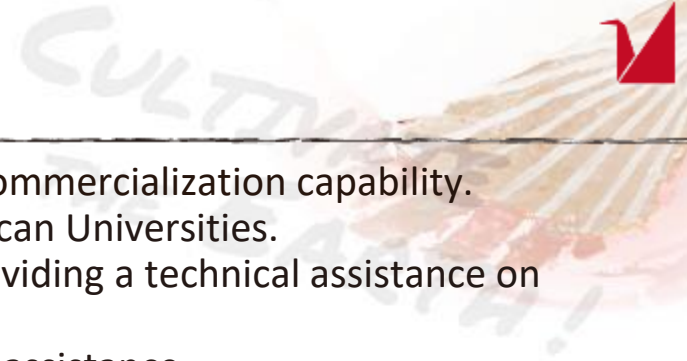


Knowledge sharing and Kick-off of Hands-on assistance for Incubation Centers

24th Nov 2021

CHITOSE GROUP



Why CHITOSE provides hands-on assistance? (1)

- World Bank supports Universities in Africa to develop their research and commercialization capability.
- ACE/RSIF projects are platforms to support research and innovation in African Universities.
- Through the trust fund of the Japanese government, the World Bank is providing a technical assistance on commercialization of research through ACE/RSIF projects.
- Chitose/AAIC was selected as an implementation partner for this technical assistance.



THE WORLD BANK
IBRD • IDA | WORLD BANK GROUP



Funding support through Gov.

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

8 Countries
17 Universities
24 Centers

The ACE Impact Project

9 Countries
37 Universities
53 Centers

The **PASET** Regional Scholarship and Innovation Fund



PASET
Partnership for Skills in Applied Sciences, Engineering & Technology

9 Countries
11 Universities
11 Centers

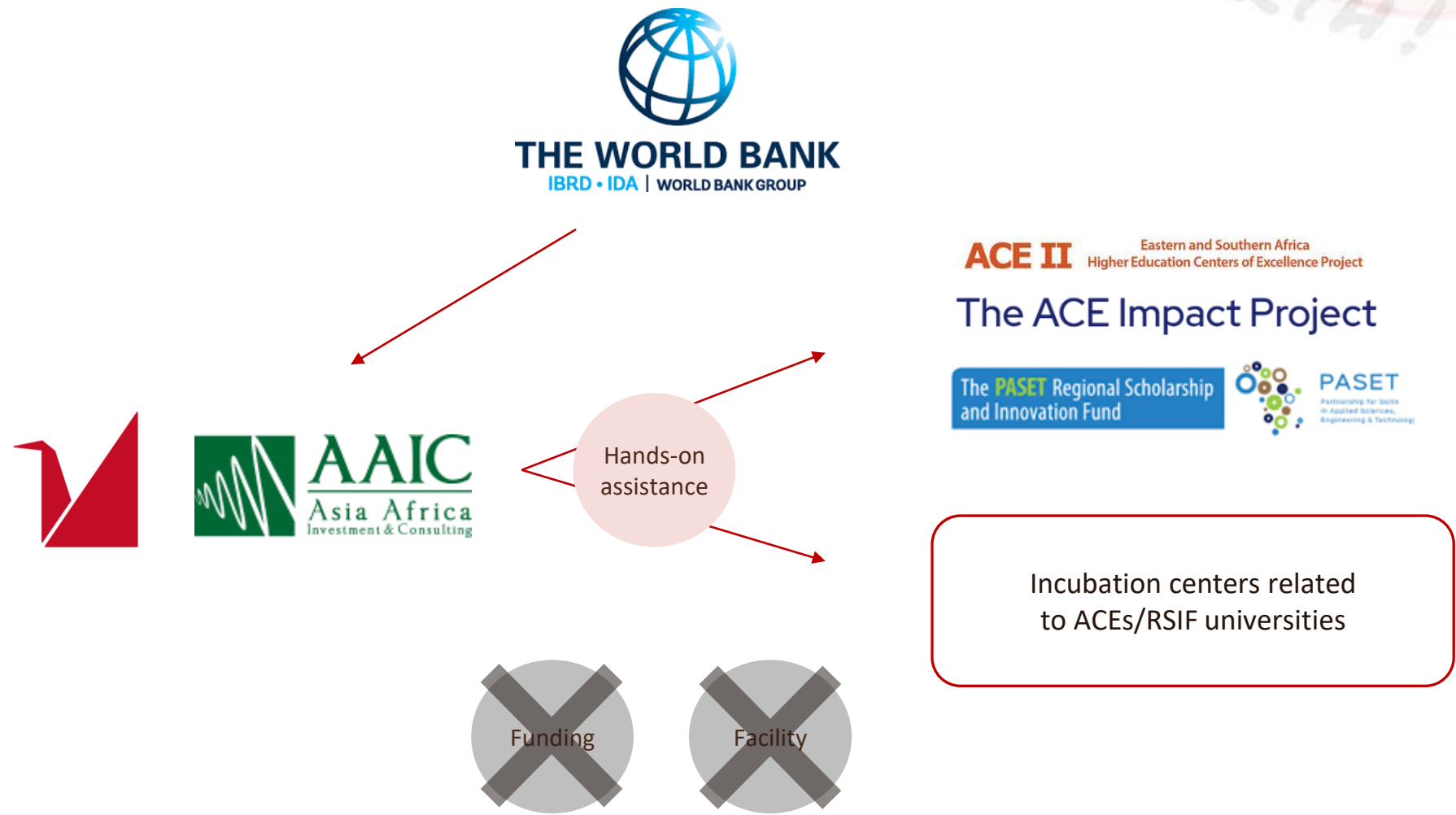
Total
20 Countries
57 Universities
88 Centers



CULTIVATING THE EARTH!

