

TBIF NEWS

A KIST / CITT initiative

The TBIF program, focus on flexibility !

Newsletter No 3



TBIF clients and consultants before the Incubator under construction

Key Achievements

Training

20 participants enrolled in Basic Corporate Business Plan course (English group) Participants for the French course are registering.

Consulting

25 potential clients received initial counseling services.

Promotion

The TBIF Liaison Officer joined the Rwanda Private Sector Federation (RPSF) team in the National Sensitization Program for the second round of Business Plan Competition, supported by the Competitiveness and Enterprise Development Project (CEDP) and the World Bank.

Affiliation

TBIF obtained membership of the world wide renowned National Business Incubator Association (NBIA)

Networking

The first network meeting took place on 24th March between TBIF, KEDF, Zigama CSS and 9 funded TBIF clients, who are intending to form the nucleus of the TBIF Business club

About 90% of the Rwandan population depends on agriculture. The sector's contribution to the overall economy is marginal because focus has been on subsistence farming with limited potentials for value adding. Consequently there is a lack of entrepreneurial skills and there are no sufficient private business examples in the vicinity of young people to make them start up their enterprises in spontaneous manner. The current Government of Rwanda is determined to change this trend through developing entrepreneurship, promotion of the private sector and diversifying the economy through various programs, e.g. the TBIF program.

In order to stimulate entrepreneurial awareness TBIF introduced a flexible Incubation Program. Whereas Business Incubation deals with support to starting businesses in general, specially in Rwanda the attention is on the period before enterprises can successfully start-up. Often graduates of Institutes of Higher Learning have no idea about what "being in business" really means. If business ideas are not lacking, then the way to how realize them is a serious question which can not be solved by getting answers from business people in the surroundings. Therefore a big part of the program is dedicated on Pre-Incubation (building entrepreneurial awareness, idea development, market analysis, business and financial planning, till a bankable business plan can be presented to financial institutions)

To make the program as flexible as possible it has been divided in Phases so that candidates can join the program according to level, business knowledge and capabilities. E.g. someone who is certain to become an entrepreneur is not obliged to join Phase I (business awareness and idea development) but enters immediately in Phase II (Business Plan development) Candidates who prepared already a Business Plan but need further consultancy before it can be accepted by a funding institution can join immediately Phase III where the emphasis is on direct consulting and mediation with financial institutes.

Only when this pre-incubation phase is successfully completed the candidates are ready for the start and join Incubation Phase IV. It is for them to choose the location of their enterprise, either outside the walls in their own market environment or inside the TBIF Incubator. Both groups have access to Business Development Services during the Incubation process.

Flexible access to information, advice and finance at the right moment triggers entrepreneurial spirit world wide, thus also in Rwanda, which is precisely what the TBIF is aiming at.

Presentation of TBIF client: K Consult

K Consult is a recognized law firm by the Rwandan Bar Association. The three partners of K Consult, all possessing vast, divergent experiences and backgrounds, decided to bundle their forces and establish the law company K Consult, which was duly registered in August 2005. The main focus of K Consult is on corporate and business facilitation through provision of legal services. The company is the first of the TBIF clients who actively participates in the peer to peer assistance program of the TBIF by providing short term courses to TBIF tenants/clients in the field of enterprise related legal matters. K Consult partners were consulted during three months by the TBIF and consequently obtained a loan from the KEDF.

Mr. Brian Kirungi, Managing Partner of K Consult says: The TBIF, being absolutely instrumental during the pre-incubation phase, continues to provide support even now we are in full operation. This is what we need!

Note of the editor

Dear Reader,
Each Incubator has a different development approach. In Rwanda, attention is on the development of an entrepreneurial culture.

In this edition we provide you more insight regarding the TBIF program, focusing on flexibility for stimulating an entrepreneurial spirit among its tenants/clients.

TBIF Team.

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TBIF Program

Pre-Incubation

Phase I

- Orientation and introduction to entrepreneurship. Business idea development.

Phase II

- Business Plan preparation (stimulation of self learning)
- Market research and financing (do it your self approach)

Phase III

Consulting

- Assistance with access to finance by consulting services of TBIF and KEDF, appraisal and financing.

Incubation

Phase IV

Implementation of the Business Plan

- Practical consulting, to Incubatees, within and/or outside the walls.
- Synergy enhancing between clients through networking.

Post-Incubation

Phase V

- Continuous support by counseling, peer to peer assistance and networking through the TBIF Business Club.



K Consult partners

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