



Development and Deployment of Innovative Technologies and Business Models

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**ASSAf Symposium: Green Technologies: Drivers, Barriers and
Gatekeepers**

Centurion, 10 September 2013



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Positioning Gauteng within South Africa



Gauteng Province Key Indicators



- 22% of the national population (11.2 million)
- 34% of South Africa's GDP
- 11% of Africa's GDP
- 52% of the share of national R&D (2008-2009)
- 63% of national trade
- Host to > 40% of South Africa's SMMEs
- 33% of GHG emissions and power demand

Higher Education Institutions

Science Councils

National Research Foundation

South Africa's strengths and challenges are amplified in Gauteng – opportunity to be a leader in innovation



Innovative Techs & Business Models The Innovation Hub



Striving to be the focal agency responsible for catalysing innovative solutions to the social and economic challenges of Gauteng

❑ GP Dept. Economic Development & Gauteng Growth & Development Agency subsidiary

- located in Knowledge Axis in Tshwane, Pretoria

❑ Science & Technology Park (IASP)

- Catalyst for socio economic development
- competitiveness of associated businesses & knowledge-based institutions

❑ Support growth across Sectors e.g. ICT, Green Economy, Biosciences, Industrials

- Skills Development and Entrepreneurship
- Value Addition to existing businesses
- Catalyse R&D Commercialisation
- Attractive spaces - emerging knowledge workers
- Enhance synergy within innovation eco-system

