

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



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 PLATFORM 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 i
 - 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 \geq \$500million
 - Market Access for Fashion Industry
 - Market Access for Farmers selling produce
- Mentorship platforms has not been successful from my experience



CONDUIT OF EXCELLENCE

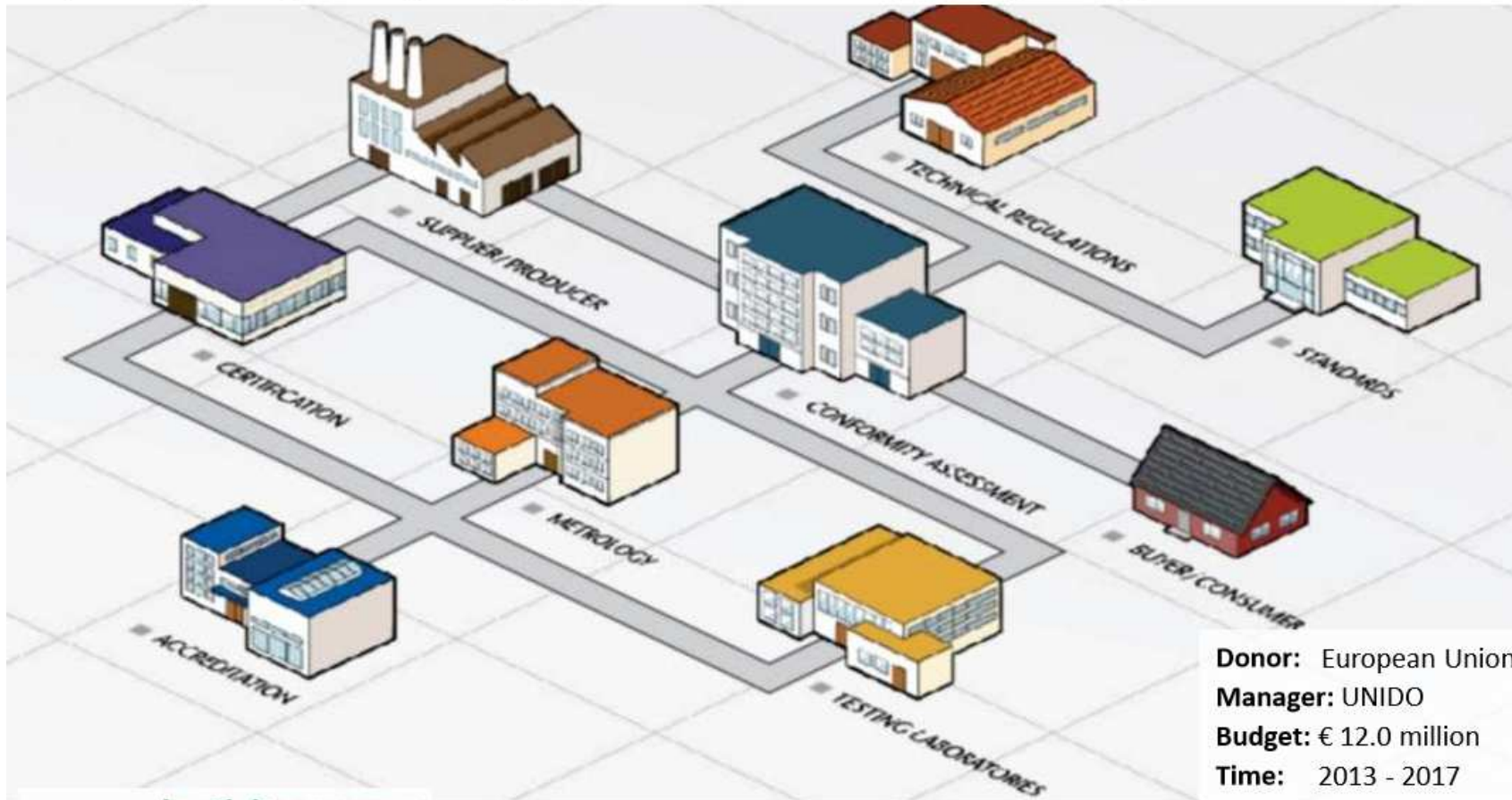
- The Conduit of Excellence is a project Rhabe Ventures Limited benefited through UNIDO which addressed Suspension of Nigeria from exporting Beans and some other products to European Union Countries.
 - Objectives was to build capacity in National Quality Infrastructure
 - The Private Sector working 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



Funded by the European Union

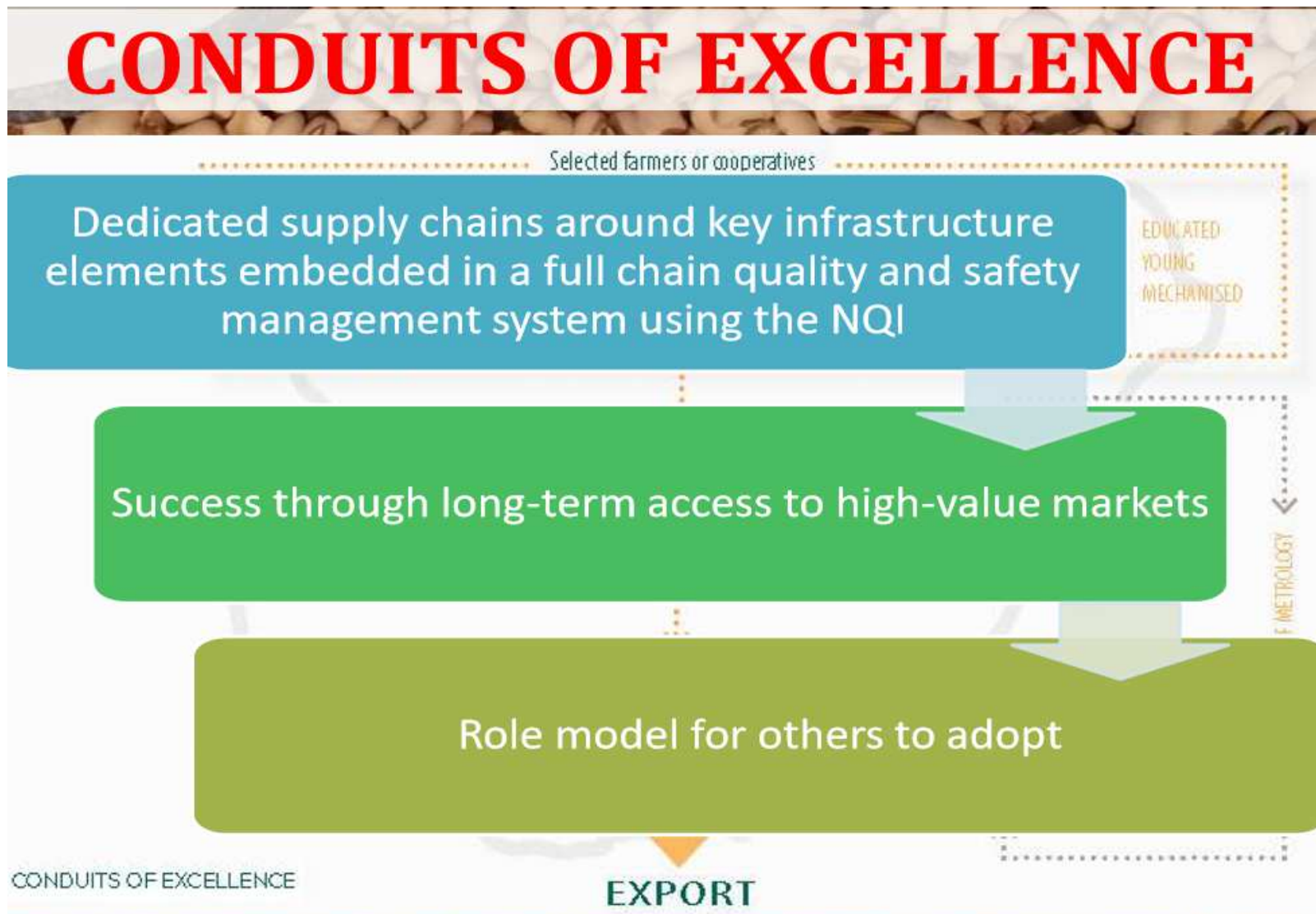


Dr Heiner Lehr

Rhabe®

Networks and Platforms for Innovation

CONDUITS OF EXCELLENCE



** Dr Heiner Lehr

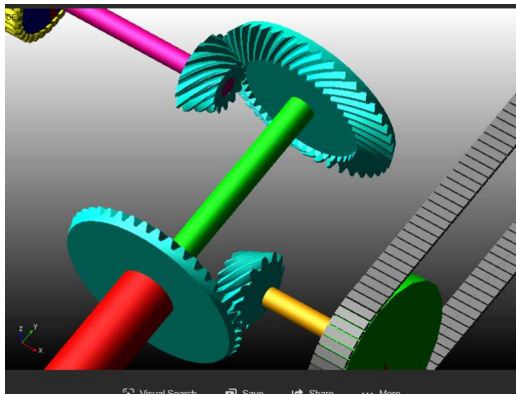
Networks and Platforms for Innovation

- 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



