



Home Grown Solutions (HGS) Accelerator for Pandemic Resilience in Africa

Problem statement: Home grown solutions can strengthen Africa's pandemic resilience but may experience challenges particularly in scaling cross-border

Pandemics are increasing in frequency and severity, with devastating social and economic costs

COVID-19 highlighted persistent gaps in health systems that hinder many African country's ability to respond, notably **low healthcare capacity** and a **reliance on external supply chains**

- *"The whole world was competing for the same PPE that we already know is needed in any disease outbreak" (Healthcare leader)*
- *"We aren't resilient, because we haven't invested in basic primary health when there is not a crisis" (Healthcare leader)*
- *"Without real-time data that you can trust, we just went off of what we saw walking into the hospital" (Healthcare leader)*

African **home-grown solutions** have the potential to make Africa more resilient to future outbreaks, with local products and services that address these gaps in health systems

Currently, many of these promising African companies **face challenges in scaling operations and impact**, particularly cross-border and into adjacent business lines

Our offering: We are able to provide support across four areas, tailored to the business needs specific to each home-grown solution

Context-specific advisory

- Provide business model validation and advisory services
- Assign dedicated consultant during accelerator programme, with potential for longer term engagement



A team of world class consultants will co-develop a bespoke acceleration plan with each HGS and provide advisory services



Introduction to funding sources

- Broker introductions to high potential investors
- Provide or broker introduction to transaction advisory services



We are building a network of potential funders and investors, so that HGS have greater access to funding to scale their business and impact



Regulatory and trade facilitation

- Navigate existing policy landscape, including anticipation of potential future changes
- Help to escalate regulatory issues to policy decision-makers



Leading continental and regional organizations can help HGS navigate the highly dynamic regulatory and trade environment



Matching to strategic partners

- Identify the right partner needed to unlock scale
- Broker introductions to potential partners for market access from public, private, or social sectors



We are mobilizing potential advisors, mentors, and partners, so that HGS can connect with the right partner that they need to scale



Our steps: We are executing the EAC pilot in the process of "Learning by doing" in advance of scale-up

AUGUST - OCTOBER 2020

Research and design

NOVEMBER - DECEMBER 2020

Preparations to launch and pilot

JANUARY - SEPTEMBER 2021

EAC pilot for accelerator

ONWARDS

Scale-up accelerator

"Learning by doing"

Open call for applications

56

applications received

Screening and assessment

12

companies shortlisted

SteerCo selection of pilot cohort

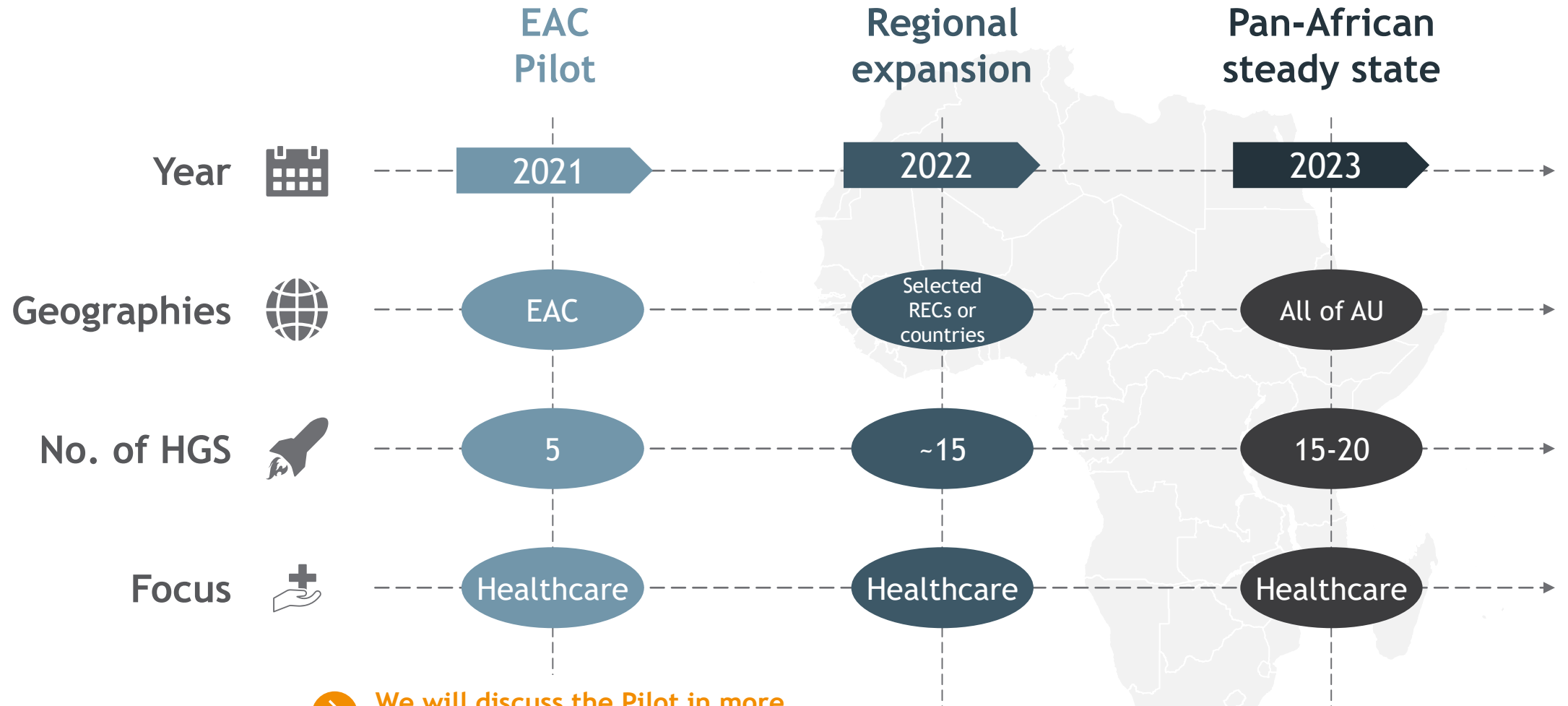
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companies in first cohort

