



Federal Ministry
for Economic Cooperation
and Development

REPORT

MAKE-IT DAY 2020

THE EVENT AT A GLANCE

New Make-IT Alliance Members

The Make-IT Alliance grows by three renowned members. PStS Dr. Maria Flachsbarth warmly welcomed the GSMA, New Energy Nexus and VC4A.

Interactive Breakout Sessions

Three breakout sessions gave an opportunity to engage with ongoing and upcoming activities of the initiative. From “Corporate Innovation” over “How to Support Start-ups” to “Shaping Make-IT in Asia”.

Cooperation between Innovators around the Globe

Roundtable discussion on leveraging opportunities of triangular cooperation between African, Asian and European innovators.



LET'S MAKE-IT TOGETHER

On 24 September 2020, for the first time the Make-IT Day was hosted entirely online and in partnership with the AsiaBerlin Summit. In total, **170 participants from over 50 different organizations** gathered virtually to engage in productive discussions, to explore new opportunities for cooperation and to shape the future of the Make-IT Initiative. High-level speakers and guests from the **European Union, BMZ, Berlin Senate, Smart Africa, Asian Development Bank (ADB)** as well as the Make-IT Alliance came together in the pursuit of a common vision: to foster local digital innovation in developing and emerging countries.

The Make-IT Day 2020 Report gives you a concise overview of the event, including strategic announcements, compelling projects and opportunities for cooperation. If you would like to stay up to date on activities of BMZ and Make-IT in the future, you are welcome to subscribe to the [Make-IT Alliance Newsletter](#) and [Digital Economy for Sustainable Development Newsletter](#).

Welcome Notes and Announcements

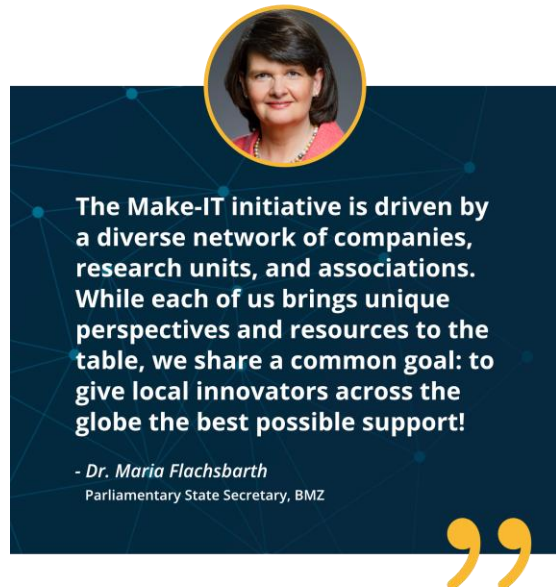
The Make-IT Day 2020 started with the welcoming remarks of **Carla Montesi**, Director at the European Commission's Directorate General for Development and Cooperation, and **Rainer Seider**, Head of Foreign Trade, European Economic Policy, Development Cooperation at Berlin Senate. Both, Ms. Montesi and Mr. Seider, highlighted the need for cooperation and shared projects and expressed their strong support for the Make-IT Initiative. Especially the European Commission has a strong will to accelerate digital inclusion in partner countries through cooperation with the private sector.



The event was officially opened by **Dr. Maria Flachsbarth**, Parliamentary State Secretary to the Federal Minister for Economic Cooperation and Development (BMZ) and patron of the Make-IT Alliance.

In her welcoming note, Dr. Maria Flachsbarth stressed the success of the initiative, which has already supported more than 400 tech start-ups and 1000 tech entrepreneurs across 26 African

countries in turning their innovative ideas into viable business models.



In the past four years, the Make-IT Initiative has come a long way. Building on this, Dr. Flachsbarth shared her vision of further extending its multi-levelled approach to fostering local digital innovation for sustainable development – on the policy level, through corporate-start-up collaboration and through innovative new projects driven with the Make-IT Alliance members.

