

# The measures and actions needed for commercialization of research

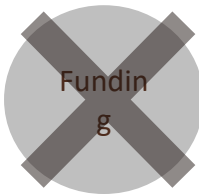
27 Jan 2022

**CHITOSE GROUP**

# About this initiative



Hands-on assistance



**Researchers**

**ACE II** Eastern and Southern Africa  
Higher Education Centers of Excellence Project

**The ACE Impact Project**

The **PASET** Regional Scholarship and Innovation Fund

**Incubation centers**

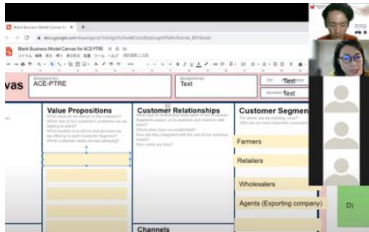
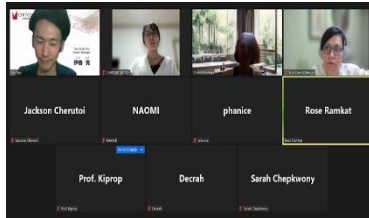
Affiliated to ACE/RSIF

Affiliated to a university which ACE/RSIF belongs to

# Overview and activities of the initiatives



Researchers				
Kick-off event	Interview series	One on one meeting	Hands-on assistance	CHITOSE's Lecture (Researchers)*
9 <sup>th</sup> /Jun/21 (EN) 16 <sup>th</sup> /Jun/21 (FR)	Aug/21	Oct/21	Nov/21~Apr/22	Jan/22
40 ACE/RSIF (EN) 23 ACE/RSIF (FR)	5 ACEs 1 RSIF	3 ACEs	3 ACEs	-



\* Open to the Incubation Centers as well

# Overview and activities of the initiatives



## Guest's lecture series

					
Senai Farm/MIMEA	University of Brundi	BioBuu	Gongali Model	Lifebank	ECOGEL
28 <sup>th</sup> /Oct.	4 <sup>th</sup> /Nov.	25 <sup>th</sup> /Nov.	2 <sup>nd</sup> /Dec.	10 <sup>th</sup> /Dec.	16 <sup>th</sup> /Dec.
Integrated ICT model to solve the challenges of Sweet Potato Virus Disease	Mosquito repellent essential oil extracts from catnip	Black Soldier Fly as an alternative source of sustainable animal feed	Low-cost sustainable water filter to facilitate easy access to clean drinking water	Delivering medical supplies to hospitals using technology and multi-modal delivery network	Bio-alkanol gel made from fruit waste to replace conventional cooking fuels
Dr. Settumba Mukasa, Senai Farm Supplies Ltd. (Uganda) Ms. Anne Kitisya, MIMEA international Kenya Ltd.(Kenya)	Prof. Tatien Masharabu University of Burundi (Burundi)	Mr Kigen Compton, BioBuu Limited (Tanzania)	Prof. Askwar Hilonga NM-AIST Gongali Model Co. Ltd (Tanzania)	Ms. Temie Giwa-Tubosun, LifeBank (Nigeria)	Dr. Benson Nyambega, Maseno University (Kenya)
ICT, Agriculture	Natural chemistry, Plant extract, Public health	Food, Waste management	Water purification service, Nanomaterials	Public health, Healthcare technology	Energy, Biofuel

