

**French Tech  
Community //  
Nbi  
Handbook**



# French Tech

**WHAT** Initiative launched by the government in 2013, coordinated by the **Mission French Tech** within the French Ministry for the Economy and Finance, and led by :



**WHO** All the actors who work in or for the French Startups in France or abroad:  
Entrepreneurs, investors, engineers, designers, developers, incubators, accelerators, Fab Labs, major groups, media, associations, public operators, research, etc.

## French Tech Community // Nairobi

Creation of bridges between French startups and foreign entrepreneurs  
Organization of a local ecosystem to create synergies and promote collaboration

### FEDERATE

Develop ideas, boost local startups, accelerate the development of the digital ecosystem  
Support establishment & growth of French startups

### SHINE

Strengthen links with others African French Tech  
Ensure visibility in front of the French ecosystem and attractiveness of France for local tech

### ACCELERATE

- HOW**
- #1 Mobilize the ecosystem** : Mobilize private sector to develop the ecosystem (host events such as B2B, cocktails, contests, etc.); Detect new ideas/projects, support their development
  - #2 Offer Services** : Mentoring and networks, Support French startups to settle in Kenya and direct kenyan startups in France
  - #3 Boost startups** : Detect ideal candidates to acceleration programs (French Tech Ticket, Startuppeur Total-French Tech, etc.)
  - #4 Be visible** : Communicate and share information via Twitter and Facebook and organize and participate to local events

**WHO** Piloted by the private sector, through a board and steering committee of French & local stakeholders:



# INCUBATORS, FABLAB & COWORKING SPACE

## STARTUP INCUBATOR

A collaborative program designed to help new startups succeed.

Incubators help entrepreneurs solve some of the problems commonly associated with running a startup by providing workspace, seed funding, mentoring, and training.

The sole purpose of a startup incubator is to help entrepreneurs grow their business.

**@iBizAfrica** | Business Incubator which carries out the Entrepreneurship and Incubation theme of **@iLabAfrica**. @iBizAfrica seeks to provide a nurturing environment that builds on the potential of the youth to develop ICT solutions and businesses that work for the common good in society.  
<http://www.ibizafrica.co.ke/index.php/about/>

**C4DLab** | University of Nairobi's Innovation and Incubation Hub. C4DLab is an R&D and startup incubation lab, based at the School of Computing and Informatics, University of Nairobi. The lab aims at contributing to building the Silicon Savannah, by leveraging on the University community and alumni.  
<http://www.c4dlab.ac.ke/>



**Chandaria-BIIC** | Kenyatta University's Innovation and Incubation Centre. The Chandaria-BIIC was launched to support new and innovative ideas from students. The program aims to realize the goal of training job creators rather than job seekers in an effort to reduce poverty.

<http://www.ku.ac.ke/chandaria-biic/>

**GrowthAfrica** | Impact startup accelerator and business and market consulting company. Growing ambitious and scalable African startups and SMEs into successful enterprises through business acceleration, strategic advice and access to investments (VCs, business angels, etc.).  
<http://growthafrica.com/>

**Nailab** | Business Incubator. Entrepreneurship program focusing on growing innovative technology driven ideas. Nailab aims at helping building world class startups that can compete on a global scale, by create an enabling environment that inspires and stimulates innovation as well as entrepreneurship.

<http://nailab.co.ke/>

**@m:lab East Africa** | Regional center for mobile entrepreneurship. Services include business incubation, developer training, application testing. M:lab is a consortium of four organizations aiming to be a leader in identifying, nurturing and helping to build sustainable enterprises in the knowledge economy.

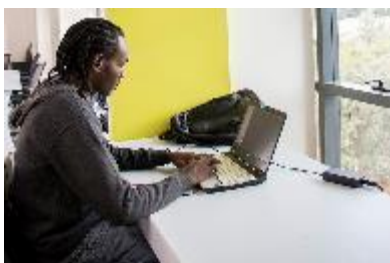
<http://mlab.co.ke/>

- eMobilis: Education, training, accreditation and certification.
- World Wide Web Foundation : curriculum and content, training and Education
- The University of Nairobi School of Computing and Informatics for rigorous academic research
- The incubator **iHub** for community interaction, development space, events and access to capital and markets.



