



# 2023 REPORT

## COMMERCIALISATION AND ENTREPRENEURIAL INSTITUTIONS LEADERS' SUMMIT (CEIL)



18th-19th October 2023



Pride Inn Paradise Resort & Spa  
Convention Centre, Mombasa

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# FOREWORD

Welcome to the summary of the CEIL Summit 2023 hosted by KeNIA, British Council and Lemelson Foundation. The CEIL Summit, a catalyst for collaboration, brought together diverse stakeholders—from visionary business leaders to seasoned investors. Themed “Getting it Right on Commercialization of Research Outputs and Ideas,” and navigated crucial facets of innovation commercialization within academia and research centers, laying the groundwork for profound initiatives.

Within these pages, you’ll embark on a journey through the summit’s key outcomes, insights, and initiatives. From strategic partnerships to innovative commercialization masterplans, each aspect embodies the spirit of collaboration and progress. A standout achievement was formalizing the partnership between KeNIA and the World Business Angel Investment Forum (WBAIF), broadening horizons for Kenyan startups. Additionally, the summit unveiled Institutional Commercialization masterplans, marking significant strides in transforming research outputs into tangible socio-economic impacts.

Moreover, pivotal discussions on academia-industry linkages, access to finance, and fostering an innovative culture underscored the critical role of collaboration, strategic planning, and agile innovation in driving sustainable growth.

As we reflect on the CEIL Summit 2023, we acknowledge the ongoing journey towards a thriving innovation ecosystem. The insights gained and partnerships forged will continue to fuel collaboration and innovation-driven progress in Kenya and beyond. The CEIL Summit 2024 is scheduled for the 29th and 30th August in Mombasa. In closing,

I extend heartfelt gratitude to all participants, speakers, sponsors, and partners. Your dedication to advancing innovation and entrepreneurship propels us towards a brighter, more prosperous future.



*TK Omwansa*

**Dr. Tonny Omwansa**

*Chief Executive Officer*

*Kenya National Innovation Agency (KeNIA)*

## ABOUT KeNIA

The Kenya National Innovation Agency (KeNIA) is a state corporation established under the Science, Technology, and Innovation (STI) Act, No. 28 of 2013, the agency is responsible for coordinating the National Innovation System.

The Agency's mission is to develop and manage a dynamic national innovation system that facilitates taking ideas to the market. As a catalysing agency for the national innovation ecosystem, KeNIA is mandated to ensure that every stakeholder within the innovation eco- system receives the support that they need to innovate within their spaces, subsequently collating these efforts towards the national priorities and successful socio- economic development.

Working with partners, KeNIA strengthens interrelationships between actors to promote innovation and enterprise development out of research and ideas. This spans from supporting the identification, recording and protection of innovative ideas to coordinating the establishment and implementation of appropriate policies, standards, processes, infrastructure, and partnerships. The agency also works with partners to ensure appropriate prioritisation, relevant capacity development, innovation recognition and publication.

### Contact Information



Ground Floor, NACOSTI Building, Off Waiyaki Way  
P.O. Box 22269-00100, Nairobi, Kenya



[info@innovationagency.go.ke](mailto:info@innovationagency.go.ke)



+254-792 446 976



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

# ACRONYMS

<b>ACTS</b>	African Centre for Technology Studies
<b>AI</b>	Artificial Intelligence
<b>ATIP</b>	Africa Technology and Innovation Partnerships
<b>CEIL</b>	Commercialisation and Entrepreneurial Institution Leaders' Summit
<b>CEO</b>	Chief Executive Officer
<b>CS</b>	Cabinet Secretary
<b>CUE</b>	Commission for University Education
<b>DAAD</b>	German Academic Exchange Service
<b>DeKUT</b>	Dedan Kimathi University of Technology
<b>DeST</b>	Park Dedan Kimathi Science and Technology Park
<b>GDP</b>	Gross Domestic Product
<b>ICIPE</b>	International Centre of Insect Physiology & Ecology
<b>ICMP</b>	Internet Control Message Protocol
<b>ICT</b>	Information and Communication Technology
<b>IP</b>	Intellectual Property
<b>ISP</b>	Institutional Support Programme
<b>IWGs</b>	Institutional Working Groups
<b>JU-IIC</b>	Jimma University Innovation Incubation Centre
<b>KALRO</b>	Kenya Agricultural and Livestock Research Organisation
<b>KeCOBO</b>	Kenya Copyright Board
<b>KeNIA</b>	Kenya National Innovation Agency

<b>KIO</b>	Kenya Innovation Outlook
<b>KIPI</b>	Kenya Industrial Property Institute
<b>KIRDI</b>	Kenya Industrial Research & Development Institute
<b>KIW2023 - CW ED</b>	Kenya Innovation Week 2023 – Commonwealth Edition
<b>KNEIL</b>	Kenya Network of Entrepreneurial Institutions Leaders
<b>NACOSTI</b>	National Commission for Science, Technology, and Innovation
<b>NFRIEI</b>	National forum for Research, Innovation Entrepreneurship, and Industry Linkages
<b>NRF</b>	National Research Fund
<b>R2C</b>	Research to Commercialisation
<b>RISA</b>	Research and Innovation Systems for Africa
<b>RSIF</b>	Research Scholarship Innovation Fund
<b>SDG</b>	Sustainable Development Goals
<b>SMEs</b>	Small and Medium-sized Enterprises
<b>TTOs</b>	Technology Transfer Offices
<b>TVETs</b>	Technical and Vocational Education and Training Institutions
<b>UK</b>	United Kingdom
<b>VC</b>	Vice Chancellor
<b>VCs</b>	Venture Capitalists
<b>WBAF</b>	World Business Angels Investment Forum
<b>WIPO</b>	World Intellectual Property Organization

# DEFINITION OF TERMS

- **Agency:** Kenya National Innovation Agency
- **Commercialisation:** The process by which any Intellectual Property assets may be adapted or used for any purpose that may provide benefit to society or commercial use on reasonable terms. It includes assignment, licensing, and establishment of spin-offs to offer the Intellectual Property as a product or service.
- **Incubator:** A program or facility that helps startups in their infancy succeed by providing workspace, seed funding, mentoring, and training among other support services.
- **Industrial Design:** Means the overall appearance of a product resulting from one or more visual features of the shape, configuration, pattern, or ornamentation of a product.
- **Innovation ecosystem/system:** Complex network of people, organizations, institutions, government policy and regulations that support and promote innovation. It includes the interactions between people to take an idea and turn it into a marketable process, product, or service.
- **Innovation:** Process of creating, developing, and implementing new ideas, products, services, processes, or methods with the aim of improving efficiency, effectiveness, or solving existing problems.
- **Innovator:** A person who transforms ideas into practical reality in the form of products, process, or service.
- **Intellectual property (IP):** Creations of the mind such as inventions; literary and artistic works; and symbols, names and images used in commerce for which proprietary rights may be obtained or enforced by law.
- **Inventor:** A person who discovers, invents, develops, designs, or breeds.
- **Keynote Speeches:** Inspirational talks by renowned persons and industry leaders sharing their entrepreneurial journey and valuable insights.
- **Knowledge Sharing:** Sharing of best practices, success stories, and lessons learned in the areas of Commercialisation, innovation, and technology transfer.
- **Patent:** An exclusive right granted for an invention which provides the inventor with the exclusive right to prevent others from possessing, using, selling, manufacturing, and importing the patented invention or offering to do any of these things within a definite geographical area. In Kenya, a patent is granted by the Kenya Industrial Property Institute for a period of 20 years from the filing date of application.
- **Pitch Competition:** A platform for startups and aspiring entrepreneurs to pitch their business ideas to a panel of investors and industry experts, with a chance to secure funding and support.

