Digital Innovation Hubs

An opportunity for collaboration between Europe and Africa



DIGITAL INNOVATION HUBS:

AN OPPORTUNITY FOR
COLLABORATION BETWEEN
EUROPE AND AFRICA



CO-ORGANIZED





AGENDA

WELCOME and HOUSEKEEPING (10 mins) - Massimo Privitera (ESN - HUBiquitous)

SESSION 1: Introduction of the initiatives (40 mins)

- The HUBiquitous project and its outcomes Servane Crave (Orange HUBiquitous)
- The DIH4AI project and its outcomes David Brunelleschi (Intellera Consulting DIH4AI)

SESSION 2: Showcase of DIHs, innovative solutions and ecosystem connectors (70 mins)

- Al experiments from DIH4AI: Jaime Codagnone & Noemi Luna Carmeno (Intellera Consulting DIH4AI)
- Experimental Facility Management: Simon Dalmoen (TNO DIH4AI)
- Smart Solar Box: Markus Duchon (Fortiss DIH4AI)
- Service Partners Onboarding: Hartwell Ayambiliko (Cloudport HUBiquitous)
- Presentation of an IoT solution from HUBiquitous: Chinagozi Daniel (IGHUB HUBiquitous)
- Presentation of Afrilabs: Moataz Helmy (Afrilabs)
- Closing remarks: Massimo Privitera (ESN HUBiquitous)





A quick dive into the Hubiquitous project, Goals & Achievements

DIH4AI & Hubiquitous co event February, 9th 2023



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement number 101016895





Servane Fauvet

The consortium



HUBiquitous objectives

Support IoT & disruptive technologies capacity building in African DIHs to foster the development of services and application



Create a joint Africa-Europe Tech & startup Ecosystem in IoT and disruptive technologies for long-term collaborations and partnerships

Sustainability & wider accessibility of IoT innovation to African DIHs

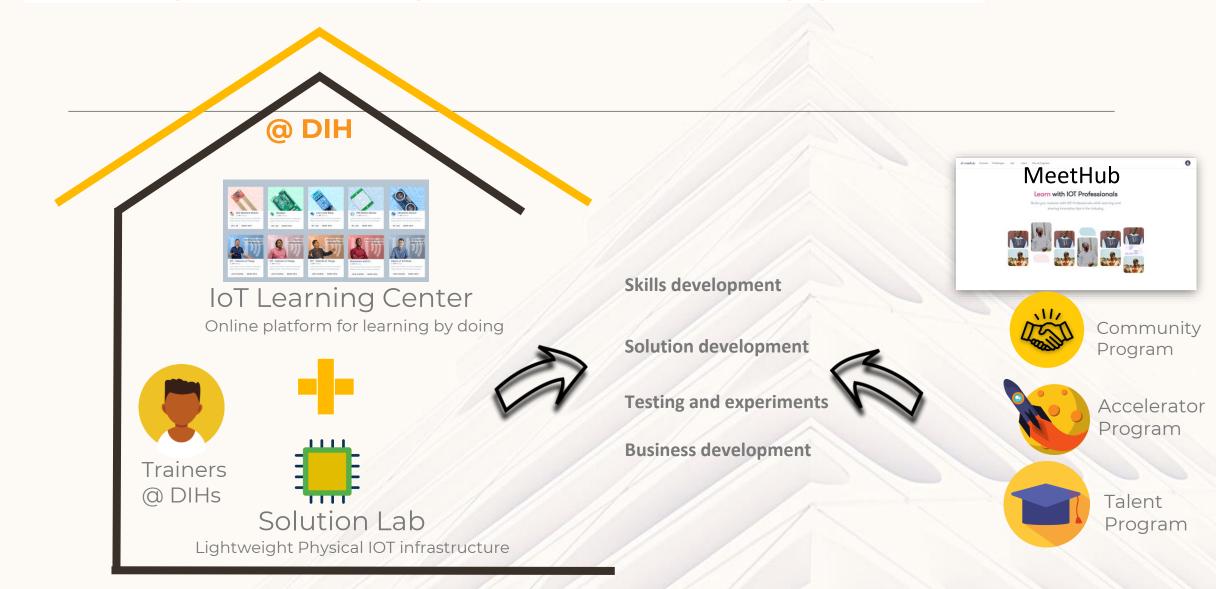
African DIH needs

- Hands-on skills and competences on disruptive technologies
- Access to development & infrastructure for testing, validation and beta deployment)
- Ready-to-use application and business development kits integrating technology
- Training and business support services.

Hubiquitous Hubs Capacity Building

- Engaging 25 local/regional DIHs (5 DIHs in each country) in 5 African countries
- Enabling DIHs with new technology services and business models
- Transforming African DIHs to next-generation competence centre through ensuring a wider accessibility and availability of the enablers and programs to local African communities

HUBIquitous Implementation approach



Solution lab v1.0

- MeetHub

 IoT Learning Center
 Crilere platform for learning by dions

 Trainers

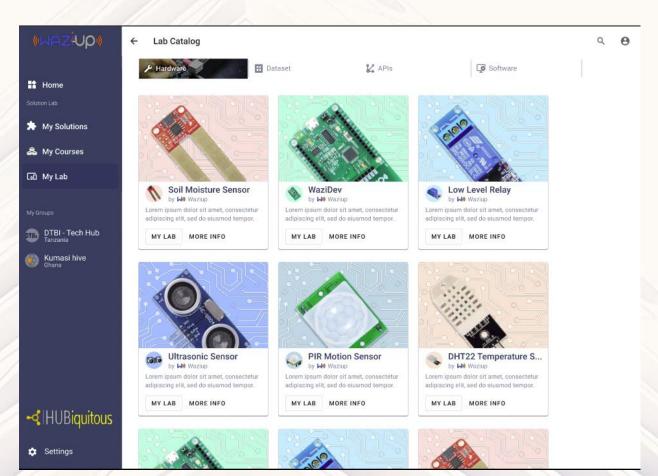
 © DIH

 Solution Lab

 Ughtweight Physical IOT Infestructures
- Version 1.0 of the Solution Lab packaged is developed and deployed
- The Solution Lab package is implemented in My Lab module of the Learning center



The cost of a Solution Lab kit is around 550€



HUBs Capacity building



- Prepare partnership agreement with HUBs
- 10 solution lab packages are deployed in African hubs
- EUR 3,500 Voucher to support HUBs Engagement

HUBs capacity building: "Train the Trainers" curriculum and training (16 TTT trained)





