



Accelerating Innovation and Tech Startups

**Space for National
Development**

13 November 2019

Value Chain Collaboration

Benefit	Strategy	External Forces	Business Model	Relationship	Goal
From self-interest to mutual interest and mutual benefit	From no or accidental alignment of business strategies to extensive and monitored shared strategic goals	From a belief that business occurs in an environment shaped by external forces to chain creates economic environment in which business occurs	From traditional business model to co-innovation	From a focus on own operations and personal gain to each member views itself as a part of interlinked system	From a focus on trade to a focus on learning as a system and acting on new knowledge

Success Factors



Products and Services



Infrastructure



Knowledge



Human Capital Development



Key Enabler

AIMS

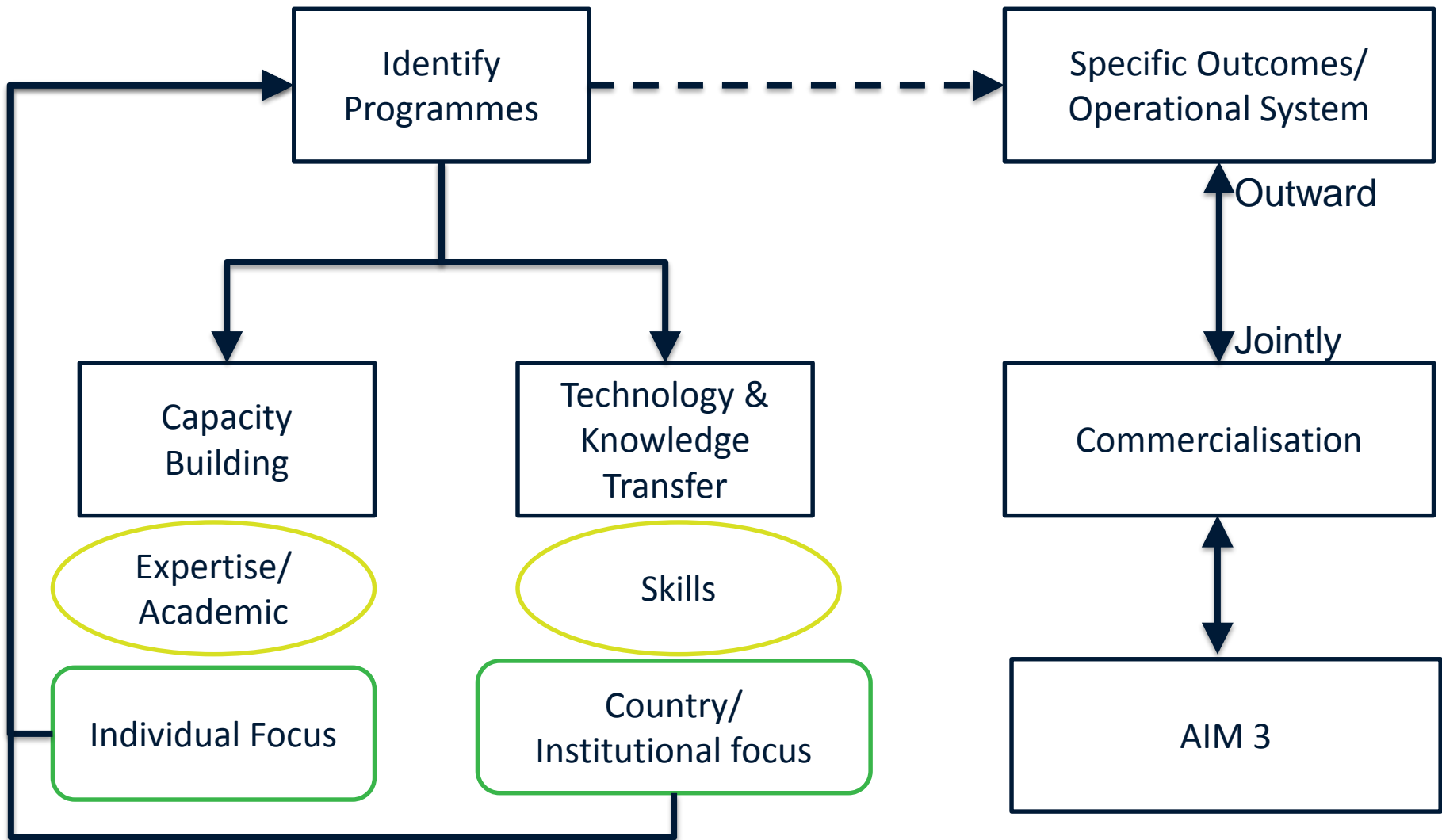
1. Creating marketing/commercialisation opportunities for the South African Industry (Aim 1)
 2. Securing access to international initiatives and addressing skills gaps (Aim 2)
 3. Strengthening and using our relationship with national institutions (Aim 3)
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AIM 1