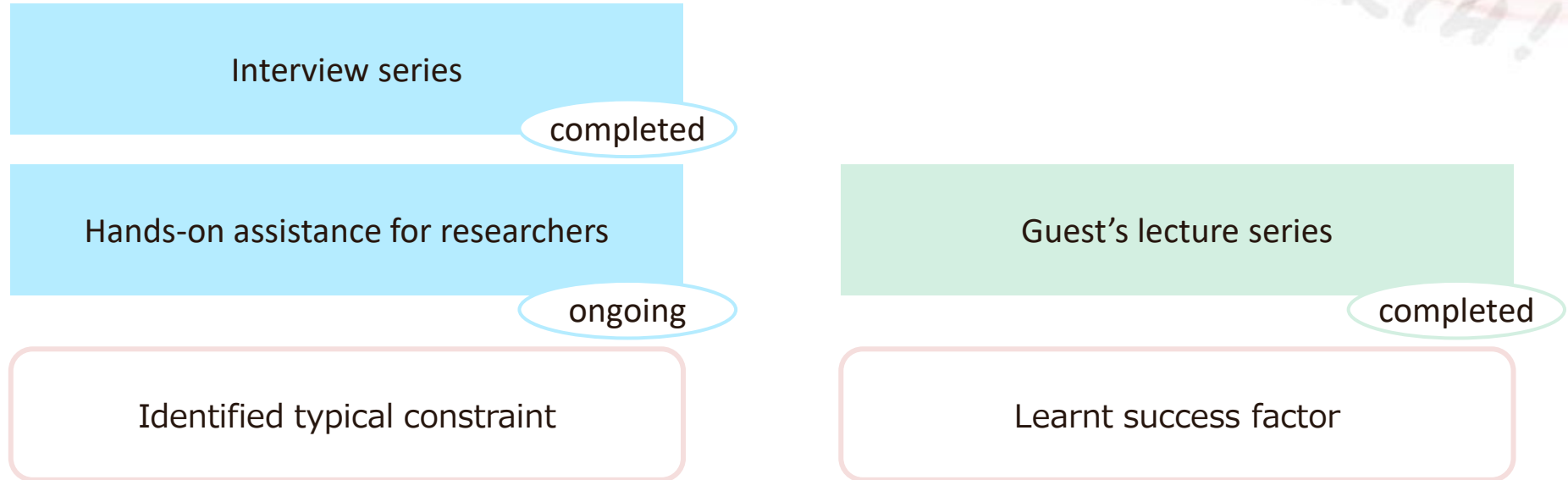


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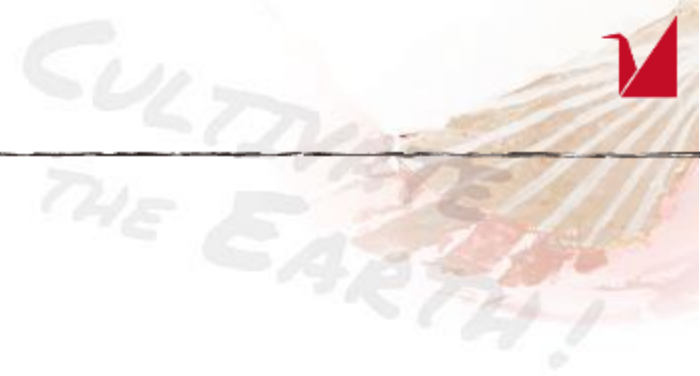