Acceleration planning

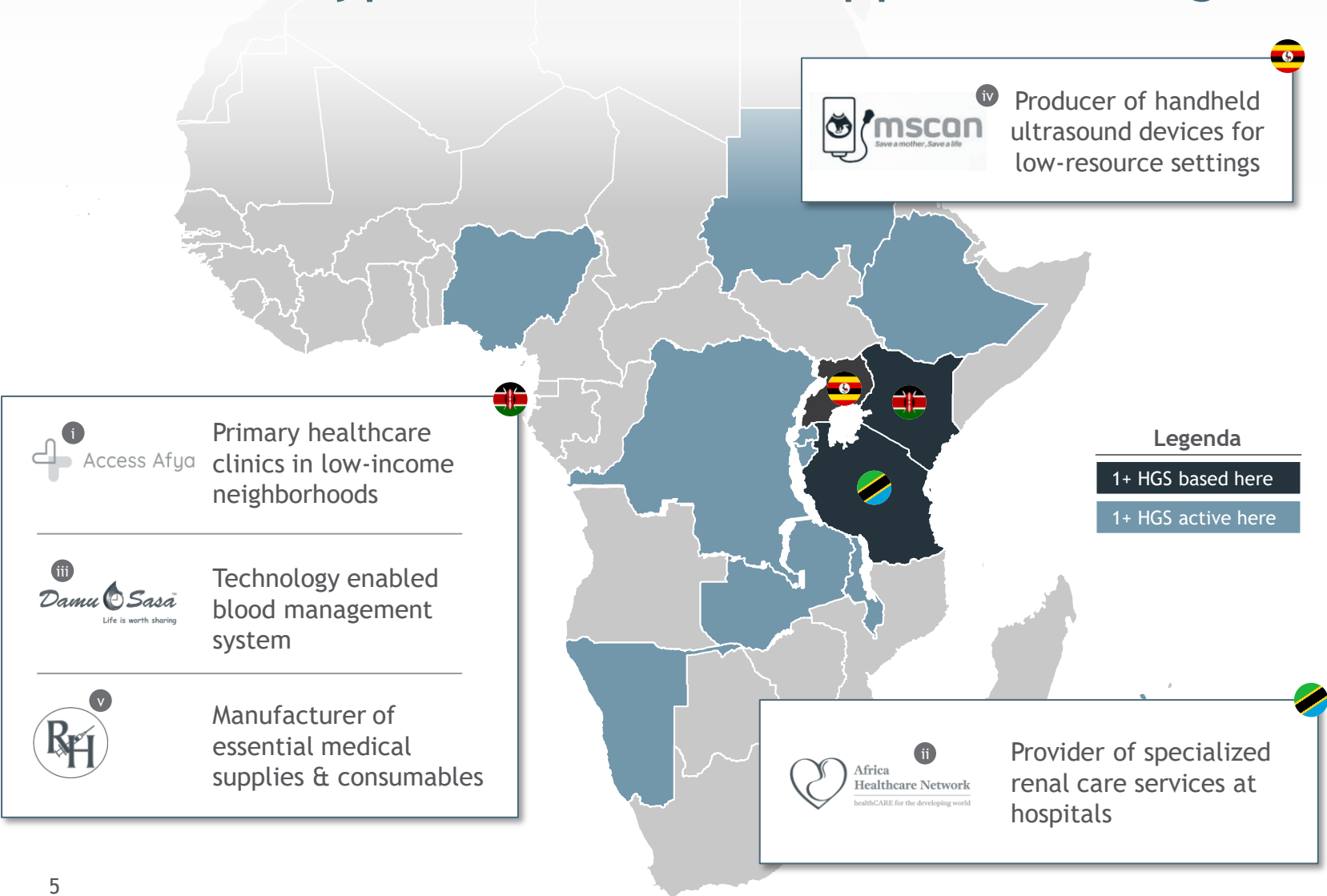
Accelerator to provide support

Our steps: That scale-up would likely go in a year-by-year basis, focusing on regional expansion next year



 We will discuss the Pilot in more detail in the next section

Pilot is testing accelerator model across EAC countries, types of HGS and support offering



We will be testing all 4 elements of accelerator offering with at least 2 HGS

Context-specific advisory x5

Introduction to funding sources x4

Regulatory and trade facilitation x2

Matching to strategic partners x2



AUDA-NEPAD
AFRICAN UNION DEVELOPMENT AGENCY

Promotion of industrialization

