DURBAN – Africa Untethered - The Era of Digital Africa
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ICANN – Durban, South Africa

CHAIR:　　　　　There are some people who've been here a long time and some people who are new to our community, and the goal here is to try to get other peoples' views in the broader community; not just us talking to ourselves but some of our other stakeholders in business, in the broader technology community in the region we're in – and today of course that's Africa.

So that's what we're going to focus on. We've got some very distinguished guests with us. I am going to moderate the first panel, where we will look specifically at entrepreneurship in Africa, what the challenges are when becoming an entrepreneur in the Internet space and what are some of the very creative solutions that some of our panelists are coming up with, which I thin you will find remarkable.

And the second session, which Pierre will moderate – our Regional Vice President for Africa ICANN, Pierre Dandjinou –, will look at the role of the social… And here is Pierre. Well timed Pierre, thank you. It will really look at the role of social entrepreneurship in Africa and what kind of lessons we can learn from some of the remarkable initiatives that are going on here, but I think in many cases are very much ahead of the rest of the world.

So without further ado… Pierre, I've done your introductory comments for you. [laughs] We're fairly tight on time, we have quite a lot to get through. So let me just explain the format: we'll run the first panel for about 40 minutes. So I'm going to introduce our panel in a minute and then I'm going to ask our panelists to make some particular observational comments. And then we'll go to a Q & A.

So forgive us if we run to a fairly tight timeframe but we want to allow enough time for Q & A, both in the room and on remote dial-in. We'll do the second panel and we then have a very short presentation at the end for about ten minutes, looking at one of the schemes that Patricia over here is going to give us – looking at one of the existing schemes for entrepreneurship and raising funding that already exist in Africa.

So I hope you will find it a very enjoyable session. I know that you all very much enjoy meeting our panelists. So without further ado let me introduce our panelists – and I'm going to go from left to right. Now, am I going to produce your surname right? [inaudible 00:02::43]. Is that right? No. Andile, right, we're going to stick with Andile. It's a very difficult name to pronounce.

Andile is from South Africa and he is the Executive Chairman of Dimension Data Middle East and Africa. He was previously the Director General of the South Africa Department of Communications, so he has a strong business background and a strong experience in helping entrepreneurs find capital and find support. And he's going to talk to us about that in a minute.

Now, my second panelist many of you will already recognize: Lukonga Lindunda from Zambia. And you all saw him at the opening ceremony where he talked to us about his remarkable work at the wonderfully named Bongo Hive. I have to tell you, that is the best name for a company that I've come across in many a long year. I think it's wonderful.

He's not going to talk so much about this today but specifically how this is connecting to a network of labs and similar projects around Africa, in terms of helping Internet entrepreneurs find partners to really get their IT business off the ground.

Next to him we have Edwin Opare from Ghana, who is the CEO and Co-Founder of a new technology start-up called [True Ed? 00:03:59], which stands for True Entrepreneurship Development. And he is looking at how to create a database of entrepreneurs in Africa to help them find each other, which is something that is essential in order to get people together to find the connections and the linkages that they need to get started.

And then last but not least I'm very glad to see a lady on the panel. I must say that; its very good to see. Octavia Kumalo from South Africa, who has been involved in the creation of the Foundation for Internet Development, and entrepreneurship development company established to facilitate the training of individuals. Now, here Octavia specifically will be talking about how individuals can equip themselves more effectively to participate in the Internet economy here in Africa.

So without further ado I'd like to start from left to right. Andile, it's good to get a sense from you as to what you think, in your experience, how easy or difficult is it for entrepreneurs who are trying to start up ICT businesses to actually gain access to money, to investment? And what are the most important challenges that you think as a group we need to try to overcome?

ANDILE NGCABA: Thank you very much Sally. As I've said, we invest in Africa infrastructure; five satellites, wireless infrastructure, applications for mobile. And we believe that the ecosystem has to be anchored in entrepreneurs – entrepreneurs who will build future applications and different services about that infrastructure.

And the area we are focusing on now is to enhance what we call the language infrastructure, because we believe that for pipes, for broadband to continue to grow is if we build infrastructure in [vernacular? 00:06:11] languages. Now, the critical issue as we see it, is in the ecosystem of applications where you have entrepreneurs in incubators and accelerators developing this, is to couple this with financial investments.

Now, there is an ecosystem in the world that is well known, that of incubators and accelerators where entrepreneurs are housed to be able to develop whatever technology they want to develop. On the other side you have venture capital community to then work together and invest. This is what we believe is critical in Africa – for us to be able to build that eco-system. In a conference that was held in this country last

month, we launched what we call African angels – it's a group of people who will assist entrepreneurs to invest in tech set-up, which we believe is something that is critical today in particularly in this growth around applications and development that we see.

CHAIR: Thank you. And do you look anywhere particularly in the world for best practice? When we were talking earlier you were saying to me: "We can't know how to do this but we need to learn how to implement it here in Africa." What do you think is the most important thing that our audience should think about, in terms of how we might get involved with that or support it?

ANDILE NGCABA: I think if you look at all… Whether you take social media, whether you take IT companies or the new social media in Silicon Valley, or whether you take all the traditional IT companies or whether you take all these new application companies that either get acquired by IT companies or get acquired by social media companies, there is a big community that is growing in different parts of the world; building these future applications.

I think Silicon Valley and the area of San Francisco parallel to San José has shown a model for many years that has been successful; where all these people live in incubators. Places where if you have an idea you can find a desk to start to build your software or your application and be able to pitch at certain times of the day or at certain regular intervals to investors.

These are [inaudible 00:08:40] or what other people would call [fool's feminine friends? 00:08:44]. The people who would be interested in investing in your idea. I think we need that in the continent and that recipe is there, as I can say, it has what we need to do in east, north and west Africa, in all these areas where incubators are starting – in Ghana, in Nairobi, in Accra, in Lagos, in Johannesburg, Cape Town, etc.

We need to build this community. This is what I'm suggesting. And we need to basically build a network of this community.

CHAIR: Well that is… Thank you. That bridges very well to you, Lekonga, because I remember on Monday that we made the comment that we make the most of what we have and you made the comment that you didn't wait – maybe you couldn't wait – for VC money for sponsorship and support in order to get going. So tell us a bit about, listening to what Andile is saying, how do you… What would be your reflection on that from your own experience and from those in your network?

Is this something you feel is already here but you don't have access to it, or what would you see as the thing that you would most want to see from the VC community to help you as you move forward?

LUKONGA LINDUNDA: What we do there will [inaudible - 0:10:09.8] is we are trying to build the ecosystem. So the mini challenge is when you look at the education system, the fact that even in Zambia more universities do not offer more application development training in their curriculum. It already means

that when a student graduates from the university they are already at a disadvantage because they don't have the skills to develop for new technologies so you will see that in most tech hubs there is some training that takes place for technologies that are very relevant at this stage.

But apart from that, also we provide opportunities for mentors to then engage with young people and just help them to start thinking outside the box. So we look at skills training and we look at helping them to think outside the box, and then providing the most opportunities to then pitch, which I didn't really explain very well.

So it is a lot of things that we do but it is very important, at the end of the day, that when people still come up with ideas they understand how to register a business, they understand how to patent the ideas, and they are also able to have a solid idea to present so that they can easily get funding. But there are challenges as well in Africa and Lusaka and Zambia and Nairobi and Lagos.

The fact that we are not sensitizing our entrepreneurs very well, so you have enough competitions and [inaudible - 0:11:49.0] and we are not teaching our entrepreneurs to boot strap, it is easy to take about a lack of this funding, but it is also a challenge to let entrepreneurs try and fail on their own instead of running easily to get $5,000, $10,000.

So I think the role of tech hubs are to make sure that people at least are able to prototype, get some customers for their product so that by the

time they are able to present to a person [inaudible 0:12:25.5] proven their product.

So we all have a role to play right from university incubators to product incubators like ours. So it is an ecosystem indeed and we all need to play our part.

CHAIR: Yes, that makes a lot of sense, hearing you describe it like this. It feels like a multi-stage process. And having meetings like this where we can all meet each other and we can have greater visibility of the need for that whole chain to exist, it seems very helpful.

So Lukonga, you're talking about needing to train, needing to educate in different ways, technical skills, business skills, and legal skills. Edwin, in your case, you're putting together a database of entrepreneurs to help to connect them. Where do you go and look for them? Do you go and look for them in the Lukonga's IT labs? How do they get identified in the first place?

EDWIN OPARE: Okay, thank you Sally. So the idea is to work with existing organizations. For instance, in Ghana, we have the IT association of Ghana, which has a membership base of diverse entrepreneurs and technology entrepreneurs. We work with ICANN to ensure that we can have the members, who are entrepreneurs actually who put their data in the databases that we are developing.

Also, [inaudible - 0:13:53.7], for the IT association and to also ensure that the membership can also populate their data into the database. So

really the source for the upcoming entrepreneurs are diverse, technology analysts, and so on and so forth. It's really diverse.

CHAIR: Sorry, I've just been told the online audience is having some difficulty haring the four of you so if you could just make sure you are speaking directly into the mics. I know you are quite close to them. I'm sorry, do carry on, yes. So in terms of barriers – because I know your organization is young, isn't it? You've been doing this for six months.

How are you finding it? Are you finding a lot of people saying, 'Oh, thank goodness you're here. We've been waiting for this.' Or are you finding that all countries are at a similar stage? Tell me about how you see this evolving and what are the key barriers you think you are going to have to overcome to produce this kind of successful contact center, I guess.

EDWIN OPARE: I think, so far, through my engagements and through the discussions I've had with people who know about this project, there is a lot of enthusiasm about it. And if you go to Ghana or if you go to Nigeria, people are really innovative. People are developing stuff, but they don't have that visibility and nobody knows about that.

Now, they see this platform as a means to showcase what they are doing to the world, to attract venture capitalists or to attract investors to what they are really doing. So in terms of barriers or in terms of somebody saying, 'We do not want to be on your platform because of this or that

reason,' no. There has not been any kind of negative feedback so far because they all admit yes, they need help.

They need visibility and they need people to know what they are doing so that they can really expand their markets. Because most of the products that these guys are developing are not for the specific countries, they cut across the entire region and the entire world, so there is really a need to enlarge the territories. And that is what has kept this going and people are really committed to making it happen.

CHAIR: Okay, well that's very constructive and very positive. Olivia, coming to you. Octavia, I do apologize. My eyesight is even worse than I thought it was, and I thought it was pretty bad. You have a specific area of expertise, which is marketing communications I think, which is actually a little bit of what you were saying about making people aware of things.

But I would be quite interested if you had any comments to share with the room about how well or how aware people are, all of these entrepreneurship opportunities here in Africa and specifically in your area and really getting a sense of how – what you see as the main challenges for entrepreneurs, particularly young entrepreneurs here.

Whether these are things that these gentleman can help us overcome or as we go into the Q&A session getting a sense of some other solutions that we may want to look at. It would be very good to hear your perspective on both of those things, thank you.

OCTAVIA KUMALO: Hi, everybody. Thank you for this opportunity. From my perspective, from the South African perspective, the whole entrepreneurship of our sector, especially within the youth in South Africa, we mostly focus on previously disadvantaged youth, those guys that don't have opportunities, that don't have skills, and that can't get jobs.

So what we are trying to do with them is give them skills and training and in the ICT field give them mentorship and provide them with access to markets. So coming back to these guys, it would be actually very good to partner and have some kind – as Lukonga was saying – some kind of ecosystem. I think we are doing things in silence and we are not talking, but you know there is great opportunity in Africa and there is a great opportunity to learn from each other.

Our take on entrepreneurship, again from the South African perspective, is going back to basics and teaching those guys how to actually use a computer, what is a computer. Because you find that some people don't even know what a computer is. So giving them those basic skills – how do you strip a computer, how do you network? How do you do the whole networking thing?

And then from there giving them the entrepreneurial skills, the business skills, how to write a business plan, how to write a sales plan. Not everybody has that acumen or the knowledge and the capabilities. So it is about really empowering those youths to be able to run a business successfully. And this is where, from that phase, actually going into the next phase. Like, how do I market my business? How do I market myself? What is the next step? What are all the business opportunities?

Maybe I might become an IT company as Lukonga was saying. Maybe I might go into the application areas because there is a lot of innovation in Africa and a lot of great stuff comes from Africa. But a lot of people actually don't know about the opportunities.

CHAIR: Before we go to Q&A, I would just like to get your perspective and then I am going to come back down the line. So I will give you some warning on this. So this is a bit unfair on you, Octavia, because I'm going to jump on you first. But that leads me to ask, I think, for the sake of the room perhaps a very obvious question which is clearly you are all very involved in the Internet. That goes without saying.

And you are here in ICANN and you have come to our meeting here to share these insights with us. If there was one thing, for each one of you, one thing that the ICANN community could do to help you – what would it be? What would be your kind of top ask, as it were, from this group of 92 countries. We have people at this meeting for almost every major – this is a very representative and global group, so I just would like to get your perspective on kind of how can we be most helpful to what you are doing. That would be great.

