



## BUSINESS INCUBATOR CALL FOR APPLICATIONS

**OPENS: 26 APRIL 2021**

**CLOSES: 27 MAY 2021**

### **A. BENEFITS**

Incubation program accessed by means of a one-year agreement that can be renewed annually (up to three years) with the following benefits:

1. Furnished co-working space and boardrooms at Songcondvongcondvo Wemaswati House.
2. Incubation / lease agreement.
3. Capacity building – training, advisory/mentoring services and community building events.
4. Business facilitation for market access – letters of introduction, exhibitions, publicity and company registration.
5. Intellectual property protection and commercialisation.
6. Legal services.
7. Fundraising support. Admission into the incubator does not automatically lead to access to funding from RSTP or partners. Once selected or admitted into the incubator, start-ups will be notified about available funding opportunities and a funding proposal will be required to access such opportunities.
8. On boarding developers and start-ups to MTN's Mobile Money (MoMo) open API.
9. Amazon Web Services (AWS) Activate offers start-ups free AWS credits, tools, resources, and more to quickly get started on AWS.

### **B. ELIGIBILITY**

1. The priority sectors are: -
  - a. ICT & engineering.
  - b. Fintech – access to Mobile Money API in partnership with MTN Eswatini.
  - c. Biotechnology, health, hygiene and personal care.
  - d. Food and agriculture.
  - e. Climate and environment adaptation including waste management.
  - f. Indigenous knowledge systems and innovation in any other sector.
2. The applicant must be a start-up (incorporated/registered or not) that has the following attributes.
  - a. Founded by an individual or team with each person aged 18 years or above.
  - b. Idea or trading business.



3. The business or idea must be innovative or have potential to be innovative and financially viable.

## **C. EVALUATION CRITERIA**

### **i. Relevance**

A demonstration that the business or idea addresses a real problem in any of the priority sectors or any other sector.

### **ii. Innovation**

A demonstration that the business either introduces new product(s) or techniques or business model or improves existing products or techniques or business models.

### **iii. Idea or prototype or early stage business**

The idea or prototype must supported by adequate technical research and a feasible methodology that will lead to an experimental proof of concept. If the business is trading it must be at early stages of development and seeking to scale-up and grow into an organisation.

### **iv. Founder(s) or team strength**

Founder(s) or team that has a long-term vision for the business, a strong work ethic, willingness to improve the technical and business know-how, some basic information about the formulation of the product or technology and at least with member who is developing the start-up on a full-time basis.

### **v. Proof of market attractiveness and product opportunity (market research)**

A clear description of the market characteristics and customers and research that confirms that the product or service will fill a gap and evidence of understanding of competitor positions, advantages, disadvantages and potential response of competitors to the proposed product or service.

## **D. APPLICATION PROCESS**

### **i. STAGE ONE – APPLICATION AND SCREENING**

- Download Application Form at [www.itbi.org.sz/applications](http://www.itbi.org.sz/applications) and email the complete form to [applications@itbi.org.sz](mailto:applications@itbi.org.sz) before or on – (27 May 2021)
- Screening of applications will lead to the selection of applicants that will proceed to stage 2.



## ii. STAGE TWO – CAPACITY BUILDING AND SHORTLISTING

- Entrepreneurship and Innovation Training Workshop (by invitation only) on- (17 June 2021)
- Submission of revised application and images, videos, etc. before or on (25 May 2021)
- Shortlisting of applicants before or on (31 May 2021)
- Notice to shortlisted and non-shortlisted applicants on – (1 June 2021)

## iii. STAGE THREE - PITCHING AND SELECTION

- Pitching of shortlisted applicants to the Selection Committee on – 10, 11, 12 & 17, 18, 19 June 2021)
- Notice to selected and non-selected applicants on – (21 June 2021)
- Admission into the incubator on – (1 July 2021)

## CONTACT US

Request for clarifications shall be sent to [applications@itbi.org.sz](mailto:applications@itbi.org.sz). RSTP will respond via email to any request for clarification, provided that such requests are received five (5) days prior to the deadline for submission of proposals.