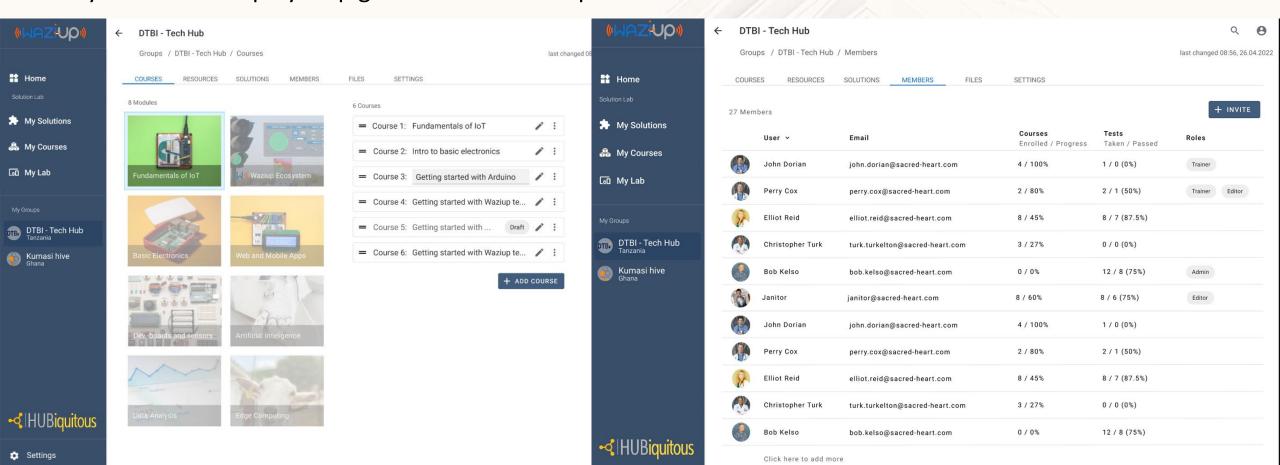


Access to learning center and solution lab physical resources

IoT learning center

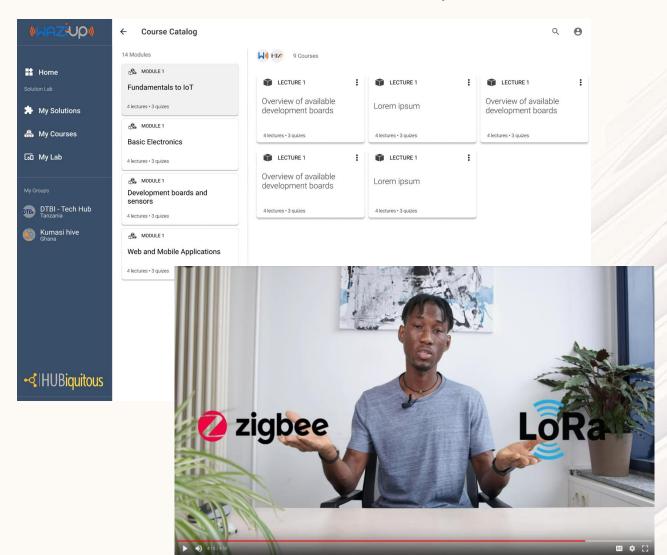
The Learning Center is the digital implementation of the enablers on a single platform (https://lab.waziup.io)

- My Lab: catalogue of hardware, software, open sources tools, AI tools, testing infrastructures.
- My Courses: Online course for the tech enthusiasts
 My Solutions: step by step guidelines to develop IoT solutions



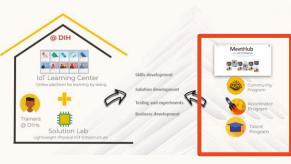
High quality online video courses

24 videos created and published.





Programs



Talent Program



- Courses & mentoring
- Employment opportunities
- Skills on disruptive technologies
 - (e.g., IoT, Big data and AI)
- Practical training (e.g, prototyping and developing)

Accelerator Program



- •d Improving the innovation for entrepreneurs and startups
- Supporting joint African-EU projects and ventures
- Increasing investment opportunities in African startups

Community Program



- Building Africa-Europe Innovation Communities
- African innovation ecosystem stakeholders

Talent program call 1



Topics

The Hubiquitous IoT Training Course will cover the following topics:

- Fundamentals of IoT,
- Introduction to Basic Electronics,
- Development Boards and Sensors,
- Getting started with Waziup technologies,
- IoT Cloud platforms.

Requirements

The Hubiquitous IoT Training Course will lay down the following requirements for the course:

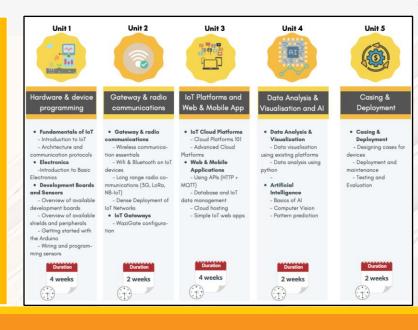
- An educational background in Computer Science, or similar engineering field, is preferrable
- Basic knowledge in programming
- Knowledge in basic electronics

Objectives

The Hubiquitous IoT Training Course pursues the following objectives:

- Provide advanced IoT knowledge,
- Ensure mastering in the Waziup Technology Ecosystem,
- Increase prototyping capabilities,
- Enable the ability to use the Solution Lab and the Application Business Box
- Enhance employability within the ecosystem

- First Call for application for talent program
- A total of **363** applications received and **154** applications selected
- Module specific webinar organized
- Talents were also provided the access to online courses





Talent program- bootcamp and hackathon







Talent program call 2

5 countries





- Nigeria (Colab Kaduna, Start Innovation Hub)
- **Tanzania** (Suza, Sido Arusha)
- **Kenya** (ilabAfrica, Sote Hub)
- Egypt

Call for applications

20 Feb 2023

10 March 2023

Stay tuned!!!

HUBiquitous accelerator program







The Open Call successfully closed with 43 applications, 26 being eligible.

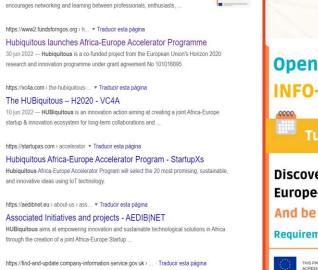


THE FIRST AFRICA-EUROPE ACCELERATOR PROGRAMME IS NOW HERE!

The Hubiquitous 1st Open Call will select the 20 most promising, sustainable and innovative ideas using IoT technology in five different industries: agrifood, smart cities, health, industry 4.0 and green economy.



Improving the innovation for entrepreneurs and startups Supporting joint Africa-EU projects and ventures Increasing investment opportunities in African startups



https://www.opportunitiesforafricans.com > ... ▼ Traducir esta página Hubiquitous Africa-Europe Accelerator Programme 2022. 21 jun 2022 — A platform for IoT stakeholders to collaborate in Europe and Africa. It



Tuesday, 5th of July



14:00h

Discover the Open Call for the first IoT **Europe-Africa Accelerator Program**

And be one of the selected applicants!!!

Requirements - Application Tips - Best practices - Examples - Q&A



Accelerator program - 16 startups' projects selected

IDEA8

Democratizing the best market data and analytics

SSIS

Solar Smart Inverter System

VALLEYBEE

Innovating with IoT and AI to produce automated hives

FINGATT

Smart attendance system with cloud storage support

PLSTKA

App with Al Optimization and IOT to waste management

OPENHYDR ANGTH

Technology for disaster prevention

To empower farmers and improve food security

KILIMOINVE FLUX

An IoT based crop monitoring system

ANICARE

Proposal to combating deadly diseases

WANISTAT

Wearable
Technologic
al Device for
Monitoring
Animal
Status

WASTEWATER TECH

Integrating
IOT in
Centralized
Municipal
Wastewater

OMNIGLOBAL

Digital
Cassava
Mobile Solar
Processing
Machine

URBAN

Urban
Farming
System:
simulate a
swamp land

MUSHFOOD

Intra
logistics and
supply of
organic food

VINSIGHTE

Al to aid the visually impaired

CORNBEST

Empowerme nt of women and ecological management

.

Accelerator program

Mentoring, intensive training and tutoring within the following blocks

	November	December	January	February	March	April	
	2022	2022	2022	2023	2023	2023	
Services	Business Definition and Strategy						
	Business Model Canvas	Go-to-Market Strategy					
	Prototyping and MVP						
	Growth and Investment Readiness						
			Funding Opportunities and Connection to Investors				
	Continuous Mentoring and Coaching						
	Networking Activities						

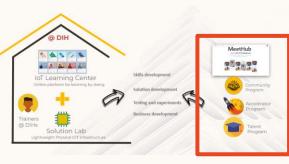
→ Online Training Sessions



NEXT STEPS: EVALUATION, FINAL AWARDS, 2ND OPEN CALL

Community program

How HUBiquitous engages the wider ecosystem



Website (www.hubiquitous.eu)



Community program

How HUBiquitous engages the wider ecosystem

Social Media

Twitter (@Hubiquitous2021)



LinkedIn (@HUBiquitous H2020)



YouTube (@HUBiquitousH2020)



Community program

How HUBiquitous engages the wider ecosystem

Newsletter (Subscribe on the website)



Newsletter #1

The HUBiquitous project is up and running!

