to and use of available technologies.

Want more information? Contact
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