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# Purpose of this lecture



Suggest the measures and actions for commercialization of research



### **Suggestions to...**

1. Director/Center leader of ACEs/RSIFs
2. Responsible person for commercialization in the ACEs/RSIFs



Director/Center leader of ACEs/RSIFs

**Assign a responsible person with a research for commercialization**

**Organize your evaluation system which encourages the commercialization activity**

**Arrange mentoring support for the responsible person**



Researchers in the ACEs/RSIFs

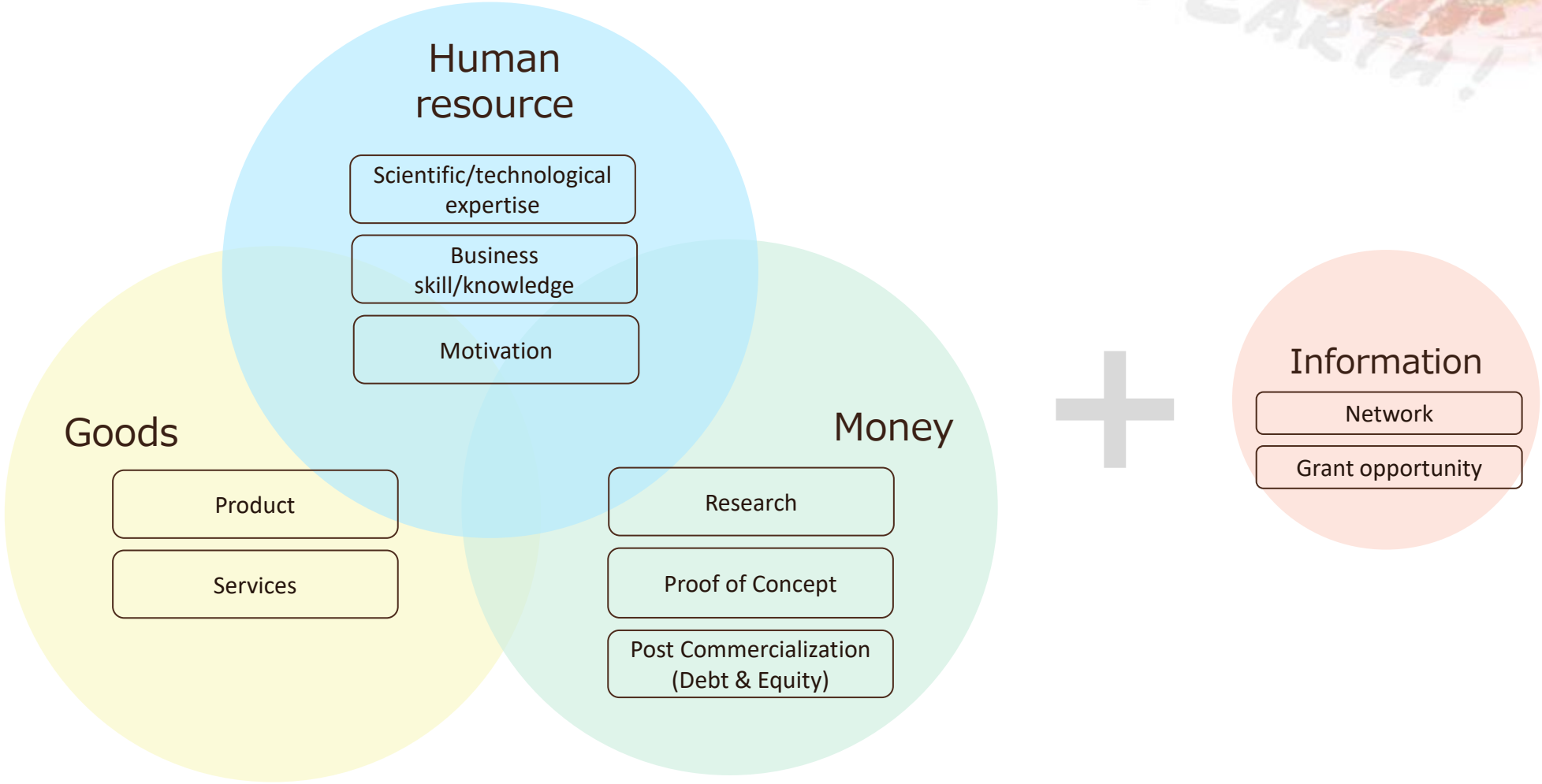
**Try grants**

**Put yourself in an entrepreneurial environment**

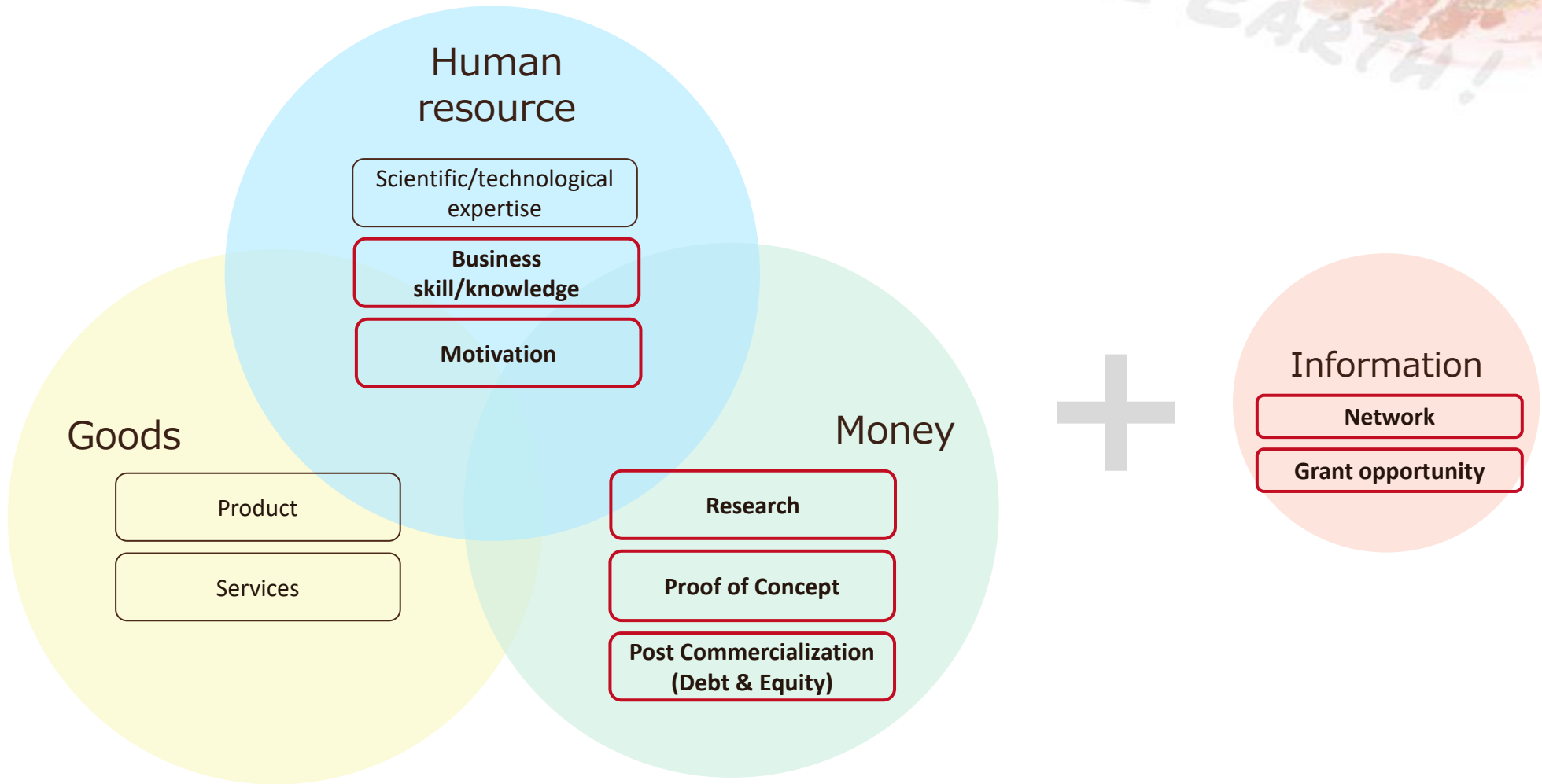
**Send cold e-mails/talk to someone about your research and vision**