For those of you who do not know us yet, HUBiquitous is a European Innovation Action aiming at creating a joint Africa-Europe Startup & Innovation Ecosystem for long-term collaborations and partnerships. The project has the ambition to increase the technology level and capacity building of 30 local Digital Innovation Hubs (DIHs)/TechHubs in 5 African countries.

You can find more information on our website: www.hubiquitous.eu

African Innovation Ecosystem handbook

- The handbook provides a better understanding of the African Innovation Ecosystem in digital Technologies and the available opportunities.
- It provides information that is necessary for building networks that leverages the collaboration between African and European startups, innovation hubs, innovation networks, entrepreneurs and other interested actors.

final release: mid 2023



Paving the Foundation for Disruptive Technologies in Tomorrow's Digital Innovation Hubs

Handbook on African innovation ecosystem for setting up long-term collaboration (alpha)

Responsible Editor: Dar Teknohama Business Incubator (DTBi Contributors: 1721, Orange, Est.) Document Reference: D5.4 Distribution: Public Version: 2,003



THANK YOU





This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement number 101016895



David Brunelleschi Intellera Consulting









The DIH4AI "AI on-demand platform for regional interoperable Digital Innovation Hubs Network" has clear <u>objectives</u> that rely on <u>three fundamental pillars</u>





Build a network of AI-on-demand innovation and collaboration platforms, **interoperable with the**AIOD platform



Supporting the **joint development and provision of services** through a
sustainable network of regional AI DIHs
and targeting local SMEs and GovTech
agencies.





Technological Open Platform for Al DIHs



Regional and European Interoperability
Framework



Methodological Framework for DIHs collaboration

Building upon the AI DIH Network project





Creation of a EU Network of DIHs focusing on Al

30 DIHs were selected – out of **150 applications** – for being involved in the Al DIH Network project



The profile of an Al DIH

Definition of the key characteristics of an Al DIH, in terms of service offering, competences & operating model



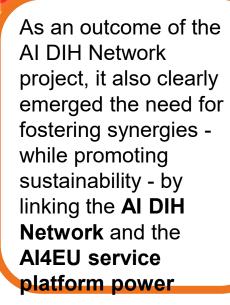
Multi-lateral framework cooperation agreement

Signature of a co-drafted multi-lateral framework cooperation agreement among **25 Al-focused DIHs**



Structured approach for cross-border collaboration

Development, through co creation activities of 3 scenarios for crossborder collaboration and the blueprint

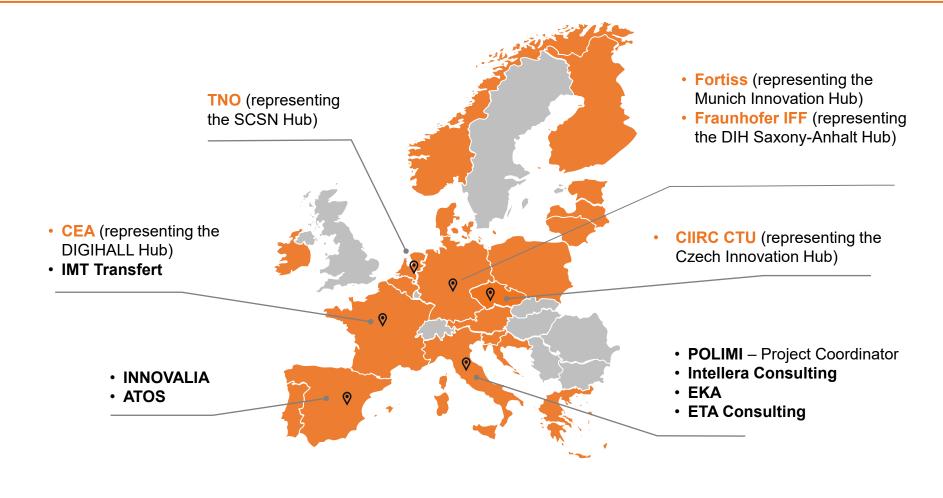




DIH4AI: The Consortium



The DIH4AI Consortium is composed of **12 partners** coming from 6 EU countries, covering 3 key dimensions: Regional specialization, Methodological specialization and AI tech providers.



DIH4AI network of (E)DIHs specialized in AI





18 DIHs in DIH4Al Innovation Action (90+ applications)

The 5 DIHs in the initial project are extended with further 13 DIHs coming from the first Open Call. In the second OC 10+ new DIHs



30 DIHs in the Al DIH Network Study (150 applications)

A European Commission study to train the trainers towards Al-driven Digital Transformation and cross-DIH collaboration (legal MoU)



50+ DIHs in ICT49 World Café' at EU Week of Regions

ICT49 projects are organizing awareness events for promoting regional Digital Transformation and advertising Open Calls funding opportunities



Any **Digital Innovation Hub** can make **part of our network**. Do not hesitate to **reach out to us** if you wish to find our more!



DIH4AI: Our three pillars for DIH collaboration



The DIH4AI project ensures an effective **collaboration between Digital Innovation Hubs** thanks to three fundamental project outputs.



LBEST Taxonomy of services

The L-BEST taxonomy is a 3-level categorization for AI DIHs services. The objective is to provide to DIHs a standard framework to describe their services.



Technological platforms

A set of technological platforms such as the Al-on-Demand platform, where Digital Innovations Hubs are able to upload their relevant Artificial Intelligence assets.



Collaboration scenarios

The definition of Cross-DIHs collaboration scenarios to ensure the joint provision and development services, and the joint matchmaking of complementary competencies



Collaboration with ICT49 Cluster

















The Trustworthy Al Working Group

DIH4AI is promoting an ICT49 working group about a common position and service provision regarding Trustworthy AI

Legal

LEGAL AND IPR ASSISTANCE

- Legal advice and support
- IPR assistance & management
- Model agreements & assistance
- Regulatory Sandboxes

ETHICAL AI ORGANISATIONAL

- Support definition of internal Al Code of Conduct
- Ethics-related organizational
- measures

 Training on Ethical & Legal AI
- services

 Ethics Expert on-demand

ETHICAL AI LIFE CYCLE ASSISTANCE & ASSESSMENT

- nition of internal AI Ethical AI Committee as a Service
 - Ethical risk assessment
 - Support the development of ethically-aware AI solutions
 - Conformity assessment / certification of AI solutions
 - Al solution independent audit

DIH4AI to provide DIHIWARE platform (II) for ICT49

The DIHIWARE Innovation and Collab platform at Level I implements a DIH's ecosystem; at level III the DIH4IND marketplace; at level II is AI4EU







Noemi Luna Carmeno Intellera Consulting

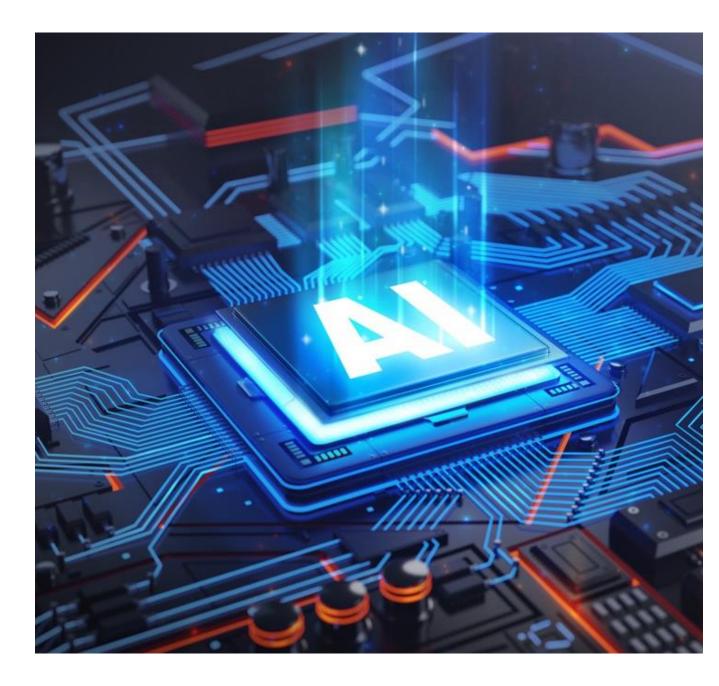




L-BEST Service Portfolio

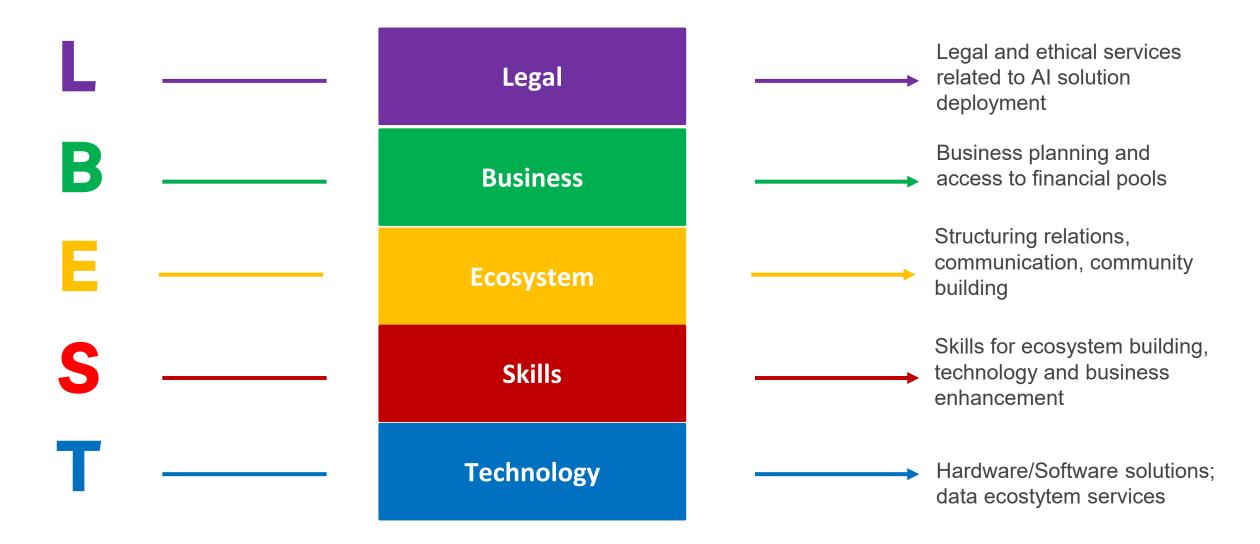
DIH4AI inherited, from AI REGIO project, the concept of Service Portfolio 3-levels taxonomy for classifying the AI DIH's services. The taxonomy was also enriched based on the AI DIH Network services for ethics and legal AI aspects.

The objective is to provide to DIHs a **standard framework** to describe their services according to a common taxonomy, also in the perspective of **collaboration opportunities.**









Cross-Regional experiments overview

L B E S T	1. Joint Provision of complex services	2. Joint Development of collaborative services	3. Joint Matchmaking of complementary competences
Business		AI Business Plan Assessment Lead: CTU/CIIRC Partners: Fraunhofer IFF, TNO X-PRAG-3	
Ecosystem	Pan-EU AI Adopters Ecosystem Lead: DIGIHALL Partner: Fraunhofer IFF X-PAR-1 AI Awareness Raising Skills for DIH Lead: Fraunhofer IFF Partner: TNO, Fortiss X-SAX-1	Catalog of experiments at cross-DIH level Lead: CIIRC/CTU Partners: TNO, DIGIHALL X-PRAG-2	Al EU Consortia Lead: DIGIHALL Partner: Fraunhofer IFF X-PAR-2
Skills	AI DIH Winter School Lead: CTU/CIIRC Partners: fortiss, Fraunhofer IFF X-PRAG-1	Quick Check -Maturity Assessments Lead: fortiss Partner: DIGIHALL, CIIRC/CTU, Fraunhofer X-MUC-1	
Technology	Al Testing and Experimental Facility in Manufacturing Lead: TNO Partner: CIIRC/CTU X-NL-2	Platform-as-a service for accountable evidential transactions Lead: fortiss Partner: TNO X-MUC-2	



A focus on Cross-DIHs collaboration scenarios



1) Joint provision of complex services



 Partnership to provide services jointly, pulling together existing resources, to enable DIHs to respond to a client's request leveraging on the capabilities and infrastructure available in the network

e.g. a multi-disciplinary Summer School, a cross-regional investors' matchmaking event

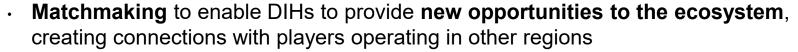
2) Joint development of collaborative services



Design, develop and provision of innovative new services to widen the DIH
offering to the ecosystem. This is based on cooperation with other DIHs in Europe
that face similar challenges and needs.

e.g. a new Al Digital Maturity Assessment method; a new Skills and Competencies framework for Al.

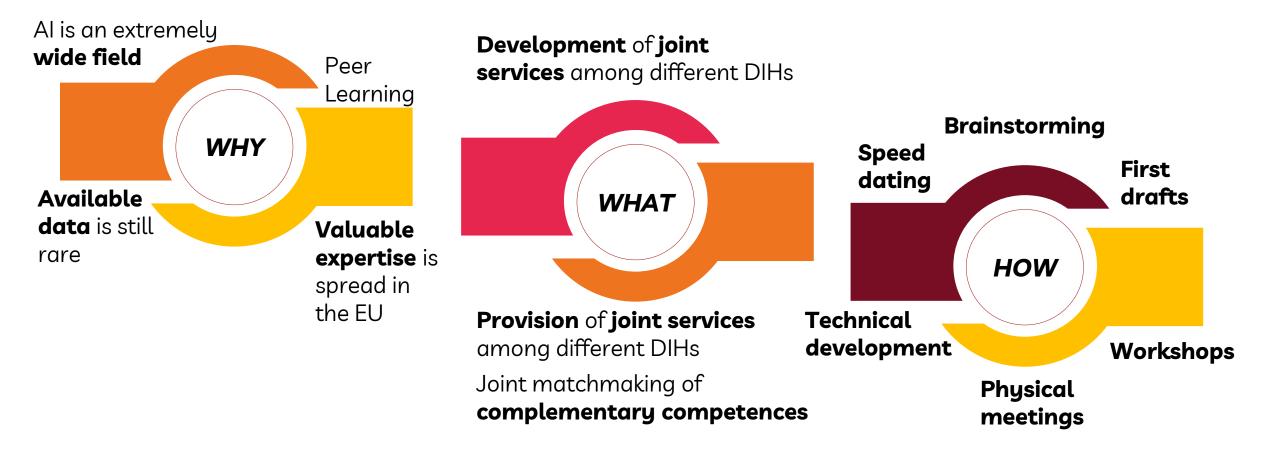
3) Joint matchmaking of complementary competencies



e.g. Al startup looking for new customers outside its region; a user SMEs looking for Al solutions in predictive maintenance; a hospital looking for other hospitals to share experiences in digitalization