- **Policy:** This is a law and regulation that provide guidelines within the innovation ecosystem
- **Spinoff:** This is a company established based on research results from a university and research organisation by the people within universities.
- **Startup:** A startup is a company which has the potential to grow and scale fast and meets a particular market/consumer need. This is generally achieved through a viable business model around innovative product, service, process, or a platform.
- **Technology Transfer Mechanisms:** Frameworks that facilitate the transfer of technology from research institutions to the private sector for Commercialisation.
- **Technology transfer:** The process of transferring scientific findings, technological knowledge, or innovations developed in one organization, institution, or context to another for practical application or Commercialisation.



# BACKGROUND AND INTRODUCTION TO CEIL SUMMIT 2023

The **Commercialization and Entrepreneurial Institutions Leaders' (CEIL) Summit** stands as an annual flagship initiative designed by the **Kenya National Innovation Agency (KeNIA)** to serve as a pivotal gathering driving forward the national innovation system. The purpose of the summit was to deliberate on issues surrounding innovation funding, case studies on commercialization, and the catalysation of innovation and entrepreneurial systems within institutions of higher learning and research centres.

The Kenya National Innovation Agency has so far held two editions of CEIL Summit. One in 2021 and another in 2022. From the two editions, CEIL summit has proved to be a platform where stakeholders in Higher Education Institutions engage, share successes, lessons and set targets for the new year. For KeNIA, it also serves as a platform to commission and report on projects resulting from the summit resolutions.

The table below presents a summary of the summit resolutions made in 2022 and implementation status as of October 2023 when the third edition of the summit was held.

	CEIL Summit 2022 Resolutions	Status as at October 2023
1.	Commercialization guidelines to be launched on 8th December 2022	Commercialization guidelines launched at the Kenya Innovation Week 2022 and disseminated
2.	Kenya Network of Entrepreneurial Institutions Leaders (KNEIL) to be operationalised by March 2023	Kenya Network of Entrepreneurial Institutions Leaders (KNEIL) established and a council comprising of Vice Chancellors established and is now operational
3.	Technology Transfer & Commercialization Offices (TTCO) policy and funding framework to be led by Ministry in 2023	National IP policy drafted and set for launch in 2024
4.	Kenya Innovation Bridge by KeNIA to be strengthened to support national data on innovations	
5.	Entrepreneurial Institutions' maturity Framework (EIMF) to be designed and piloted by June 2023	Entrepreneurial Institutions' maturity Framework (EIMF) developed and piloted
6.	Institutional Commercialization Support (IS) programme by KeNIA to be scaled in 2023	Eleven institutions admitted into the second cohort of the IS programme an increase from five in the first cohort.

7.	KeNIA’s Uvumbuzi Newsletter to capture stories of innovations in institutions from 2023	
8.	Kenya Network of Entrepreneurial Institutions Leaders (KNEIL) to conceptualize and run an Industry - Academia linkages strengthening	Development of strategic plan underway.

Held from **18th - 19th October 2023**, at the **Pride Inn Paradise Resort & Spa Convention Centre** in **Mombasa**, the second edition of the CEIL Summit brought together key stakeholders, entrepreneurs, visionary business leaders, investors, institutional heads, government officials, and diverse stakeholders to exchange ideas, learn from experts, and explore opportunities for growth and collaboration in various industries. With the theme **“Getting it right in the Commercialization of Research Outputs and Ideas,”** this summit stood as a cornerstone event that facilitated profound discussions, collaborations, and insights into vital aspects of innovation commercialization within higher learning institutions and research centres.

## **CEIL SUMMIT 2023 THEME: Getting it Right on Commercialisation of Research Outputs and Ideas**

### **Objectives of the Summit**

- Encourage Entrepreneurship:** Inspire and encourage aspiring entrepreneurs to take the leap and transform their ideas into successful businesses, driving economic growth in the region.
- Facilitate Knowledge Exchange:** Provide a platform for experienced entrepreneurs, industry leaders, and experts to share their insights, best practices, and success stories.
- Foster Networking and Collaboration:** Create opportunities for attendees to connect with potential partners, investors, and mentors, fostering a collaborative business ecosystem in Africa.
- Promote Commercialisation:** Promote the commercialization of innovative products, services, and technologies, enabling local businesses to scale and access new markets.

### **Summit Agenda**

The summit spanned two days and consisted of various sessions, workshops, panel discussions, and networking opportunities. The agenda covered the following key topics:

- Keynote Speeches:** Inspirational talks by renowned entrepreneurs and industry leaders sharing their entrepreneurial journey and valuable insights.
- Panel Discussions:** Discussions on topics such as **“Access to Funding and Investment Opportunities,” “Overcoming Entrepreneurial Challenges,” “Industry - Academia Linkages,”** and **“Building Sustainable Businesses.”**



- **Breakout workshops:** Sessions engaging in detailed discussions on areas such as successful commercialisation models in institutions and establishing technology transfer infrastructure.
- **Pitch Competition:** A platform for startups and aspiring entrepreneurs to pitch their business ideas to a panel of investors and industry experts, with a chance to secure funding and support.
- **Networking Sessions:** Informal networking sessions to facilitate meaningful connections and collaborations among participants.

### Target Audience

- University leaders
- Research Centre leaders,
- Government Representatives and Policymakers
- Private sector – Established Business Leaders
- Academics and Researchers
- Startup Incubators and Accelerators

### Expected Outcomes

- **Strengthened Partnerships and Collaboration:** The conference can serve as a platform for networking and building relationships between leaders from different regions.
- **Enhanced Knowledge Sharing:** The summit can facilitate the sharing of best practices, success stories, and lessons learned in the areas of commercialization, innovation, and technology transfer. This knowledge exchange can benefit all participants and help them improve their respective approaches.
- **Development of Supportive Policies and Regulations:** Government leaders from Africa, and other countries may gain insights into the regulatory and policy changes needed to promote entrepreneurship and technology transfer. As a result, supportive policies and regulations may be formulated or enhanced.
- **Establishment of Technology Transfer Mechanisms:** Discussions may lead to the establishment of frameworks and mechanisms to facilitate the transfer of technology from research institutions to the private sector for commercialization.
- **Fostering an Entrepreneurial and Innovation culture:** By emphasizing the importance of innovation and technology transfer, the conference can help foster a culture of innovation in African countries, inspiring more entrepreneurs and startups to pursue ground-breaking ideas.
- **Creation of Entrepreneurial Ecosystems:** The summit could inspire stakeholders to work together to develop and strengthen entrepreneurial ecosystems in various African regions, offering support, funding, and mentorship to startups.

## EXECUTIVE SUMMARY

From 17th - 19th October 2023, world institutional leaders, researchers, innovators, and development partners gathered at the Commercialisation and Entrepreneurial Institutions Leaders' (CEIL) Summit in Mombasa for in depth deliberations on fostering of innovation, promoting entrepreneurship, and advancing commercialisation of research outputs in Kenya and across Africa. The summit themed **"Getting it Right on Commercialization of Research Outputs and Ideas"** sought to provide a comprehensive roadmap within the innovation ecosystem. This briefing reviewed the key outcomes of CEIL2023 and provides context and nuance to the main headlines coming out of the summit. Speakers and panellists provided perspectives and key takeaways from the government, private sector, philanthropy, and non-governmental perspectives.

CEIL Summit 2023 was an opportunity for institutional leaders to convene on the international stage and deliberate on key factors affecting the innovation ecosystem while also networking and forging new roadmaps to commercialisation of research outputs and innovations within Kenyan institutions. CEIL Summit 2023 saw the development of partnerships seeking to support emerging startups within Kenyan institutions of higher learning. **Kenya National Innovation Agency (KeNIA) CEO, Dr. Tonny Omwansa** officially signed a letter of intent between the Agency and the World Business Angel Investment Forum (WBAF). A collaboration that facilitates access for Kenyan student-led startups in higher learning institutions to global financial inclusion centres, enabling them to connect with global investors and mentors from the forum's 148 member countries.