# Important component to success commercialization










# Important component to success commercialization



# Our guest lecturer cases

BIA: Bio Innovate Africa CC-Hub: Co-creation hub








Important component		 					
Human resource	Scientific/Technological expertise	Univ. Founder	Univ. Founder	External partner	Univ. Founder	Co-founder	Co-founder
	Business skill/knowledge	Developed by BIA	Developed by BIA	Learnt before start business	Developed by BIA	Got mentor's support	Developed through BIA
	Motivation	(Intrinsic) Motivation	(Intrinsic) Motivation	(Intrinsic) Motivation	(Intrinsic) Motivation	(Intrinsic) Motivation	(Intrinsic) Motivation
Goods	Product	Founder	Founder	External partner	Founder	Co-founder	Co-founder
	Services	External partner	-	-	-	Founder	-
Money	Research	University	University	External partner	University	Grants/Award	University /institution
	Proof of concept	Grant(BIA)	Grants(BIA)	Grants (BIA etc)	Grants (BIA etc)	Grants/Award	Grant(BIA)
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Infor	Network/Grant opportunity	Private-academia collaboration office	Private-academia collaboration office	Sent cold e-mails	Talk to person	Belong to CC-Hub	Private-academia collaboration office

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# Motivation

BIA: Bio Innovate Africa CC-Hub: Co-creation hub

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# Extrinsic motivation and intrinsic motivation

## Extrinsic motivation

Driven by external rewards, such as salary, evaluation etc



## Intrinsic motivation

Driven by internal rewards. The motivation to engage in a behavior arises from within the individual.



All guest lecturers have large intrinsic motivation for commercialization of reserach



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# Motivation for commercialization of research

Guest's lecturer



Extrinsic

Intrinsic

Majority of researcher



Extrinsic

Intrinsic

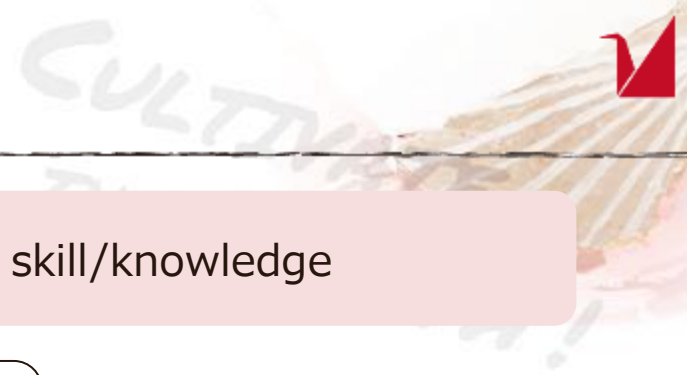
**Assign a responsible person with a research for commercialization**

**Organize your evaluation system which encourages the commercialization activity**





# Lack of business skill/knowledge is major constraints



ACEs/RSIFs feels constraints for lack of business skill/knowledge

Support on capacity building of business skill is needed.








Trainings on research commercialization is needed.

Advisory support will be needed for funding source,  
and the methods of operationalization for the commercialization process.

The University research coordination office is not well organized  
to provide the needed advisory role.