Cross DIH collaboration

Achieving a smooth and successful **collaboration between Digital Innovation Hubs** can have a significant impact on the delivery of a specific service



Difficulties and Lessons Learned

Thanks to this cross-DIH collaborative experiment between Fortiss and TNO Digital Innovation Hubs we were able to gather useful insights for future collaborations



Challenges

- Difficulties in understanding each other on complex experiments due to the impossibility of meeting physically
- Identification of common technologies and interest
- Commitment of involved partners and lack of personal exchange



Lesson learnt

- It is essential to meet physically to be able to carry out complex experiments
- Need for having a common repository of services and AI assets to improve collaboration
- Need to translate in local languages documents and other materials for SMEs in the different European regions



Jaime Codagnone Intellera Consulting





DIH4AI AI experiments



The DIH4AI project focuses on two types of experiments: **Intra-regional experiments** and **Cross-Regional experiments**

Intra-Regional





Supervise and coordinate the Regional experimentations for the five DIHs



Collect and benchmark experiences, business benefits, social feedback and lessons learned



Use the collected information to draw a recommendation document for Regional authorities and the European Commission

Cross-regional





Supervise and coordinate the Regional experimentations in three collaboration **macro** scenarios



To prepare and conduct the Joint **provision,** Joint **development** & Joint **matchmaking** experiments in cross-DIH and Regions-Europe scenarios



Collect and benchmark experiences, business benefits, social feedback and lessons learned



Use the collected information to draw a recommendation document for Regional authorities and the European Commission





Today we are going to see the direct experience of two Digital Innovation Hubs of our projects: Fortiss and TNO









Geographical distribution



Munich DIH: Fortiss



South-Netherlands DIH: TNO



Today's presentations



SMART SOLAR BOX - Fortiss



Experimental Facility Manufacturing - TNO

A glance at two DIHs present today



While for our project the primary focus is Artificial Intelligence, all of our Digital Innovation Hubs work and develop different types of technologies. Among many we have:







All of our DIHs focus on a wide variety of Technologies. Here you can find a short overview of some of them.



Technologies of focus Overview



Internet of Things



Software development



Robotics



Cybersecurity



Virtual and Augmented Reality



Simon Dalmolen





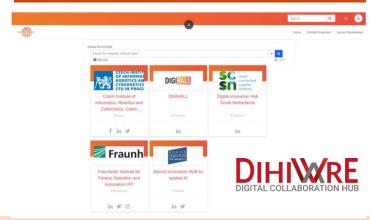
Portal, Data & Cloud Interoperability with AIoD

Portal

GUI for cross-DIH collaboration

- DIHIWARE Level 2 Portal for cross-DIH collaboration
- APIs for getting/sharing resources

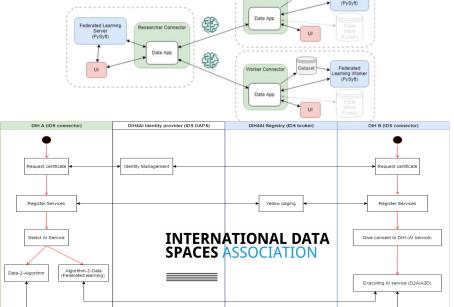




Data

A data space for DIHs

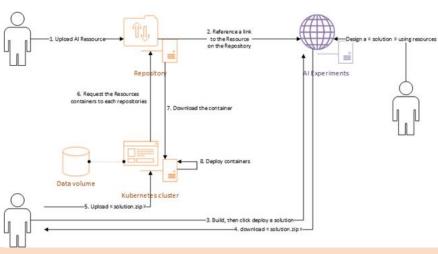
- Enabling cross-DIH data sharing
- Following IDS approach
- Experiments with federated learning in several DIHs in progress



Cloud

A Playground for experimentation for DIHs connected to the AloD

- AloD Experiments playground for DIHs
 - Repository
 - Execution space
- Kubernetes cluster with the playground available for DIHs experiments
- Connection to the AloD platform
 - Towards automatic onboarding & publishing solutions to the AloD







DIH - TNO

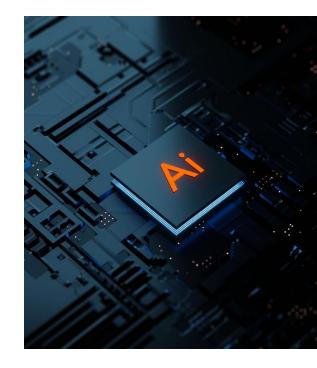
- TNO is the Netherlands Organization for applied scientific research. Set up by law in 1932, it has been our mission to give the right answers and to ask the right questions. This is how we work for welfare and prosperity. For the world of today and tomorrow. By combining disciplines and domains, we tackle the most complex questions. On the road to a better life and a brighter future.
- We focus on contributing to solutions for 4 societal challenges:
 - safe and secure society
 - healthy society
 - sustainable society
 - digital society
- Digitalization and Artificial Intelligence is a major horizontal research topic for TNO. We are working with industrial partners on the application of AI in various vertical domains (logistics, health, manufacturing, etc.). Through our early research programme we try to push the boundaries on explainable and trusted AI.

TNO - Netherlands Organisation for Applied Scientific Research | Al-on-Demand (ai4europe.eu)



Problem statement

- Data is scattered across the supply chain and in systems → Manufacturing companies have strong relations with suppliers and customers in their supply chain in order to develop complex products. Because many partners are involved in the production of a product, data is scattered across the supply chain and in various systems.
- Data exchange between/within organization is challenging → There is a strong need for secure, trustworthy, and sovereign data exchange, but this is not yet a common good. Data exchange is the enabler for AI in manufacturing.
- Innovative technologies are not accessible for potential users → IT-integrators,
 DIHs, and manufacturing companies find it challenging to test and integrate new
 innovative data exchange technologies to support their AI solutions, therefore
 causing many custom-made solutions instead standardized interfaces.









Southern Netherlands DIH - TNO

В	TNO	I-NL-1: Portfolio of generic value cases
E	TNO	I-NL-2: Industry 4.0 Blueprint/Scale Al innovation
S	TNO	I-NL-3: Industry4.0 Business case methodology
T	TNO	I-NL-4: Plug&Play SCSN-based Al services





Southern Netherlands DIH - TNO

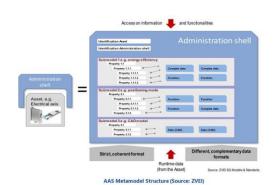
- This experiment sets out to make technical innovations regarding industry 4.0 more accessible to companies and SMEs in particular. There are already lots of developments in the field of automation, digitalization and the utilization of data in manufacturing, but these are often difficult to put in context or translate to action within a company. Especially within small and medium sized enterprises where there is limited capacity to take risks on new innovations or conduct lengthy research in what is already available.
- This experiment defines generic building blocks which can be used to realize industry 4.0 applications and innovate within the manufacturing domain. These building blocks are structured along the RAMI 4.0 model and are initially selected to enable smart industry cases. As multiple technologies can be used to fulfill the same function the result of this experiment will be a set of building blocks which are partially interchangeable and together make up a way to implement industry 4.0 ideas.
- Moreover, a subset of these building blocks will be used to realize a reference implementation and demonstrate an AI driven planning solution.



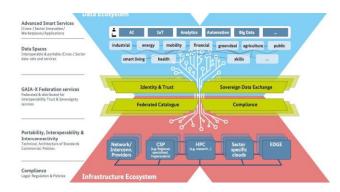
Experiment overview - Solution Overview

- Open AI Manufacturing Testbed→ hybrid (physical and virtual) and international environment for testing AI algorithms in the manufacturing domain.
- Testbed containing a multitude of AI-enabling technologies → technologies which
 contribute to data sovereignty, AI transparency and accountability, and traceability
 of data and processes, continuous verification & dynamic certification.

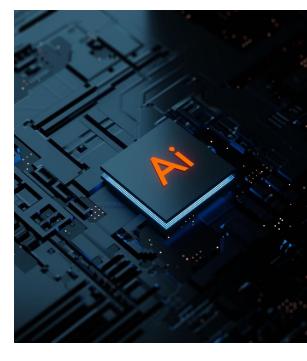






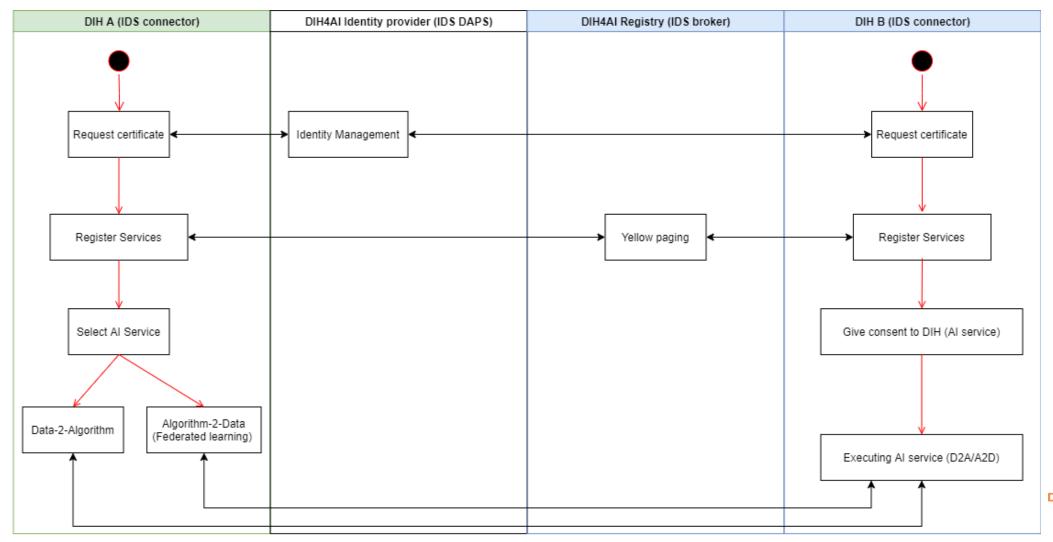








Inter DIH collaboration (Smart Manufacturing)





Southern Netherlands DIH - TNO

Federated Learning (in short)

A common form for data sharing in AI is Federated Learning (FL). This is a distributed Machine Learning approach that meets the need not to share privacy-sensitive data over the network. With FL, there are multiple data providers in the network, each managing their own set of data. The data consumer (and also the supplier of the FL algorithm) initiates the process and acts as the orchestrator in the learning process. FL works broadly as follows:

- 1. All data providers run the same ML algorithm using their own ML model on their own dataset, which only contains information about the patients' data in their own organization.
- 2. The individually trained model is sent by the data providers to the orchestrating server.
- 3. The orchestrator combines the models of all individual data providers in a single model.
- 4. The orchestrator sends the updated model back to the data providers.
- 5. Steps 1 through 4 are repeated until the training algorithm is complete. The result is an algorithm that is trained on more data and thus becomes more statistically reliable, assuming that the data providers can deliver good quality data.





THANKS





References

- TNO Netherlands Organisation for Applied Scientific Research | Al-on-Demand (ai4europe.eu)
- AI4EU Experiments (ai4europe.eu)
- https://www.internationaldataspaces.org/
- https://www.dih4ai.eu/

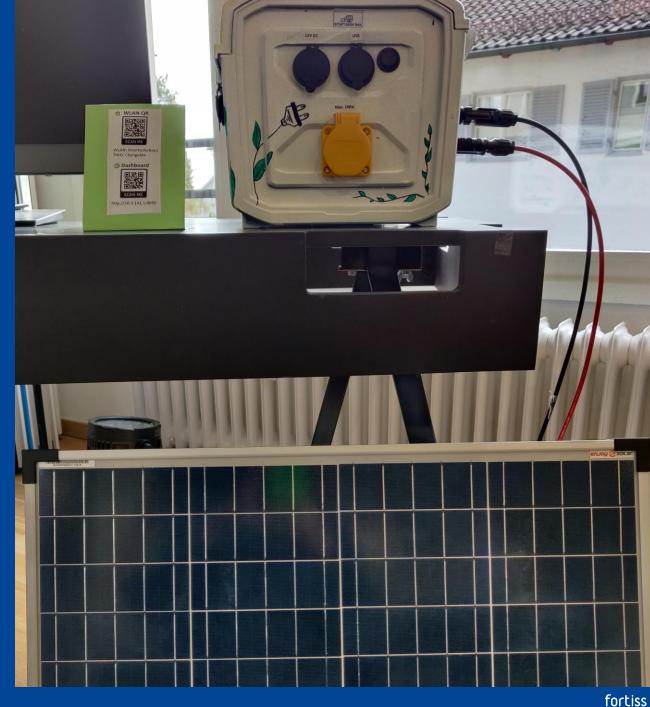




fortiss

Marchus Duchon

- What is this box?
 - Vision
 - **Applications**
- Future goals of this project



53

fortiss



Smart, intelligent and portable solar power generator with monitoring and control capabilities.

- ► Developed using easily available components in the market.
- ► Versatile with varied output ports : AC, USB, and 12V
- ► Users can add their own features





Solar Panel:

Supported Voltage: 12V/24V

Max. Current: 10A

Max. Solar power: 120W/240W

Battery:

Type: Lifepo4

System Voltage: 12V (10-14.4V)

Capacity: 22 AH (300Wh)



Software – Portal

- Connect with Wireless Network
 - smartsolarbox1
 - o password: ChangeMe
- 2. Open a web browser on your smartphone
- 3. Navigate to http://10.3.141.1:8080

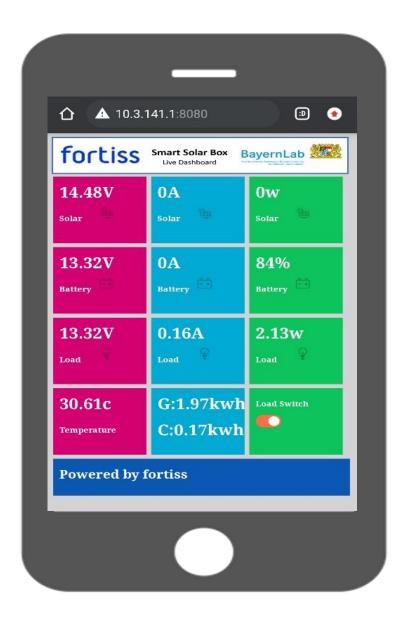




► WIFI Network QR



► Dashboard QR



Powered Appliances/gadgets









MINIKÜHLSCHRANK

(40W)

4 Std.

Laptop 3,5 Charges



Laptop (Macbook Pro13)
3.5 Ladungen Ventilator 5 hours



(15W)

15 Std.



Kamera (10W)

11 Ladungen

Camera 11 charges



Telefon (iphone 8)

24 Ladungen

Phone 24 charges



Fernseher (60W)

3 Std.

TV 3 hours



Beleuchtung (5W)

40 Std.

Electric light 40 hours

57

Applications and Vision



Offgrid Power supply

Usecases:

Powering household appliances and local loads



Solar Education

Usecases:

Solar PV
experiments for
students in schools
and collages



Research

Usecases:

Axis tracking, solar panel performance testing, generation forecasting, implement energy management algorithms etc.