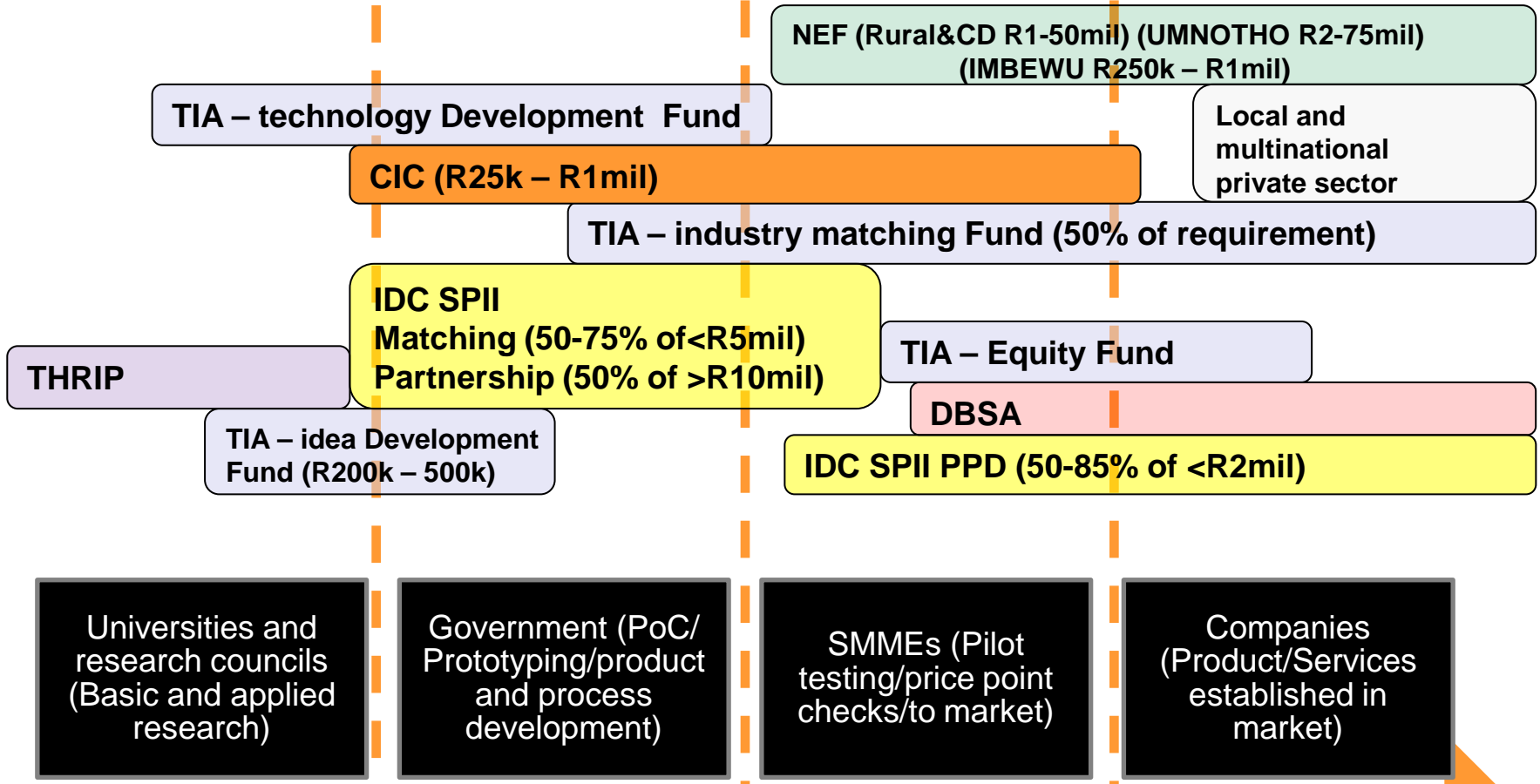


CLIMATE TECHNOLOGY PROGRAM
Accelerating Innovation in the Development, Deployment and Transfer of Clean Technologies

THE INNOVATION HUB®

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Funding Innovation Landscape



Universities and research councils (Basic and applied research)

Government (PoC/ Prototyping/product and process development)

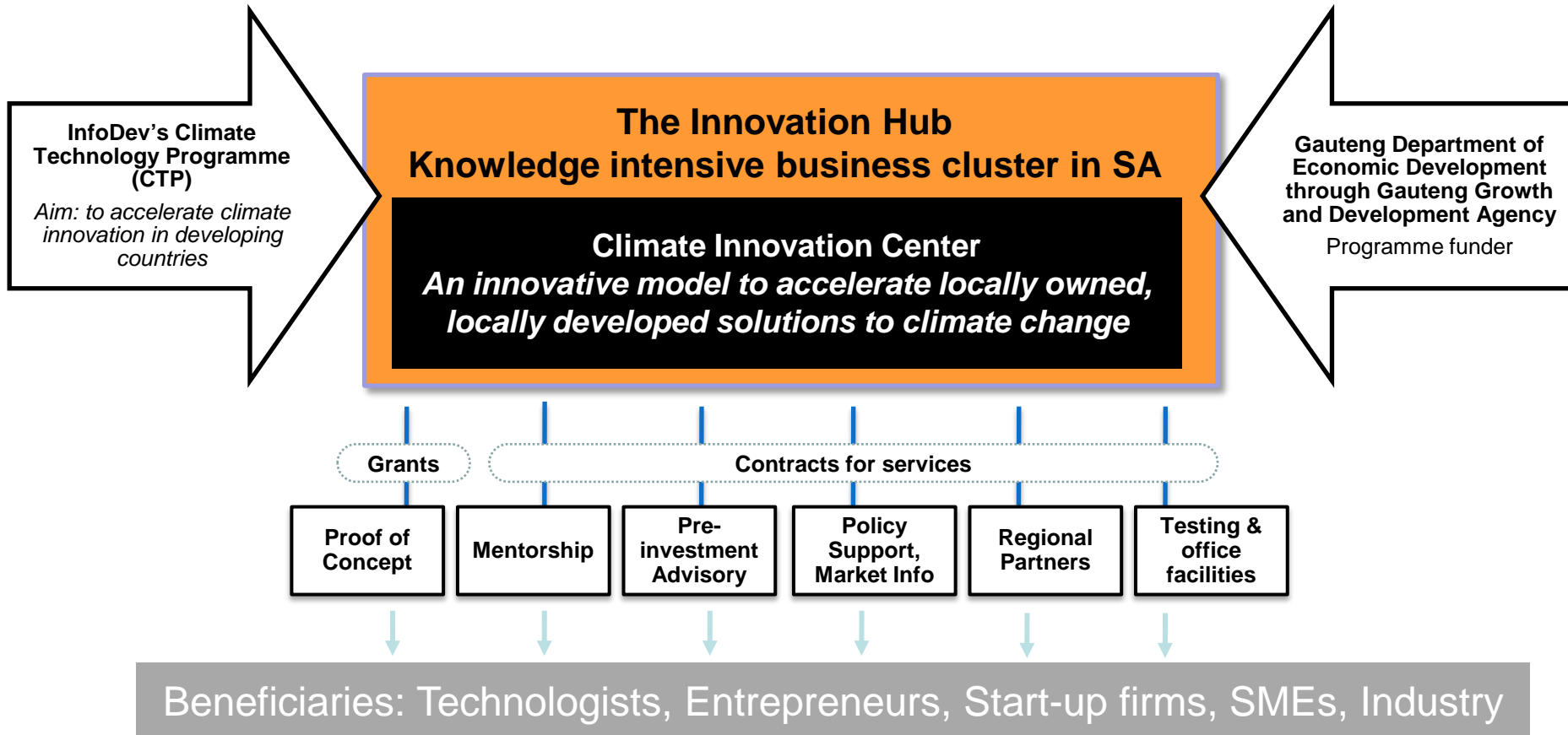
SMMEs (Pilot testing/price point checks/to market)

Companies (Product/Services established in market)



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Climate Innovation Centre (CIC)

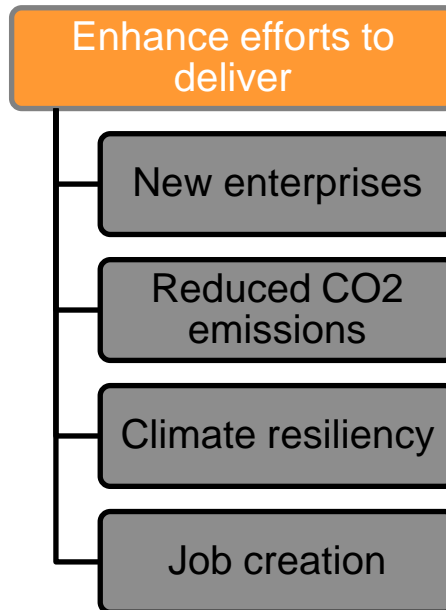


Climate Innovation Centre

Programme positioning



Key Objectives



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Socio-economic challenges and Role of CIC



Majority of South Africa's citizenry

- are most vulnerable to climate change
- subjected to ecological issues that are a matter of livelihood and survival
- least likely to benefit from green economy in terms of high-skills jobs or industrialization

CIC role is to

- seek opportunities for participation from and to impact, historically disadvantaged communities incl. youth, rural and urban poor, and women
- support technologies and businesses that serve the needs of disadvantaged groups
- ensure inclusive growth in policy advocacy activities and financial inclusion and empowerment of the social economy

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CTP/TIH Community Outreach Workshops



- ❑ 4 local communities
 - Alexandra, Ivory Park, Soweto and Melani Village
- ❑ 400 Individuals engaged
- ❑ Audience
 - students, researchers, educators, entrepreneurs and community residents
- ❑ Exhibitors
 - EcoVest, EnerGCare, Sunfire Systems and Green Gel
- ❑ Presence
 - Universities, FETS, Eskom, CSIR, Chamber of commerce and local/provincial government



Inclusive Green Growth

Community Outreach Objectives



- ✓ Promote awareness of climate technologies that serve the bottom of the economic pyramid and other marginalized groups
- ✓ Promote awareness of the CIC and support SMEs to generate inclusive green growth
- ✓ Facilitate interaction and info exchange among current and existing players in the climate innovation ecosystem.
- ✓ Gather information on stakeholder needs to further refine CIC activities towards inclusive growth and serving the marginalized



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CTP Findings and Recommendations



- Strategies to maximize inclusive green growth and climate technology innovation:
 - Improve the quality, timeliness and flow of information on climate-friendly solutions to end-users at the base of the pyramid.
 - Match end-user financing to the stream of benefits, thereby reducing upfront costs of switching or adoption.
 - Extend community-level presence of institutional apparatus through partnerships with established actors in the social economy.
 - Offer assistance and incentives that motivate firms to innovate towards inclusion.

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Further Services to Promote Tech Deployment



Services	Intervention
Demand generation	promoting awareness of climate technology solutions that are designed for the base of the pyramid and marginalized groups
Supply Management	helping SMEs develop distribution networks, pricing strategies and other executional considerations for base of the pyramid markets
Information management	aggregating, analyzing and disseminating knowledge to counteract existing market fragmentation
Relationship management	advocating on behalf of inclusivity with provincial/national government entities, international organizations, etc.

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Case Study: Ecovest Holdings (Pty) Ltd



- ❑ Developing various solar-powered and re-chargeable household appliances
- ❑ Incubated in CIC with technical and business mentorship and training
- ❑ Funding for a launch pilot in Alexandra township, in Johannesburg
- ❑ Distribution model uses local 'Spaza' shops in Alexandra
- ❑ Spaza's will form co-operatives to ensure collaboration between shop owners
- ❑ Local youths will be trained and capacitated to work as technicians who are readily available for installation, sales, demonstrations, repair and maintenance of the products

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Concluding Remarks



- ❑ CIC has been fully established in South Africa
 - To promote inclusive green growth and climate innovation solutions
 - To facilitate access to climate technologies and
 - To spur the creation of sustainable green job
- ❑ Entrepreneurs with technological climate innovation solutions are supported and funded by the CIC
- ❑ Development, Deployment of Innovative Techs and Models
 - Focusing on demand generation (awareness raising), Information and Relationship management
- ❑ Partnerships and collaborations are crucial for sustainability of the CIC



Thank You!

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Gauteng, Republic of South Africa

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