6 centers out of 11 raised constrains of business skill/knowledge

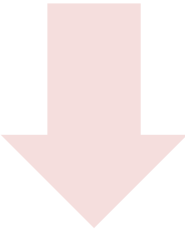
# Our guest lecturer cases

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# Suggestion to develop business skills/knowledge



Developed by  
Bio Innovate Africa



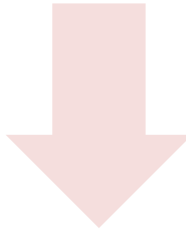
Try grant

Learnt before  
start the business



Exceptional case

Got mentor's support



**Arrange mentoring  
support for the  
responsible person**



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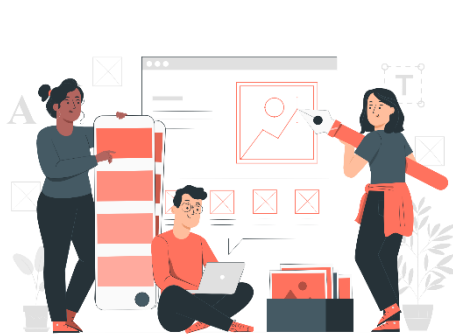
# How to get mentoring support?

## Arrange mentoring support for the responsible person

Get support of the incubation center hub or acceleration hub in your university or in your region

Contact alumni who are doing businesses

Get support of the other assistance (ex. this initiative...)










# Money: Research, Proof of Concept, Post Commercialization



# Our guest lecturer cases

BIA: Bio Innovate Africa CC-Hub: Co-creation hub

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# Grants taken by guest lecturer



**SIDA**

SWEDISH INTERNATIONAL  
DEVELOPMENT COOPERATION  
AGENCY

Jack Ma's  
**Africa**

**Netpreneur Prize**  
The Rise of Africa's Digital Lion

**Africa Enterprise  
Challenge Fund  
(AECF)**

**BiInnovate  
Africa**

**Africa Prize for  
Engineering  
Innovation**

**Africa  
Innovation  
Challenge  
2.0**

**HDIF**

Department for International Development grant

**AMPLIFY**

IDEO Amplify Challenge

**ClimateLanuchpad**  
Climate-KIC

**SAIS 2** Innovation  
Fund



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# Suggestion to remove constraints of shortage of fund

## Try grants

You can use grant funding for your research, PoC, post commercialization

You may get support of developing business capability.  
(only if the grantmaker provide the support)

You can organize information needed for commercialization  
such as, vision, social impact, viability of the business etc through application.







## (Reference purpose) Fundrasing

Debt: You need to pay back to the lender **with interest**.

Equity: You need to pay back to your shareholders **with return**.

Sales: You can get it only after you sell something.








Grant: You **don't need to pay back, no extra charge\***.

\*Some grant maker request business collaboration after commercialization.  
You need to check it carefully.



# Our guest lecturer cases

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Belong to CC-Hub



Got mentoring  
Gain Business  
skill/knowledge

**Put yourself in an entrepreneurial environment**



# Actions and result

Sent cold e-mails

Talk to someone



Got collaboration opportunity



Got personal grant money

**Send cold e-mails/talk to someone about your research and vision**

**Try grants**

You can organize information needed for commercialization such as, vision, social impact, viability of the business etc through application.

# My experience

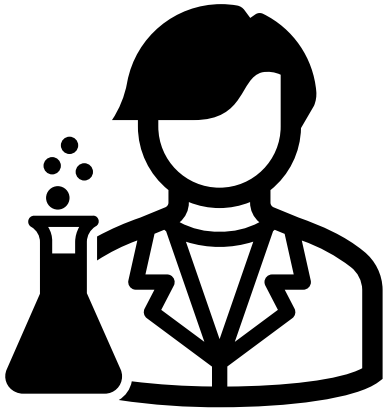


Telling someone about CHITOSE's business over 300 people

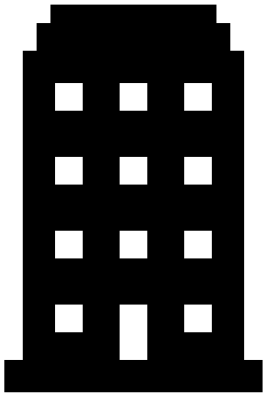
Get response from 30 people

Continuing with 10 people

# Commercialization by licensing



Provide intellectual property



Business

You need to tell the vision, social impact, viability of the business that can be realized through your intellectual property.

**Send cold e-mails/talk to someone about your research and vision**



**Assign a responsible person with a research for commercialization**

**Organize your evaluation system which encourages the commercialization activity**

**Arrange mentoring support for the responsible person**

**Try grants**

**Put yourself in an entrepreneurial environment**

**Send cold e-mails/talk to someone about your research and vision**