Session 9.2: networks and platforms for innovation:

LAST-MILE DELIVERY OF PUBLIC SERVICE TO MSMES ENTREPRENEURS
Rhabe Ventures Limited

- Located in Lagos, Nigeria ...200million
- MSME ...45 million of 1-5 employee
- Our Business area is Agro-processing and Engineering
- 3 Shareholder - Abimbola Alawode as Chief Promoter
  - www.rhabe.com
  - Email: abi.alawode@rhabe.com
MSME CHALLENGES

- Access to Funding/Finance Limitations
- Access to Market/Visibility Limitation
- Sales and Distribution
- Access Skills or Business Mgt
- Infrastructure Limitation all in one
- Performance Management
- Commercialisation or Scale Up
ENTREPRENEURS UNDERSTANDING

• Where is the Last Mile located
  – Where in the development stage or Supply Chain is deliver service of public service coming into play
Delivery of Public Service to MSME

• What problems of the MSME is the PLATFOR or NETWORK aiming to solve
  – Access to Market
    • Sales & Distribution Networks
    • Wholesaler Networks for different Sectors
  – Access to Finance
    • Venture Capitalist by region and sector
    • Angels by region and Sector
  – Access to Business Management Skills Platforms
    • Online Education for management and staff training
    • Human Resource Management Tools
  – Access to Research and Development Information and Data
    • Access research papers
    • Patents

• What networks will be created and will they address the challenges listed above.
• The entrepreneur has to pay to purchase service to ensure sustainability be and may be subsidized by government or developmental agency

**The platform must derive from feeds to ensure it is not obsolete**
CHALLENGES FINDING THE RIGHT SOLUTION

• Majority of the solutions do not address real needs sometimes they are not fit for purpose such as not covering right sectors or regions or failing to take into account cultural limitations
  – Funding for businesses looking for ≥ $500million
  – Market Access for Fashion Industry
  – Market Access for Farmers selling produce

• Mentorship platforms has not been successful from my experience
CONDUIT OF EXCELLENCE

• The Conduit of Excellence is a project Rhabe Ventures Limited benefited through UNIDO which addressed Suspension of Nigeria from exporting Beans and some other products to European Union Countries.
  – Objectives was to build capacity in National Quality Infrastructure
    • The Private Sector working in collaboration with government agencies designed solutions to address some of the key challenges we had in Agriculture and supporting areas to include
      – Meterology
      – Logistics and Transportation
      – Laboratory Testing
      – Certification
      – Export Process and Documentation
      – Post Harvest Handling from Farm Gate
      – Agricultural Techniques and Technology to address Pesticides residue issues

**Rhabe Ventures Limited was a beneficiary of the Project to build capacity**
Nigeria Quality Infrastructure Project (NQIP)

Improve quality, safety, integrity and marketability of Nigerian goods and services

Donor: European Union
Manager: UNIDO
Budget: € 12.0 million
Time: 2013 - 2017

Dr Heiner Lehr
Networks and Platforms for Innovation

CONDUITS OF EXCELLENCE

Dedicated supply chains around key infrastructure elements embedded in a full chain quality and safety management system using the NQI

Success through long-term access to high-value markets

Role model for others to adopt

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Networks and Platforms for Innovation

- Access to market opportunities using online.
RHABE STORY

- Entrepreneurs Perspective as End User to ensure a Demand Driven Solution

In designing and Deploying Platforms and Networks through public Service each part of the business cycle may be catered for Product Development, Business Management & Commercialisation
RHABE STORY

• MSME OWNERSHIP OF THE PLATFORM & NETWORK
Thank You