Why CHITOSE provides hands-on assistance? (2)

- The aim of this initiative is to **develop capability of commercialization of research.**





Hands-on assistance plan for incubation centers



1. Interviews

2. Knowledge sharing and kick-off

3. Hands-on assistance

Interviews to identify constraints of incubation centers and to develop contents of hands-on assistance

Share findings of interviews, a case study, and explanation of hands-on assistance

Conduct hands-on assistance

August ~ September 2021

November 2021

December 2021 ~

13 incubation centers

Open to 13 incubation centers

Approx. 5 incubation centers



- Lecture contents
- ✓ Share the findings of interviews.
 - ✓ How to improve visibility of incubation center to private sector.
 - ✓ Case study – e.g., Japanese local university.
 - ✓ Explanation of our hands-on assistance.

- Selection criteria
- ✓ Incubation center has a clear vision and aims at solving issues in society with its expertise.
 - ✓ Incubation centers has difficulties in developing networks.
 - ✓ Incubation center has a promising project which could be commercialized.

- CHITOSE will help improve visibility of incubation center to private sectors through
- ✓ Supporting a development of promotion materials for the incubation centers.
 - ✓ Supporting an organization of networking and workshop events.
 - ✓ Advising on operation of the incubation centers.



Challenges incubation centers facing

CULTIVATING
THE FUTURE

Lack of business knowledge, mentors

Lack of knowledgeable persons

Lack of knowledge of IP and tech transfer

Lack of network with private sector

Lack of network

Lack of network with supporting organization

Limited funding availability

Shortage of financial support

Limited facility (such as internet, PC...)

