

A PROVEN METHODOLOGY FOR REPLICATION

Meet & Multiply is an innovative match-making process that helps inclusive businesses to scale and replicate.

Our structured networking methodology is tried and tested! It has already helped entrepreneurs scale from India to Latin America and the Caribbean. We are pleased to respond to requests to bring this format to Africa. Here is how it works. We identify successful businesses with impact and carefully select potential adopters of their model in a new geographic location. We bring the originators and adopters together for a half-day event with the right set of ecosystem partners that can help originators to multiply their impact. Following the event, we provide follow-up support to help facilitate successful replication.

Meet & Multiply brings together three types of players:

ECOSYSTEM PARTNERS
with financial resources and technical expertise



ADOPTERS
that want and have the ability to replicate

ORIGINATORS
with a proven inclusive business model

INTERESTED IN THE EVENT?

POTENTIAL ADOPTERS

Learn more about the originators and the type of partners they are seeking on our website.

Meet and Multiply is strictly by invitation only, so if you would like to attend simply submit a short application at [▶ meetandmultiply.org](https://meetandmultiply.org) before **February 1st**.

There are only 10 spots available per originator, and we are accepting adopters with a strong fit on a first come first served basis, so we encourage you to apply early!

ECOSYSTEM PLAYERS

If your organisation would like to help support the replication of these inclusive businesses we would like to have you at the event.

Please note this is a curated event that seeks to offer tangible results to participants rather than a general discussion. We therefore have to ensure that the limited spaces we have go to ecosystem players can offer originators and adopters concrete and tangible support to accelerate the replication process.

To attend please submit a short application at [▶ meetandmultiply.org](https://meetandmultiply.org) by **February 1st**.

FOR MORE INFORMATION PLEASE CONTACT

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[▶ meetandmultiply.org](https://meetandmultiply.org)

[▶ inclusivebusiness.net](https://inclusivebusiness.net)

iBAN

enabling
change

Photo Credit: GIZ/Dirk Ostermeier

A side event at the
Sankalp Africa Summit

20 February 2019
Nairobi, Kenya

MEET & MULTIPLY

An Innovative Match-Making Process to Scale Inclusive Businesses



An endeva Initiative

MEET THESE INSPIRING COMPANIES LOOKING FOR PARTNERS IN EAST AFRICA!



IGNITIA



EKUTIR



LIFEBANK



ONERGY

APPLY NOW TO REQUEST A TICKET!

Only 10 seats available per originator.

► meetandmultiply.org

Deadline: February 1, 2019

These innovative enterprises are coming to Nairobi in search of joint venture, franchise and collaboration partners in East Africa.

IGNITIA

Increasing farmers' income opportunities by providing the world's first tropical weather forecast.



REPRESENTATIVE:

Liisa Smits, *Founder & Managing Director*

SECTOR:

Agriculture and ICT

CHALLENGE:

Weather works differently in tropical regions near the equator. Farmers do not have reliable information about upcoming weather events.

SOLUTION:

Ignitia's innovative tropical weather model develops localized forecast, based on GPS. Farmers subscribe to receive forecasts on a daily, monthly, and/or seasonal basis. Forecasts are delivered to the farmers via SMS. This allows farmers to increase their income due to better planning around weather events and performance.

IMPACT:

By 2017, 700 000 farmers in seven West African countries subscribed to Ignitia's forecast service. Farmers using forecasts better plan when to plant, apply fertilizer, spray pesticide, harvest, etc. They see up to 80% increase in income, due to decreased risk and loss. By providing farmers with a tool for climate smart agriculture, Ignitia effectively contributes to reducing poverty.

INTERESTED IN MEETING:

- Companies that directly work with small scale farmers
- Companies along agricultural value chains
- Telecommunication businesses

EKUTIR BLOOM

Creating wealth for smallholder farmers through ICT, support, and market linkages.



REPRESENTATIVE:

KC Mishra, *Founder & Director*

SECTOR:

Agriculture and ICT

CHALLENGE:

Smallholder farmers lack relevant data to make informed business decisions.