To achieve this, several concrete steps are being taken: Firstly, the Make-IT Initiative closely collaborates with BMZ's network of Digital Transformation Centres in Rwanda, Tunisia, Ghana, Namibia and Iraq. Three more in Nigeria, Senegal and Kenya are to follow by the end of 2020. Secondly, the Make-IT Initiative is gradually expanding to Asia. Building on an accelerator programme for clean energy start-ups in Indonesia, co-financed by New Energy Nexus, Make-IT strives to develop a new regional programme for cleantech innovations in Southeast Asia. Thirdly, the strategic partnership with the French telecommunications agency and Make-IT Alliance member Orange will be deepened by setting up digital centres in

14 countries across Africa and the Middle East. In addition Dr. Flachsbarth officially welcomed three new members into the Make-IT Alliance: the GSMA, New Energy Nexus and VC4A. Each new member brings unique and diverse expertise to the alliance, adding great value to the network.

To conclude her welcoming note, Dr. Flachsbarth extended a sincere invitation to all participants to “Make-IT together”, because it is international partnerships and private-public cooperation that drive the initiative’s current and future success.



New Make-IT Alliance Members

On behalf of BMZ and the entire Make-IT Alliance, PStS Dr. Maria Flachsbarth welcomed the GSM Association (GSMA), New Energy Nexus and VC4A into the alliance. The new members presented themselves and their ambitions as part of the Make-IT Alliance to the audience:

THE GSMA



John Giusti, Chief Regulatory Officer at the GSMA, opened the round of introductions. The GSMA represents the interests of mobile operators worldwide, uniting more than 750 operators with almost 400 companies in the broader mobile ecosystem. The mobile industry

John Giusti, Chief Regulatory Officer at the GSMA, opened the round of introductions. The GSMA represents the interests of mobile operators worldwide, uniting more than 750 operators with almost 400 companies in the broader mobile ecosystem. The mobile industry

connects over 3.5 billion citizens to the internet across the globe and continues to lead efforts on digital inclusion by connecting more people every day. By driving innovation in digital technology and reducing inequalities within the broader digital ecosystem, the GSMA has worked with partners to impact over 93 million lives in the past decade.

As the GSMA's core motivation for joining the Make-IT Alliance, John Giusti emphasized the possibility of deepening public-private cooperation and jointly working towards achieving the SDGs. GSMA wants to help sharing knowledge and accelerating digital inclusion for all. As a first step, the GSMA and Make-IT collaborate to provide technical assistance to the winners of the GSMA Innovation Fund for Mobile Internet Adoption and Digital Inclusion. This is in addition to the Memorandum of Understanding, which was recently signed between the GSMA and BMZ.

To learn more about the GSMA, please access their [Make-IT Action Statement](#) or visit [their website](#). If you would like to collaborate, please reach out to Ms. Lorraine Mould (lmould@gsma.com).

NEW ENERGY NEXUS



Danny Kennedy, CEO of New Energy Nexus, presented the international non-profit that supports clean energy entrepreneurs with funds, accelerators, and networks. The non-profit started in California and today operates programmes in China, India, Southeast Asia, and East Africa.

New Energy Nexus strives towards an abundant world with a 100% clean energy economy for 100% of the population in the shortest time possible. Aligned with this vision, Danny Kennedy summarizes the motivation of New Energy Nexus to join the Make-IT Alliance: “By teaming up with the Make-IT Alliance and the Federal Ministry for Economic Cooperation and Development, we hope to tap into a network of successful forward-looking companies that share our vision of supporting local energy entrepreneurs.” As a first step, New Energy Nexus is co-financing a joint accelerator programme for clean energy start-ups in Indonesia.

To learn more about New Energy Nexus, please access their [Make-IT Action Statement](#) or visit [their website](#). If you would like to collaborate, please reach out to Mr. Stanley Ng (stanley.ng@newenergynexus.com).

VC4A



Ben White, CEO and Founder of VC4A concluded the round of introductions at the Make-IT Day 2020. Founded in 2007, the social venture VC4A offers infrastructure, a network and expertise for the implementation of programmes that seek to contribute to Africa’s start-up movement. To reach this goal, VC4A offers various support services for start-ups and tech-entrepreneurs on the African continent, including a virtual start-up academy and a mentorship marketplace, connecting entrepreneurs to a global network of over 300 mentors.