Unsustainable incubatee interest

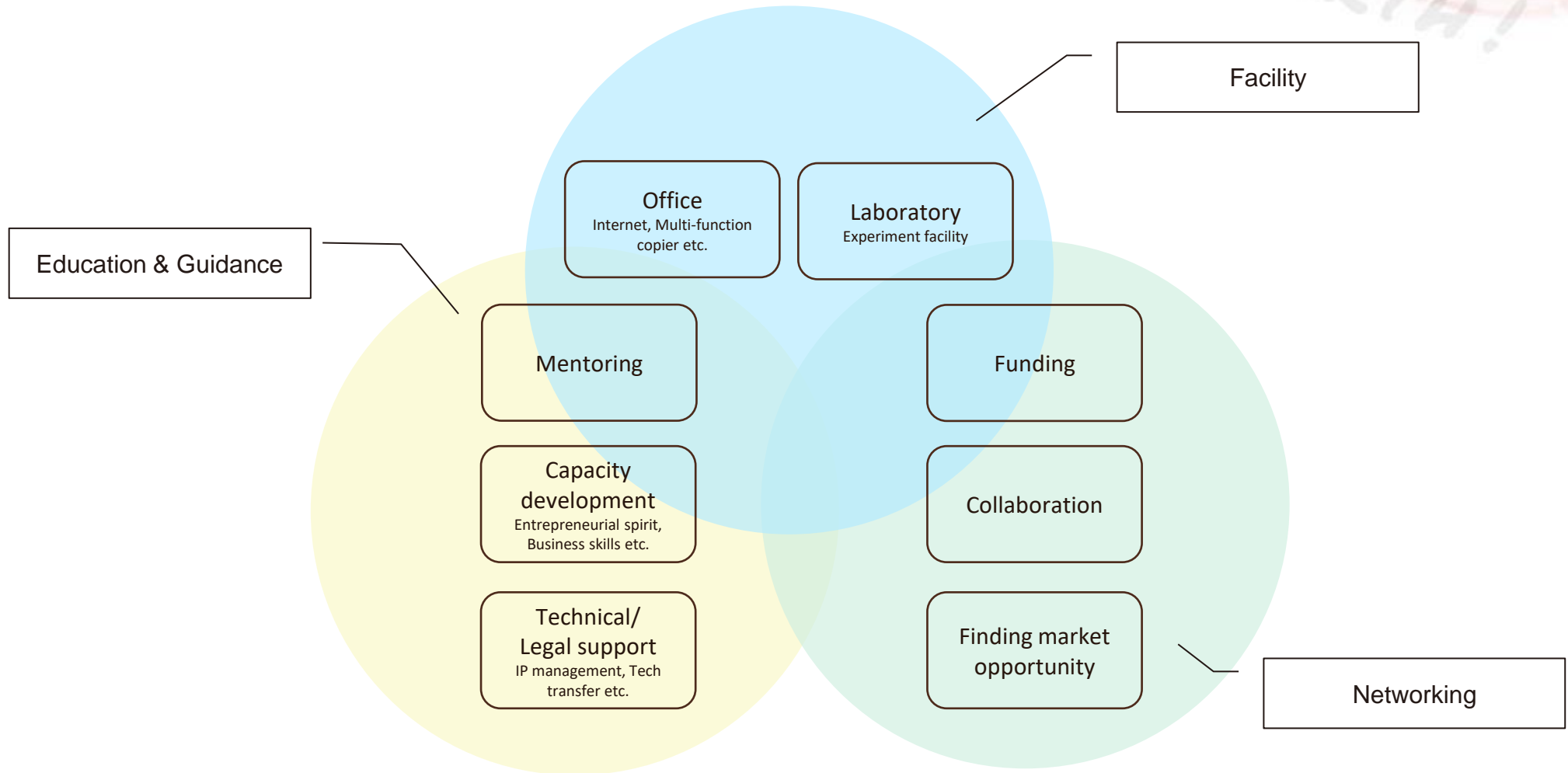
Lack of attractive program

High dropout rates



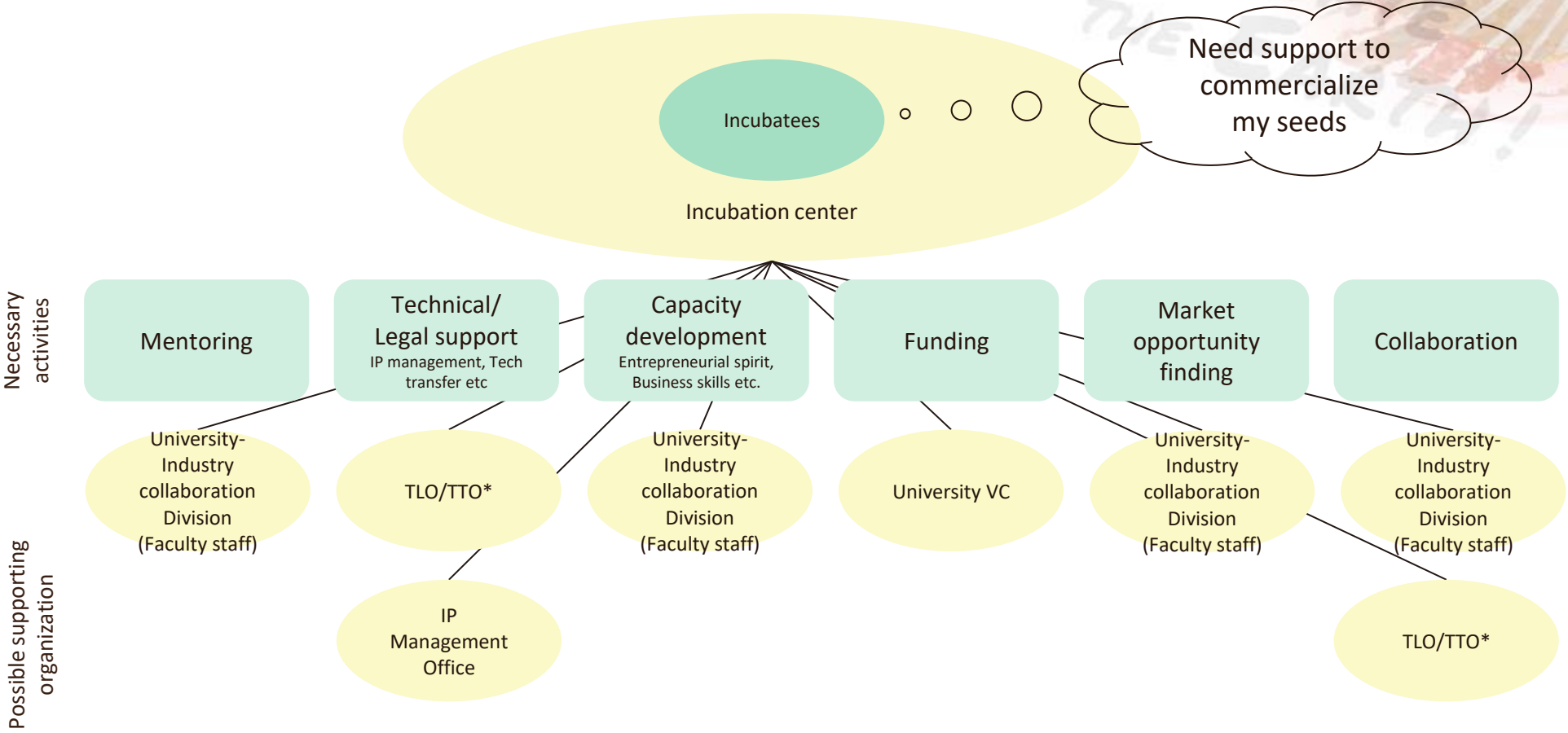
The role of incubation center

Promote commercialization by providing necessary support.





