



# Business Incubator Skills Building

ONLINE TRAINING

22 - 24 June 2021  
9 am - 11 am (WAT)  
10 am - 12 pm (CET)  
11 am - 1 pm (EAT)



## You are invited by BIC Africa to enroll in the Business Incubator Skills Building online training

**Six training modules, three days, key experts, interaction and network building**, BIC Africa together with its core partners organises the first of a series of training activities. The Delegations of the European Union in Angola, Ethiopia, Madagascar and Somalia, the Regional Network of Business Incubators in Sub-Saharan Africa (funded by the European Union and implemented by EBN), and the EU|BIC community of quality-certified incubators welcome you to **join the international cohort of Business Support Organisations in Angola, Ethiopia, Madagascar, Somalia and Europe**.

What to expect:

- All sessions featuring key experts in the field of business and tech incubation
- Concise, hands-on knowledge sharing in 45 minutes session and 15 minutes Q&A's
- Interactive panels, polls, chat features and real-time participant feedback

## About the event

In this online training, participants will increase their knowledge and hands-on skills in:

- Offering tailored start-up services to the needs of innovative entrepreneurs in your region.
- Monitoring your organisation performance for continuous improvement
- Improve your tools and strategies to link with funders.
- Promoting the organisation's activities in the catchment area engaging with key stakeholders.

## For who

This training is offered free of cost for representatives of incubators, chambers of commerce and industry, universities and entrepreneurship centres, and other support structures for business development.

## Registration

To enroll (limited seats available), please confirm your participation before 17 June 2021, 6 pm CET via [hello@bic-africa.eu](mailto:hello@bic-africa.eu).



BIC Africa is funded by the European Union

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## Agenda

### Session 1: How to Approach Business Incubation

22 June 2021

#### Introduction to BIC Africa and the online training

**Speaker:** Robert Sanders, Senior Advisor for International Projects at EBN and Team Leader BIC Africa.

#### Module 1: Entrepreneurial Framework Conditions in Africa

**Speaker:** Representative of Sociedade Portuguesa de Inovação (SPI, Portugal).

**Topics:** Main trends in entrepreneurship and innovation in Africa. Entrepreneurs and start-ups' features and needs.

#### Module 2: Monitoring, Evaluation, and Certification for Incubators

**Speakers:** Florian Sora, Certification and Impact Manager at EBN; Dr Panayiotis Philimis, CEO at EU | BIC CyRIC (Cyprus) and member of the EU | BIC Certification Committee.

**Topics:** The importance of monitoring. Certification of Business Incubators as a way to ensure quality services, gain trust and attract clients and investors.

### Session 2: Access to Finance

23 June 2021

#### Module 3: How to Facilitate Funding for Client Companies

**Speaker:** Ben White, VC4Africa.

**Topics:** How to engage with mentors, investors, financial support organisations and business professionals to ease access to funding for start-ups.

#### Module 4: Linking With Investors Funding Start-ups and the Innovation Community

**Speaker:** Mark Rayner, EU | BIC St Johns Innovation Centre (University of Cambridge) (United Kingdom).

**Topics:** Techniques for Business Incubators on how to help client companies prepare for pitching.

### Session 3: Ecosystem Building

24 June 2021

#### Module 5: How to Develop a Vibrant Ecosystem and Engage With Different Stakeholders

**Speaker:** Cristina Fanjul, Director at EU | BIC CEEI Asturias (Spain).

**Topics:** How to engage with the different organisations in the territory to maximise the opportunities for the client companies: public administrations, research organisations, corporates (Open Innovation), etc. Challenges faced and how to get over them.

#### Panel: Business Incubation Clinic

**Speakers:** Cristina Fanjul, Director at EU | BIC CEEI Asturias (Spain); Homero Cardoso, EU | BIC TagusValley (Portugal); Andrew Johnston, Coventry University (United Kingdom), Pietro De Martino, F.I.L.S.E. (Italy); Robert Sanders, EBN/BIC Africa (Belgium).

**Topics:** A team of experienced Business Incubation Managers will address issues (and answer questions posed by participants) on how to overcome the day-to-day challenges of running an incubator.



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