VC4A is looking for cooperation with partners of the Make-IT Alliance and is motivated to contribute skills and experience to future collaborations.

To learn more about VC4A, please access their [Make-IT Action Statement](#) or visit [their website](#). If you would like to collaborate, please contact Mr. Ben White (ben@vc4a.com).

Interactive Breakout Sessions



The interactive breakout sessions are at the heart of the Make-IT Day 2020. The sessions offered an opportunity to engage participants with ongoing and upcoming projects and activities of the initiative in three different tracks:

TRACK 1: CORPORATE INNOVATION – INSIGHTS BY MAKE-IT ALLIANCE MEMBERS

In Track 1, Make-IT Alliance members Orange and the GSMA gave hands-on insights into how large organizations can promote local digital innovation.

Orange and GIZ opened the floor by presenting their Strategic Alliance to deploy “Orange Digital Centres” in 14 countries in Africa and the Middle East. The objective is to train 20,000 young people in digital skills, improve their employability and innovation capacity to help reduce youth unemployment. The Orange Digital Centres will offer IT training, coaching, access to a maker’s space and an acceleration programme to promote digital and entrepreneurial skills. With a joint investment of approximately 30 million euros, this strategic alliance shows how private-public partnerships can be realized

at scale. The presentation of Orange and GIZ can be found [here](#).

In the second part of the session, the GSMA presented its approaches on how to drive inclusive innovation in digital technology and reducing inequalities within the broader digital ecosystem. Mobile has become the primary way of accessing the internet in low- and middle-income countries, driving economic growth, enabling access to life-enhancing services, and creating multiple opportunities for citizens and businesses to thrive. Due to the importance of the mobile industry, the GSMA has been able to have a positive impact on the lives of over 93 million people over the last decade. The presentation of the GSMA can be found [here](#).

TRACK 2: START-UPS CHANGING THEIR WORLD – HOW TO SUPPORT THEM

The GIZ Innovation Factory's (IF) scaling methodology and Digital 4 Agriculture's (D4Ag) platform approach showed two concrete strategies on how start-ups can be supported in making it to the global stage.

IF showed the importance of considering local contexts and applying human-centered design methods when supporting the development of local digital innovations. The Chilean packaging-as-a-service start-up [algramo](#) gave a practical example on how to transfer and adopt a solution from one country into another. The Make-IT Alliance member GSMA expressed interest in IF's activities and a follow-up exchange showed possible synergies for future cooperation. The presentation of IF can be found [here](#).

In the second half, the Make-IT project D4Ag shed light on the significant challenges that many AgTech start-ups face in establishing

their products and services in the African markets. D4Ag's approach to promote the integration of AgTech start-ups with platforms has sparked a few inspiring follow-up conversations with Orange and Afrolynk. The AgTech start-up [ShambaPro](#) presented a hands-on example on this approach and has afterwards engaged in discussions with Smart Africa and the University of Koblenz-Landau. The presentation of D4Ag can be found [here](#).

TRACK 3: SHAPING MAKE-IT IN ASIA

New Energy Nexus showcased their activities in assisting clean energy entrepreneurs with funds, accelerators and networks in Southeast Asia. In Thailand, Vietnam, Singapore, Indonesia and the Philippines, over 60 start-ups have already been supported by the organization. To catch a glimpse at their work, you can watch their "[Asia Energy Start-up Innovation Showcase](#)" at the AsiaBerlin Summit. Their approach includes monthly meetups, featuring networking and learning sessions on energy topics, as well as projects such as the "Building Energy Challenge 2020". New Energy Nexus is closely cooperating with a wide range of partners in all countries, among them is Make-IT. Activities for supporting energy access entrepreneurs in Indonesia are co-funded by New Energy Nexus and implemented through local programmes of GIZ. The presentation of New Energy Nexus can be found [here](#) and the presentation of GIZ Indonesia [here](#).

In the second part of the breakout session, participants discussed how to shape Make-IT in Asia. The extension of the initiative is envisioned as a regional approach in Southeast Asia with the sectoral focus on clean technologies. The regional programme "Make-IT

CleanTech Asia” can already build on the idea competition in Jakarta in 2018, the accelerator with New Energy Nexus and the experience gathered by Make-IT in Africa. The presentation regarding Make-IT in Asia can be found [here](#).