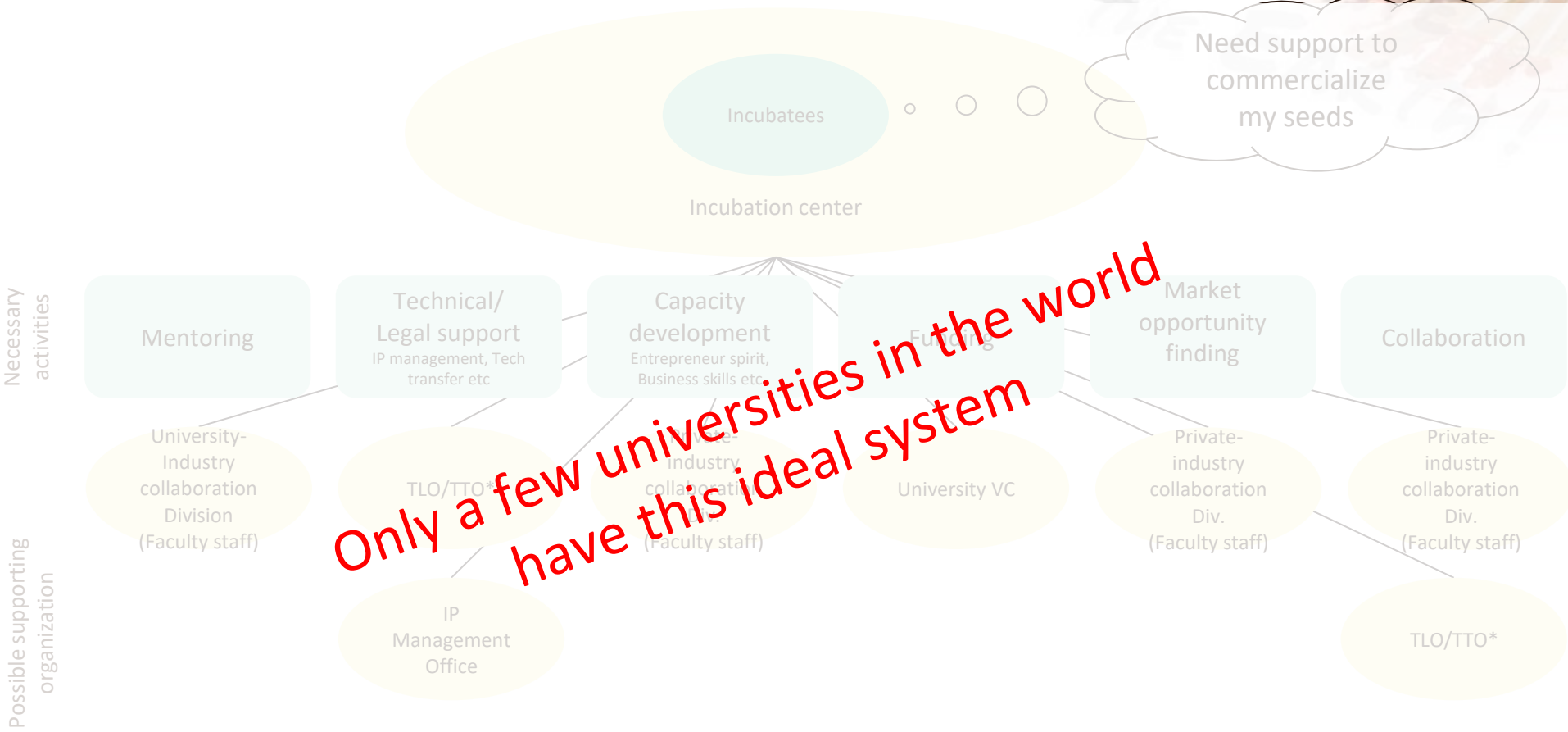
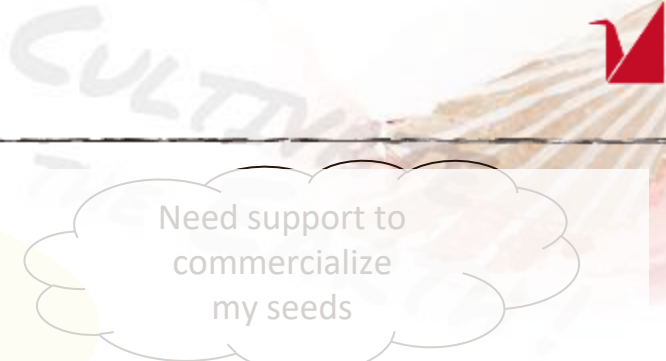
Necessary support that incubatees need