Applications and Vision



Solar Offgrid Container System for microgrids



Camping and Picknicks



Emergency Power supply

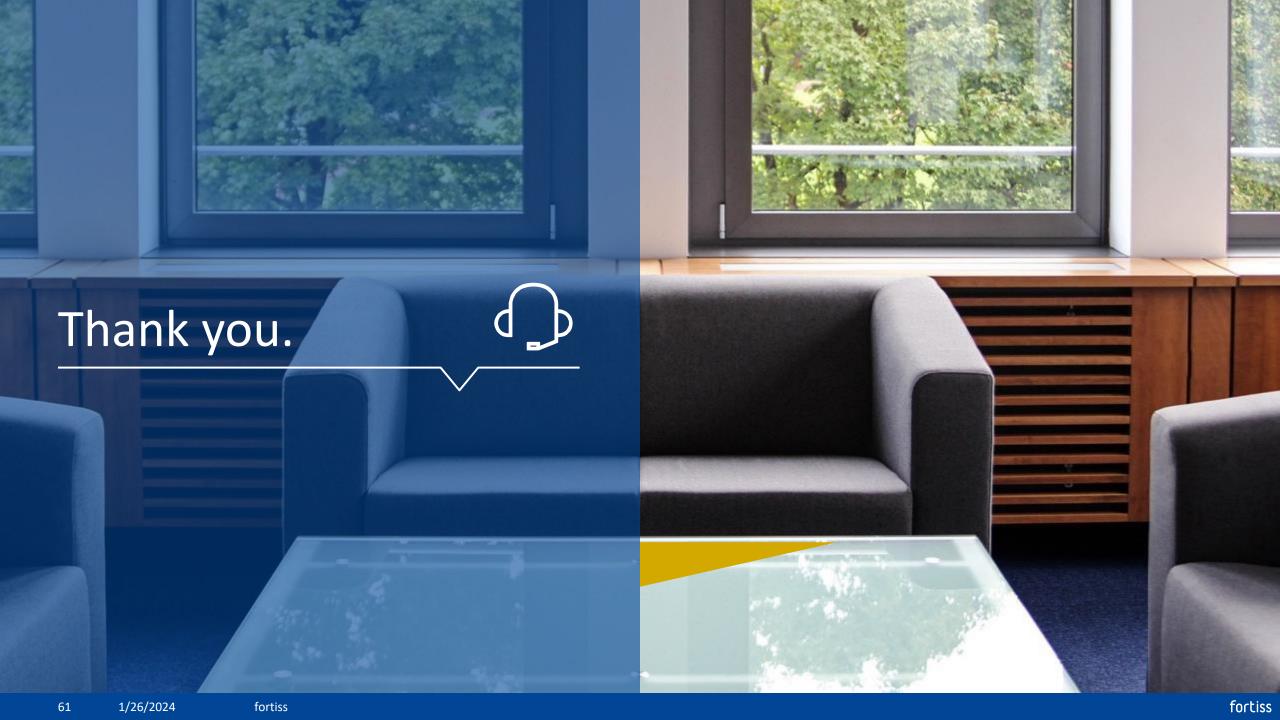
Previous Workshops



► Solarbox Training @ Professional School, Andhra pradesh, India



► Solarbox @ Primary School in India



Contact

fortiss GmbH Guerickestraße 25 80805 Munich

GERMANY

www.fortiss.org



62









©2020

This presentation was created by fortiss.

It is for presentation determined only and strictly confidential.

The distribution of the presentation to our partners includes no transfer of ownership or usage rights.

A transfer to third parties is not permitted.

SERVICE PARTNER ONBOARDING



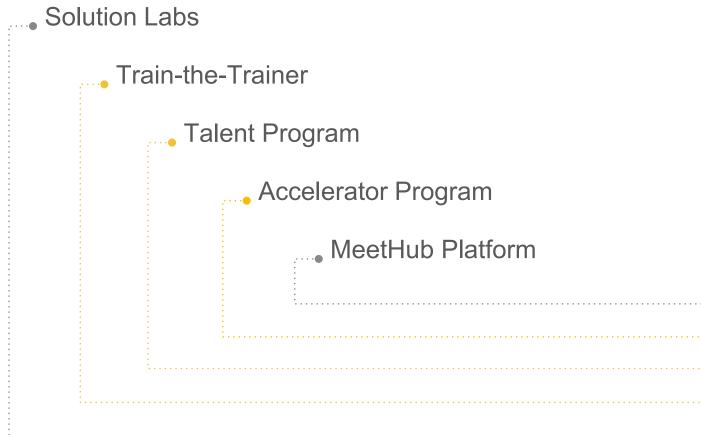
Outline

- 1 Background
- 2 Engagement Process
- 3 Partner Responsibilities
- 4 Associated Deliverables
- 5 Benefits Framework





The HUBiquitous Project



Aim:

Creating a common African-European startup and innovation ecosystem for long-term collaboration and partnerships

Objective:

To support IoT capacity building of local DIHs/Tech hubs in Africa





Selection of Potential Associate Partners by **Local Partners**

Engagement Process

Offer of Engagement to Associate Partners

Associate Partner Onboarding

Signing of Collaboration Agreement

Solution Lab Distribution

Train-the-Trainer

Program

Talent Program

Bootcamps & Hackathons Learning Phase

MVP Development

MVP Development Prototyping Phase



Responsibilities of the Associate Partners

General Responsibilities

Provide at least two IoT technicians/engineers/trainers who will participate in the Train-the-Trainer Program.

Technology Partner

- Develop one (1) MVP. An MVP constitutes a finished product that has been deployed.
- Showcase the finished MVP as part of the opening ceremony for the Hackathons and Bootcamps in their country.

Service Partner

- Engage the Talent Program participants.
- Organise a Bootcamp and Hackathon at their hub, as part of the Talent Program.
- Provide support to the Technology partner from their country where needed.



Responsibilities of HUBiquitous

- Provide the Solution Lab infrastructure (hardware & software packages; it's a kit that comes with hardware components as well as software packages)
- Provide free training and IoT capacity building for the team members of associate partners in relation to the Solution Lab
- Work with the Service Partners to organize the Hackathons and Bootcamps
- Work with the Technology Partners to showcase their finished MVPs at the two separate Hackathons and Bootcamps happening in their country.
- Provide a budgetary allocation to Associate Partners in support of the MVP development and deployment process (TP), and in support of the project's capacity-building process for the hubs and the innovation ecosystem (SP).



Associated Deliverables

Collaboration Agreement

SERVICE PARTNERS

Strategy for Engaging Talent Program Participants

Detailed Plan of Events for The Hackathon & Bootcamp including the Budget

Information Gathering Document: Includes CVs of the two Trainers

TECHNOLOGY PARTNERS

D1.1 - Detailed Specification of the Prototype

D1.2 - Realization Plan

D1.3 - Technical Documentation of the Prototypes

D1.4 - Prototyping Test Report

D2.1 - Detailed Specification of the MVP

D2.2 - Realization Plan (MVP)

D2.3 - Technical Documentation of the MVP

D2.4 - MVP Test Report

Benefits Framework

- Associate Partners receive financial and technical support while executing capacity-building programs or working on their IoT ideas/solutions.
- The solutions developed will be solely theirs. They are only required to acknowledge that they received funding from the HUBiquitous Project.
- They get to enrich their portfolio and gain more exposure.
- They get access to a community of IoT professionals and organizations from across Africa and Europe. This will give them the opportunity to network and grow their connections, and is to be facilitated by the MeetHub Platform.