**\*iHub** | An incubator, an open space for the technologists, investors, tech companies and hacker. Founded in 2010 by the creator of Ushaidi, \*iHub has become the main catalyst for regional tech acceleration.

<https://ihub.co.ke/>



#### **FABLAB**

A network aimed at connecting people, communities and businesses and enabling them to collaborate, problem solve and brainstorm ideas. A fab lab is generally equipped with an array of flexible computer-controlled tools that cover several different length scales and various materials, with the aim to make "almost anything".

**Gearbox** | Open space for design and prototyping. Gearbox sees itself as leading Kenya's charge into the 4th Industrial Revolution. Gearbox Lite is a prototyping facility specialized in the fabrication of printed circuit boards for electronics.

<http://www.gearbox.co.ke/>

**Lake Hub** | An open community, in Kisumu, created to support individuals and businesses with an interest in technology. The community bring together entrepreneurs, programmers, and creatives, connecting them to partners, resources and mentors.

<http://www.lakehub.co.ke/>

#### **Seven Seas Technologies**

**Innovation Lab** | SSTakeoff is geared towards empowering existing startups, looking to leverage SST's tech knowhow, expertise and experience in business strategy. It will provides access to its diverse network of clients, suppliers, industry contacts and more.

<http://www.sstgroup.com/innovation-labs>

#### **COWORKING SPACE**

A facility that not only offers new companies an office space, with amenities such as Wi-Fi, conference rooms, a kitchen, weekly seminars with guest speakers, but also a network and the opportunity to rub elbows with others in their world. The knowledge and experience of their peers and small, informal interactions around the printer can spark new ideas.

**Nairobi Garage** | Co working space. Young and fast-growing businesses don't have excess time and resources to spend on office logistics. Yet having a functional, well-designed and vibrant work space is crucial to building legitimacy with customers, growing a strong team and developing business networks. Nairobi Garage helps accelerate these processes.

<https://nairobigarage.com/>



**The Foundry Africa** | The Foundry is a network of premiere office space and coworking community. It focuses on startups, small businesses and freelancers thanks to a supportive community of innovators, reliable services and flexible membership . They believe that collaboration, density and juxtapositions of carefully chosen companies can result in a whole that is exponentially larger, more disruptive, and more influential than the sum of its parts.

[www.thefoundry.biz](http://www.thefoundry.biz)

# VCs, ANGELS, PRIVATE EQUITY GROUPS & FACILITATORS

**Acumen Fund** | Seed capital from the Rockefeller Foundation, Cisco Systems Foundation and three individual philanthropists. Non-profit global venture fund which uses entrepreneurial approaches to solve the problems of poverty.

<http://acumen.org/about/contact/>

**African agricultural Capital Fund (AACF)** | Growth capital to boost the productivity and profitability of Africa's undercapitalized agriculture sector.

<https://www.feedthefuture.gov/model/african-agricultural-capital-fund>

**African Enterprise Challenge Fund** | A \$250m challenge fund that awards grants and repayable grants to private sector companies that wish to implement innovative, commercially viable, high-impact projects in agribusiness and renewable energy in Africa.

<http://www.aecfafrica.org/>

**African Women's Development Fund** | Grant making foundation. Its mission consists in mobilizing financial, human and material resources to support African women and the work of the African women's movement to advance women's rights and gender equality in Africa.

<http://awdf.org/>

## VENTURE CAPITAL

Type of funding for a new or growing business. It usually comes from venture capital firms that specialize in building high risk financial portfolios. With venture capital, the venture capital firm gives funding to the startup company in exchange for equity in the startup.

**African Media Ventures Fund** | Combination of venture capital and business development support. AMVF mobilizes capital and experience in the Netherlands to invest in entrepreneurs in the media sector and small and medium sized African media companies.

<http://www.amvf.nl/>

**Agri Vie** | Closed-end private equity investment fund specializing on food and agribusiness in Sub-Saharan Africa. The fund focuses on the value added components of the agribusiness value chain, including inputs to, processing, marketing and distribution of products derived from agriculture, ecotourism, aquaculture and forestry. <http://agrivie.com/>

**African Development Foundation** | Independent United States Government Agency that provides grants of up to \$250,000 to community groups and small enterprises that benefit under-served and marginalized groups in Sub-Saharan Africa.

<http://www.usadf.gov/>

**African Seed Investment Fund** | Closed private equity fund managed by Pearl Capital Partners. ASIF was launched in 2009 to provide risk capital to seed companies that deliver certified products to smallholder farmers in Ethiopia, Kenya, Malawi, Mozambique, Rwanda, Tanzania, Uganda and Zambia.

[www.africa-assets.com/data/funds/african-seed-investment-fund](http://www.africa-assets.com/data/funds/african-seed-investment-fund)





**CDC** | UK's development finance institution. Supports businesses in Africa and South Asia by investing directly providing equity, debt, mezzanine finance and guarantees to businesses; and also indirectly through supporting fund managers.

<http://www.cdcgroup.com/>

**Centum** | East African investment company that provides quoted private equity and private equity. Through the Centum Foundation, the company has decided to focus on financing startups to \$5 millions by 2019.

<http://www.centum.co.ke/>  
[www.centumfoundation.org](http://www.centumfoundation.org)

**Demo Africa** | Founded by Kenyan players, it is a competition aimed to connect African startups to the global ecosystem. DEMO Africa allows startups from all over Africa to meet VCs, investors, tech acquisition specialists, IT buyers and media from across the region and around the globe. The Startups are given an opportunity to launch their products to a tech eco-system under the following categories.

[www.demo-africa.com/](http://www.demo-africa.com/)



**Energy Access Ventures** | EAV is the first focused venture firm that invests in the growing number of dynamic and innovative companies that are taking on the challenge of **lack of access to electricity** in Sub-saharan Africa.

[www.eavafrica.com](http://www.eavafrica.com)

#### ANGEL INVESTORS

Also called seed investors or business angels, they are affluent individuals who inject capital for startups in exchange for ownership equity or convertible debt. Some angel investors invest through crowd funding platforms online or build angel investor networks to pool in capital. Angel investors provide more favorable terms compared to other lenders, since they usually invest in the entrepreneur starting the business rather than the viability of the business.

**Fanisi** | US\$50M fund which makes direct investments (private equity and venture capital) in businesses with potential for substantial growth.

<http://www.fanisi.com/>

**FMO Entrepreneurial Development Bank** | Dutch development bank. Private sector development bank whose mission is to empower entrepreneurs.

<https://www.fmo.nl/>

**GroFin** | Patient capital and specialized business support to grow emerging market enterprises. GroFin offers technical assistance grants and debt mezzanine.

<http://www.africa-eu-renewables.org/funds/grofin-sgb-fund/>

**IFC** | International financial institution that offers investment, advisory, and asset management services to encourage private sector development in developing countries.

[http://www.ifc.org/wps/wcm/connect/corp\\_ext\\_content/ifc\\_external\\_corporate\\_site/home](http://www.ifc.org/wps/wcm/connect/corp_ext_content/ifc_external_corporate_site/home)  
<http://www.africainvest.com/#>

**Internet Society Kenya Chapter** | Internet Society Kenya Chapter is a not for profit Internet Technical Community that aims at advancing internet policy, technology standards and future developments of the Internet in Kenya. The Internet Society has for many years been the champion for internet advancement and open resource. It is part of a global network.

[www.internetsociety.or.ke](http://www.internetsociety.or.ke)

**Investment AB Kinnevik** | Swedish investment company focused on digital consumer businesses (e-commerce and market places, communication, entertainment, and financial services). It invests in and manages a long-term portfolio of listed and unlisted companies.

<https://www.kinnevik.com/>

**Lelapa Fund** | Crowdfunding investment platform connecting global investors with African growth ventures.

<https://www.lelapafund.com/>

#### PRIVATE EQUITY GROUPS OR FUNDS

Private equity is capital that is not noted on a public exchange. Private equity is composed of funds and investors that directly invest in private companies.

**Mettā** | Mettā is a global entrepreneurs' club that connects people, ideas and resources. It has created a space in Nairobi.

[www.metta.co/nairobi#events](http://www.metta.co/nairobi#events)

**Nest** | Honk Kong based venture capital firm with an office in Nairobi. Nest works with entrepreneurs by sharing knowledge, experience, providing access to funding and introducing itself to startups.

<http://nest.vc/>

**Novastar Ventures** | A catalyst firm assisting the next generation of entrepreneurs who are designing and executing innovative business models. It aims at investing in early stage businesses with the ambition to transform low-income consumer markets and alleviate severe social issues, by deploying innovative business models with the potential of growing rapidly.

[www.novastarventures.com](http://www.novastarventures.com)

**Proparco** | French Development Agency subsidiary specializing in private-sector financing. It extends medium and long-term loans at market conditions, in euros, dollars or local currencies and financing through share capital acquisitions or guarantees.

[www.proparco.fr](http://www.proparco.fr)

**Savannah Fund** | Seed capital fund specializing in US\$25,000-US\$500,000 investments in early stage high growth technology (web and mobile) startups in sub-Saharan Africa. Initially focused on East Africa, the fund aims to bridge the early stage/angel and venture capital investment gap that currently exists in Africa.

<http://savannah.vc/>

**Safaricom Foundation** | US\$1 million investment fund launched for tech startups by Kenyan operator Safaricom.

[www.safaricomfoundation.org](http://www.safaricomfoundation.org)

**The Baobab Network** | Facilitator that top immerses investment and strategy professionals from around the world into early stage tech businesses in Africa that are actively looking to raise equity rounds. The most promising companies are plugged into a carefully curated network of Angel, VC and Impact Investors.

<http://thebaobabnetwork.com/ourwork/>

**TLcom** | International VC fund focused on tech and innovation for Sub Saharan Africa across all stages of the venture capital cycle. TLcom looks for entrepreneurs with the ability to identify an innovative solution to a relevant need, and help them create superior execution and a long-term competitive advantage.

[www.tlcomcapital.com](http://www.tlcomcapital.com)

**Tony Elumelu Foundation Entrepreneurship Program**

<http://tonyelumelifoundation.org/g/programme/about-us/>

**Viktoria Ventures** | Kenyan company helping early-stage companies to obtain seed funding from angel investors & forge networks necessary for growth.

<https://vc4a.com/viktoria-ventures>

**“The word entrepreneur is French ; it is in our DNA. We have a strong desire to start things and set up businesses.”**

*Xavier Niel*

**AIG** | Africa Internet Group, a Rocket-backed company, through its subsidiaries, provides digital services and infrastructures through online and mobile market places and classifieds. The company operates:

- Jumia, an online marketplace for IT equipment, fashion, cosmetics, home appliances, cars, and more;
- Jumia House, a real estate marketplace
- Jumia Travel, an online hotel booking;
- Jumia Food, an online and mobile platform that allows customers to order food;
- Jumia Car, a vehicle marketplace (not available in Kenya).

[www.rocket-internet.com](http://www.rocket-internet.com)



**Africa  
Internet  
Group**

**Arjo System** | Provider of e-ID solutions. Arjo System offers e-Passport solutions for government agencies and security printers; e-identification solutions; border control management solutions; smart cards for public transportation market to enhance the performances of access control systems; and turnkey solutions for sport and events ticketing access control.

<http://www.arjo-systems.com/fr/>



### Interested to set-up in France?

**Website “Welcome to France”** | This new service for welcoming international talent consists of a website, which acts as a unique resource center to inform and guide candidates for expatriation in France. The website enables visitors to see the various formalities required before moving to France and during the years. It is designed to help a range of different groups: companies, investors, start-ups, lawyers, relocation companies, etc.

[www.welcometofrance.com](http://www.welcometofrance.com)

[www.makeourplanetgreatagain.fr](http://www.makeourplanetgreatagain.fr)

**Safran** | Supplier of systems and equipment for aerospace, defense and security. The defense security branch operates in the civil, military, and space markets, and covers the following areas: inertial guidance and navigation equipment, optronics systems and equipment, avionics systems, UAV systems, air-land systems and equipment, biometric identification systems, secure transaction terminals, and smart cards.

<https://www.safran-group.com/>



**Thales** | Thales Group designs and builds electrical systems and provides services for the aerospace, defense, transportation and security markets. The capabilities of Thales span a wide spectrum of high technology products and services. These include command and control systems, communications and mission management systems, electronic warfare, sonar and underwater systems, etc.

[www.thalesgroup.com/en](http://www.thalesgroup.com/en)

**THALES**



# INSTITUTIONAL ORGANISATIONS

**Business France** | Business France is the national agency supporting the international development of the French economy, responsible for fostering export growth by French businesses, as well as promoting and facilitating international investment in France.

[www.en.businessfrance.fr](http://www.en.businessfrance.fr)

---

**Bpifrance** | Bpifrance provides assistance and financial support to small and medium-sized French enterprises or foreign companies working with French suppliers. Bpifrance is running several innovation support programs, either for individual companies or for collaborative research and innovation projects (of which clusters projects), and several investment funds dedicated to innovation support, in eco-technologies, life sciences, ICT and other sectors.

<http://www.bpifrance.fr/>

---

**Communications Authority of Kenya** | The Communications Authority of Kenya is the regulatory authority for the communications sector in Kenya. It is responsible for facilitating the development of the Information and Communications sectors including; broadcasting, multimedia, telecommunications, electronic commerce, postal and courier services.

[www.ca.go.ke](http://www.ca.go.ke)

---

**French Ministry for the Economy and Finance – French Tech Mission** | To make France a “Digital Republic”, the Government has launched a major collective effort to bolster the growth and standing of French digital start-ups, and to shape its international dimension, notably through the French Tech Hub label, aimed at advance the establishment of French startups abroad and to promote the attractiveness of France to foreign entrepreneurs and investors.

[www.gouvernement.fr/en/la-french-tech](http://www.gouvernement.fr/en/la-french-tech)

---

**French Treasury** | Three financial can be mobilized:

**The FASEP (Fonds d'Aide au Secteur Privé)** is a grant instrument from the French Treasury designed to bring a consistent answer to the specific needs expressed by a public entity in a developing country (central or local government, technical agency).

**French Treasury soft loans** | France can provide direct financing for a public project in developing countries under the form of sovereign state-to-state soft loans. These concessional loans come with highly favorable financing conditions, including a 35% grant element.

**French Treasury non-concessional loans** | France can also provide direct financing for an extended range of countries and sectors by delivering non-concessional loans.

**ICT Authority** | The Information and Communication Technology Authority is a State Corporation under the Kenyan Ministry of ICT established in August 2013. It is tasked with rationalising and streamlining the management of all Government of Kenya ICT functions. Our broad mandate entails enforcing ICT standards in Government and enhancing the supervision of its electronic communication.

[www.icta.go.ke](http://www.icta.go.ke)

---

**Kenyan Ministry of ICT** | The Ministry of Information, Communications and Technology is in charge of administering, managing and developing the information, broadcasting and communication policy. The mandate of the Ministry comprises the formulation of policies and laws that regulate standards and services in the ICT sector, telecommunications and the media industry. It is responsible of developing, reviewing and administering ICT standards, building capacity of mass media and ICT, and the dissemination of public information through KBC.

[www.ict.go.ke](http://www.ict.go.ke)

---

“Just like the Nairobi skyline, the East African tech sector is under construction. The foundation has been laid, and although there are still challenges that need to be addressed, all the key components necessary for a robust and vibrant ecosystem are in place. With mobile and smartphone penetration continuing to grow, driving increased online access and spending, the next couple of years will be game changing for technology in Africa.”

To get in touch with French Tech Community // Nairobi :



[frenchtechnbi@gmail.com](mailto:frenchtechnbi@gmail.com)



French Tech Nairobi



FrenchTechNairobi  
@FrenchTechNbi