*Technology licensing office/Technology transfer office

University set up

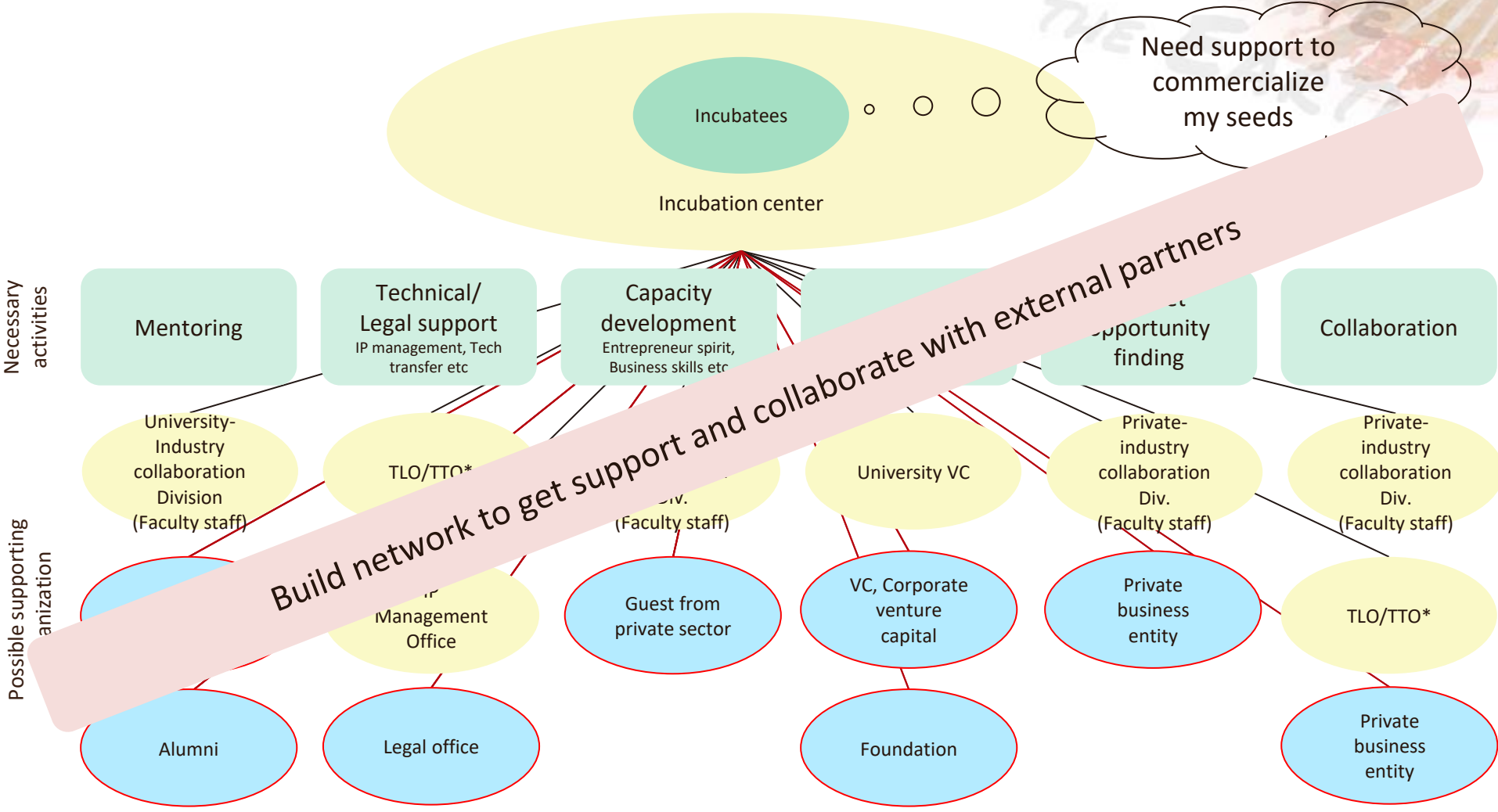
Necessary support incubatees need



*Technology licensing office/Technology transfer office



Utilization of external partners



*Technology licensing office/Technology transfer office

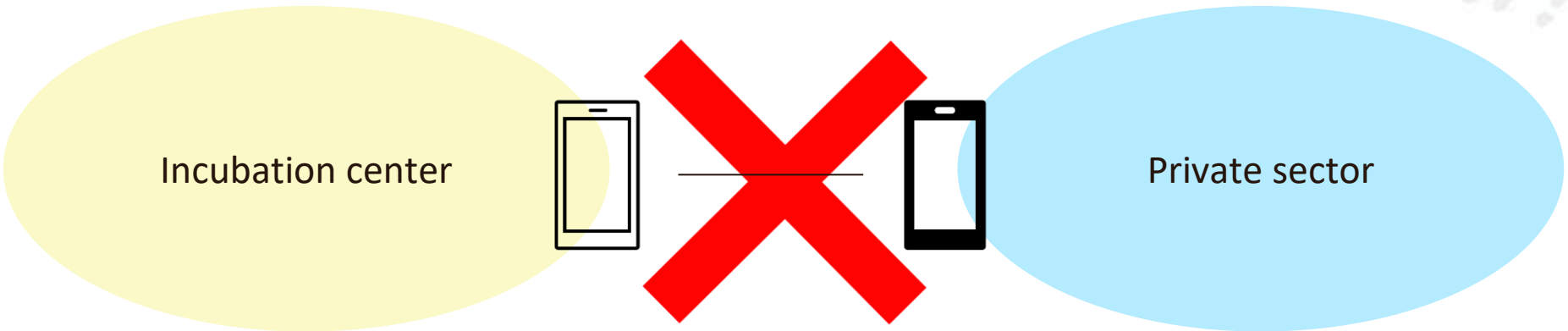
University set up
 External partners



CULTURE

What is networking?

Just connect with external parties and exchange contact is not networking



Networking is building a relationship of trust





CULTIVATING
THE EARTH!

Successful case of utilizing external network (University of Aizu)



Name: University of Aizu (UoA)

Location: Aizu, Fukushima (21st out of 47 prefectures in population), Japan

Establishment:1993

Research Area: Computer science/engineering (Computer science, Computer system, Software engineering etc)

Number of students: about 1,200 (B.S. + M.S. , 2019)