SOLUTION:

eKutir has designed a decentralized infrastructure for micro-entrepreneurs and farmers that uses ICT as a tool for scale and replication. The company works with local-based micro-entrepreneurs that offer technical support, farming inputs and engagement to a network of farmers. eKutir's integrated digital platform Bloom provides multiple modules that offer a range of services, from crop planning and seed selection recommendations to soil nutrient analysis to farming management and risk mitigation strategies.

IMPACT:

Currently eKutir reaches around 74,000+ marginalized farmers with major impacts on their income and nutrition levels. Farmers earn at least 200 USD more per month by working with eKutir. Their yields increase by 75% costs reduce by 50% resulting in an overall doubling of incomes in some cases. Consultancy services provided to farmers also include information on improved sanitation. Thus, eKutir not only leads to adoption of good agricultural practices but also influences better health outcomes.

INTERESTED IN MEETING:

- Companies with access to farmer networks
- Agricultural buyers
- Agri-input companies
- Entrepreneurial individuals and government-led organizations working in agriculture

LIFEBANK

LifeBank delivers essential medical products to hospitals across Africa.



REPRESENTATIVE:

Temie Giwa-Tubosun, *Founder & CEO*

SECTOR:

Health

CHALLENGE:

The shortages of essential medical products like blood and oxygen in hospitals across Africa is responsible for the preventable deaths of thousands of people each year.

SOLUTION:

LifeBank uses data, smart logistics and technology to discover and deliver essential medical products like blood and oxygen to hospitals on time and in the right condition. LifeBank enables hospitals to deliver a higher standard of care, redirecting the energy and resources that would be otherwise spent searching for these products. In addition to improving access to essential medical products, LifeBank is also committed to ensuring the safety of products they distribute. Thus, they have developed SmartBag, a blockchain powered essential medical product integrity solution that will ultimately improve blood safety standards and reduce further infections.

IMPACT:

Since LifeBank's launch in 2016, they have improved the operational efficiencies and response to blood dependent emergencies for their clients. LifeBank's quick discovery and delivery time – an average of 45 minutes – and their transportation of blood in a WHO Blood Transfusion Safety compliant cold chain means hospitals are assured of speed, convenience and safety when ordering blood, things that were not readily available before LifeBank's existence. LifeBank's operations have been validated in two cities, Lagos and Abuja where they have served over 400 hospitals, moved over 11,700 products and saved over 2,600 lives.

INTERESTED IN MEETING:

- Entrepreneurs with an excellent understanding about their local health markets
- Government health ministries and agencies in charge of regulating and managing blood supply
- Health tech entrepreneurs
- Doctors
- Medical laboratory scientists

ONERGY

Energizing lives by providing complete solar solutions.



REPRESENTATIVE:

Piyush Jaju, *Co-founder & CEO*

SECTOR:

Energy

CHALLENGE:

People not connected to the central grid lack access to reliable and affordable energy.

SOLUTION:

ONergy provides solar irrigation pumps, solar rooftop solutions, microgrids and rural lighting solutions improving access to reliable and affordable energy. Its strength lies in the combination of developing high quality products, a strong after-sales service network, facilitating consumer financing, and developing an ecosystem for sustainable development and rural empowerment.

IMPACT:

Since 2009, ONergy has provided reliable, affordable solar solutions to over 800,000 people. Social Return on investment was calculated to amount to \$4.69 of impact created for every \$1 invested. Customers save money previously spent on energy alternatives such as diesel and kerosene, ensure a consistent supply of energy, are enabled to work for longer hours and decrease their level of GHG emissions.

INTERESTED IN MEETING:

ONergy is looking for adopters that have

- Technical background to execute solar EPC projects
- Financial capacity to invest in material and grow the business
- Credentials in executing government and private projects
- Connections and local partnerships for effective marketing and facilitating end user financing

Apply for a ticket to meet our originators at
► meetandmultiply.org