Thank You



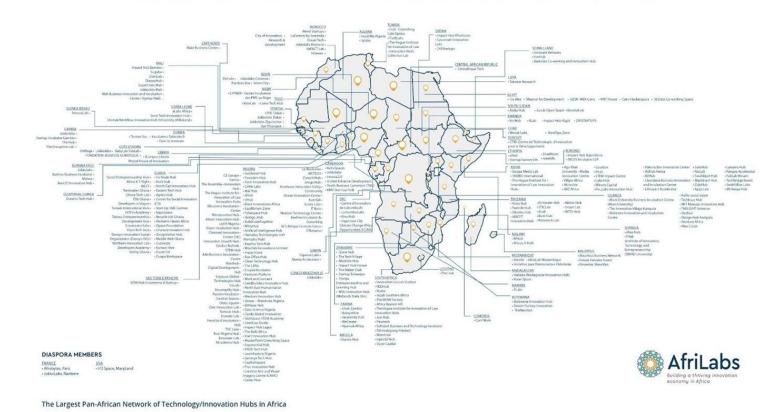
AfriLabs

Moetaz Helmy, Chairman, AfriLabs.

AfriLabs

- 1031+ Innovation hubs in Africa
- 400 Innovation hubs in AfriLabs
- HQ in Abuja, Nigeria
- Coworking Spaces,
 Incubators, Accelerators
- 51 African Countries
- AfriLabs Capacity Building Program (2M euros)
- Catalytic Africa (1.5M euros Matchmaking fund)

AFRILABS NETWORK MEMBERS ACROSS AFRICA



EQUITY BY COUNTRIES

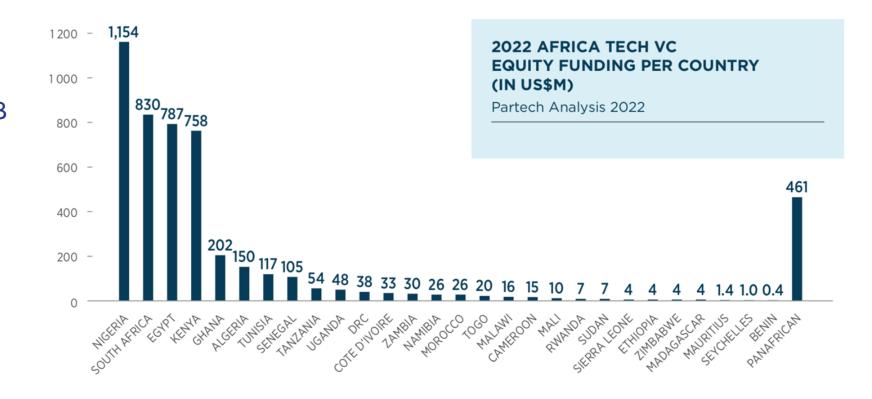


		US\$M	DEALS
6.	Algeria	150	1
	Tunisia	117	12
8.	Senegal	105	15
	Tanzania	54	5
	Uganda	48	15
	DRC	38	2
	Cote D'Ivoire	33	11
	Zambia	30	3
	Namibia	26	3
	Morocco	26	19
	Togo	20	1
	Malawi	16	1
	Cameroon	15	5
19.	Mali	10	4
	Rwanda	7	4
	Sudan	7	2
	Sierra Leone	4	1
	Ethiopia	4	3
	Zimbabwe	4	3
	Madagascar	4	2
	Mauritius	1	1
	Seychelles	1	1
	Benin	0,4	2

Which African Country secure the highest Startup Investment?

Investment Inflow in African Tech startups in 2022

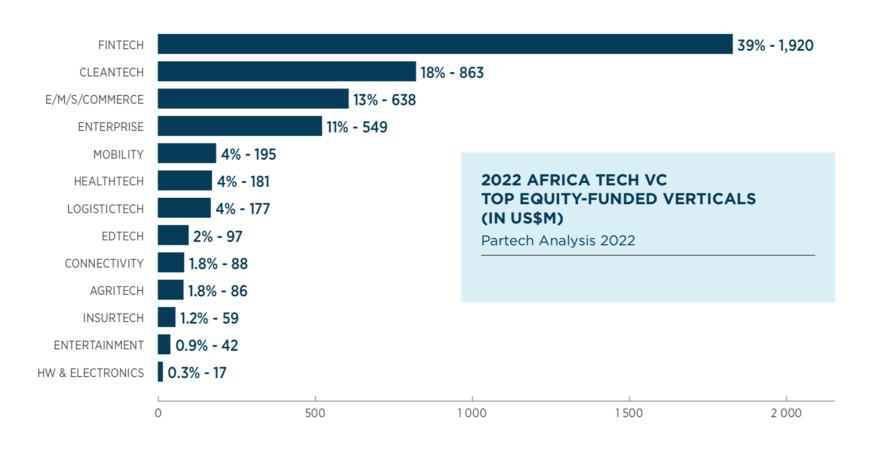
- 764 deals for 6.5B\$ (77%
 Equity+ 23%Debt)
- Total equity funding: \$4.9 B
 (-6% YoY)
- Total Debt funding: \$1.5B (+102 YoY)
- 693 Equity Deals (+2% YoY)
- 7 MegaDeals (>\$100 M) (-50% YoY)
- Source: Partech Report*



What is the most attractive sector for investors in Africa?

Investment Inflow in African Tech startups per sector

- Fintech accounts 39 % of funds against 63% in 2021
- 5 Vertical attract 50% of funding
- LeapFrog
- Source: Partech Report*



How many active Investors invest in African Startups?

INVESTORS

1,149

UNIQUE EQUITY INVESTORS IN 2022 (+29% YOY)

335

INVESTORS
HAVE PARTICIPATED
IN 2 DEALS OR MORE
(+27% YOY)

89

INVESTORS
HAVE PARTICIPATED
IN 5 DEALS OR MORE
(+37% YOY)

20

INVESTORS
HAVE PARTICIPATED
IN 10 DEALS OR MORE
(+11% YOY)

8

INVESTORS
HAVE PARTICIPATED
IN 15 DEALS OR MORE
(-27% YOY)

The third Wave?

The Three Waves of the Internet

FIRST WAVE	SECOND WAVE	THIRD WAVE
1985 - ~1999	2000 -~2015	2016 -
Building the Internet	App Economy and Mobile Revolution	Internet of Everything
Laying the foundation for the online world.	Search, social, and ecommerce startups grow on top of the internet	Ubiquitous connectivity allows entrepreneurs to transform major, real- world sectors
Driven By:	Driven By:	Driven By:
People	People	People
Products	Products	Products
Platforms	Platforms	Platforms
Partnerships		Partnerships
Perseverance		Policy
		Perseverance
Major Players:	Major Players:	Major Players:
Cisco	Amazon	TBD
IBM	Waze	
Apple	Snapchat	
America Online	Facebook	
Sprint	Google	
Sun Microsystems	Twitter	

Source: The Third Wave: An Entrepreneur's Vision of the Future; Steve Case

Thank You

+201019559177 Moetaz@afrilabs.com

Digital Innovation Hubs

An opportunity for collaboration between Europe and Africa



Thank you!

hubiquitous.eu

www.dih4ai.eu