During the summit, **Cabinet Secretary for Youth Affairs, Creative Economy and Sports, Hon. Ababu Namwamba, EGH** strongly recommended an elevation of research and innovation funding to one billion Kenyan shillings, underlining the crucial role of financial backing and the substantial, enduring advantages our nation can expect to gain.

CEIL Summit 2023 saw the signing-off of five Institutional Commercialization masterplans under the Institutional Commercialization Support Program and the unveiling of the second cohort, consisting of eleven (11) universities. Top Government officials attended the summit, including Cabinet Secretaries, Principal Secretaries, Chief Executive Officers, Vice Chancellors, and institutional heads from Africa and beyond.

### Overview of Summit Proceedings

Across the two days speakers in the plenary sessions provided context, background information and food for thought for participants to carry into the breakout sessions, in which they engaged in dialogue of around six topics: strengthening of partnerships and collaborations, enhanced knowledge sharing, development of supportive policies and regulations, establishment of technology transfer mechanisms, fostering of an entrepreneurial and innovative culture, and creation of entrepreneurial ecosystems.

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### 1. Commercialisation

A recurring theme throughout the summit, commercialisation of research outputs and ideas into market products that spur economic growth and job creation pervaded every discussion. Participants thoroughly examined the significance of enhancing capabilities of commercialisation units within higher academic institutions. They underscored the importance of capacity development, funding, dissemination of knowledge and academia–industry linkages as essential action plans for transforming the substantial volume of research publications that often remain unused on shelves into commercially viable products

### 2. Innovation as a tool for job creation

Many conversations during the CEIL summit 2023 established a common ground; using innovation as a tool for job creation is strategic imperative for driving economic growth, enhancing the overall well-being of Kenyan citizens, and addressing the high rate of youth unemployment. Kenya is characterized by a predominantly youthful population, with 75% of the current residents falling under the age of 35 years. With an annual population growth rate of 2.28%, participants acknowledged the need for proactive measures to address the rising unemployment rate, intensified by the expanding population.

### 3. Access to finance

Funding is the life blood of innovation. It fuels the entire innovation ecosystem from research and development to commercialisation and market adoption. It actuates resource allocation, a key determinant in an organization's ability to achieve its goals, adapt to changing circumstances and thrive in an ever-evolving world. Throughout the summit, conversations on funding underscored its role in ensuring the National Innovation System is comprehensive and operational to facilitate commercialisation of innovations either directly or indirectly.

### 4. Academia–Industry linkages

Long gone are the days when universities were mere educational centres. Over the years and throughout scientific revolutions, universities have become central players in regional and national economic development. The emergence of the knowledge-based innovation economy has externally influenced academic structures and internal developments of academic entrepreneurship in universities. This collaboration benefits not only academia and industry but also the society. Both players attributed a lack of absorptive capacity on created innovations, weak industrial base of local industries and poor integration of research activities as some of the factors that contribute to the deficiency in this partnership. Simultaneously identifying staff mobility across the sectors as a pivotal solution to this issue.

CEIL Summit 2023 saw the signing-off of 5 Institutional Commercialisation masterplans under the Institutional Commercialization Support Program and the unveiling of the second cohort, consisting of eleven (11) universities. KeNIA CEO, Dr. Tonny Omwansa presided over the signing before CS Ababu Namwamba, EGH and Principal Secretaries, Ismail Maalim, and Dr Beatrice Muganda. Many higher learning institutions and research organisations declared their interest in joining the program, led by KeNIA in collaboration with the Africa Centre for Technology Studies, through the support of UKAid's Africa Technology and Innovation Partnership program. The initiative's overall objective is to work with interested universities and research organizations to strengthen and streamline their systems and processes towards successful commercialisation of their research outputs.

### **5. Developing an innovative culture as a nation**

Participants recognized that developing an innovative culture within a nation is of paramount importance as it encourages creativity, entrepreneurship, and adaptability, leading to economic growth, job creation, improved quality of life and long-term sustainability. They acknowledged that higher learning institutions stand at the forefront of achieving a comprehensive and cultured National Innovation System.

### **6. Protection of Intellectual property**

An integral theme throughout the summit, participants engaged in conversations about the significance of intellectual property management and the crucial role it plays in ensuring innovators fully leverage their intellectual assets. Attendees delved into the current infrastructures, highlighting a lack of awareness among students and researchers on existent policies. The PS-State department for Youth Affairs, and Creative Economy, Ismail Maalim reiterated its importance, pinpointing substantial advantages that can be realized through the fundamental act of safeguarding intellectual property.

### **7. Cross sectoral innovation for a progressive nation**

Cross sectoral innovation provides a novel approach to problem solving which is crucial in addressing complex challenges, improving the quality of life, driving economic growth, and creating a sustainable future. Innovation succinctly put is the creation of new value to the world. Any significant advancement can be traced back, either directly or indirectly, to an innovation, whether it is the development of a brand-new product or the enhancement of an existing product or value chain. Leading us to a conclusion that, at the nucleus of progress, stands innovation. A claim easily substantiated by comparing the way of life today to that of, say, a century ago. These days, we use electric buses, video chat, employ electric cookers for food preparation, and a host of other modern-day conveniences. When new ideas or technologies are developed and applied, they tend to generate greater output with the same input. More goods and services are produced, stimulating job creation, additional income, and business profitability. And as productivity increases more goods and services are produced, hence the economy grows. To stay ahead of the curve, it is crucial, if not imperative that we fuse innovation with every sector.

Innovation on the SDG table sits at number nine (9), alongside infrastructure and industry. For a very long time, developing nations have prioritized the two, viewing them as long-term investments whereas innovation is seen as a temporary investment. This has been a significant differentiating factor between developing and developed nations, with the latter placing an equal, if not more, emphasis on innovation as the backbone of their national development. Participants dissected the significant role it plays in the transfer of knowledge, resources, and expertise, leading to more comprehensive and effective solutions to the problems we face as a nation.



## 8. The importance of forging meaningful partnerships

Partnerships provide the collaborative framework, resources and diversity of perspectives needed to drive breakthroughs and stay competitive in a rapidly evolving world. Participants endorsed the current rate of partnerships forged by the government, acknowledging that placing Kenya on the global map will bear enormous long-term benefits. KeNIA CEO Dr. Tonny Omwansa officially endorsed a letter of intent between the Kenya National Innovation Agency and the World Business Angel Investment Forum. A collaboration that facilitates access for Kenyan student-led start-ups in higher learning institutions to global financial inclusion centres, enabling them to connect with global investors and mentors from the forum's 148 member countries. Many of the conversations were in concordance that the value startups create in both the national and subnational economy should not be underestimated in that they attract local and foreign investments, rapidly create jobs for highly skilled and unskilled workers, build local value chains and export goods and services.

## 9. Research to Commercialization pitches.

The research to commercialisation (R2C) programme is designed to help researchers, academics and entrepreneurs bridge the gap between innovative research ideas and commercial success by forging collaborations between researchers, industry partners and investors to create commercially viable products or services. KeNIA in partnership with ViKtoria Ventures is implementing the R2C accelerator with a focus on strengthening both the researchers' capacity and the institution's technology transfer capacity. Selected innovators were able to pitch at the CEIL summit with Dr. Wycliffe Chisutia Wanyonyi-Green leather revolution, Peter Kibet – Aflasafe, and Dr. Ann Carol – Wastewater treatment taking the top three spots.