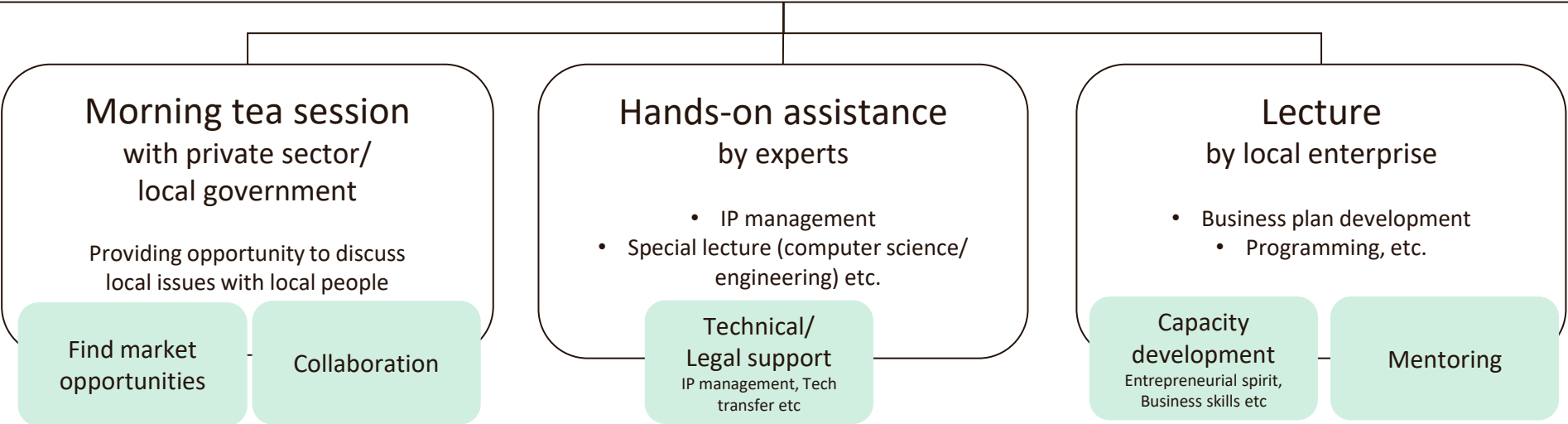
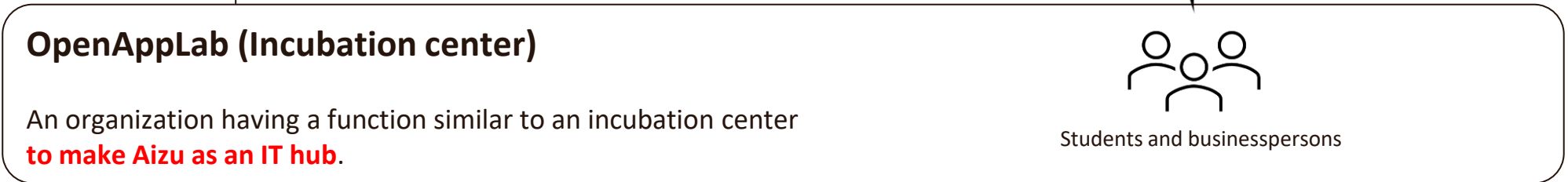
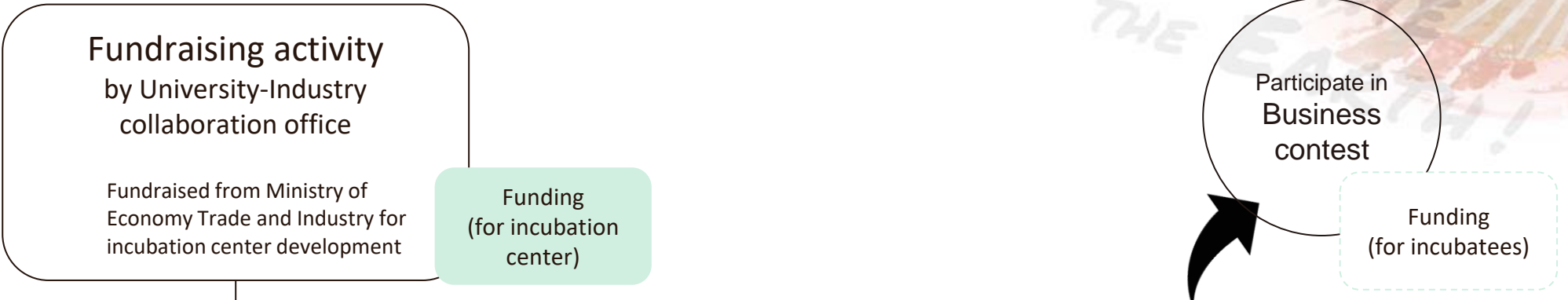
Times Higher Education (THE):

Ranked in 601~800 (in the world)

Ranked in 26 (in Japan)

Ranking on the number of start-up (per student): 1

Vision: Regional development with ICT, Start-up



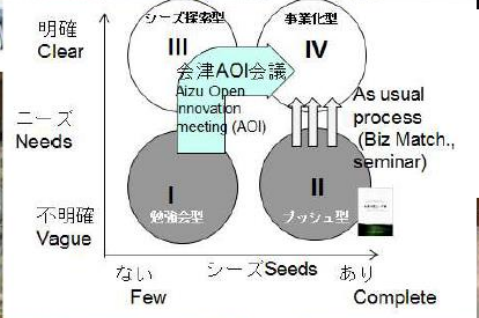


About morning tea session (AOI: Aizu Open Innovation)

- Participants:
- Local bank
 - CEO of local start-up
 - Rep. of large company branch office
 - Faculty staff
 - Students

あおい(AOI)会議
 大学・企業・市民の検討会
 Open Innovation
 AOI(Aizu Open Innovation: AOI会議)

Trial of local electronic payment



あおい会議
 - AOI meeting -

2013年度	105回
2014年度	140回
2015年度	212回
2016年度	343回
2017年度	367回
2018年度	272回
2019年度	340回
2020年度	310回

Number of AOI held

105 / 2013
140 / 2014
212 / 2015
343 / 2016
367 / 2017
272 / 2018
340 / 2019
310 / 2020

大学産学連携教員が調整役。公立大学としての中立性。



UoA's vision
Regional development
with ICT, Start-up



Aizu region's vision
Create Smart City AiCT

Aizu region decided to establish a university specialized in computer science.