OCTAVIA KUMALO: Okay, financing is an issue, but I don't think it's – it's critical, but from a group like ICANN I don't think it's the most critical thing. I think for us it is about the learning we can get from people who actually have been doing this for a long time. That is kind of hand holding and teaching, the

skills transformation that we can actually have expertise that we can actually get from ICANN constituents.

And actually getting to the ground and doing these things – not writing things on paper and having lots of documents, but actually going out into the field and making a real difference and a real change and learning from and using the expertise of ICANN constituencies, whatever.

CHAIR:
That's a tremendously practical suggestion and I think I'm going to do what [inaudible - 0:21:40.0] does now and say, Pierre, this is something that we should really be focusing on. On, he's right in front of me thank you. In terms of with our Africa strategy, which we talked about on Monday, how do we make sure that we get more of your students involved in ICANN itself on a volunteer basis? We provide some mentoring and some help. And Pierre has quite a few programs focused on this but this is very achievable, what you're describing.

Edwin, what would be your – the answer, by the way, isn't millions of dollars. I should have said that before I proposed this. But thank you for saying you didn't think it was all about money. Edwin, what would your view have been?

EDWIN OPARE:
Okay, so the database [inaudible - 0:22:26.7] is putting out is not just a database, it's actually a web application that implements the way to

stick with the model in the real world in the sense that people actually want to participate in dialogue once they are on that platform.

And what I would hope would be for ICANN to connect us with leading entrepreneurs like [inaudible - 0:22:26.7] to serve as mentors for people who are going to be on this platform to help them grow their businesses. So I would really appreciate for that kind of connection to be established with really successful people in business, entrepreneurs, and that kind of guides that have been coming in, entrepreneurs to grow their business.

CHAIR: So, some role models, some thought leadership, some access, and I think maybe there are quite a few projects coming up at a strategic level in ICANN where we need to hear – especially looking into the future, into the five-year plan. Because Africa is going to play a much, much bigger part in ICANN's future perhaps than it has in ICANN's past because of the growth in Internet users and the growth in mobile access. And I think getting that voice established early, or certainly now, is in everybody's interests. Lukonga, what about you?

LUKONGA LINDUNDA: One thing, I think ICANN should – and different people in ICANN – should partner with networks like [Afrilabs? 0:24:00.2]. I think there needs to be some bottom-up approach as well. A lot of entrepreneurs start and send out people in tech space in Africa who still don't understand the impact of things like the new TODs.

And so I think that there is this need to engage with institutions that are working on the ground because a lot of things that are being discussed even in this conference impact eventually on what startups are doing. So I think in terms of collaboration that should be taken not of – we work with a lot of people that will change the world in the next five or ten years so it is important that you partner with us right from the start.

CHAIR: No, I think that makes a lot of sense. I think we are going to see even more innovation from here. We can be a very good enabler, a good facilitator, of that international dialogue because so many international people come to ICANN. Andile, finally, I'm going to give you the last word before we go to Q&A.

ANDILE NGCABA: Thanks, I think that we – I will make reference to this even if it is not by everybody that Africa is a continent of a billion people and 60% of the population of the continent are young people, below the age of 30. And we, in about three or four years' time we will reach access to a billion mobile phones and clearly this is a youth continent.

                         And therefore, with that number of people we need to think about products and services that will address the youth. And one of the critical issues, that in my view I can do to address this massive population as a percentage of the world population with conditions that we have in the African continent. The critical issue in the way in which this failed is barriers to enter. Barriers to enter the DNS business, barriers to enter the Internet environment, barriers to enter online business.

ICANN is one, but there are a number of other players. So I truly think that there is a need – I mean, I want to concur with Lukonga that ICANN youth of Africa dialogue is going to be very important because in all the research that has been done, including [inaudible - 0:26:56.1] that this young population of Africa will probably constitute 50% of the working population in the next 20 to 30 years in the world.

So my view is that given the fact that future jobs are online and given the facts that future jobs are in big data, we have the population, we have young people in the continent as opposed to what is happening in other parts of the world, of the aging population.

We have a unique resource, which are young people. If we can partner and dialogue how can we lower barriers to enter this ecosystem of ICANN and other players in the online environment, I think that to me is what will help address those issues. This is a big force of people.

CHAIR: These are unbelievable statistics. They are really mind blowing. When we were in the Beijing meeting we were reminded about the fact that China has half a billion Internet users, but listening to you talk we may even overtake that in the not too distant future. So we're going to go to Q&A now but what I'm hearing here is that the stakes here are incredibly high, not just for Africa but for the world.

You are making an excellent point there and we do need to finish up with the importance of the African community to the whole world, not just to this continent. Although with 54 countries this is very substantive in its own right.

Okay, so I'm going to throw the floor open for questions. Andrew here has the roving mic. Could you please introduce yourself for the record? And then we will take your questions.

ANDREW MAC: Sure, my name is Andrew [Mac? 0:28:42.6] with AM Global Consulting in Washington. And there are two issues that you haven't mentioned that I think are really important and I would like to get your thoughts on. The first is that the way that Africa is reaching the web is going to be very different than the way that people in the global north have traditionally – it's much more mobile. It's more app-based and things like that.

So get your thoughts on how that would change and what that might mean for ICANN, since we don't typically see a lot of mobile companies that are focused at ICANN. And the second thing is a lot of money changes hands online, but much of it through credit cards. And yet most Africans still don't have credit cards. I know [inaudible - 0:29:21.3] and other kinds of payment systems are starting to come online. Can you talk about the future of payments, specifically in Africa, and how that might be different?

CHAIR: Right, two quite complex questions and we have a relatively short Q&A, so I'm going to make a decision just to direct the questions to two of the panelists and then if the others want to jump in I am going to ask them to do that. So, Andile, I would very much like you to offer your comments to start with, maybe on both of those areas if you can. And if

our panelists would like to join in with any additional comments then please do. Over to you.

ANDILE NGCABA: I agree with you 100%. One is we are the mobile generation, we are the mobile continent. We have skipped the PC period. This is personal computing period. Now, one of the things – I mean because of time, I didn't go into it – but we are starting to engage the silicon and the semiconductor manufacturers around manufacturing mobile phones in Africa. You cannot have a population of a billion people consuming a billion mobile phones.

There is not even one manufacturing plant on the continent. So that is one fundamental issue. The second one is that not only are we a mobile-centric society, we have more than 2,000 languages. So very different, there is no continent in the world that has that wealth of heritage in terms of language.

We are now working on technologies such as what is called phonetic search engines; how you use audio to search, how you use for instance not text-based but audiocentric models the way in which the bulk of the content of Africa that is going to be on the Internet is going to be video and audio and not text. So clearly these are very important issues and we are working on some of this.

Lastly, Africa is leading East Africa, Kenya, and other countries are leading in mobile payment systems. I think we all understand was [inaudible - 0:31:38.6] is and the world should come to Africa to learn about this. I think the reason why this has not grown further are

regulations. I think those members of [inaudible - 0:31:51.5] who are here should talk to respective governments that regulations as far as money transfer must be allowed to happen on mobile in many countries in the African continent. This is the only way we can transfer money from [inaudible - 0:32:05.9].

CHAIR: Thank you, Andile. Octavia?

OCTAVIA KUMALA: I would also like to add to that, I do agree with Andile. If you take the South African market – and this is regards to the payments. If you look at the South African context most of the banks have cell phone banking and cell phone payments, you know. With [inaudible - 0:32:29.2] and you bank is actually growing and with deregulation I think there is a huge opportunity for banks outside of South Africa and into Africa. You have standard banks all over, they are all over Africa. And I think there is a huge opportunity for that.

CHAIR: Thank you. Yes, I certainly think we can learn a lot from [inaudible - 0:32:54.4], I couldn't agree with you more. Other questions from the floor? Yes, we have one up there at the back, Andrew. If you could just introduce yourself to us.

GIDEON ROP: Sorry, I sat too far away. My name is [Gideon Rop? 0:33:16.4] from dot connect Africa and I am part of the young people, the generation of Africa, and I am so thankful for my organization and my boss, Sophia, for the entrepreneurship and the opportunity to come to such meetings and to see other young people who want to move Africa ahead.

And my question is I know I come from a country [inaudible - 0:33:42.3] is our home and that whole region has started with mobile money and while we have several hubs there and they are working hard to see other developments, where is the challenge? My question is how long does it take? What is the challenge to incubate an idea?

Do you think you attract people as you start or people come when they see that there is potential here? That means you have an idea and how long does it take for that idea to attract attention from maybe the Googles and things.

CHAIR: Lukonga, I think you are very well positioned to lead out in that answer.

LUKONGA LINDUNDA: It all depends on you. We don't have a set period. Some ideas can grow overnight and get funding the following day if you build a prototype. So I think the idea is to do as much as you can with what you have, so I have to repeat what I said the other day, but then be able to prove that you had done something about the idea. So It's not just about having an idea, everyone can have an idea, but it's about doing something and especially building a prototype and being able to show that idea.

CHAIR: I was going to ask you, Edwin, also to comment, yes.

EDWIN OPARE: Yes, so to add to what Lukonga just said, I think it all boils down to how you pitch your idea. It's really important. I mean, people have brilliant ideas but when you meet investors they just don't know where to start from. So to attract them, know how to pitch.

CHAIR: And I know Andile said earlier that if you couldn't pitch to him in three minutes he wasn't going to buy your idea. So this is the apprentice, you see, in front of you that has made it to South Africa. OK, next question please.

SPEAKER: OK, good afternoon everyone. My name is [inaudible - 0:35:38.2] Nigeria. My question precisely is related to Andile. When you were making a response you said that the future is video and audio. I think I would like you to probably do some expansion on that because even if you are going to develop video and audio that is still an elemental stage. I would like you to provide an expansion on that.

ANDILE NGCABA: There is a bit of echo here – can you – let me just repeat first the question and see if I understood it. The question was you need a bit of text even if you will do audio, am I correct? Yes, I agree. The reason why

I was saying – if you look at the ratio of audio in the African continent, versus readable material, the probable ratio is 70/30 or even 80/20. We have in archives a lot of audio/video-based material as compared to written-based material.

The critical question is how do you take that audio and video material. And yes, I agree, there will be written material. What I am saying is that the emphasis in the development is being skewed the other way around. People spend more time and resources on the text and written-based language than on the issues of phonetic and video-based language.

What we are now trying to do is to build phonetic-based dictionaries at a software level in order for people to be able to access the Internet to using audio-based tools and being able to search phonetically.

CHAIR: We have another question right here.

SPEAKER: Thank you, my name is [inaudible - 0:38:00.9]. I'm also a young social entrepreneur [inaudible - 0:38:14.2] trying to jump into the DNS domain name business. I'm very thankful for these sessions and to show how ICANN is [inaudible - 0:38:28.0] about the domain names. ICANN is changing and it is not just about the domain name industry. It's about Internet and all the aspects of the Internet.

My conception of entrepreneurship is about solving problems, not about creating a company. It's about seeing in your community there is a problem and you start to try to solve it. When I first came to ICANN it

was about becoming a [inaudible - 0:39:07.8] but I saw it was difficult. I went back and people were having problems to have a domain name. They want a website, they want to buy a domain name. And I say I have to help them solve that problem. So I made effort and I am not a reseller and helping people having their website online, having their domain name.

And my question is I know you have been working on other fields of ICT and my question is for you, for your perspective, there is an opportunity for a young African to jump into domain name business. Because as I have been listening to things most are saying that the domain name market is not mature on our continent so there is no business for you, there is not opportunity for you to jump in. So me, I am hopeful, and I know there is a business there. So I want to share your view on that, ICANN is about that.

CHAIR: So the question I think is really about what do you think the opportunities are for young entrepreneurs to join the domain name section? I am going to turn to Octavia to ask you to comment on that. And then if there are any other comments and we will finish this panel. We don't have any questions online, and then we will switch to the next panel. So perhaps I could ask you to close us on that very relevant question about ICANN.

OCTAVIA KUMALO: Well, from my point of view – sorry, Sally, can you repeat the question?

CHAIR: Well the question is about do you have a perspective, does anybody on the panel – Edwin has a perspective so he might give you some breathing space here – on the opportunities for young entrepreneurs to join and come into the domain name industry in Africa? So do you have any observations on how that could be accelerated or anything we could do to help that process? That's really the question. And then I will ask you to finish, Edwin.

OCTAVIA KUMALO: I think there is a huge opportunity for young Africans to actually enter into that space, especially now with the new gTLD program. We have received I don't know how many applications that have gone through now, but I mean there is that opportunity. And taking dot Africa for example, there are already I think four ICANN accredited registrars in Africa. Six, six, and that needs to grow.

                            That's why I am saying there is a huge opportunity and I think again if ICANN could have some sort of training program. What Lukonga was saying, partnering with your [inaudible - 0:42:03.4] and all those other kind of constituencies, with more DNS training, I think we will be able to have Internet domain name entrepreneurs.

CHAIR: Thank you. Last word from you, Edwin.

EDWIN OPARE: Yes, so I believe that the registrar bit is crucial. We can have numerous registrars and we should see it beyond the registrar point. Banks can

also generate opportunities out of this because to become an ICANN registrar you need to go [inaudible - 0:42:40.4], so really, it goes beyond just being a registrar, but to add on to it is that it shows that the whole thing is complete from insurances, to the banks, to other things that it comes with.

CHAIR: So the education from ICANN to the African community is not just about the traditional ICANN type of participants. We really have to think through the financial education as well. It's a great point. I would really like to thank our panelists. I think they have been superb. I have learned an enormous amount from them already. Great questions from the floor as well. I would like for you all to give them a big round of applause and then we are going to switch to the second panel. Thank you very much indeed.

PIERRE DANDIJINOU: Now, let's move on to the second panel. And thanks, Sally, for this moderation. That really put us right on the issue we were discussion with. And what we are going to do is actually a continuation of the first panel. I would like to call on the stage [inaudible - 0:44:13.3], Rebecca Wanjiku, Phares Kariuki, and [inaudible - 0:44:27.1]. Good, well, we don't have much time but we really need to build on the earlier panel and make sure that we cover some of the idea that we have.

This is going to be kind of, well, showcasing some of those initiatives really using the ICT intended for that matter, to actually solve some of

the problems. Basically it is about cultural or socioeconomic development in Africa.

They will be showcasing this but what I would also like to be doing is for this second part it is also about lesson learned. Which are the lessons learned because we have been hearing how do you scale up those thing eventually and what mechanism do you put in place to really harness these technologies? So this is what it is all about. [Silva? 0:45:26.6], our speaker from Uganda, is much more interested in the finance operations and also the [inaudible - 0:45:35.4].

So, coming from Uganda. And Dr. [inaudible - 0:45:35.4] is a founder and general manager of [inaudible - 0:45:45.7] and he is going to tell you about one of his initiatives that is quite interesting.

Rebecca Wanjiku is well-known as a journalist and reporting on the new technology. We would like to have the visions in Africa when it comes to using those technologies and seeing how we are really combating poverty and all of those things. And I do have Phares Kariuki from Kenya as well. We hear many things are happening in Kenya and he is interesting in hubs.

He is also going to elaborate briefly on those. And we will finish by listening to [inaudible - 0:46:38.9] who works with [inaudible - 0:46:39.8] where they do have a mechanism in place to actually foster new innovation in Africa. She will briefly tell us about this and then we will go to questions and answers you might have for them. So with that, I would like to hand it over to Silva for your brief, quick presentation, about two minutes.

| SILVA: | Good afternoon, ladies and gentleman. I am Silva from SMS Empire in Uganda. SMS Empire is a Value Added Service for telecom companies and as a Value Added Service Internet is the core and the heart of our business. |

We started out way back in 2005 and when we started by then I was working for a radio station. So I would get news before my colleagues outside who didn't work in the radio with them. Then I would send them by email. Then as time went on we said let's do something that we can make money out of it and we can keep them informed as well.

We approached the telecom companies and we started out the subscription services for news, sports, and all the like, so people would subscribe in for our content and we would send it to them and share the [inaudible - 0:48:02.9] being generated with the telecom companies.

As we grew we didn't expect we would get that much because for us we were doing something but we were coming and catching but within the process we became big and we started paying taxes. And when the taxes are being used they help the community and the company chooses them. Then we ventured again into mobile money transactions, integration. This was also a problem when we started – in Uganda, we have the retired civil servants. Most of them stay in the rural area and when they are

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paid their pension in the banks, the banks are in the urban centers.

So it would be difficult for them to move from the rural areas and to go to the urban centers where the banks are to get their pension. So we started out something – again, mobile money integration web by where we integrate the system. We built a system which integrated with the banking system and they are able to access their money directly from the banks onto their mobile phones and it is easier for them to cash it out at the mobile money agents.

The challenge we had in the beginning that – which is a challenge in most of the IT innovators in Africa – is financing. No banks there are willing to support IT business, like other businesses if you are a trader importing things from let's say China, the banks will be ready to support you.

Farmers, banks are ready to support them. We walked into a bank and banks didn't support us. Something that would take us a short time ended up taking us like five years, but it would have taken us four years. We had to reinvest the money but slowly we had to get there.

PIERRE DANDIJINOU: Thank you very much. We definitely see there is potential there and also you listed some of the issues we are facing. We will

certainly discuss more on that when we have questions. And [inaudible - 0:50:06.4] you also have a few ideas, and you are actually interested in managing water using ICTs, how do you do that?

SPEAKER: Yes, thank you Pierre and good afternoon everyone. My interest is in the Internet of things, that is using the Internet to solve every day problems and real world issues. I got involved in the monitoring of ground water as a result of a requirement from one of my clients in Mauritius.

For those who have been to Mauritius, they know it is an island country which is surrounded by the sea. And we have a lot of hotels on the coastal areas and those hotels draw water from a borehole. And during the dry season, there is a problem whereby the sea water actually seeps into the aquifer and contaminates that water so they have a need to actually monitor the salinity and of course also the level of the water because the key…

I would say the key aspect of managing underground water is to make sure you don't draw more than what is replenished during the rainy season because otherwise you run the risk of actually pumping the borehole dry. So I have come up with an idea of using readily-made available parts like cheaper microcontrollers, cheap embedded systems, computers like [inaudible - 0:51:48.1] and

integrate them together to be able to monitor the water level underground and also the salinity of the water.

And the development of the Internet has reached now the mobile network which will give us the opportunity to install those devices in remote areas and using the 2G or 3G network to transmit the data onto a central server. So someone was saying earlier what are the opportunities for African entrepreneurs in the domain name space.

I would say that the space for entrepreneurship now has exploded with the development of mobile networks in Africa because now you can bring access to remote areas and therefore you can have different kinds of applications touching different areas, whether it is health, education, or energy. And these create tremendous opportunities for entrepreneurs.

PIERRE DANDIJINOU: Wonderful, thanks so much for this enlightening presentation on something which is crucial, which is water. And water management is going to be very, very important in most places. Well, we will be moving forward. Rebecca, you have been observing all of Africa, the situation, the innovations. You also come from a place where many things that have been done, for instance using ICT for peacekeeping, all of those things – what is

your take on this? What are you thinking? What is the vision? How are we doing and what can we do better?

REBECCA WANJIKU: Well, I think people are continue use – they have started and they care continuing to use technology in more innovative ways. And compared to previously where people needed to be convinced that they need to use technology to better their lives, if you convince people that there is value proposition in technology people will go ahead and adopt that technology without necessarily needing any aid or any humanitarian activity.

For instance, in the case of [inaudible - 0:54:00.6] people say that mobile money has grown more in east Africa and it has sort of provided lessons for the rest of the world on what mobile money can do to spur the economy.

If you look at how it has grown, no one came into the rural villages to convince men and women that they need to use mobile money to better their businesses or to better their own lives. They only provided that value proposition, the fact that you can now easily send money or you can easily receive money, or you can easily transact through your mobile phone.

And nobody needed to go there and convince people. And that sort of provides to me the lessons on how people can adopt technology. Instead of having to do more of the conviction it is

providing the value proposition for people to come in and provide and adopt that technology.

So, from my perspective, innovation needs to provide the value proposition for people to adopt. And people will go ahead and use technology to better their economies whether you come and provide it or convince them that they need to use it or not. Just provide the value proposition.

PIERRE DANDIJINOU: Very well, because definitely the value added innovation is quite important and people will of course use those things when it really helps them solve the problems. And you are right on that. And there is also a mechanism that has been developed to foster innovation and perhaps scale them up. I would like to hear from Phares and know your take on that. You have been working on hubs so can you share your views please?

PHARES KARIUKI: Okay, one thing – okay, so I will take a bit of a scenic route in answering the question. Firstly, Africa is akin to a blank canvas. So given that we have not yet achieved a lot when it comes to development, we are allowed to take our own unique path. So the hubs are more of a reaction to failure in our chambers of commerce and industries to actually force business. I will give a practical example.

I started the process of registering a business and starting its accounts I think something like two-and-a-half months ago. In Kenya, we have still not succeeded. In this age of [inaudible - 0:56:27.2] you would think it would take a day, but it takes a few months. So the hubs are a reaction to the lack of supportive mechanisms from the government and from the environment. So it is basically pulling a group together and saying, 'Look, there is nobody here to help us so let's do this ourselves.'

Now, the hubs are doing one thing, and they are doing this one thing very well. They are giving visibility to innovation in Africa. They are giving visibility to a lot of the work that is being done by entrepreneurs in Africa. That has been happening for many years but before the hubs were not getting as much visibility.

I think it is too early to reward – to say the hubs are the ones responsible for the innovation because people forget that the people who are currently developing software went to university somewhere, went to high school somewhere. This was all done in the 90's to the 2010, before the notion of hubs came up.

PIERRE DANDIJINOU: Do you have any idea of the number of hubs in Africa?

PHARES KARIUKI:	There are around 40, 50 hubs now. So it is 20 tech hubs. There is a lot of – they are doing very well marketing what is going on in Africa at the moment.
PIERRE DANDIJINOU:	Thank you very much. That will give us some room for taking questions. And don't forget we really want to derive some lessons from this initiative. So I have room for a few questions before we have the [inaudible - 0:58:01.8]. So please, yes? Speak into this yourself.
SPEAKER:	Thank you. My name is [inaudible - 0:58:13.7] an ICANN fellow, and I also work for the Nigerian communications commission. That is the telecoms regulator in Nigeria. One question I want to ask is you said there is a lack of support and supportive encouragement from the government. What role do you expect the government to play in regards to support, innovation, and driving all these ideas to the front? Thank you.
PIERRE DANDIJINOU:	Okay, who would like to take that? Phares?

PHARES KARIUKI: Okay, I don't believe the government has any business doing business, I just think it should do its job. So the government takes my taxes, the government should make it easy for me to pay them. The government should make it easy for me to transact. That's the government's role, regulation. That is why they are failing.

So I don't want the government to come in and set up a tech hub. What I want the government to do is make it easy for me to set up my business. I want the government to ensure that there are low interest rates so that the banks don't look at me as such a risk. Many of the problems that African entrepreneurs face are actually because of government failure to do what it is supposed to do.

Government intervention in Kenya has actually made it harder for the Kenyan entrepreneur to start off because multinationals are given discounts and are given tax waivers while local companies have the full tax burden to face. Government intervention has never worked. We just want the government to ensure that the environment is good to do business and we will be happy.

Give me cheap electricity, ensure that my fiber cable doesn't get disconnected, I will do the rest. I want to work, just let me work. Three months to register a business means I am not working for three months.

PIERRE DANDIJINOU: Well, that's what Phares says. Maybe there is someone from government who will [inaudible - 1:00:07.8].

BENJAMIN: Hello, thank you. My name is Benjamin [inaudible - 1:00:14.0]. I'm also [inaudible - 1:00:16.5] Nigeria, but I work for a not-for-profit. We have said there are opportunities for entrepreneur. And I happen to be someone who has a lot of passion for health and I seriously believe that ICTs can help.

In this place where if you invest a lot of time and energy and health, just like you invested time in water management and all of that, what are your motivations? These things, as we know, government has done pretty well in this part of the world. Are your motivations to keep investing and trying to get a return?

Because the returns from this immediately doesn't come in terms of dollar value, but it comes gradually in terms of better health for the people. What should motivate you? Should you keep investing in this or getting collaboration to get results in areas like this, which technology has a huge impact in?

PIERRE DANDIJINOU: Thank you very much. Who would like to take that one? [inaudible - 1:01:17.8]?

SPEAKER: Well, like in every business, there has to a market. There has to be a demand for what you are developing. In the case – in my case, which is water resource management, there is a need. And what I am actually developing is not new. There are solutions that exist that allow government or private sector companies using boreholes to monitor their resources.

What is new in my approach is to compress the cost of developing it using readily-made parts, open-source software, and integrating them together to make it a low-cost device. So, my hope, my business model, is that if I make the cost attractive enough and low enough then it can be mass deployed not only in Africa but anywhere else in the world where there is a need for water resource management.

And then you recover your investment on the volume, on the scale of that deployment. So everybody wins. You reduce the cost to make it more affordable for governments and at the same time they are able to deploy it on a large scale.

PIERRE DANDIJINOU: Good, you mentioned business [inaudible - 1:02:34.6] I would just like to hear from Silva briefly any ideas on this, and to relate to the earlier question, what are your motivations as well?

SILVA: I will instead go to the first question, when she asked about the need for governments. The governments in Africa, the innovators took it on themselves. They have not put their laws to protect them. The young innovators come up with applications but national companies take them on without paying them or paying them minimally. So there is a need for regulations regarding intellectual property to protect the young innovators in Africa.

PIERRE DANDIJINOU: That's a good point. Next, go ahead please.

SPEAKER: Yes, my name is [inaudible - 1:03:24.2] from Africa.com. I want to take up what Phares said regard the government's role. I think you need to look at it differently. The government does have a big role to play and I will give you an example. In the United States, in the early 90s, the Clinton administration deliberately made policies to favor the growth of e-commerce in the United States.

They passed laws that said – not laws, but policies. They created policies where they were able to give tax-free incentives for people, businesses, that were going to go online. And that actually started the whole dot-com boom in the United States. So that is a deliberate government policy and I think African governments need to do the same.

I am not just talking about regulations but there are policies you can put in place which only government can do. So I think we need to look at it differently because when you look at countries that are doing very well in domain name business, the dot-coms in Europe and that, there are policies.