## 10. KeNIA and WBAF partnership

Digitization in the wake of the COVID 19 pandemic proved to be of paramount importance and relevance in ensuring continuity of access to financial services. G20 finance ministers and Central bank governors (FMCBGs) endorsed the G20 action plan, in which they committed to promote financial inclusion by maintaining accessible and affordable financial products and services through conventional and responsible digital means while ensuring financial consumer protection. WBAF Financial Inclusion Centre, a product of this agreement, enables student-led startups of higher learning access funding and mentorship digitally across the forum's 148 member countries. Signing the agreement, KeNIA CEO, Dr Tonny Omwansa lauded the move, highlighting the vast opportunities it presents for the startup economy.

# ATTENDANCE SUMMARY

The summit brought together aspiring entrepreneurs, business leaders, investors, institutional leaders, government representatives, and other stakeholders. The CEIL summit 2023 attendance is summarised below:



**TOTAL ATTENDEES**

**213**

**LOCAL DELEGATES AT THE SUMMIT**

**201**

**INTERNATIONAL DELEGATES AT THE SUMMIT**

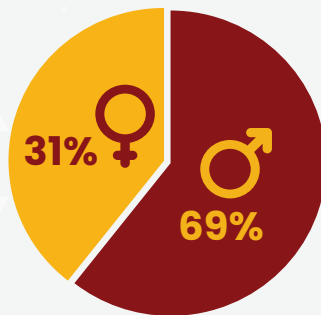
**12**

**MALE DELEGATES AT THE SUMMIT**

**146**

**FEMALE DELEGATES AT THE SUMMIT**

**67**



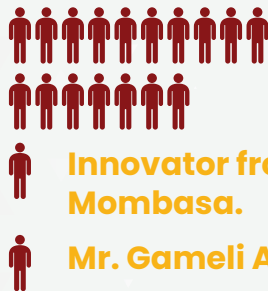
**PERSONS WITH DISABILITY**

**01**



**INNOVATORS IN ATTENDANCE**

**19**



**Research to Commercialisation program innovators.**



**Innovator from the Rocka Bag Startup based in Mombasa.**



**Mr. Gameli Adzaho - an innovator from Ghana**

**INSTITUTIONS IN ATTENDANCE**



**Universities:**

- International Universities **03**
- Public Universities **20**
- Private Universities **06**

**Technical and Vocational Training Institutions (TVETs): 08**

**Venture Funds: 03**

**Research Institutions: 06**







# SECTION A: EXPLORING COMMERCIALISATION: INSIGHTS FROM THE INDUSTRY

In this comprehensive exploration of commercialisation within the research and innovation domain, this section unfolds critical insights drawn from the private sector, industry practices, and case studies. The overarching theme revolves around guiding research institutions and higher education establishments towards effective commercialisation strategies. The discussion is structured to present lessons learned from the private sector, illuminate an industry perspective on transforming concepts into innovations, address institutional reforms advocated by the Commission for University Education (CUE), delve into institutional strengthening for commercialisation, and finally, scrutinize the pivotal role of finance from both government and private sectors. Through these diverse lenses, the narrative underscores the challenges, opportunities, and transformative measures essential for bridging the gap between academia and industry in the pursuit of scalable, sustainable, and human-centered solutions.

## • Keynote on Private Sector Lessons on Commercialisation



### Presenter: Yvonne Njeri-Director, Product Communications & Packaging-Mastercard

To provide guidance to research institutions and higher education establishments, the presentation explored the topic of commercialisation by incorporating insights from industry practices. The key insights are as discussed below:

In the pursuit of effective commercialisation strategies, institutions must prioritize solutions that are both repeatable and scalable. Adopting a human-centred approach, often facilitated by the design thinking methodology, is crucial for achieving success. Furthermore, institutions should establish clear long-term goals aligned with their mission.

Drawing lessons from corporate work experience and collaborative endeavours with partner institutions, certain key practices emerge. Private sectors, renowned for their market-savvy approach, consistently align their offerings with market needs. Institutions, therefore, should embrace market orientation and conduct robust research to identify commercial potential. Moreover, fostering industry partnerships and actively engaging with customers are pivotal for success.

Five takeaways for successful commercialisation of innovation were derived from this presentation.



## Key takeaways

1. **Business acumen** - Recognizing the need for business acumen, universities and research institutions are encouraged to cultivate entrepreneurship within their faculty.
2. **A collaborative edge** - Private firms thrive by forming strategic partnerships, and institutions should actively seek collaborations with a network of industry partners. Additionally, engaging in research partnerships and tailoring solutions to industry-specific needs are crucial components of this collaborative approach. A notable example of such collaboration is that between Makerere University Business School and Mastercard Labs.
3. **Intellectual property management** - In the realm of intellectual property, private sectors excel in protection and monetization. Consequently, institutions must develop effective IP strategies, including the establishment of tech transfer offices, clear IP policies, and licensing arrangements. These measures are essential for ensuring successful commercialization.
4. **Market awareness** - By understanding the market landscape, institutions gain insights into potential opportunities, identify unmet needs, and tailor their innovations to meet the demands of the target audience. Institutions should align their research priorities with industry needs, fostering strategic collaborations and partnerships that can accelerate the translation of ideas into marketable products or services.
5. **Agile innovation** - Agile innovation, characterized by quick adaptation to market shifts, is a hallmark of private companies. Institutions can leverage agile project management to similarly adjust rapidly, accelerate innovation, gather feedback, and improve efficiency.

### • Keynote on Turning ideas into innovations: An industry perspective.



#### Presenter: Ms. Pamela Hill, Executive Cardiovascular Sales Specialist - AstraZeneca

Using AstraZeneca as a case study, Pamela Hill's talk focused on transforming concepts into innovations, with a special emphasis on grant funding in the African healthcare industry. Global pharmaceutical giant AstraZeneca lists issues including the aging population, uneven economic recovery, and the rising prevalence of chronic illnesses.

Also covered are the significance of digital healthcare, the implications of climate change on health, and the continuing consequences of COVID-19. The primary obstacle confronting the sector is the growing expenditure without commensurate gains in output. To address these issues and spur innovation, AstraZeneca collaborates, publishes open science, and provides mentorship.

Prioritizing patients, adhering to scientific concepts, exhibiting entrepreneurial spirit, striving for victory, and upholding moral standards are among the company's core values. AstraZeneca is committed to assisting early-career researchers in Sub-Saharan Africa with innovative projects with the aim of developing talent, producing insights, and creating networks. This is demonstrated via the Open Innovation program and programs like CoSolve Sustainability: Africa Challenge Call.

### **•Reforms that should be addressed in institutions to enable the commercialization of research outputs - The perspective of the Commission for University Education**

The presentation highlighted the obstacles to successful commercialisation and suggested all-encompassing changes to close the knowledge gap between industry and academics. A few major obstacles are a lack of knowledge, a mismatch between corporate demands and research priorities, and insufficient university policies.

Creating policies for commercialisation, intellectual property management, and university-industry ties are among the suggested reforms. It is emphasized that more support for technology transfer institutes, an entrepreneurial culture, and a national commercialization policy are necessary. The importance of creating technology transfer offices, reducing the silo mentality, and strengthening ties between the educational system and business is emphasized.

The synopsis highlights the significance of long-term sustainability objectives, human-centred outputs, and repeatable and scalable solutions. It promotes market orientation, the development of business skills, successful IP strategies, strategic alliances, and agile innovation by drawing lessons from company experiences.

### **Key takeaways**

The main takeaway is that research organizations and universities should adopt a transformative attitude that promotes an entrepreneurial culture and prudent risk-taking to propel breakthroughs toward scalability and commercial success.

### **• Institutional Commercialization Strengthening**

This session examined the techniques and obstacles associated with commercializing ideas within the framework of different institutions. There are recognized institutional barriers to commercialization, including inadequate finance, weak IP protection, and administrative hurdles. Successful strategies for overcoming these obstacles were demonstrated by case studies from establishments such as DeKUT and Riara University. A comprehensive approach is shown by DeKUT's Science Technology Park, entrepreneur training, seed money, and cooperative initiatives.

