



Rwanda ICT CHAMBER



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What is ICT CHAMBER



ICT CHAMBER is a Member based organization representing ICT Companies in Rwanda under the Private Sector Federation.

Membership of the Chamber Exceeds 214 member companies at different stages;

- ICT Professionals & Consultants
- Startups
- SMEs
- Corporates



Our Membership Associations



FINTECH



IT Hardware & Solutions



Connectivity & Infrastructure



e-Commerce & e-Services



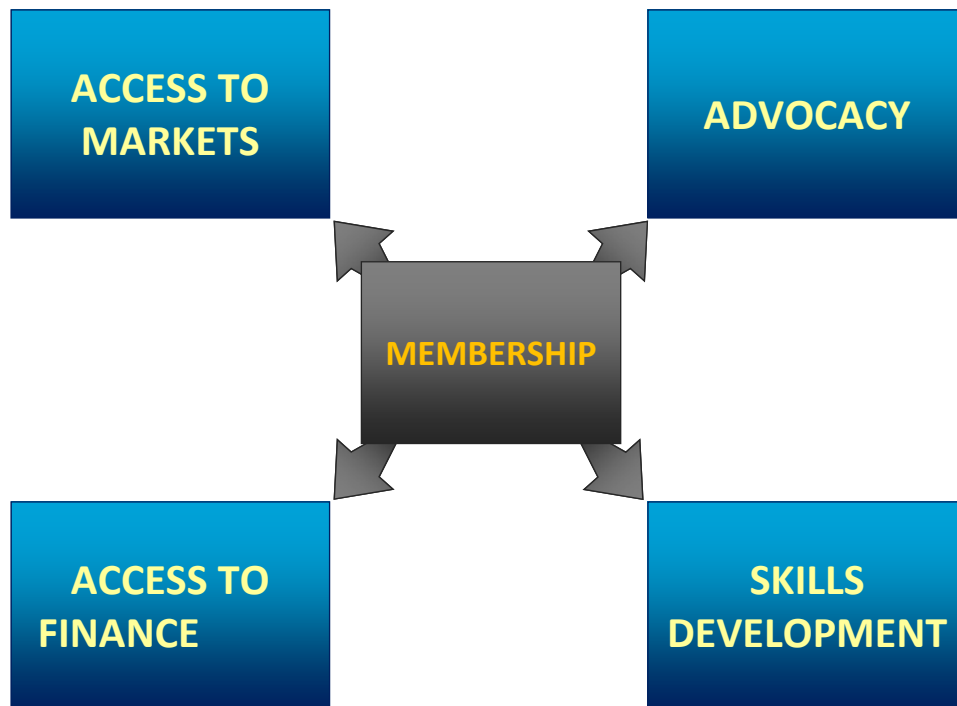
Content Creation, Media & Broadcasting



HUBS, INCUBATORS & CAPACITY BUILDING



MEMBER SERVICES CATEGORIZATION



OUR STRATEGIC PILLARS

MISSION:
CREATE 100 TECHNOLOGY COMPANIES THAT ARE EACH VALUED AT OVER \$50M BY 2025

CREATE NEW TECHNOLOGY COMPANIES	GROW EXISTING TECHNOLOGY COMPANIES	INCREASE ADOPTION OF DIGITIZATION Through Public & Private Sector Digitization	EXPAND DIGITAL EXPORTS	INCREASE INVESTMENT IN ICT SECTOR
TECHNOLOGY SUPPLY SIDE		TECHNOLOGY DEMAND SIDE		ENABLER



WE FACILITATE:

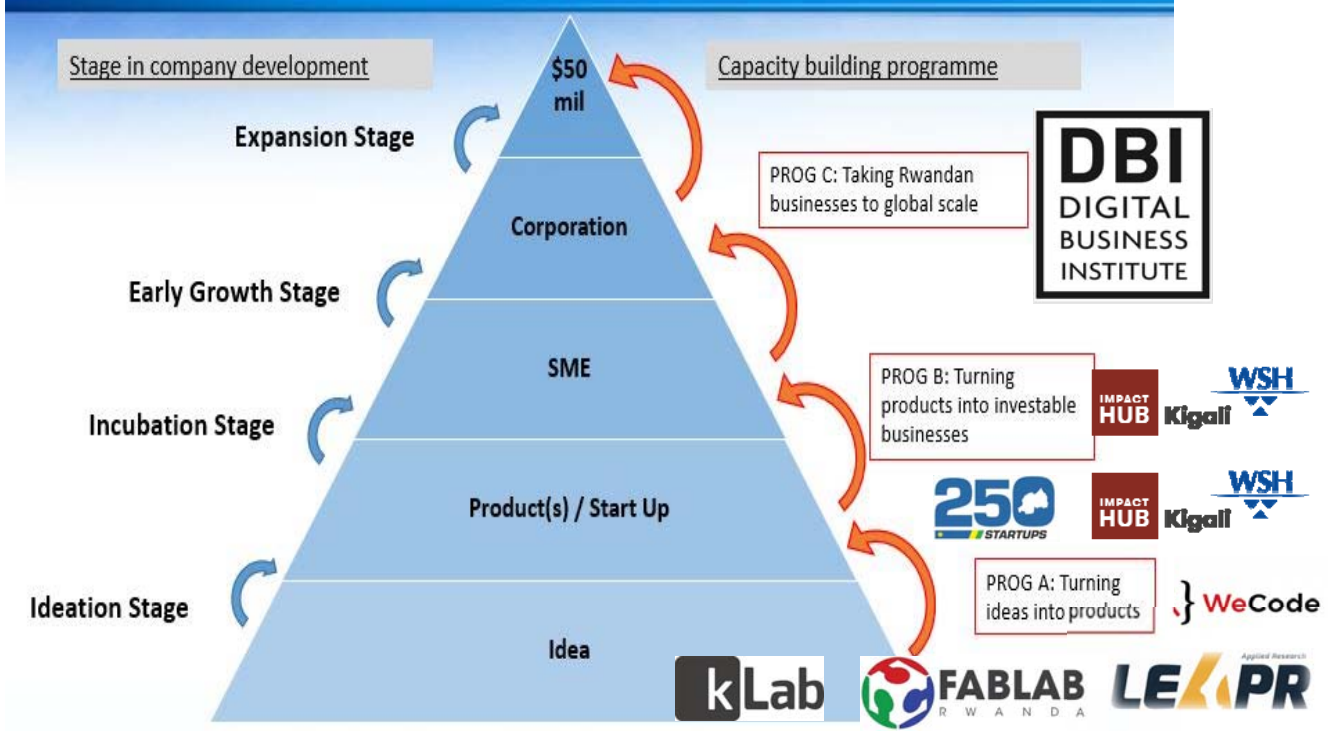
	GROW TECHNOLOGY SUPPLY SIDE		ENABLER	STIMULATE TECHNOLOGY DEMAND	
Strategic Pillars	Creation of New Technology Companies & Businesses	Growth of Existing Local Technology Companies	Attraction of Investments into Technology Sector	Adoption of Digital Technologies	Expansion of Digital Exports
Implementation Projects	<ol style="list-style-type: none"> 1. KLAB 2. FABLAB 3. 250STARTUPS 4. KOICA MULTIMEDIA LAB 5. Ecommerce Incubation 	Digital Business Institute <ul style="list-style-type: none"> - Ecommerce Certification - Investment Readiness - BPO/ITO Readiness 	<ul style="list-style-type: none"> • Rwanda Innovation Fund • Angel Investor Network • 250Startups 	Digital Business Institute <ul style="list-style-type: none"> - Ecommerce - Digital Tourism - CAD/CAM 	Digital Business Institute <ul style="list-style-type: none"> • WECODE • Export Special Purpose Vehicle • BPO Readiness
Implementation Partners	<ul style="list-style-type: none"> • JICA • GIZ • GoR 	<ul style="list-style-type: none"> • JICA • GoR • ITC • GIZ • PWC 	<ul style="list-style-type: none"> • GoR • Angaza IM • LEAPFROG Ventures • BidNetwork • Founderz Compass 	<ul style="list-style-type: none"> • GIZ • JICA • GOR • PSF • ITC 	<ul style="list-style-type: none"> • GIZ • JICA • GOR • PSF
Linkage to Member Services	<ul style="list-style-type: none"> • Access to Markets • Skills Devt. 	<ul style="list-style-type: none"> • Skills Devt • Access to Markets 	Access to Finance	<ul style="list-style-type: none"> • Skills Devt • Access to Markets • Advocacy 	
Target Member Groups	<ul style="list-style-type: none"> • Ignition • Accelerator 	<ul style="list-style-type: none"> • Accelerator • Takeoff • Cruise 	<ul style="list-style-type: none"> • Accelerator • Takeoff • Cruise 	<ul style="list-style-type: none"> • Takeoff • Cruise 	<ul style="list-style-type: none"> • Accelerator • Takeoff • Cruise
KPIs	<ol style="list-style-type: none"> 1. Number of Companies 2. Number of Jobs 	<ol style="list-style-type: none"> 1. Number of Companies 2. Number of Jobs 	<ol style="list-style-type: none"> 1. Number of Financial Investors in sector 2. Funded companies 3. Amount Raised 	Sector Digital Maturity	<ul style="list-style-type: none"> - Revenue from Exports - Exporting Companies