And I go back to that Clinton goal policy of e-commerce, to give tax-free for companies that were going to go online. And it became easier in Chicago to buy something online that to buy it in my local store. So those are government policies that government in Africa in general needs to do.

And I think we shouldn't just say that government has no role in business. They do have a role and the role should not be running the enterprise. And I do agree with you, they shouldn't be running the enterprise, but they should put the framework in place that will allow the young entrepreneurs to grow.

PIERRE DANDIJINOU: Okay, at this point I see no hands. Oh, sorry, sorry.

SPEAKER: Hi, there is one remote participation question and it is from Pascal [Bekono? 1:05:25.9]. I'm sorry. It said I would like to know if there is a session document or an action plan for what they are talking about.

PIERRE DANDIJINOU: If there was a session form or action plan?

SPEAKER: Action plan for the ideas, yeah.

SPEAKER: Well I think one of the objectives of this definitely was to, of course, harness those ideas that might come up. And of course we have seen the Africa strategy that we are developing and the Africa strategy is much more about making Africa a real market. Domain name, for instance, no business is [inaudible - 1:06:03.3]. So definitely yes, some of the ideas will be making their way into the strategy.

But of course I definitely would like to also be doing this in partnership with many organizations and we really appreciate that. Also we are seeing how can utilize, for instance, the banking system, the insurance system, and how they can really be conversant with this new sector and kind of provide their own support on that, so definitely, yes.

SPEAKER: Thank you, once again. My name is [inaudible - 1:06:39.5] and I work for [inaudible - 1:06:39.5]. My original goal was to – our friend at the SMS Empire, given the few ideas you have been in operation, are you as a young entrepreneur in Africa thinking of

this [inaudible - 1:06:59.9] and beyond your shores, and also to [inaudible - 1:07:03.2].

I would like to have your view broadly on female young entrepreneurs and broadly the kind of challenges, such as what you have been hearing from your colleagues across the continent. Thank you.

PIERRE DANDIJINOU: I think I would like to take the very last one over there before handing it over to the panel and then we will follow up this presentation and close this session, please.

SPEAKER: Yeah, good afternoon everyone. My question is – I'm [Danny? 1:07:44.3], by the way, and I come from a startup where we focus on mobile commerce, visual images, and logistics. My question is what are African governments doing about making data cheaper?

Because it is pointless asking a mobile generation everything else and in Africa people are paying over [inaudible - 1:07:44.3] per kilobyte of data. So perhaps one of you could answer that question, please.

PIERRE DANDIJINOU: Thank you. We do have two sets of questions to our panelists. Who would like to take the first one? Please, Phares.

PHARES KARIUKI: Okay, so as far as what you said about government is concerned, it is actually valid. What you said is valid. I will give you a snapshot of what goes on in Kenya. We have got four mobile telecommunication companies. Government is a majority shareholder, too.

That is not a competitive environment. The government has a role in regulation, but the problem with government regulation is it always has unintended consequences. So depending on what the government intervention is it is known as the [inaudible - 1:08:53.2] effect.

In the case of e-commerce business that is all towards the direct [inaudible - 1:09:01.4] of retail businesses. So there is somebody else who, at the back of that, is complaining that government regulation has cost them business. So there are always two sides to the coin, which is why the government should not offer rebates to anyone in particular and should just create a competitive environment.

If one sector starts to do well it is because the other sector needs to die naturally. And that is generally the fear I have. If e-commerce is good it will have happened with or without

government intervention. So at some point that subsidy needs to go away.

With regards to data, just so that I'm done, I think it's just you need to create a competitive environment and that will really happen in many markets. Given the arise of many of these undersea fiber optic cables it is going to get to price competition very soon. We are just a couple of years away from that, but in the next three or four years.

We have already seen the trend across the continent. Two years ago we were paying – I think it is the same across the continent – I think it was like $30 for a gig of data. Right now that is around to around $10 for a gig of data. It is happening. It is just that our time horizon is a bit limited.

PIERRE DANDIJINOU: Okay, that was great. Okay, yeah, Rebecca?

REBECCA WANIJIKU: I wanted to add on the government part. One of the challenges of government and people that will come in and ask the [inaudible - 1:10:25.6] come in and ask what can we do? The ICT board and the government to come in and ask what can we do? If you come in and start saying that oh, you know, as local companies we want the tax rebates the way they give international companies.

They start saying, 'Oh, you don't want to tax you, so where will we get the money?' So the challenge with coming to government, and especially our governments, most of them don't understand their own models or the models of doing e-commerce, is that when you start mentioning some of the things that they should do they buckle.

They think you don't want to do that, you don't want the government to collect taxes. So instead of them having to have the challenge of not collecting taxes with you they would rather not engage. But if you demonstrate that and you come in and say oh, by the way, you can make it easier for me to set up a company. I will even pay you more taxes.

So it is that level of engagement and understanding with government that is lacking for us. In Kenya, when we said that we needed more government but discretion, they set up the money they give competitions and seed funds for everybody.

What did people do? You come in and say we have a policy we [inaudible - 1:11:33.3], which is just begging the government to help you, begging the government to do this and that. So people came in, they saved the government money, you get your $50,000 and you pretend you write this nice proposal you are going to set up a company and do this and that. They never did anything. So people got the seed money and took off.

So right now the government after two years and $1.5 million later, they are not going to do anything to spur the local innovation sector. Why? Because the model was wrong. We said we wanted the government to give us money but they came and gave money to people who relocated to the US and started those online businesses that you are talking about.

So we need to come up with more innovative solutions that will work for us. If you say make it easier for me to do business, then I will prove to you that you can give me tax rebates like you give the other big companies.

PIERRE DANDIJINOU: Okay, well, there is some work to be done with these other governments to have a conducive environment. We hear that one. There was a question about women's university or something, addressed to [inaudible - 1:12:36.0], I think. So if you would just pick that one and then you make your presentation?

PATRICIA: Regarding women participating in the entrepreneurship – for example, in our program, FIRE, we selected projects according to gender issues and we are quite satisfied because we have in the [inaudible - 1:13:01.0], for example, one of our [inaudible - 1:13:03.5] working on the setting of a platform for the promotion of – I mean, for the sharing of information on human rights issues.

So this is brand new in relation to our program, so we are trying to help women entrepreneurs.

PIERRE DANDIJINOU: Thank you, yes, Dr. [inaudible - 1:13:30.7] wanted to come in for a few seconds?

SPEAKER: Yes, I would just like to add a comment regarding the – not directly the gender issue but the issue facing startups in Africa, which is a question of resources. One of the barriers to development is getting qualified resources, and I think that is related to the education system in a lot of countries, especially regarding the teaching of mathematics and the physical sciences.