Participants of the breakout sessions, among them representatives of the GSMA, SAP, the Asian Development Bank (ADB) and German Asia-Pacific Business Association (OAV), expressed their strong interest to collaborate and brought forward ideas for shaping future activities in Asia.

Make-IT Roundtable

The roundtable on “How to Leverage Opportunities of Triangular Cooperation Between African, Asian and European Innovators” was opened by Clemens Kapler, Liaison of the Make-IT Initiative at BMZ. In his opening remarks, Mr. Kapler highlighted the dynamic development of the initiative in the last four years and showcased the importance of international cooperation for sustainable development and innovation. With the planned extension to Asia, Mr. Kapler emphasized the importance to

promote synergies and the exchange of ideas across regions. The Make-IT Initiative therefore needs to develop its role as a facilitator, utilizing existing networks and local expertise of BMZ and its partners. To foster a triangular exchange, scale innovation and promote inclusive economic growth, there needs to be a joint effort by the Make-IT Alliance and local partners.

Therefore, BMZ was most pleased to welcome Hanae Bezaad (Smart Africa), Arndt Husar (ADB), Dr. Jan Schwaab and Torsten Fischer (Make-IT) and the various Make-IT Alliance members at the roundtable to exchange different perspectives on how to facilitate the exchange of knowledge and resources among regions.

Dr. Jan Schwaab acknowledged that the Make-IT Alliance brings together strong partners, but also posed the question on how to use existing tools efficiently to “build back better”. As a response, members of the Make-IT Alliance added their unique perspectives. Florian Scheil (IBM) argued that a diverse group of stakeholders and expertise is needed for sustainable change in challenging times, and IBM can contribute to this mission by supplying knowledge on technology. Building on that, Patrick Hoese (Impact Hub) mentioned his interest in bringing in networks and experiences of Impact Hub, which is already active in more than 50 countries across five continents. Speaking from his experience, Stanley Ng (New Energy Nexus) stressed the importance on building structures closely aligned with local partners and according to the surrounding environment of the ecosystems. Thus, European companies can also increasingly benefit from innovations coming out of emerging markets, as Hanae Bezaad (Smart Africa) added. As a regional partner,



This is where I see the Make-IT initiative: Bringing together innovators across continents, connecting ecosystems and enabling digital solutions. Having said this, I want to make clear that this can only be a joint effort.

- Clemens Kapler
Deputy Head of Digital Technologies in
Development Cooperation, BMZ



Smart Africa has first hands experience in connecting ecosystems and sees many examples of successful cooperation across borders. This aligns with the view of Arndt Husar (ADB), who described cooperation between diverse ecosystems both as a challenge and a chance for innovation. The different perspectives that were presented at the roundtable gave a good impetus for further discussions with our partners and the Make-IT Alliance that will be followed up in the future.

Are you interested to partner up with the Make-IT Initiative?

To learn more about the Make-IT Alliance and upcoming activities in Asia, please contact:

Make-IT Secretariat, GIZ

Torsten Fischer (torsten.fischer@giz.de)

If you are interested to engage with Make-IT in Africa, please reach out to:

Make-IT in Africa, GIZ

Dr Jan Schwaab (jan.schwaab@giz.de)

Publisher

Federal Ministry for Economic Cooperation
and Development (BMZ)

Contact person

Division 112 Digital technologies in develop-
ment cooperation, BMZ
Clemens Kapler
clemens.kapler@bmz.bund.de

Sector Programme Digital Development, GIZ
Torsten Fischer
Torsten.fischer@giz.de

Make-IT in Africa, GIZ
Dr Jan Schwaab
jan.schwaab@giz.de

Photos

GIZ

Address

BMZ Bonn
Dahlmannstraße 4
53113 Bonn
Tel.: +49 (0)228 99535 – 0

BMZ Berlin im Europahaus
Stresemannstraße 94
10963 Berlin
Tel.: +49 (0)30 18 535 – 0
www.bmz.de

Date

November 2020