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

24th Nov 2021
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.

<table>
<thead>
<tr>
<th>Country Group</th>
<th>Number of Countries</th>
<th>Number of Universities</th>
<th>Number of Centers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>8</td>
<td>17</td>
<td>24</td>
</tr>
<tr>
<td>Asia</td>
<td>9</td>
<td>37</td>
<td>53</td>
</tr>
<tr>
<td>Total</td>
<td>20</td>
<td>57</td>
<td>88</td>
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</tbody>
</table>
The aim of this initiative is to **develop capability of commercialization of research.**

Why CHITOSE provides hands-on assistance? (2)

- Incubation centers related to ACEs/RSIF universities

**Hands-on assistance**

- Funding
- Facility

**THE WORLD BANK**

**AAIC**

**Eastern and Southern Africa**

**Higher Education Centers of Excellence Project**

**The ACE Impact Project**

**The PASET Regional Scholarship and Innovation Fund**

Incubation centers related to ACEs/RSIF universities
# Hands-on assistance plan for incubation centers

## 1. Interviews

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

August ~ September 2021

13 incubation centers

## 2. Knowledge sharing and kick-off

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

November 2021

Open to 13 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.

## 3. Hands-on assistance

Conduct hands-on assistance

December 2021 ~

Approx. 5 incubation centers

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.

Application and Selection
Challenges incubation centers facing

- Lack of business knowledge, mentors
- Lack of knowledgeable persons
- Lack of knowledge of IP and tech transfer
- Lack of network
- Lack of network with private sector
- 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.

- **Office**
  - Internet, Multi-function copier etc.

- **Laboratory**
  - Experiment facility

- **Mentoring**
  - Capacity development
  - Entrepreneurial spirit, Business skills etc.

- **Technical/Legal support**
  - IP management, Tech transfer etc.

- **Funding**
  - Finding market opportunity

- **Collaboration**

- **Networking**

- **Facility**

Education & Guidance
Necessary support that incubatees need

Incubation center

Incubatees

*Technology licensing office/Technology transfer office

Need support to commercialize my seeds

Necessary activities

Mentoring

Technical/ Legal support
IP management, Tech transfer etc

Capacity development
Entrepreneurial spirit, Business skills etc.

Funding

Market opportunity finding

Collaboration

Possible supporting organization

University- Industry collaboration Division (Faculty staff)

TLO/TTO*

University- Industry collaboration Division (Faculty staff)

University VC

University- Industry collaboration Division (Faculty staff)

University- Industry collaboration Division (Faculty staff)

IP Management Office

TLO/TTO*

University set up
Necessary support incubatees need

Possible supporting organization

University set up

Incubation center

Incubatees

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University VC

Private- industry collaboration Div. (Faculty staff)

Private- industry collaboration Div. (Faculty staff)

TLO/TTO*

*Technology licensing office/Technology transfer office

Only a few universities in the world have this ideal system
Utilization of external partners

Necessary activities:
- Mentoring
- Technical/ Legal support
  IP management, Tech transfer etc
- Capacity development
  Entrepreneur spirit, Business skills etc
- Funding
  Market opportunity finding
- Collaboration

Possible supporting organizations:
- Alumni
- Legal office
- University- Industry collaboration Division (Faculty staff)
- TLO/TTO*
- University VC
- Guest from private sector
- VC, Corporate venture capital
- Private business entity
- Foundation
- Private- industry collaboration Div. (Faculty staff)
- Private- industry collaboration Div. (Faculty staff)
- TLO/TTO*
- Private business entity
- University set up
- External partners

Need support to commercialize my seeds

*Technology licensing office/Technology transfer office
What is networking?

Just connect with external parties and exchange contact is not networking

Networking is building a relationship of trust
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
Activities of University of Aizu

Fundraising activity by University-Industry collaboration office

- Fundraised from Ministry of Economy Trade and Industry for incubation center development

OpenAppLab (Incubation center)

- An organization having a function similar to an incubation center to make Aizu as an IT hub.

Morning tea session with private sector/local government

- Providing opportunity to discuss local issues with local people

Hands-on assistance by experts

- IP management
- Special lecture (computer science/engineering) etc.

Technical/Legal support

- IP management, Tech transfer etc

Lecture by local enterprise

- Business plan development
- Programming, etc.

Capacity development

- Entrepreneurial spirit, Business skills etc

Mentoring

Funding for incubation center

Funding for incubatees

Participate in Business contest

Students and businesspersons

Fundraising activity by University-Industry collaboration office

Find market opportunities

Collaboration

Find market opportunities

Happiness

Funding for incubation center

Funding for incubatees

Participate in Business contest

Students and businesspersons
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

Trial of local electronic payment

Number of AOI held
105 / 2013
140 / 2014
212 / 2015
343 / 2016
367 / 2017
272 / 2018
340 / 2019
310 / 2020
About Vision

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.
Learnings from Aizu university

- 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:

- Lack of business knowledge, mentors
- Lack of knowledgeable persons
- Lack of knowledge of IP and tech transfer
- Lack of network with private sector
- Limited funding availability
- Limited facility (such as internet, PC,)
- High dropout rates
- Lack of attractive program
- Un sustainability of incubatees' interest
- Lack of network with supporting agency

Networking is the key to resolve these issues!
Why networking removes constraints?

Lack of knowledgeable persons
Lack of attractive program
Shortage of financial support
Lack of network

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.
Our suggestion

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

<table>
<thead>
<tr>
<th>Event</th>
<th>Kick-off event</th>
<th>Application</th>
<th>Presentation development</th>
<th>Meeting with potential partners</th>
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</thead>
<tbody>
<tr>
<td>Date</td>
<td>2021/11/24</td>
<td>2021/12/05</td>
<td>2021/12 ~ 2021/2</td>
<td>2021/3</td>
</tr>
<tr>
<td>Content</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interviewed incubation centers</td>
<td>-</td>
<td>• Send an application form</td>
<td>• Identify constraints of incubation centers which can be solved by networking.  &lt;br&gt;• Clarify the purpose of networking.  &lt;br&gt;• List up potential partners to network with. (CHITOSE/AAIC’s connection may be also used.)  &lt;br&gt;• Provide a guidance on developing a presentation through video conference/e-mail.  &lt;br&gt;• Provide some advice on operation of incubation center</td>
<td>• Make appointments with potential partners.  &lt;br&gt;• Have meetings (attended by CHITOSE/AAIC).  &lt;br&gt;• Provide feedback from CHITOSE/AAIC.  &lt;br&gt;• Update on the presentation</td>
</tr>
<tr>
<td>Date</td>
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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”
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.

Signature:  
Date:  
Name:  

Signature:  
Date:  
Name: