The Inveneo ICT Entrepreneurs Program

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February 22nd, 2007
Abdus Salam Int'l Center for
Theoretical Physics
Trieste, Italy

Inveneo at a Glance

- Our Mission
  - *To empower people and organizations in rural, under-served communities by providing access to affordable, functional and sustainable information and communications technologies (ICT)*

- Our Model
  - We are a non-profit social enterprise serving non-profits (NGOs), local governments, and private entities in remote and rural communities
  - Using proven technologies, power solutions, open source software and wireless standards we deliver affordable, functional and sustainable ICT solutions
  - We empower in-country entrepreneurs for installation and critical local support

- Impact to Date
  - Founded in September 2004
  - First project in Fort Portal, Uganda in June 2005
  - ICT Communication System introduced in March 2006 as an general product
  - Currently serving 16 organizations, 56 communities and over 53k people with life-changing ICTs

- Social Impact Goals for 2009
  - Provide 4,000 communities and over 4M people in 30 countries with access to ICTs
  - 130 + local ICT entrepreneur partners generating income via sales, support and professional services
  - We have tailored systems for education, agriculture, entrepreneurs, health, relief and more

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A New Model for ICT Solutions in Rural Communities

Integrate Technologies	Create Solutions	Local IT Experts	Solutions Driven
Proven, Low Cost Technologies Open source software Wireless standards	Affordable Sustainable Relevant Open	Install/Support Reducing Costs Maximize access Generate local revenues	NGOs Local Government Private Enterprise In Key Solution Areas

- Education
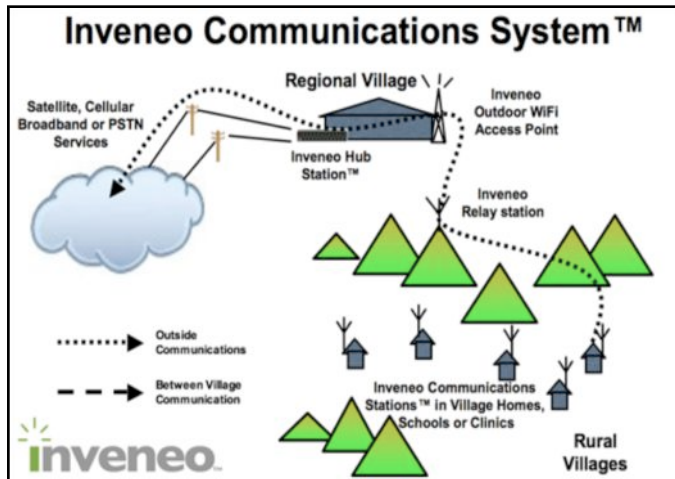- Economic Dev.
- Agriculture
- Relief
- Microfinance
- Health

Our model for end-to-end solutions addresses the full range of challenges facing organizations serving rural communities in the developing world

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Integrating Key Technologies...

- Functional Elements
  - Computing
  - Networking - Wired/Wireless (WiFi)
  - Internet Access
  - Telephony (VoIP)
  - Open Source Software
  - Power
- Design Goals for Overall Sustainability
  - **Low-power.** Cost effective to power by solar, battery, partial grid, generator
  - **Durable.** Solid state; heat, moisture resistant
  - **Reach.** Extend and share reach of Internet/Telephony
  - **Usability.** Simple to use for new users up to mid-level office users
  - **Support.** Easy to maintain by novice administrators
  - **Affordability.** Low overall cost of ownership

AMD

Asterisk.
The Open Source PBX

intel

LINKSYS®
A Division of Cisco Systems, Inc.

open source™

WYSE

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For Sustainable Solutions...

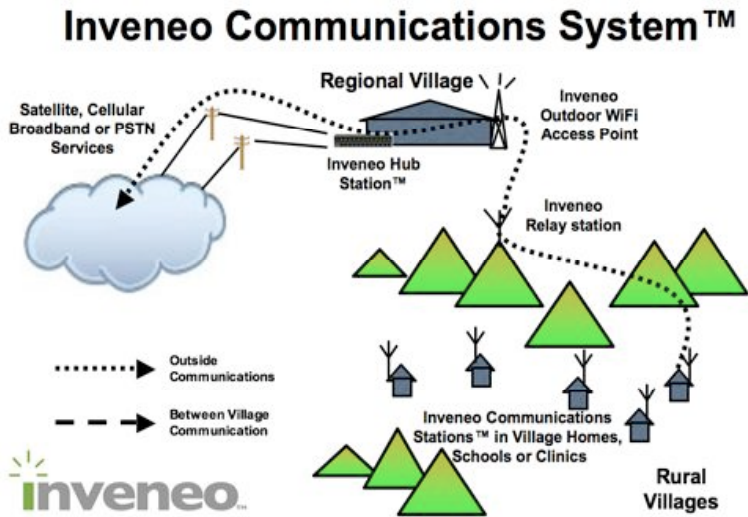Inveneo Communications System™

Out-of-the-Box

End-to-End Communications System
Communications Station
Education Station

Custom Solutions

AMD PICs
Intel APCs
Microsoft Servers

Affordability + Functionality/Usability + Support/Service
= Overall Sustainability

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The Inveneo Comm. System

Inveneo Communications System

Local Broadband Network (WiFi) and Communications (Internet/VoIP Telephony) for clusters of rural villages without access to electricity or affordable communications

Communications Station

Ultra Low-powered Computer, Internet Access and telephony for a village school, office or clinic which can be powered by any locally available system - solar, generator, grid, micro-hydro

Monitoring on Google Earth
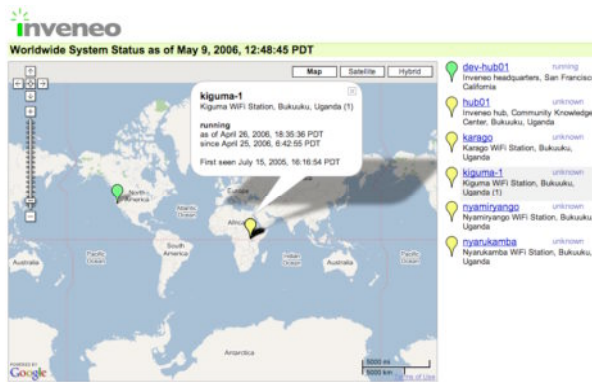
Custom Integrated Open Source Software - Easy to Use and Administer

Partner with Local ICT Experts

- **The Situation**
  - Strong ICT entrepreneurs already exist in many locations
  - Relevant and sustainable technologies are often not available locally or are prohibitively costly

- **The Program**
  - Identifies, trains, certifies and supports existing ICT entrepreneurs
  - Provides access to technology solutions
  - Partners for sales, deployment and support for rural communities

- **The Benefits**
  - Reduces overall costs for customers
  - Improves sustainability
  - Generates revenue for partners and local economies

Skilled local ICT professionals are the key to affordable installation and support

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Delivering Clients Solutions

For NGOs, local government and private enterprises operating in rural and remote communities in the developing world

Economic Development
- Local Cooperatives
- Access to markets
- Business tools
- Communication with micro-lenders

Education
- Teachers' materials and training
- Students' access to technology and the world
- Community learning centers

Relief
- Logistics
- Financial management
- Refugee communication and reunification
- Counseling/support

Agriculture
- Access to market prices
- Research and education
- Build cooperatives
- Connect to value chain

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Inveneo's Social Enterprise Business Model

Multi-National Clients/Projects

Local Organizations/Projects

Payment for:
- Equipment
- Professional Services
- Consulting

Payment for:
- Equipment
- Professional Services
- Support

Generates revenue to sustain and scale organization to deliver ICTs

Payment for:
- Equipment

Local Partners

Payment for:
- Installation
- Support

Generate in-country revenue/profits to sustain and scale local organization
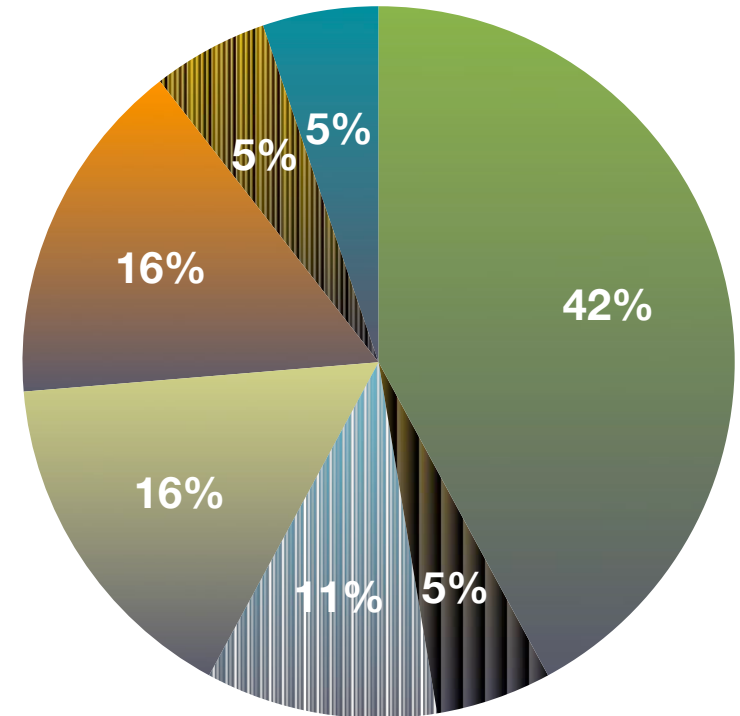
Summary of Social Impact to Date*

- Scope of impact to date:
  - 19 projects in 6 countries
  - 16 organizations and
  - 56 communities
  - 53,000 people (950 average per community)
- These projects support:
  - 17 schools and universities
  - 5 village economic development groups
  - 13 agriculture centers
  - 6 community/internet cafes
  - 8 relief camps
  - 1 e-government effort
  - 5 microfinance offices

Client Focus Areas

Legend:
- Education
- Econ Development
- Entrepreneur/Cafe
- Microfinance
- Agriculture
- Relief
- E-government

Pie chart:
- 42%
- 5%
- 11%
- 16%
- 16%
- 5%
- 5%

Inveneo's goal is to support 100s of clients in their efforts to empower over 4000 communities and 4M people with ICT access by 2009

* Projects completed or underway as of 10/06

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## Developing the Rural ICT Partner Program

Program Overview

- Focus on…
  - ICT Solutions for <u>rural and remote</u> communities
  - <u>Applied training</u> around available tools and methods
  - <u>Existing</u> ICT talent/entrepreneurs
- Objectives
  - Maximize access to relevant ICTs
  - Create a global pool of ICT talent (individuals, **not** Inveneo franchises)
  - Improve overall sustainability
- Key program elements
  - Recruit, train, certify and support
  -

Program Components

Recruit	Train	Certify	Support
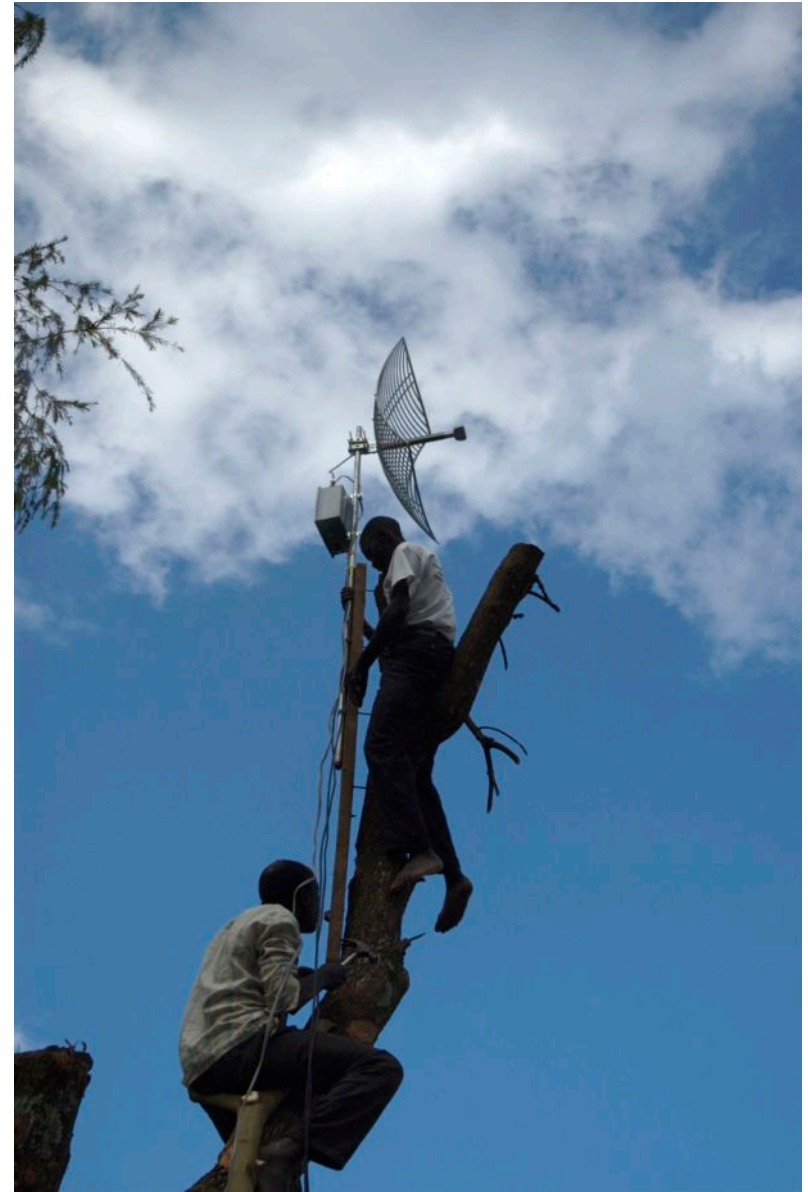
Recruit
- Define selection criteria and venues
- Identify recruiting channels/partners
- Draft recruiting materials
- Build online application tools

Train
- Establish curriculum
- Perform instructor training
- Conduct training (online, classroom, field, etc.)

Certify
- Create testing protocols
- Administer certification tests
- Conduct ongoing certification

Support
- Provide Business/ marketing support
- Establish technology documentation and support
- Direct access to peripherals and other solution component
- Conduct client satisfaction surveys

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Program Benefits

- The Entrepreneurs
  - Practical, highly relevant education and knowledge transfer
  - Direct access to relevant equipment
  - Real and immediate revenue opportunities
  - Marketing and technical support services
- Client Organizations and Communities Served
  - Locally available installation/support
  - Relevant solutions for rural operations
  - Lower total costs
  - Lower investment risk
- Inveneo
  - Supports our core social mission
  - Allows focus on solution development
  - Extension of sales channel

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ICT Partner Program Goals 2007

- Formalize program components
  - Partnership agreements
  - Recruitment/screening
  - Training and certification
  - Sales/technical support
- Implement and test program
  - Uganda pilot
  - 1 - 2 add'l countries
- Program roll out
  - First priority Sub-Saharan Africa
  - 10 countries in '07

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Requirements of participants in the program

- Candidates must have good general computer literacy and in addition have some significant expertise in 3 out of the 5 following areas:
  - General Networking
  - Power systems
  - Long-distance Wireless/Wifi
  - VOIP
  - Linux and other Open Source Software
- Candidates must be locally based with an existing ICT-related business or attached to an existing institution involved in ICT
- Must be committed to working on ICT projects and focused on their business

Mr. James Wire and associates of Linux Solutions, a Inveneo Certified ICT Partner in Kampala, Uganda

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Other Benefits for certified entrepreneurs

- Added to Inveneo web site list of certified partners containing name, contact info, location and area of expertise
- Gain access to an internal partner's website, which has a community Wiki and support forums
- May purchase Inveneo and other hardware/software for other ICT projects they become involved in.
  - Not meant to be a general stockist/reseller program, purchases must be project-related(but can be for non-Inveneo projects)
  - Pricing is in US dollars at off-the-shelf costs
  - Purchases must be made in cash or on a bank draw.

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Contacts/Applications

- We are actively seeking new partners and candidates for the Inveneo ICT Entrepreneurs Program. We are particularly interested in hearing from ICT professionals in Uganda, Rwanda, Kenya and Tanzania.

- Our website - www.inveneo.org
- Download our project questionnaire:

    www.inveneo.org/download/InveneoProjectQuestions.doc