20–23 March 2018

Igniting partnerships
Silicon Savannah
Mission to discover the Kenyan startup ecosystem

Program

CLOSE THE GAP

startups.be
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Welcome Word

Dear Participant,

We are thrilled about our Go Global ‘Silicon Savannah’ mission to discover the Kenyan startup ecosystem! Startups.be and Close the Gap have joined forces to organize this truly unique mission to one of the most entrepreneurial countries in Africa, with a startup scene that attracts developers and investors from all over the world.

One of the factors that initiated this mission, next to Startups.be’s interest in the growing local tech ecosystem and Close the Gap’s years long experience in Kenya, is the recently-launched D4D-Be platform, that brings together private sector actors and actors in Belgian Development Cooperation around digitalization.

We’re honored by Deputy Prime Minister Alexander De Croo’s presence during this trip as Minister of Development Cooperation and Digital Agenda, and as initiator of the D4D-Be platform. We are also excited by the participants list representing leading Belgian start-ups, corporations and NGOs.

We truly hope this trip will provide our delegation of 45 participants with an inspiring experience to learn from the booming Kenyan tech and startup scene, and that this will be an opportunity to make many worthy encounters and vivid exchanges.

Karen Boers
Co-founder & Managing Director Startups.be

Olivier Vanden Eynde
Founder & Managing Director Close the Gap
Detailed Programme

**Tuesday 20 March**

**From 14:00**  
Check-in at the Double Tree by Hilton Hotel (Address: Ngong Lane, Ngong Road, Nairobi). No dinner planned as most participants will arrive late in the evening, we’ll welcome you at the bar! (Bring your welcome drink voucher)

**Wednesday 21 March**

**7:00 - 8:45**  
Breakfast at the Double Tree by Hilton Hotel

**9:00 - 9:30**  
Bus transfer

**9:30 - 12:00**  
**Safaricom** fieldtrip to **M-KOPA** (Addr: Chania Ave, Nairobi). The first visit of our mission brings us to M-KOPA, Kenya’s solar energy scale-up that is now an important Safaricom-partner. We’ll discuss industry challenges in fintech, agritech and cleantech, and the respective solutions Safaricom and M-KOPA have to offer in those fields.

**12:00 - 14:00**  
Bus transfer + lunch

**14.00 – 16.00**  
Visit of **Gearbox makerspace** (Addr: Avon Centre, Industrial Area, Enterprise Road, Nairobi). Many of Kenya’s greatest challenges require hardware-based solutions, but building hardware locally is very difficult. Kenya’s designers, engineers, and entrepreneurs need affordable access to quality tools, and an ecosystem of support to provide in an on-ramp to manufacturing. Gearbox is building this ecosystem. After an introduction from Gearbox, we
will get a guided tour to end with presentations from different startups in the Gearbox ecosystem.

16:00 - 17:00  Bus transfer back to hotel
17:00 – 17:30  Freshen up
17:30 – 19:00  Transfer to the Belgian Embassy (Addr: Limuru Rd, Nairobi)
19:00 - 21:30  Formal Reception & Networking with startups and local industry at the Belgian Ambassador’s Residence. Presence of the Ambassador of Belgium in Kenya, Mr. Nicolas Nihon

Thursday 22 March

7:00 - 8:15  Breakfast at the Double Tree by Hilton Hotel
8:30 - 9:30  Bus Transfer
9:30 – 13:00  Visit of Mettā (Addr: 14 Riverside Dr, Nairobi)
Presentation of Kenyan tech landscape
Keynotes presentations by Metta, KenInvest, Overview, Ewala, Elewa, Kytabu, Right Here
Short lunch at Metta
13:00 – 14:00  Bus transfer
14:00 - 18:00  Welcome at Nailab (incubator hub) (Addr: 4th Floor, Bishop Magua Centre)
Co-creation workshop with a mix of Belgian and Kenyan startups. The startups from Kenya will be linked to Belgian startups by industry. The different groups will co-create exciting business ideas and will discuss opportunities to collaborate.
18:00 - 21:00  Belgian Meetup with pizza and beers at Nailab
21:00 - 21:15  Bus transfer back to hotel
**Friday 23 March**

6:00 – 7:15  Breakfast at the Double Tree by Hilton Hotel

7:30 - 9:00  Bus transfer

9:00 - 12:00  Visit of **Andela** (Addr: Off USIU Road, Nairobi). Africa’s most renowned startup that received funding from the Chan Zuckerberg Initiative. An example of investment in Africa’s best talent to integrate them into top tech companies. Short lunch will be graciously provided by Andela.

