

# TBIF NEWS

A KIST / CITT initiative

## KICK-off the "TBIF BUSINESS CLUB"

Newsletter No 7



**TBIF BUSINESS CLUB  
foundation day**

### Key Achievements

#### TBIF Networking activities

Of course, as NETWORKING is a prerequisite for businesses, it is equally important for organizations supporting them. From its initiation the TBIF has cared and nurtured its contacts and nowadays the TBIF network extends not only over big parts of Africa but reaches also Europe and US.

#### A selection

- The TBIF network started with its advisors of the first hour, FACET BV and Science Alliance from the Netherlands and Godisa from South Africa, including a 20 odd Business Incubators visited and cooperated with.
- Through the infoDEV project, strong links were made in Ghana with several African Incubators. A next international Incubation seminar is planned in November 2006 in Hyderabad, India.
- Recently three members of the TBIF went on study tour to the KeKoBi Incubator in Nairobi and regional contacts have been strengthened.
- TBIF is member of the Business Incubator Association (NBIA) of the US.

#### Weaving NETWORKS together for better performance of all

Above stated contacts are only a few of the many international friends we made, not to mention the numerous local contacts which we cannot detail in this edition. However, what counts is the message we would like to transfer, the importance of NETWORKING, and that's what's all about in this edition.

Next steps are intertwining networks together. The TBIF network together with the one of the TBIF BUSINESS CLUB. Both networks linked together with the Rwandan Private Sector Federation becomes already substantial.

Imagine these information flows working in the advantage of the TBIF BUSINESS CLUB members, surely it will give them the KICK!

### Knowledge, Information, Communication, Know-how (KICK)

#### Every enterprise has its own share of KICK !

As KICK is the core of entrepreneurship even the smallest enterprise has to have its portion of it, otherwise the enterprise would not exist. The complete set of KICK can only be attained by:

#### NETWORKING.

While weak economies are often hindered by inadequate commercial interactions, sound economies are based on strong business networks, spanning over nations and continents, ensuring continuous information flows to feed economical growth.

It was in this perspective that discussion meetings were initiated by TBIF clients who realized the importance of NETWORKING and the idea came up to establish a Business Club which should function as their platform to defend interests, find new knowledge sources, business contacts and opportunities by cooperating together.

This idea gained in value when the participants prepared a three year action plan, titled: "Consolidation of Entrepreneurship in Rwanda" Subsequently the TBIF BUSINESS CLUB Constitution was prepared under expert guidance of one of the club members (lawyer) and the dawn of a Business Club became visible.

The TBIF, playing a facilitating role in this case, like provision of conference room, computer, copy machine, etc, realized the seriousness of the members concerning the set-up of their formal NETWORK and the plan came up to facilitate a seminar during which club members could generate ideas and formally found their Business Club. Both project promoters, KIST and its Dutch development partner Nuffic, realized the importance of business networks and agreed with the organization of a seminar in a setting where business people could meet in an informal and undisturbed atmosphere.

On the 14th of October 2006 an enthusiastic group of about 40 persons, consisting of TBIF Business Club members, TBIF, Steering Committee, staff members and a Notary gathered together at Jambo Beach, located at beautiful Lake Muhazi. The sounds of discussions and optimism resonated over the blue waters of the lake during the day till the moment the TBIF BUSINESS CLUB Constitution was signed in presence of the Notary. Result: applause, congratulations, speeches, cheering and dancing together till Rwandan closure time.

The TBIF BUSINESS CLUB has been KICKED-off by a solid group of 15 founding members, determined to cooperate and grow together. Now up to the next steps! We keep you informed!

### Note of the Editor

Dear Reader,

*Since the initiation of the TBIF many achievements have been accomplished but you will notice, this issue contains a mile stone.*

*As a spin off of the TBIF activities a group of young entrepreneurs decided to support their businesses by joining forces and founded the TBIF BUSINESS CLUB.*

*As NETWORKING and cooperation between enterprises is a precondition for sound economical development in any business environment we dedicate this entire edition to this topic.*

TBIF Team.

Reactions to: [tbif@kist.ac.rw](mailto:tbif@kist.ac.rw)

### Reaction from the Chairman of TBIF BUSINESS CLUB

*Influenced by the enthusiasm of the members I am proud to be elected as the first chairman of the TBIF BUSINESS CLUB and it is a pleasure for me to participate in this interesting development process.*

*On behalf of the members I would like to express our sincere thanks to all who assisted to make this first step possible towards our bright common future!*

Chairman, Edouard Ndayisaba  
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**Signing the TBIF BUSINESS CLUB  
Constitution**