Proactive initiatives are demonstrated by Riara University's concentration on indigenous solutions, industrial links, and accelerator programs. The significance of 'smart finance' and 'angel investors' role in promoting innovation was emphasized by Baybars Altunas of the World Business Angels Investment Forum.

## Key takeaways

The talk addressed the main issues that entrepreneurs encounter and offered solutions, such as joint ventures, corporate investments, and laws to convert public money into smart money.

### • Access to Finance: Government and Private Sector

The presentation delved into the critical role of venture capitalists, angel investors, and impact investors in providing funding and support to early-stage start-ups, emphasizing the challenges and opportunities in Africa's research and innovation landscape.

The research output in Africa is notably low, with only 1% translating into viable ventures. Storytelling emerges as a crucial aspect, with funding relying 50% on content and 50% on a compelling narrative. Recognizing research as an industry, the need for linkages to existing industries and mapping the value chain is highlighted.

Poverty, a significant health challenge, underscores the urgency to commercialize research, as seen in the malaria example, where a collapsed industry hindered implementation. Venture capitalists focus on team, market size, scalability, and exit strategy when funding start-ups.

Kenya stands out in Africa for VC activity but faces challenges with inexperienced entrepreneurs and non-existent research-based innovations. Noteworthy angel investors in Kenya include Nairobi Business Angel Network and Viktoria Angel Investors.







## SECTION B: PARTNERSHIPS TO ENABLE ENTREPRENEURIALISM IN INSTITUTIONS

One of the overarching themes of the CEIL Summit was partnerships, collaborations, and industry-academia linkages. Sessions during the summit explored issues such as how deliberate and strategic partnerships can enable commercialisation, the status of partnerships in the innovation ecosystem and how industry-academia partnerships are shaping the commercialisation space. These are summarized below.

### •Panel Discussion–Enabling Entrepreneurialism and Research Commercialization In our Institutions–Partners.

The panel discussion yielded several key recommendations aimed at fostering entrepreneurialism and advancing research commercialization within institutions. Notably, it was proposed that governments allocate a central budget equivalent to at least 0.5% of the GDP to research institutions, citing the Ethiopian government's support of grand challenges in Dakar as a successful case. This financial commitment serves to galvanize support from partners, creating a conducive environment for institutional growth. The importance of a shared vision among partners, exemplified by the Kenyan government's support through the National Research Fund, was underscored. Collaborative technical initiatives, facilitated by the National Research Fund (NRF), were acknowledged for successfully scaling four research outputs in the current year.

The discussion emphasized the imperative of sustainability, advocating for overarching policies that align with global standards and Kenya's 10-Year Innovation Masterplan. Localization of Science, Technology, and Innovation (STI) in Sustainable Development Goals (SDGs) was highlighted to address unique local challenges and bridge the gap between institutions, industry, and partnerships. Authenticity and trust-building were emphasized through evidence-based research, while market access emerged as a critical consideration for co-creating with industry players.

### Key takeaways

- Foster partnerships with industry players and other institutions to accelerate innovations and overcome the silo mentality.
- Address structural issues and bureaucratic supply chain regulations as essential measures.
- Collaborate with the diaspora community to enhance institutional capacity.
- Leverage existing expertise and streamline AI in institutional operations.
- That institutions allocate a significant portion of funds, at least 30%, to safeguard and uptake research outputs.
- That the NRF allocate 30–35% of funds for the uptake of innovative solutions from previously funded research.

DeKUT's case studies reveal that, being a relatively young institution, it is in its initial stages with a strong focus on capacity building. Due to limited resources, a comprehensive comparison with global institutions in terms of research output and quality is yet to be undertaken. However, the institution is actively implementing strategies to bolster the commercialization of research output. These strategies include directing resources towards areas requiring solutions, fostering partnerships with industry, and creating additional space to support emerging startups.

### **• Partnerships For Research Commercialisation/Translation in The Ecosystem: Current Status and Desired Goals**

#### **Jimma University Innovation Ecosystem and Collaborative Initiatives**

The Jimma University Innovation Incubation Centre (JU-IIC) is addressing key challenges in Ethiopia's innovation landscape, including inadequate infrastructure, limited trust and support from local stakeholders, government bureaucracy, and gender disparities in innovation leadership. Established with the vision to be a launchpad for African innovators and entrepreneurs by 2030, JU-IIC has achieved significant milestones. This includes the development of guidelines, a training toolkit, and physical infrastructure. Collaborative programs such as makerspace, Empower Her, Labma finder platform, NFRIEI, and capacity-building initiatives contribute to fostering a vibrant innovation ecosystem.

#### **The RISA Fund – Current Status & Desired Goals**

The RISA Fund plays a crucial role in supporting research and innovation systems in six African countries. With funding, technical assistance, and networking opportunities, RISA has invested over \$7.5 million across participating nations. Their interventions focus on forming partnerships, promoting inclusion, creating an enabling environment for translation, conducting ecosystem research, leveraging digital tools, enabling diversified funding options, aligning human capital with real-time needs, and facilitating technology transfer.

#### **ICIPE's Programs for Research & Innovation Commercialisation**

ICIPE's programs for research and innovation commercialisation aim to build sustainable ecosystems in Sub-Saharan Africa. The Research Scholarship Innovation Fund (RSIF) concentrates on thematic areas such as ICTs, food security, minerals, energy, and climate change. RSIF achievements include enhancing universities' capacity to commercialise technology, developing IP and innovation policies, and creating innovative goods and services.

**• Panel discussion–industry academia linkage: industry perspectives****Challenges**

During the panel discussion on “Industry Academia Linkage: Industry Perspectives,” a significant concern addressed was the persistent issue of youth underemployment, posing economic and social challenges. Industries recognize the specific job skills required for their objectives, which are often lacking among job seekers, emphasizing the need for institutions to bridge existing talent gaps in the market. To foster meaningful partnerships, institutions should focus on impactful projects, viewing commercialisation to achieve broader societal impact.

A key challenge discussed pertains to IP issues, where disclosure to the industry faces obstacles due to a lack of trust. It was emphasized that institutions should proactively address their IP policies before engaging with the industry. Additionally, institutions were advised to identify their unique value proposition in the market, ensuring alignment with industry needs.

The discussion underscored the importance of training investors on innovations and commercialisation to enable them to comprehend the sector’s dynamics and make well-informed investment decisions. Consequently, institutions were urged to design curriculums tailored to educate investors about the intricacies of innovation and commercialisation.

Building trust between academia and industry was recognized as a time-consuming process. Institutions expressed a concern about the perceived industry advantage and proposed that partnerships should be established on equal footing, aligning with the missions and visions of both industry and institutions. Furthermore, the suggestion was made for institutions to explore co-funding initiatives, where different investors contribute to the same project, minimizing risks and facilitating the smoother commercialisation of products.

**• Systemic Changes to Foster Entrepreneurial and Commercialisation.**

In the context of a session on “Systemic Changes to Foster Entrepreneurial and Commercialisation,” it is crucial to instigate a shift in mindset, achieved through a Trainer of Trainer’s program in entrepreneurship, integrating it into all courses, and ensuring continuous capacity building. Emphasizing the ecosystem approach to growth becomes pivotal in cultivating entrepreneurial and commercialisation innovations within the education system.

Programs related to Entrepreneurial Development (ED) are financially supported by higher education institutions, forming an integral part of fostering a systemic change for growth. To ensure the link between systemic change and economic growth, it is imperative to imbue students and future economic contributors with a systemic and ecosystem-oriented mindset.