Creating marketing/commercialisation opportunities
for the South African Industry



AIM 1: Approach



AIM 1: Underlying Factors

- Involvement of our industry
- Sharing of background IP
- Joint funding sources (ARF, AfDB, PICC,...)
- Positioning of existing initiatives
- Focused collaboration (bilateral)

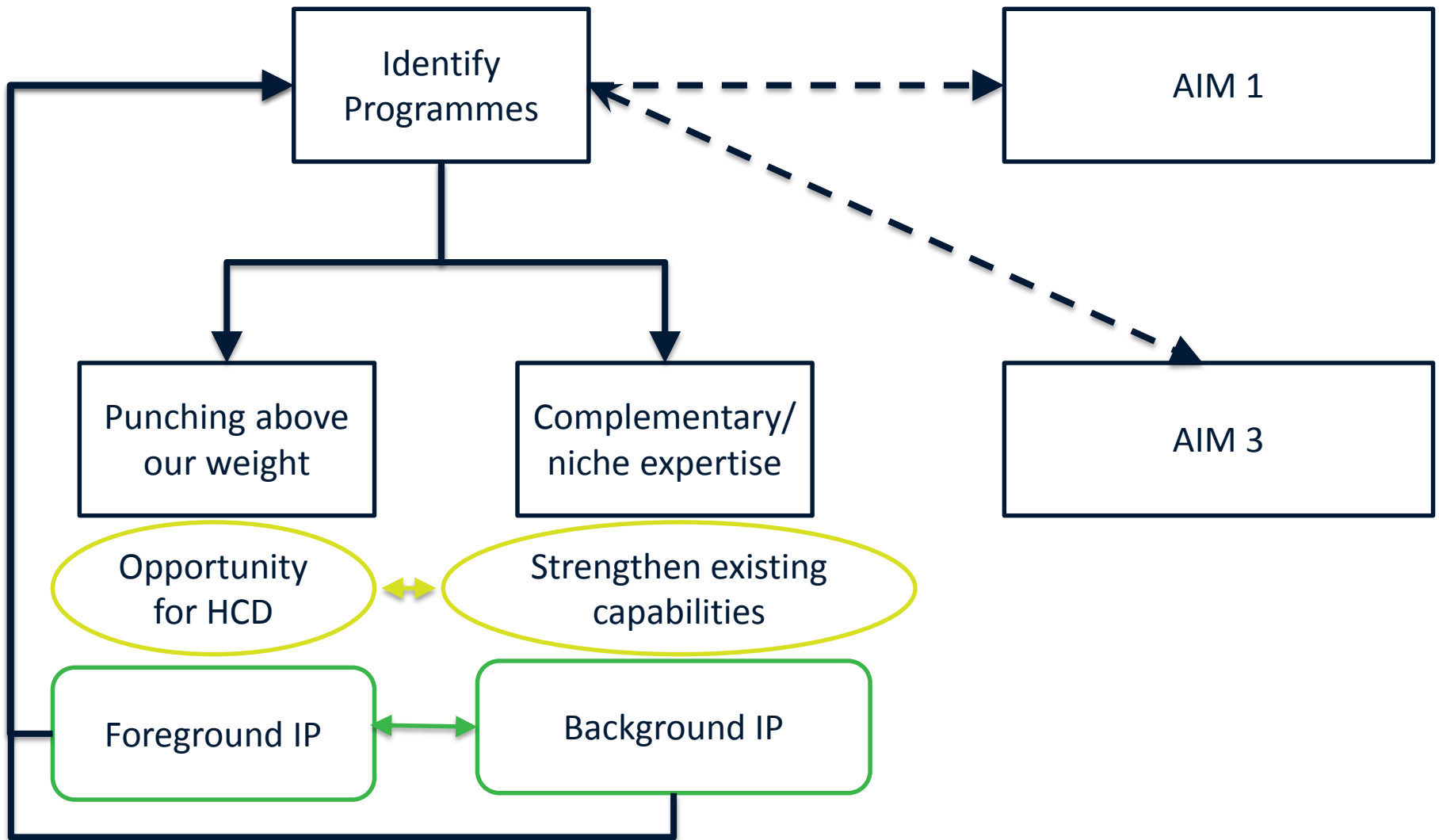
AIM 1: Interventions

- Assistance in national Policy/Strategy development
- Using our existing capabilities
- Specific programme focus:
 - Disasters
 - Water
 - Agriculture
 - Human settlements
 - Sustainable environments, cities,

AIM 2

Securing access to international initiatives and addressing skills gaps

AIM 2: Approach



AIM 2: Underlying Factors

- Involvement of our industry
- Sharing of background IP/development of foreground IP
- Repositioning of existing initiatives
- Staff/student exchange
- Equal partnerships

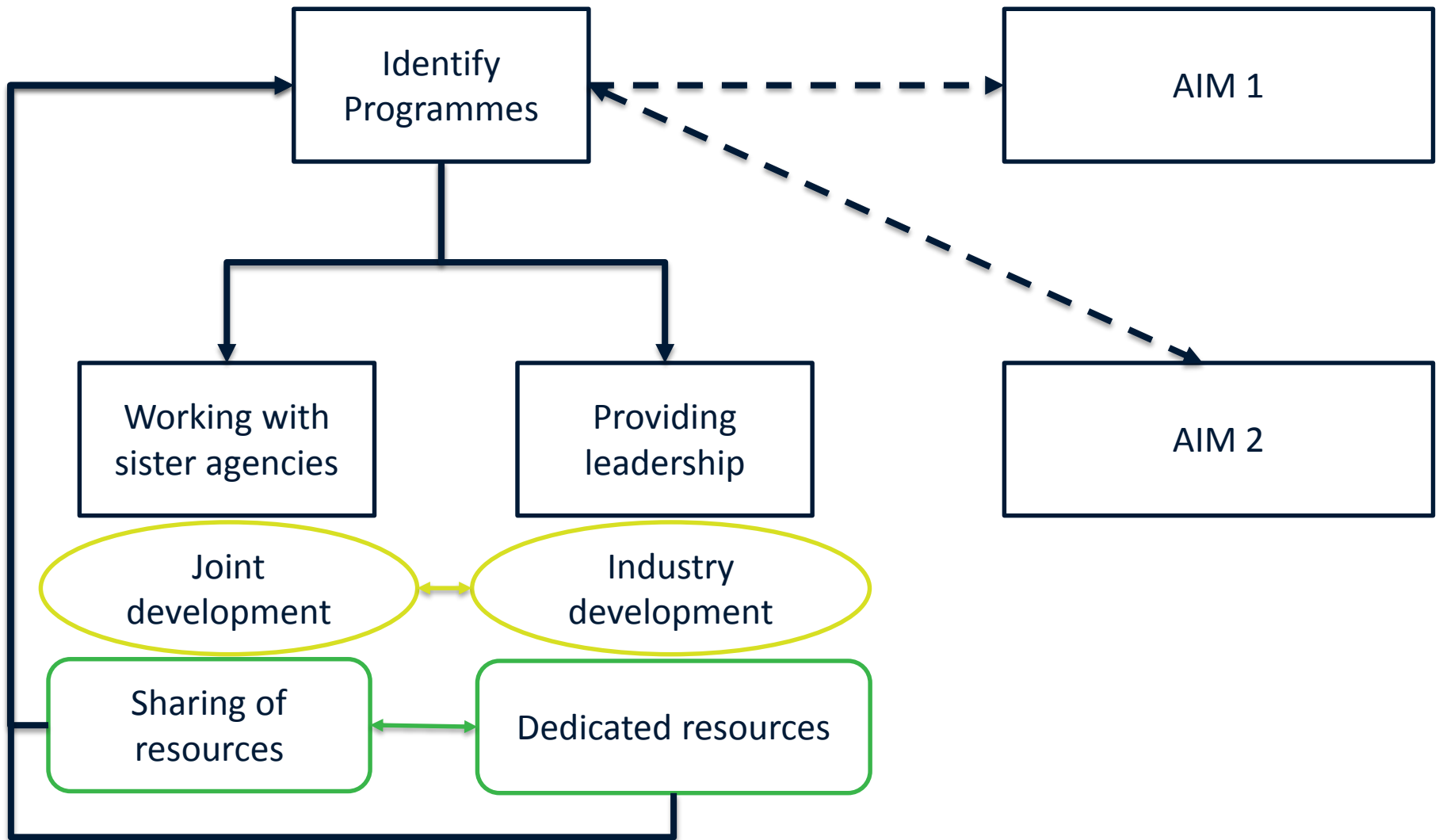
AIM 2: Interventions

- Development of an IP Policy
- Value proposition matrix to assess new interventions and opportunities
- Leverage Inter-governmental Bilateral agreements