Aizu region supports UoA to conduct Proof of Concept (PoC) in their region.

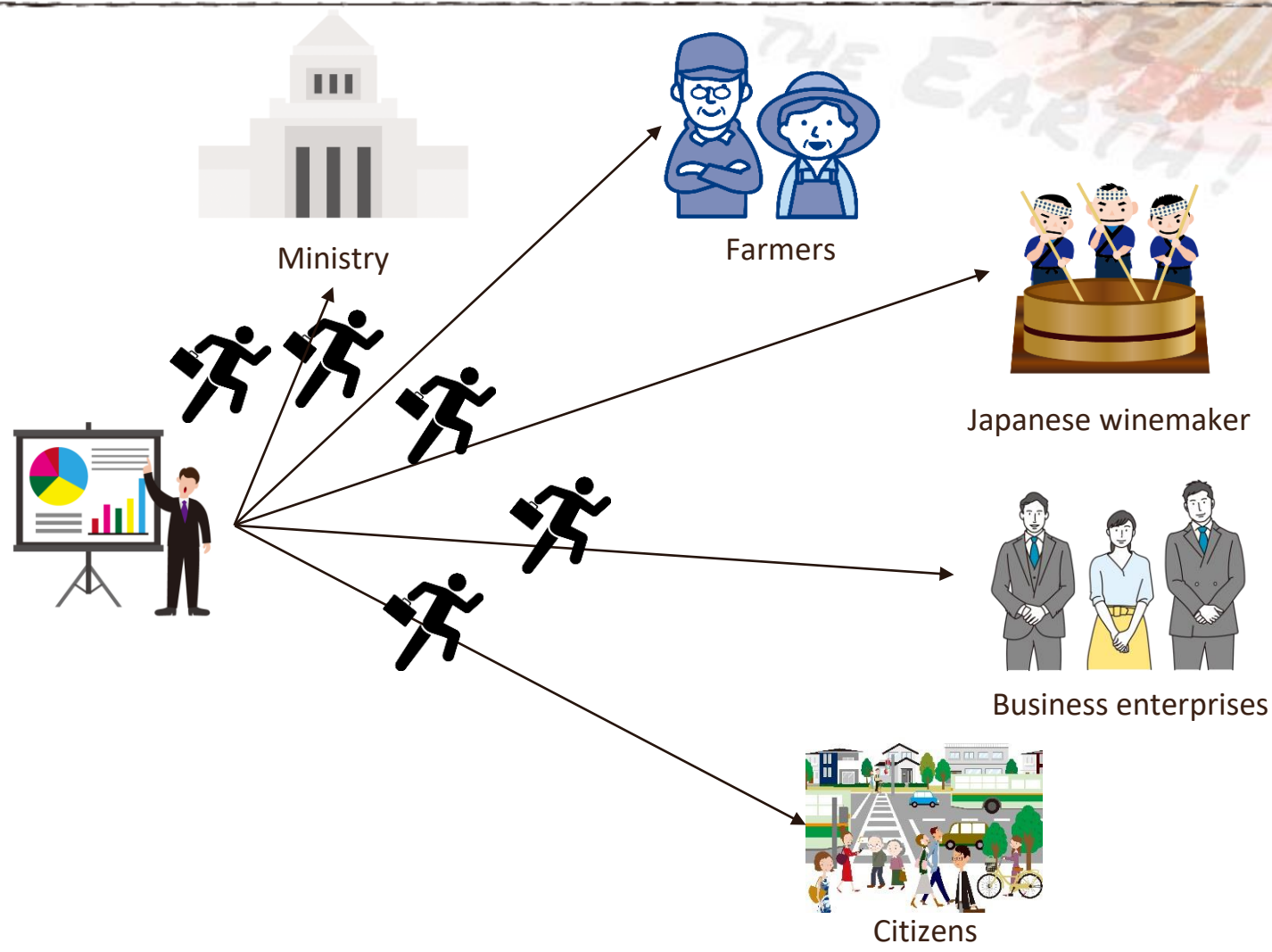


**Many large companies establish their branch in Aizu region
and provide support to UoA/start-ups.**

Many start-ups have been born in the region.



How did they develop a network?



Shared vision, made agreements, built relationships and collaborated.



Involve external resources/expertise.

Take an advantage of having the same vision with the region.

Act and present your vision proactively to build a network.

Build relationships between local private sector and university.



Challenges incubation center facing

CULTIVATING
THE FUTURE

Lack of business knowledge, mentors
Lack of knowledgeable persons
Lack of knowledge of IP and tech transfer

Lack of network with private sector
Lack of
work with supporting agency

Limited funding
Lack of financial support
Limited facility (such as internet, PC...)