Collaboration, rather than competition, among institutions is advocated for resource sharing and infrastructure development. In the context of industry-university collaboration, the focus should shift towards conducting research with practical applicability beyond the academic realm. A key consideration is how research outcomes can be effectively utilized for economic contribution or commercialisation. Furthermore, universities are encouraged to identify and articulate capability statements that hold value for industry stakeholders.







# SECTION C: KENYA NATIONAL INNOVATION AGENCY INITIATIVES

## • Institutional Support Program

The Institutional Support Programme, a collaborative initiative launched in 2022 by the Kenya National Innovation Agency (KeNIA) in partnership with the African Centre for Technology Studies (ACTS) and with support from UKAid's Africa Technology and Innovation Partnership Program (ATIP), aimed to bolster institutional commercialization systems. The inaugural phase selected five institutions for participation, marking the program's initial cohort.

During Phases 1 and 2, these institutions formulated individual commercialization masterplans, endorsed by their respective institutional leaders alongside KeNIA, now actively advancing towards implementation. The signing of these individual institutional commercialization masterplans took place at the Commercialization and Entrepreneurial Institutions Leaders (CEIL) Summit 2023.

### Detailed information on the program:

The Institutional Support Phase I & II engaged five key institutions – University of Kabianga, Jaramogi Oginga Odinga University of Science and Technology, Moi University, KALRO, and KIRDI. The program extensively trained three Institutional Working Groups (IWGs) on Research to Commercialisation between November 2022 and July 2023.

The program conducted a comprehensive situation analysis across the participating institutions, covering various critical areas:

- Potential to generate commercialisation products.
- Levels of commercialisation.
- Generation and protection of innovations.
- IP training, education, and awareness.
- Policy framework.
- Institutional support structure.
- Funding for commercialisation activities.

This analysis revealed strategic issues common among the institutions:

- Low levels of commercialisation in the past five years.
- Inadequate funding for commercialisation efforts.
- Insufficient generation and protection of innovations.
- Inadequate policy frameworks for innovation commercialisation.
- Low awareness of Intellectual Property (IP).
- Insufficient institutional support structures for promoting commercialisation.

The program also achieved notable milestones:

- Establishment of Technology Transfer Offices (TTOs) in certain universities and research institutions.
- Ongoing sensitization workshops on Intellectual Capital Management Plans (ICMPs) leading to increased staff engagement in Research to Commercialisation (R2C) programs.
- Rise in the number of IP assets, with student involvement in R2C activities, such as the Technophile innovation group securing funding.
- Publishing newsletters and journals related to R2C initiatives.
- Formation of associations like the Kenya Association of Technology Transfer Managers and the Research to Commercialisation Consortia, Kenya.

Building on the triumph of the initial program phases, the Kenya National Innovation Agency, alongside the Lemelson Foundation and the British Council, is spearheading the program's complementary Phase 3. Operated in partnership with the Lemelson Foundation, the British Council, and the UK Foreign, Commonwealth, and Development Office, this phase is focused on fortifying entrepreneurial capacity within educational institutions. Its overarching objectives include fortifying institutional innovation capacities, catalysing transformative opportunities, and seamlessly integrating teaching, research, and engagement missions.

Following a competitive selection process, eleven more institutions were successfully brought onboard as part of the second cohort. The unveiling of these institutions occurred at the Commercialisation and Entrepreneurial Institutions Leaders (CEIL) Summit 2023.

**The institutions chosen for the second cohort include:**

1. Dedan Kimathi University of Technology (DeKUT)
2. Riara University
3. Egerton University
4. Meru University of Science and Technology (SEKU)
5. University of Nairobi
6. Maasai Mara University
7. KCA University
8. Rongo University
9. Daystar University
10. University of Embu
11. South-Eastern Kenya University (SEKU)

**• Kenya Network of Entrepreneurial Institutions Leaders (KNEIL)**

The **Kenya Network of Entrepreneurial Institutions Leaders (KNEIL)** was established following a recommendation arising from the Commercialisation and Entrepreneurial Institutional Leaders (CEIL) summit in 2022. Its primary objective is to create a network of institutional leaders dedicated to enhancing institutional innovation and entrepreneurial potential. This network aims to facilitate peer-to-peer learning, capacity building, and the harmonization of processes, structures, and funding opportunities to mobilise resources effectively.

KNEIL has achieved significant milestones through initiatives such as the Commercialisation and Entrepreneurial Institutional Leaders' Summit (CEIL), the Institutional Commercialisation Support Program (IS), and the Research to Commercialisation Program (R2C).

Moving forward, KNEIL has outlined its next steps, which include developing the KNEIL Strategic Plan to guide its future endeavours, fostering institutional autonomy, mobilizing resources efficiently, sharing lessons and experiences among universities, establishing global partnerships, and expanding the network's reach within both industry and academia.

**• Research to commercialisation (R2C) Program**

The R2C program is a program designed to help researchers, academics, and entrepreneurs bridge the gap between innovative research ideas and commercial success. It often involves collaboration between researchers, industry partners, and investors to create a viable commercial product or service.

Viktoria Ventures in partnership with Kenya National Innovation Agency (KeNIA) is implementing this Research to Commercialisation accelerator programme which strengthens research innovators' ability to raise funding for or commercialise their innovations. The R2C project has two cycles: cohort 1 (January – June) and Cohort 2 (July – December 2023). The program involves experiential training, mentorship and coaching towards pitching their ideas to potential investors and or commercialising their idea.

During the CEIL Summit 2023, the following 8 innovators from the program got an opportunity to pitch their research innovations as highlighted below.

**1. Dr. Edwin Kimitie – Harvest Care**

Pure organic liquid product extends shelf life for more than 3 weeks.

**2. Peter Kibet Kirui – Scaling up of Aflasafe**

A biocontrol product specifically designed to combat aflatoxin contamination in crops.

**3. Dr. Ann Karanja – EcoHub solutions**

A waste management solution that converts waste into organic fertilizer.

**4. Prof. Paul Kimurto – Nutrient dense groundnuts for diverse Nutrifooods.****5. Feyza Shemsu – Bina Female Sanitary Pads**

Sanitary pads from Banana Plant.

### 6. Juliet Wafula –Lentiish Bread

Healthy bread to curb micronutrient deficiency.

### 7. Dr. Wycliff Wanyonyi – Green Leather Processing Technology for Environmental Protection and Zero Waste Discharge.

### 8. Odak Onyango – Wable maji

Smart Water ATM

The Key R2C interventions include forming partnerships, enhancing inclusivity in research and innovation systems, fostering an environment for innovation translation, leveraging digital tools, and enabling diverse funding options. Noteworthy achievements include establishing networks, forging partnerships with key stakeholders, enhancing R2C capacity, improving funding accessibility, and promoting diversity in the innovation ecosystem.

Moving forward in Financial Year 2024/2025, the program aims to focus on continuous learning, sustaining investments, fostering regional collaborations, enhancing technical support, and engaging with policies to adapt to evolving dynamics.

### • Signing of Letter of Intent between Kenya National Innovation Agency (KeNIA) and World Business Angels Investment Forum (WBAF)

CEIL 2023 saw the development of partnerships seeking to support emerging startups within Kenyan institutions of higher learning. KeNIA CEO, Dr. Tonny Omwansa officially signed a letter of intent between the Kenya National Innovation Agency and the World Business Angel Investment Forum. A collaboration that facilitates access for Kenyan student-led startups in higher learning institutions to global financial inclusion centres, enabling them to connect with global investors and mentors from the forum's 148 member countries.

Mr. Baybars Altunas presented WBAF's mission and strategies. WBAF aims to facilitate global access to finance, particularly for startups and SMEs, with a focus on generating employment and promoting social justice. The key dynamics include advocating for smart finance, encouraging diverse global investment sources, emphasizing smart exit strategies, and supporting entrepreneurs through readiness training. WBAF strategically addresses equity gaps, promotes various financial entities' involvement, and advocates for cross-border investments. Mr. Altunas recommended prioritizing governance, culture, and trust in partnerships, attracting diverse financial support, exploring venture capital and public offerings, and fostering an entrepreneurial mindset.

### • Entrepreneurial University Masterclass and Commercialization summit at the Kenya innovation week 2023

The Entrepreneurial University Masterclass is a dynamic reaction to the changing environment of higher education, driven by the need to foster entrepreneurship and innovation in the academic arena. In an era of rapid technology breakthroughs, increasing industrial needs, and global concerns, institutions must adapt to better educate their students for an ever-changing world.

The Commercialisation Summit, a part of Kenya Innovation Week 2023, addresses the critical challenge of translating research outputs into tangible social and economic benefits, particularly within African universities and research institutions. Coordinated by the UK's East Africa Research and Innovation Hub (EARIH) in collaboration with Kenya National Innovation Agency (KeNIA), the summit aims to confront the barriers hindering the commercial scaling of innovative technologies and bolstering research capacity.



**30th November 2023**



**Edge Covention Centre, Nairobi**

### • CEIL Summit Awards

The 2023 CEIL Summit Awards honoured exceptional achievements across a range of categories, showcasing creativity and vision in the field of entrepreneurship. The esteemed Entrepreneurial University Vice Chancellor of the Year Award was given to Dedan Kimathi University of Technology (DeKUT) which recognized the vision and transformative leadership of a remarkable academic leader that will influence the direction of entrepreneurial education in the future.

R2C Innovators received the Best Pitch Award which was given to Dr. Wycliffe Wanyonyi-Green leather processing in recognition of their outstanding ability to explain and convey their creative ideas. This award demonstrated R2C Innovators' ability to engage and motivate people with their company ideas, making them a unique presence in the entrepreneurial sector.

The summit also recognized the first person to sign up for CEIL Summit 2023 which was given to Prof. (Eng.) Paul Wambua-DVC from The Technical University of Kenya, highlighting the importance of early commitment and dedication to entrepreneurial endeavours. This acknowledgment signalled the start of an exciting journey and highlighted the value of proactive participation in promoting innovation and entrepreneurship within the ever-changing CEIL context. Together, the awards highlighted exceptional accomplishments and encouraged entrepreneurship and ingenuity in the corporate and academic worlds.







## SECTION D: CASE STUDIES

### • Dedan Kimathi University of Technology (DeKUT)

Dedan Kimathi University of Technology (DeKUT), situated in its initial stages as a young institution, is actively engaged in capacity building to establish itself as a competitive player in the global academic landscape. Hindered by limited resources, the university is strategically focusing on enhancing research output and quality. Key strategies include directing resources to areas requiring solutions, forging partnerships with industries, and creating space for emerging startups. The commitment to these strategies showcases DeKUT's determination to overcome challenges and contribute significantly to the knowledge economy.

One of the standout initiatives of DeKUT is the establishment of the DeST-Park, a Science and Technology Park designed to be an engine for wealth creation. This park aligns with the Ministry of Education's vision to promote science, technology, innovation, and quality higher education for national prosperity and global competitiveness. The DeST-Park offers a robust framework, featuring enabling policies, anchor clients, capacity building, and a seed fund for startup companies. The park's focus on knowledge-intensive areas, such as green energy, bio-resources, biotechnology, and ICT, positions DeKUT as a leader in driving advancements in agriculture and food technology. Additionally, the university's collaboration with international entities, such as the IASP and partnerships with Konza Technopolis Development Authority, signifies its commitment to fostering a collaborative innovation ecosystem.

However, the journey is not without challenges. Higher education institutions face the need for increased intellectual property generation and innovation output. While the government supports initial investments, DeKUT acknowledges the necessity of raising additional funds to sustain the Science and Technology Park and provide startups with access to venture capital. Despite these challenges, DeKUT has shown significant progress over the past seven years, particularly through initiatives like entrepreneurship programs and strategic partnerships, indicating a steadfast commitment to fostering innovation despite the obstacles.



### • The University of Suffolk

The University of Suffolk, led by Professor Gurpreet Jagpall, has strategically positioned itself as a hub for research translation, recognizing the critical role it plays in societal benefit and institutional growth. Prof. Jagpall emphasizes the importance of effective systems, structures, and infrastructure in this endeavour. The institution focuses on aligning its systems by integrating intellectual property rights, technology transfer offices (TTOs), and strategic partnerships with the private sector. This approach ensures that research findings are not only generated but also seamlessly transitioned to the market.

In addressing the structural components, the University of Suffolk has established innovation hubs that serve as vital bridges between academia and industry. By actively funding research and providing early-stage financial support, the institution fosters an environment conducive to commercialisation. Moreover, it encourages an entrepreneurial mindset through accelerator programs and incubators, promoting innovation at every stage. The emphasis on collaboration with external entities, including government and industry players, further strengthens the university's commitment to aligning its structures with the best international practices.

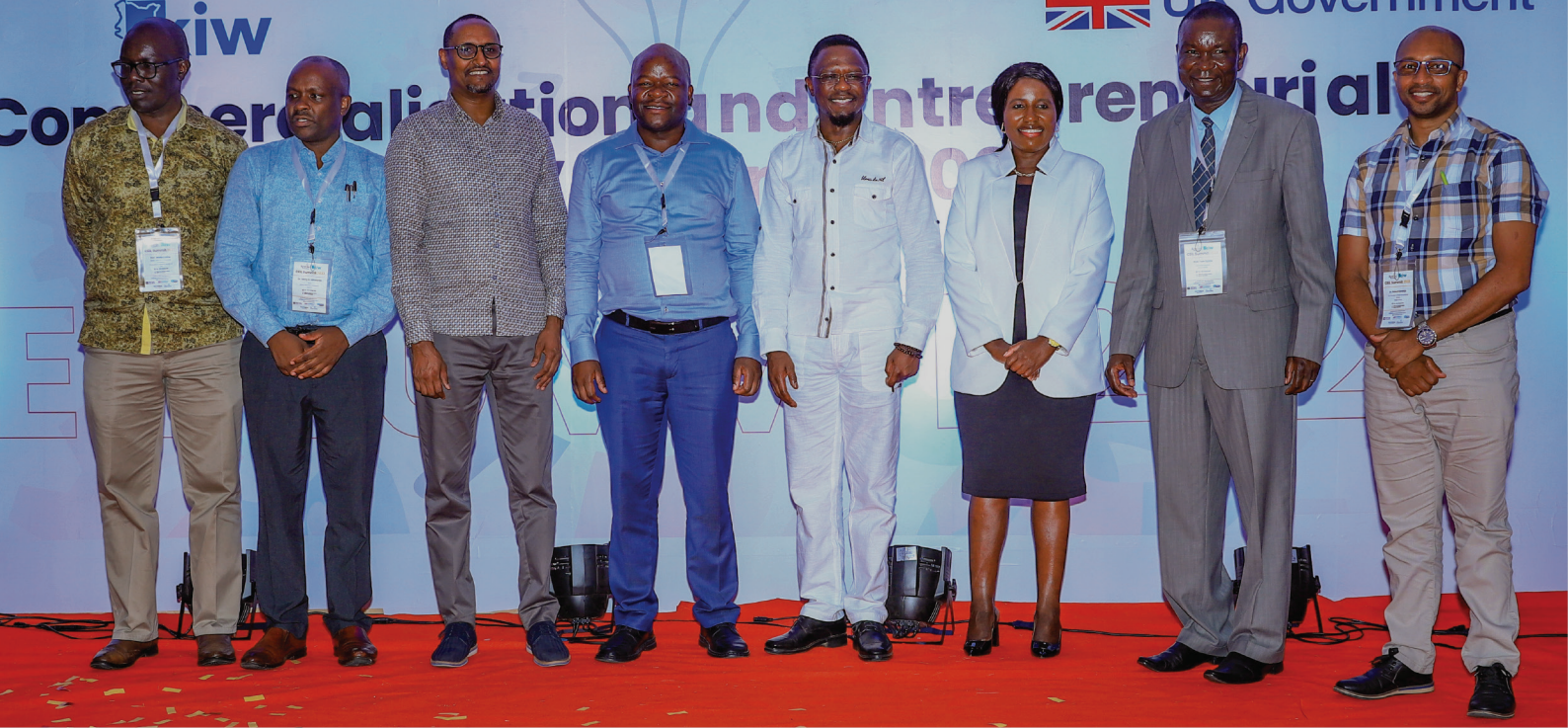
The institution's investment in infrastructure, comprising state-of-the-art labs, research centres, and collaborative spaces, has proven to be a catalyst for increased research output. Studies affirm that such investments significantly contribute to the success of research endeavours. The University of Suffolk's commitment to embracing international best practices, securing funds for comprehensive development, and fostering collaboration between universities, government bodies, and industry players positions it as a model for institutions aiming to excel in research translation. By integrating these elements seamlessly, the university demonstrates a holistic approach that not only propels innovation but also establishes a sustainable framework for growth and societal impact.