AIM 3

Strengthening and using our relationship with national institutions

AIM 3: Approach



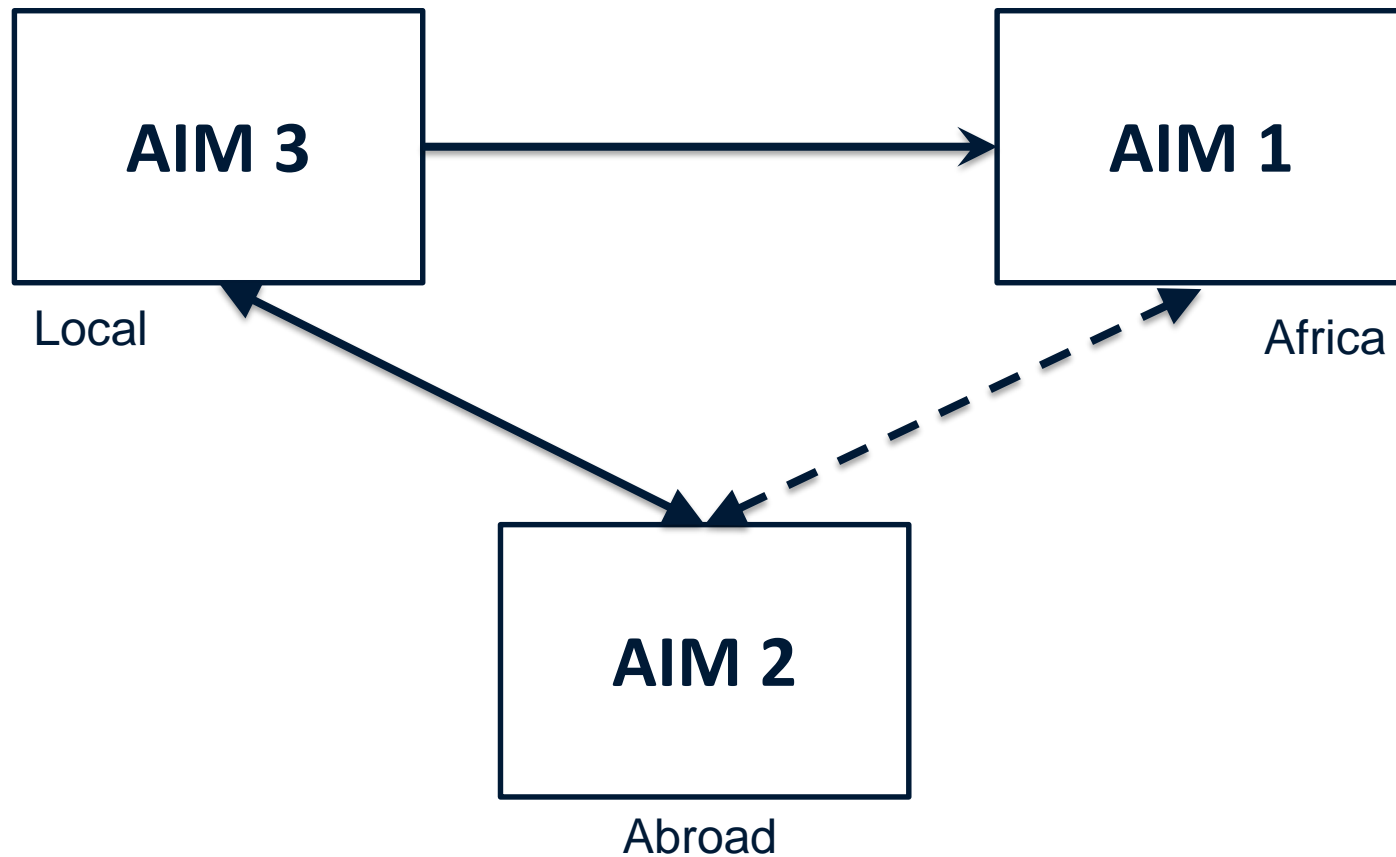
AIM 3: Underlying Factors

- Development of our industry
- Co-development and sharing of IP
- Strengthening of existing initiatives
- Development of new initiatives
- Target focus on user segment

AIM 3: Interventions

- Development of an Industry Development Framework
- Centers of Excellence
- Centers of Competence
- Technology development roadmap

Inter-relationship of AIMS



What is required?

- Strategic Engagement Strategy
- Development of protocols
- Identification of opportunities
- Project plan for stakeholder engagement
- Standing EXCO item



Thank you
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