

Chronic Drugs Medical Scheme

Digital platform for aggregating small hospital demands to save them money



Legal setup
Social Enterprise:
Limited liability company registered in Kenya

Shareholders
CEO (from Changamka)
Pharmacist entrepreneur
Marketing specialist

Other team members
IT expert
Operations management expert

Resources invested
Shareholders: full-time job
Other team members: half-time job
~20k € out of own pocket for web development and ~20k € for operations

Investments and grants
20k € Merck
50k € Boehringer Ingelheim
20k € GIZ

Impact target
15% in savings

Market
Kenya

What makes you successful as a team?
A shared vision & belief in the project!
In the beginning there wasn't sufficient clarity, so believing was very important.

Sam Agutu,
CEO of CDMS

Electricity and Fiber To The Village (E-/FTTV)

Shared infrastructure concept for electricity and internet access

Jul
2017

Ideation Sprint

Actors from 6 companies ideated E-/FTTV (4 local, 2 European): AdvaOptical, REA, Electricity Regulatory Authority, UMEME, Siemens, Ministry of Energy and Mineral Development; the first 2 companies remained after the Sprint.

2017

New Team Members

AdvaOptical brought 3 new actors from their network into the project: Corning, NITA, UCC.

2018

Business Design

The team refined their Business Model and completed the *lot* incubation phase.

2018/
2019

Planning of the Pilot

The team prepared the first steps for piloting, e. g. equipment, fiber installation.

July
2019

Funding from develoPPP

develoPPP funding contract was closed to support the piloting.

Dec
2019

Memorandum of Understanding

A non-binding MoU was signed by the five team members.

2020

COVID-19

Delays in schedule for the pilot implementation due to global COVID-19 crisis.

Jan
2021

Market Pilot

The solution was piloted in Uganda: 4 sites got access to electricity and internet.

Legal setup
Partnership

Team members
ADVA, Corning, REA, NITA, UCC

Resources invested
AdvaOptical: full-time staff member
Corning: 10 km of fiber
NITA: internet connectivity
UCC: IT equipment, e. g. computers
Dieter Will: personal grant for a grid connection for the health center

Investments and grants
30.000 € initial funding by GIZ/BMZ
100.000 € develoPPP
ca. 250.000 € AdvaOptical over 4 years

Impact
Access to electricity and internet for one school, one health center, two governmental offices

Market
Uganda

What makes you successful as a team?

A lot of passion and commitment was needed to realise this project. I am very grateful for the support of each of our partners.

Tom Kalyesubula,
Manager of E-/FTTV



UPSTRIM

Trainings for managers in the Egyptian hospitality sector, enabling them to adapt to future challenges



Legal setup
Partnership/
incorporated (Axsios)

Partners
TÜV Nord – Marketing & Management
Axsios – Sustainability
TUI – Technical support

Other team members
Training Programme Developer

Resources invested
Marketing & Management: 5 hrs per week,
Other team members: 1-2 hrs per week
TUI: 33.750€ for test and market pilot

Investments and grants
21.250€ GIZ

Impact
Market Pilot: 18 managers trained

Market
Egypt

What makes you successful as a team?
All of us are willing to invest time and expertise, to push through challenges, to learn and to finally develop a successful business.

Tarek El Shafei,
Marketing & Management

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Wamala Energy Co. Ltd

Farm-based solar powered cooling system for rural farmers



Legal setup
Joint Venture

Shareholders
e.Ray Europe, Wind Power Association of Uganda, Hydro Power Association of Uganda, GreenTec Capital

Resources invested
20 hours per week and team member for 2 years
e.Ray: 30k €

Investments and grants
40k € GIZ

Impact
Increased production of each farmer by 40l milk per day

Market
Uganda

What makes you successful as a team?
The success of the team depends on the local actors - their motivation is essential for progress!

Sebastian Lemke,
Co-founder of Wamala Energy

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Wheeling Fruits

Mobile food processing unit that reduces food waste by processing “ugly” fruits



Legal setup
Incorporated in Miyonga

Shareholders
Miyonga Fresh Greens:
Management & Operations

Resources invested
Full-time time commitment by Miyonga

Investments and grants
25k € Kenya Climate Innovation Center
100k GBP Kenya Catalytic Jobs Fund
55k € Kenya Crops & Dairy Market Systems
GIZ – Water & Energy for Food

Technical Support
Pum Netherlands – Wouter Masters
World Bank - Kaizen

Impact
25k kg of fruits rescued
25% increase in revenue for farmers

Market Access
Creating Perspectives
ITC She Trades

Market
Europe, USA

You are running a marathon not a sprint; it takes time to develop. During the sprint you have to come up with the idea, but the main work comes after the sprint

Yvonne Otieno,
CEO of Miyonga

Health Games

Gamified learning and testing platform that analyses knowledge development in real time for interventions based on facts



- 2017**

Before Ideation Sprint
SNTL had already developed the software. Now looking for new application scenarios.
- 2017**

Ideation Sprint
Actors from 5 companies ideated Health Games: SNTL Publishing, John Snow Inc. (JSI), Bertelsmann Stiftung, gamelab.berlin, surfhero.

3 of them dropped out after the Sprint; SNTL Publishing started cooperating with JSI (also engaged in a second Sprint team).
- 2017**

Market Pilot
The first 6 weeks, mobile knowledge tournament with 1.600 students from Nairobi and Kisumu in Kenya.
- 2018**

Different Campaigns
Different Health Games campaigns and knowledge contests, one of them in cooperation with JSI, RHSC and Bayer on reproductive health
- 2019**

Scaling
Creation of further social games for different clients, e.g. JSI, Merck, KfW, BASF, UNICEF and GAVI, TVET OSH Game in Egypt, BMBF and EU research projects on gamified learning and analytics.
- 2020**

Contest Against Corona
The first Pan African mobile "Contest against Corona" with 5.000 + participants from five African countries in English, French and Arabic with GIZ atingi.

Legal setup
Incorporated (SNTL Publishing)

Team members
One general manager (SNTL),
5 software developers (SNTL)

Resources invested
SNTL had invested ~500k € for software development; € 50k + for 2017 pilot implementation

Impact
25.000+ people reached;
realized first gamified learning and testing platform based on psychometrics

Market
Customers in Africa,
Germany, Taiwan

What makes you successful as a team?
You need a unique value proposition. Keep it on the cutting edge! Bleeding edge is always a threat when confronting standard operating procedures.

Leopold Reif,
Manager of Health Games

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