MINISTRY OF YOUTH  
AFFAIRS AND  
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# RESOLUTIONS FROM CEIL SUMMIT 2023 – A KeNIA PERSPECTIVE

It is with great enthusiasm and dedication to fostering entrepreneurial excellence that we present the resolutions of the CEIL Summit 2023. These resolutions, crafted by KeNIA and its collaborative partners, chart a visionary course for the advancement of entrepreneurial ecosystems in Kenya. Each resolution reflects a commitment to innovation, strategic planning, and collaboration to shape a vibrant future for entrepreneurship in our nation.

## • Strategic Plan for KNEIL

The cornerstone of our endeavours lies in the completion of the KNEIL strategic plan by the end of Q1 2024. With a strong emphasis on resource mobilisation and the identification of three strategic focus areas, we aim to pave the way for a dynamic and resilient entrepreneurial landscape.

## • Institutional Commercialisation Support (IS) Program

KeNIA is leading a program to advance entrepreneurship, beginning with Cohort 1 universities implementing the Entrepreneurial Maturity Framework in January. Cohort 2 universities will receive communication soon. KeNIA will allocate resources for 11 masterplans, and the British Council will support each university with 0.5 million. Results and reports of the Maturity Framework will be revealed at the CEIL Summit in 2024.

## • Entrepreneurial Maturity Framework pilot

KeNIA's dedication is evident in the allocation of resources to develop 11 master plans, supported by the generous commitment of 0.5 million per university from the British Council. The unveiling of the Maturity Framework results at the CEIL Summit in 2024 promises to be a momentous occasion.

## • National IP Policy

In collaboration with KIPI and KeCOBO, KeNIA is actively working towards the development of a national IP policy by the CEIL Summit in 2023. The IS program, in tandem with stakeholders such as WIPO, NaCOSTI, and KIPI, will champion policies that enhance and protect intellectual property.

## • CEIL Summit 2024 - "Youth, Jobs, and Wealth Creation through Innovation and Entrepreneurship"

With a year-long focus on youth empowerment, job creation, and wealth generation, the CEIL Summit in 2024 will showcase practical solutions from universities and TVETs.

Emphasizing the pivotal role of TVETs in addressing job-related challenges, this summit is a testament to our commitment to sustainable economic growth.

The 2024 edition will be held from 28th - 30th August 2024 at Mombasa, Kenya with the Theme being; Youth, Jobs, and Wealth Creation through Innovation and Entrepreneurship.

**• Support to Innovators**

KeNIA's dedication to innovation funding is unwavering. Continuing the pursuit of a national framework, the collaboration with the World Business Angels Investment Forum (WBAIF) signals a strategic approach to link universities and expand funding and investment opportunities. The exploration of models such as Angel Investment and VC is underway to fortify support for innovators.

**• Research to Commercialisation (R2C)**

KeNIA, in collaboration with partners, is committed to exploring the scaling of Research to Commercialisation (R2C) and providing support to universities in piloting and implementing R2C initiatives. This collaborative effort aims to bridge the gap between research and market impact.

**• Entrepreneurial Universities - A Vision Beyond Imports**

In addressing concerns about dependency on imports, our focus will be directed towards translating initiatives that create job opportunities. With a forward-thinking approach, we seek to redefine the role of entrepreneurial universities in shaping a self-reliant and innovative nation.



# FEEDBACK FROM DELEGATES AND SPEAKERS

<b>CEIL 2023 Satisfaction</b>	<b>Satisfied</b>	<b>Dissatisfied</b>
Percentage	93%	7%
<b>CEIL 2023 Sessions utility</b>	<b>Valuable</b>	<b>Not Valuable</b>
Percentage	88%	12%
<b>Quality of Session Speakers</b>	<b>Excellent</b>	<b>Good</b>
Percentage	53%	47%
<b>Quality of Summit Sessions</b>	<b>Excellent</b>	<b>Good</b>
Percentage	58%	42%
<b>Willing to participate in 2024 CEIL Summit</b>	<b>Yes</b>	<b>Maybe</b>
Percentage	89%	11%

# **ANNEXES**

## **Annex 1: Names of Organisations at CEIL Summit 2023**

### **International Universities**

- Newcastle University Business School
- University of Suffolk
- Jimma University

### **Private Universities**

- Riara University
- Catholic University of East Africa
- Zetech University
- KCA University
- Kabarak University
- Daystar University

### **Public Universities**

- Kenyatta University
- University of Kabianga
- Dedan Kimathi University of Science and Technology
- University of Embu
- Egerton University
- Meru University
- Koitalel Samoei University College
- Jaramogi Oginga Odinga University of Science and Technology
- Technical University of Kenya
- South-Eastern Kenya University
- Tharaka University
- Chuka University
- Technical University of Mombasa
- Moi University
- Machakos University
- University of Eldoret
- Turkana University
- Jomo Kenyatta University of Agriculture and Technology
- Kibabii university

### **Technical and vocational education and training Institutions**

- Siala TTI
- Kiambu Institute of Science and Technology
- Wote TTI
- Shamberere TTI
- Ol'lessos TTI
- Rift Valley Technical Training Institute
- Sigalagala Polytechnic

### **Venture funds**

- Victoria Ventures
- World Business Angels Investment Forum
- Next Arabia

### Research Institutions

- AstraZeneca
- Kenya Agricultural and Livestock Research Organisation
- Research and Innovation Systems for Africa (RISA)
- National Research Fund (NRF)
- The International Centre of Insect Physiology and Ecology (ICIPE)
- African Centre for Technology Studies (ACTS, Kenya)

### Other institutions Present:

- Universities Fund Board
- Methodist Ministries Centre
- Konza Technopolis
- Villgro Africa
- The Mastercard Foundation
- The Foreign Commonwealth and Development Office (FCDO)
- HUAWEI
- E & K Consulting Firm
- UK – Kenya Tech Hub
- Commission for University Education
- Results 4 development Organisation- R4D
- Japan International Cooperation Agency – JICA
- Mathari National Teaching and Referral Hospital
- I-HUB
- Entrepreneurship Educators Foundation for Eastern Africa (EEFEA)





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**Ground Floor, NACOSTI Building, Off Waiyaki Way  
P.O. Box 22269-00100, Nairobi, Kenya  
info@innovationagency.go.ke  
+254 792 446 976  
www.innovationagency.go.ke**