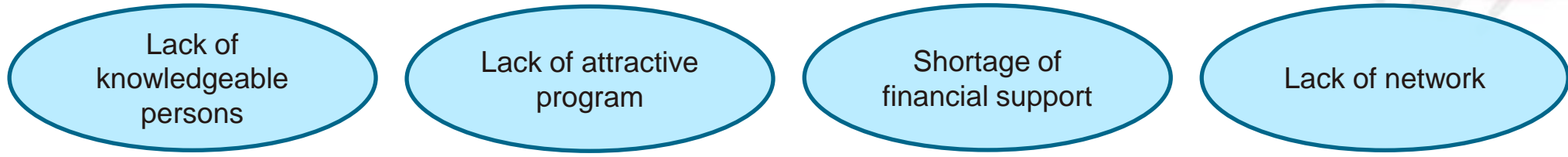
Unsustainability of incubatees' interest
Lack of attractive program
High dropout rates

Networking is the base to resolve these issues!!



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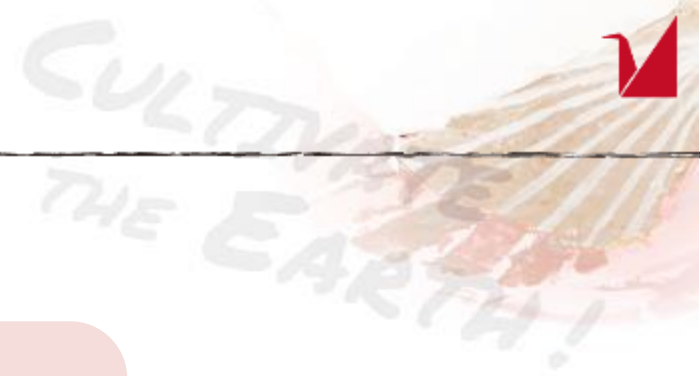
Why networking removes constraints?



Utilize external resources

Attract people interested in regional development

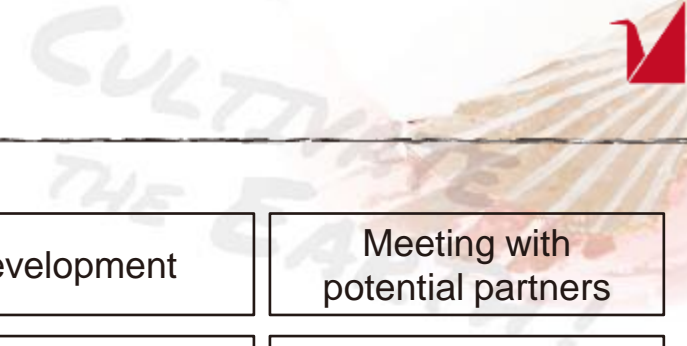
- Need to explain
- your vision
 - what you want to do
 - what you want them to do
 - how the activities are beneficial for them
 - why the collaboration contributes to regional development.



Need to explain

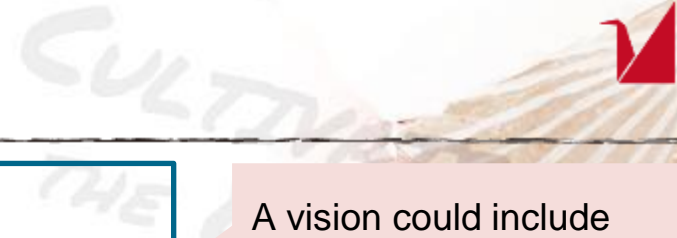
- your vision
- what you want to do
- what you want them to do
- how the activities are beneficial for them
- why the collaboration contributes to regional development.

Develop a presentation material with your vision and build a network with us.



Timeline of hands-on assistance

Event	Kick-off event	Application	Presentation development	Meeting with potential partners
Date	2021/11/24	2021/12/05	2021/12 ~ 2021/2	2021/3
Content	-	<ul style="list-style-type: none"> Send an application form 	<ul style="list-style-type: none"> Identify constraints of incubation centers which can be solved by networking. Clarify the purpose of networking. List up potential partners to network with. (CHITOSE/AAIC's connection may be also used.) Provide a guidance on developing a presentation through video conference/e-mail. Provide some advice on operation of incubation center 	<ul style="list-style-type: none"> Make appointments with potential partners. Have meetings (attended by CHITOSE/AAIC). Provide feedback from CHITOSE/AAIC. Update on the presentation
Date	Interviewed incubation centers	-	One on one	One on one



Selection criteria

- ✓ Having a clear vision.
- ✓ Having expertise in any technology/research that can contribute to achieve the vision.
- ✓ Having the same vision with your region is a plus.
- ✓ Having constraints in developing networks.
- ✓ Assigning a person who can actively work with us (develop a presentation) and act for networking (CONTACT PERSON)

Incubation centers will be evaluated based on the submitted application.

Deadline : 5th December 2021

A vision could include solving an issue in the region e.g. “Realization of safe society by providing drinkable water with XXX technology”



CULTIVATING
THE EAGLE!



CERTIFICATE OF EXCELLENCE

THIS CERTIFICATE IS AWARDED TO

ABC INCUBATION CENTER

For mastering network establishment skills through the hands-on assistance provided by CHITOSE GROUP and AAIC Nigeria Ltd, under the initiative of "Capacity development and consultation service on Commercialization Research" sponsored by The World Bank Group.

SAMPLE



Signature:
Date:
Name:

Signature:
Date:
Name: