

**AFRICAN CENTER OF
EXCELLENCE IN ENERGY FOR
SUSTAINABLE DEVELOPMENT**

Call for Proposal of innovative business ideas



UNIVERSITY of
RWANDA



Sida



Inter-University
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A) Background

The University of Rwanda aspires to be an internationally recognized University that excels in research and innovation, teaching and learning as well as community engagement. In collaboration with World Bank and SIDA, the University of Rwanda has established a regional incubation center with the following overall mission:

- ✓ To mentor and nurture students with business ideas,
- ✓ To provide business coaching and training through boot camps
- ✓ To outsource seed funding for start-ups and support to validate prototype business commencement
- ✓ To help students and other start-ups to do networking with industry, practitioners, funders, experts and business communities

It is in this context that the present call issued by African Center of Excellence in Energy for Sustainable Development (ACEESD) invites students and other interested individuals, both nationals and non-nationals, to submit their business ideas for collaborative effort to develop a product that fits to the needs of clients while contributing to solving problems faced by surrounding communities - Rwandans and Africans at large.

B) Call for innovative business ideas

Africa Center of Excellence in Energy for Sustainable Development (ACE-ESD) calls for proposal of innovative business ideas. The proposed business idea shall aim at a practical solutions reflecting the real problems faced by communities. Given that, the African Center of Excellence in Energy for Sustainable Development(ACEESD) is funded by the World Bank and SIDA, through a collaborative approach with Public and Private sectors, the proposal should therefore reflect a collaboration with the stakeholders if need be indicating that their(proposals) should come from collaborative partnership between members of the UR - Colleges and partners from outside, the African Center of Excellence in Energy for Sustainable Development(ACEESD)through incubation center is to ensure (a) addressing a real problem from the community, and (b) business partnership by external stakeholders hence granting sustainability and later use of it. The proposed innovative business ideas should be submitted along with support document (s) justifying this partnership(s) where necessary.

C) Criteria for selection

The proposed business ideas should meet the following criteria for innovative businesses



- I. The business idea should be jointly developed and implemented with identified partners, business associate, or individuals sharing the dreams and agreed to share the journey.
- II. The business ideas should respond to and be consistent with identified problem
- III. The business idea should contribute to country priorities
- IV. Business ideas should be supported by evidence of pain or gain to be created with its actual demand.
- V. The business ideas should demonstrate high probability of profitability and financial sustainability or financial viability
- VI. The business idea should demonstrate high degree of local appropriateness and degree of responsiveness to local community pains.
- VII. The proposed business ideas should demonstrate sustainability in terms of its proposed business models for business implementation
- VIII. Should also clearly indicate why there's a need for funding
- IX. The business idea should also clearly demonstrate unique value proposition and solution fit
- X. Proposed business ideas should also indicate targeted market segment, (ex -B2B, B2C or both)

D) Submission

Call for business ideas should therefore include brief description of the following; -

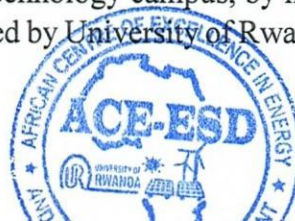
- ✓ Title of the business ideas
- ✓ Industry or sector
- ✓ Brief description of a business idea (200 max words)
- ✓ Brief description of team members and their role
- ✓ Summary of problem statement and proposed best solutions fit (maximum 250 words)
- ✓ Market segment
- ✓ Background of the founder and the promoter of the business idea and his/her business associate (max 300 words)
- ✓ Brief explanation why the ideas is doable
- ✓ Implementation phases of the business and implementation strategy
- ✓ Source of funding indicating owners contribution and external financing
- ✓ Brief gender dimension (250 max words)
- ✓ Brief profile of the Managing Director or CEO of the proposed Business or company or SME and the management team

E) Deadline for submission of the proposal

6th March, 2020: by 6:00 Pm - Kigali time

F) Pre-selection process

A pre-selection process based on formal requirements and adherence to the template will be conducted at the ACE-ESD - at College of Science & Technology campus, by national as well as international experts as selection committee to be approved by University of Rwanda management.



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G) Start up boot camp at the ACE ESD -Incubation center

Selected best business ideas, owners will be given an opportunity to attend a boot camp for a period of seven days. The aim of the boot camp is to provide business coach, mentorship and guidance. Incubates will get free access to expertise in their field and industry practitioners will be available to share their success stories and business journey

H) Incubates at the incubation center

At the end of boot camp there will be a second selection of best 5 ideas, the selected individuals will be given a seed funding and offer of business coaching as incubates at the center. The incubates will be hosted at the incubation center for a period of six month renewable to practice venture before graduation and divorce with ACE-ESD books of accounts.

I) Timeline

- ✓ 4th February 2020: call for proposal is issued ,
- ✓ 6th March, 2020: final submission of proposal at 6:00PM
- ✓ 15th March, 2020: Pre-Selection
- ✓ 20th March, 2020: National & International experts give comments
- ✓ 25th March, 2020: National & International experts committee to convene and select eligible business ideas for boot camp
- ✓ 28nd March, 2020: Start of boot camp
- ✓ 30th March , 2020: Presentation and demo
- ✓ 31st February, 202: Second Feedback for experts
- ✓ 1st April, 2020: Selection of best 5 business ideas for seed funding and incubates

H) Application

All the proposal should be submitted through this link <http://aceesd.ur.ac.rw/?q=ideas>

For any additional information, clarifications or inquiry, please do not hesitate to contact

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For more information please visit ACE-ESD website: <https://aceesd.ur.ac.rw/>


Prof Etienne Ntagwirumugara

Director of ACE-ESD