EXAMPLES of Our Approach On Digital Economy

**Concurrently Building Both
Digital Supply & Demand Markets**

DIGITAL INNOVATION STAGES

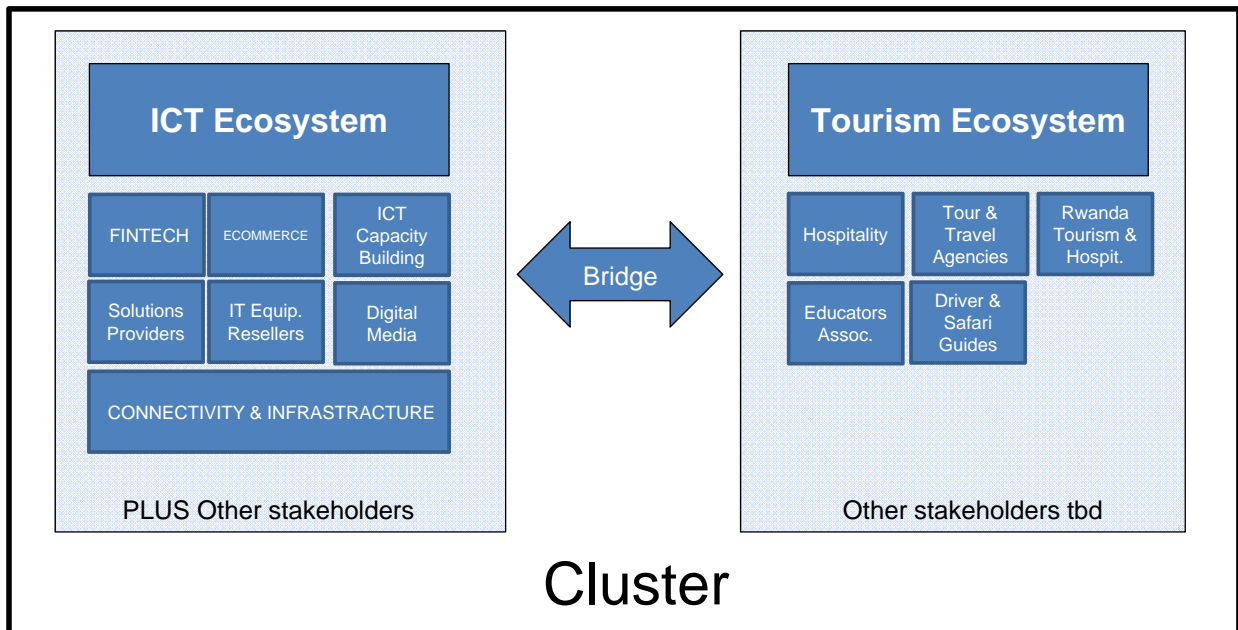
TAKING AN IDEA TO MARKET & SCALE



Digital Business Clusters : Beyond Just ICT Sector

Cluster Approach Example: Build a ICT Bridging Cluster to the Tourism Sector

DIGITALIZATION OF NON TECHNOLOGY VALUE CHAINS



What do we mean by Digital Exports?

"ICT business that earns foreign exchange revenues into Rwanda."

DIGITAL EXPORTS

Can refer to products, services, methodologies or skilled talent, produced by either the private or public sectors.

- ICT products / service / skills created in Rwanda and sold abroad
- ICT-related work performed in Rwanda and paid in a foreign currency. Includes:
 - ICT Service Outsourcing / Offshoring
 - ICT Project Contracts
 - Digital freelance platform (eg, Microwork, Fiver etc)
- Rwandan technical experts working abroad and repatriating earned funds to Rwanda.

"Exports for which digital ICTs play an important role in facilitating trade and therefore in earning forex revenues."

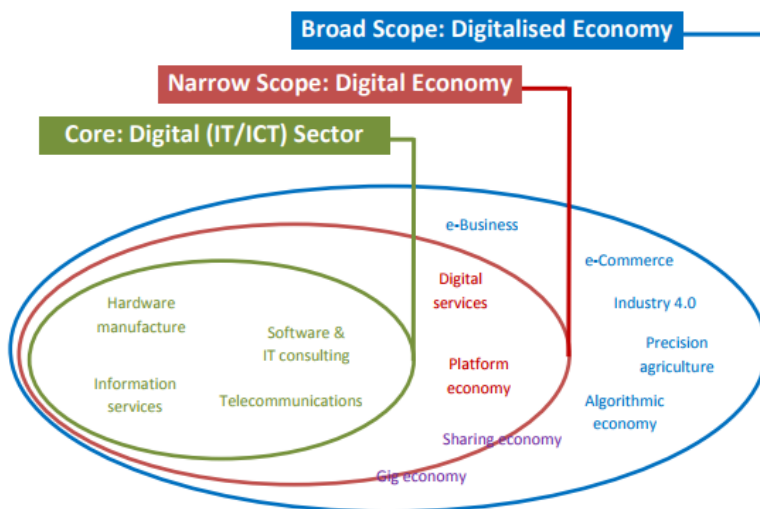
- Includes Digitally-Enabled Business Process Outsourcing: BPO for which the work being outsourced is not inherently technology work, but which is enabled by or delivered through digital means.

DIGITALLY-ENABLED EXPORTS

DIGITAL IMPORT SUBSTITUTION

"Local digital products, services and skills that can substitute for the import of foreign digital products, services and skills."

Every Industry Has a Sizable Market that is DIGITIZABLE



Today's technology space is increasingly changing from traditional ICT to a combination of ICT and other industries.

Every industry has a sizeable economic component that is digitize-able as such creating new business opportunities for ICT companies.



THANK YOU

END

Our Implementation Entities