13:00 - 14:00  Bus transfer

14:00 - 17:00  Investor session at **Right Here office** (Addr: Springete, Lower Kabete Road). The East Africa Venture Capital association will give us an overview of the local VC scene. Some of our Belgian startups will pitch for a jury composed of investors from Novastar Ventures, AfricInvest, Kenya Climate Ventures, Global Innovation Fund and Growth Africa.

**Farewell Drinks**

17:00 -18:00  Bus transfer

18:00 - 21:00  Goodbye dinner at **Talisman** restaurant (Addr: 320 Ngong Rd, Nairobi)

20:00 – 21:00  Transfer to Jomo Kenyatta International Airport (International airport of Nairobi) for those who are leaving on Friday evening

**Saturday 24 March**

7:00 – 8:45  Breakfast at the Double Tree by Hilton Hotel

9:00 - 10:00  Bus transfer

10:00 - 12:00  Visit to the **WEEE Recycle Centre** (Addr: Kibiku Rd, Nairobi). Waste Electrical and Electronic Equipment Centre and **Computer for Schools** supported by WordLoop and Close the Gap

12:00 – 13:00  Short lunch provided by WEEE Recycle Center
Situated on the equator on Africa's east coast, Kenya has been described as "the cradle of humanity". In the Great Rift Valley, palaeontologists have discovered some of the earliest evidence of man's ancestors. Kenya is a truly multi-ethnic state with more than 49 million inhabitants.

Major languages are Swahili and English. Most common religion is Christianity and life expectancy is 63 years (men) and 69 years (women).

Kenya has a warm and humid tropical climate on its Indian Ocean coastline. The climate is cooler in the savannah grasslands around the capital city, Nairobi, and especially closer to Mount Kenya, which has snow permanently on its peaks. Further inland are highlands in Central and Rift Valley regions where tea and coffee are grown as cash crops which are major foreign revenue earners. In the West are Nyanza and Western regions, there is an equatorial, hot and dry climate which becomes humid around Lake Victoria, the largest tropical fresh-water lake in the world. This gives way to temperate and forested hilly areas in the neighbouring western region. The north-eastern regions along the border with Somalia and Ethiopia are arid and semi-arid areas with near-desert landscapes.

Thanks to its diverse climate and geography, Kenya is home to expansive world-renowned wildlife reserves and national parks and white sand beaches at the Coastal region.
Kenyans love to party, and the music style, known as "benga," is the contemporary dance music that rules. Music and dance play an integral role in social and religious life. Kenya is known for its world class athletes in track and field and rugby.

Kenyan cuisine generally consists of stodge filler with beans or a meat sauce. A National dish in Kenya is "nyama choma" - barbecued meat, usually goat. Kenyans love beer, and there's a thriving local brewing industry.

**Nairobi**

Nairobi is the capital and largest city of Kenya. The name comes from the Maasai phrase *Enkare Nyrobi*, which translates to "cool water", a reference to the Nairobi River, which flows through the city. The city proper has a population of 3 million while the metropolitan area has a population of over 6 million. The city is popularly referred to as the Green City in the Sun.

**Belgian Ambassador’s Residence**

The Belgian embassy is not only in charge of diplomatic relations with Kenya but also with Somalia, Eritrea, Madagascar, the Seychelles and the Comoros and acts as a Permanent Mission to the United Nations in Nairobi as well as to UNEP and Habitat. The Belgian ambassador is Nicolas Nihon, in post since September 2017. [http://kenya.diplomatie.belgium.be](http://kenya.diplomatie.belgium.be)

**Safaricom**

Safaricom is a leading telecommunications company in Kenya with the widest and strongest coverage. The home of the famous Mobile Money service- M-PESA and a leading innovator in mobile service. [www.safaricom.co.ke](http://www.safaricom.co.ke) M-KOPA is a Kenyan solar energy company. As of January 2018, M-KOPA has connected over 600,000 homes to affordable solar power with 500 new homes being added everyday. [www.m-kopa.com](http://www.m-kopa.com)
**Gearbox**

Many of Kenya’s greatest challenges - from providing clean energy to solving the sanitation crisis - require hardware-based solutions, but building hardware locally is incredibly difficult. Kenya’s designers, engineers, and entrepreneurs need affordable access to quality tools and an on-ramp to manufacturing. Gearbox offers training in design, prototyping, and manufacturing, along with low-cost access to world class facilities. [www.gearbox.co.ke](http://www.gearbox.co.ke)

Gearbox is supported by the Silicon Valley Community Foundation, USAID and the German Federal Ministry of Economic Cooperation and Development.

**Mettā**

*Mettā* is an entrepreneurs' club that connects people, ideas and resources. They believe that by bringing startup communities and ecosystems closer together, through shared offices and organized events, great things can happen. [www.metta.co/nairobi#home](http://www.metta.co/nairobi#home)

**Nailab**

*Nailab* is a Kenyan startup incubator, located in Nairobi, that was founded in 2010. Nailab tries to lower the entry barriers for ICT entrepreneurs who want to start and scale their businesses in Kenya. Their vision is to “build world class startups that can compete on a global scale”. [http://nailab.co.ke/](http://nailab.co.ke/)

**Andela**

Andela was founded in 2014 to build a network of technology leaders on the African continent and bridge the divide between the U.S and African tech sectors. Leveraging a proven, data-driven approach, they aim to build high-performing engineering teams with Africa’s top
developers to help companies overcome the tech talent shortage and build better products, faster.  [https://andela.com/](https://andela.com/)

**Right Here**
A vibrant young Kenyan advertising agency founded in 2014. Their mission is to creatively and effectively build and support brands that want to connect with their intended customers. Right Here was founded by Gerard Govaerts, former CEO of TWBA Belgium, and now a private investor in emerging markets with a focus on Africa. Right Here has been responsible for strategically growing some of Kenya’s oldest and newest businesses.  
[http://right-here.co.ke/](http://right-here.co.ke/)

**WEEE Recycle Centre**
As a fundamental core value, WEEE Centre runs an environmentally friendly operation. This recycle center is committed to environment conservation through the efficient, safe and conservative disposal of e-Waste. Recently, WEEE Centre has developed an in-house e-Waste management protocol guided by these three criteria: environmental friendly, healthy and sustainable. Optional visit on Saturday.  

**Double Tree by Hilton ******
Recently taken over by Double Tree by Hilton, participants will stay at this new, four-star and modern hotel near the Nairobi Central Business District.  [http://doubletree3.hilton.com/](http://doubletree3.hilton.com/)
Close the Gap is an international social enterprise that aims to bridge the digital divide by offering high-quality, pre-owned computers donated by large-and medium-sized corporations or public organizations to educational, medical, entrepreneurial and social projects in developing and emerging countries. www.close-the-gap.org. Close the Gap also powers Worldloop (sustainable e-waste recycling), the Leap2 program (supporting entrepreneurship and innovation), and the Digital for Development platform, all contributing to creating impact in Africa and other developing countries.

Startups.be is the one-stop-shop for Belgian tech entrepreneurship. We partner with startups to achieve their global ambition, we facilitate joint innovation with business partners worldwide, and we are the independent reference center of excellence in the Belgian startup ecosystem. www.startups.be
What is the D4D-Be Platform?

**Summary:** First of its kind Belgian [Digital for Development platform](#), initiated by the Belgian Development cooperation (DGD), launched in September 2017, and coordinated by Agoria and Close the Gap. Its focus is to bring all actors of development together by creating and facilitating an eco-system for all stakeholders, existing projects and opportunities using digital in development. Ultimate goal is to build a bridge between the Belgian private sector and the development sector in realizing the Sustainable Development Goals and create new partnerships.

**Objectives:** “Inform, Inspire & Partner”

**Timing:** September 1, 2017 until February 28, 2019

**Stakeholders:**

- Initiator: DGD (Belgian Development Agency)
- Coordinators: Agoria & Close The Gap
- Close Partners: Startups.be, Enabel, Educaid, BecauseHealth, Be-gender, The Shift, be-troplive, VLIR-UOS
- Target audience: Potential partners interested in D4D: Government and non-governmental actors, companies from the private sector, academia and research groups, informal groups or networks

**Milestones:** In order to create this eco-system and nurture potential partnerships, this platform includes a mix of offline events that offer traditional networking opportunities but also explore different collaboration methodologies with the support of an underlying comprehensive online platform (Kindling.be).
1. Kindling.be:
   - Online platform launched on Nov 20 2017 featuring D4D best practices, new opportunities, events, D4D stakeholders and collaboration workspaces
   - Presenting and effectively starting the program with, among others, concrete pitches
3. Co-creation sessions:
   - Small ideation and working sessions to enable partnerships to happen throughout 2018
   - Providing the opportunity for start-ups and other private sector companies to learn from the Kenya’ start-up eco-system and market opportunity
5. April 23, 2018: Conference “D4D-Be Financing Opportunities & Latest Update”
6. Hacking the SDGs by Enabel
   - Ideation methodology across 12 countries to enable partnerships
   - Q3-Q4, 2018
   - February 4, 2019: Bootstrap (Closing) event

Video: D4D in images
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