And I think there is a lot of effort that has to be done on that. There has been a lot of discussion on how government can help. I think certainly by looking at the educational system and realigning it to the reality of today would greatly help the private sector to develop. Another comment I would like to make as well very quickly is again how government can help.

I would like to share my personal experience in Mauritius. We have had a fairly successful initiative from government in creating incubators for companies who would like to start up but the problem is this incubation cannot go on forever. So the companies

get started and usually there will be a bunch of school graduates that get together with an idea and start setting up their company, but after two or three years they need to be weaned off. And at that particular point in time they need work.

And the government actually could contribute a lot to that work because they have projects, government online, e-government, and different projects related to ICT. But when you look at the tenders coming out none of those startups can actually match the eligibility criteria to even bid for those tenders.

So I think the government needs to realize that yes, startup companies are high-risk because they could go bust. They could face a cash crunch during the operation and close down, but we have to give them a chance. And someone said, I don't know who said it, but if the government has to give projects to ten startups and if even only one succeeds, then we have actually gone quite far.

PIERRE DANDIJINOU: Thank you [inaudible - 1:16:05.4]. I actually had the chance to go to some of your incubator programs and definitely there were issues there. Okay, we have five minutes to go and we will quickly listen to Patricia who will tell about the FIRE project which is on that [inaudible - 1:16:20.6] app to harness those initiatives and also to push them forward.

We would like to hear from them and then the panelists will have a chance for a few comments and we will be closing. So it is up to you.

PATRICIA: Okay, good afternoon everyone. I am here to present the FIRE program, which is the Fund for International Research and Education, initiated by [inaudible - 1:16:45.0] in 2007 as a pilot project. So this fund is to support activities promoting Internet development in the African region with particular emphasis on the role of the Internet in social and economic development in the region. Excuse me, one second. Excuse me, could project them?

Okay, I will go on. So since – as it started in 2007 as a pilot project but since 2011 [inaudible - 1:17:30.0] is partnering with the [seed? 1:17:32.1] alliance, which is a global alliance gathering two other regional Internet registries which are [inaudible - 1:17:44.0], of course. This is to support innovation on the Internet for development across the south.

So the Seed alliance is a collaborative platform for all our partners and sponsors who identify and build communities of practices and to promote network and mentoring among other things. So in May 2012 in partnering with the Seed alliance, gathering so that there were the three original Internet registries that contributed to the official lounge of the FIRE program.

So, FIRE provides seed funding through small grants and awards aimed at stimulating creative solutions to ICT development means in the African region. Through FIRE, besides the seed funding, [inaudible - 1:17:44.0] supports also collaborative efforts such as capacity building, networking, and evaluation.

So our funding – what is the funding mechanism of this fund? We have two donors which are the International Development Research Center and the Swedish International Development Agency. We also have [inaudible - 1:17:44.0], of course, as a local contributor to an amount of $50,000 per year.

And we also have sponsors and partners and the one of our founding funder, so in 2007 when it started, was Dr. [inaudible - 1:19:34.5], who gave his [inaudible - 1:19:34.5] price award for this fund. So we also have [inaudible - 1:19:34.5] as a funder to an amount of $30,000.

So FIRE is a grant program and it is stimulating and creative solutions to ICT development needs in the African region, as I said. So these small grants are allocated to new initiatives that are looking for seed funding for research or implementation and new initiatives that are looking to scale up and extend coverage or develop new components.

So these grants are provided to proposals to be implemented in the period of six to 12 months for up to $10,000. But these project

initiatives have to be aligned with funding categories that will see later on.

So for the FIRE awards, those awards are granted to initiatives that have proven records in recognition for their contributions or that on the last stage of implementation. So those proposals, as I said, must fall within at least one of the four funding categories. The first one is funding category for innovation on access provision. The second category is the e-development.

The third one is the freedom of expression, and we have in relation to awards a special category which is the community choice reward, rewarding initiatives with the best social media campaign. So those awards amount to $3,000 US dollars.

So in relation to funding categories to go more into details we promote initiatives. We have initiatives in innovation and on access provision, so this access must be available and reliable and scalable. And also reducing barriers to communications with marginalized or disadvantaged groups. So the second one, the second category, is the e-development.

This development and employment and enhancement of content applications is what we are looking for, solutions to support timely and relevant relation sharing. Regarding the freedom of expression we are looking for initiatives related to human rights, so that is freedom of expression, privacy, freedom of association.

So FIRE, at a glance – so in 2012, November 2012, the first round of calls for proposals have been launched and we received 45 submissions from southern countries and we have selected 11 grantees in early 2013 and {Viv, Dr. Viv? 1:23:11.3] is one of our grantees. And for this we selected those 11 grantees and gave them a total amount of $110,000.

So regarding the 2012 rewards we have selected one project for the category of e-development which has been submitted to the panel for a medical journal from Uganda. So the call for the 2013 awards, proposals were closed on the 30th of June 2013 and the selection process is pending. And for the grant proposals it is about to come by November 2013 at the latest.

So what you can do is apply for grants and awards. We are looking for initiatives to help out new, young entrepreneurs and innovators. So you can apply through the FIRE Africa.org website. So we are also looking for partners and sponsors like Dr. [inaudible - 1:24:22.4], who was at the beginning.

So we have two types of partnership and sponsorship. So if you want more details you can go to the website, FIREAfrica.org. Thank you very much.

PIERRE DANDIJINOU: Thank you, Patricia, for this presentation that highlights some of the things [inaudible - 1:24:22.4] is doing to FIRE innovation in

Africa, actually. At this point if there are any specific questions for Patricia she can address it before I hand it over for the final remarks to our panelists. Any questions for Patricia of FIRE? Okay, we have one there. We will take that one and then we will close.

SPEAKER: Thank you, my name is [inaudible - 1:25:37.6] Society Initiatives for Southern Africa. Thanks Patricia, I think that sounds very exciting. I just wanted to get a sense from you – since this FIRE project has been in place, you said two years? How long has it been around?

PATRICIA: It started as a project pilot in 2007, but we will say that it has really started in 2012. So we only organized one round.

SPEAKER: So is there a way of telling the impacts of the project?

PATRICIA: For the moment, I can't tell you because we have just started with the grantees, the implementation. I mean, Viv can also tell you we just started the implementation of the project so it is going to be assessed later on. They have six to 12 months to implement their project.

PIERRE DANDIJINOU: Okay, thank you very much. We will be asking you about the impact in maybe one years' time, that's what you are telling us. This is [Arlane?], so I can't just say no. Arlane, quick please!

ARLANE: A quick one. I am Arlane from Africa. So Patricia, can you tell us a little bit about how you plan to monitor the success because one thing that is even going to people in Africa, we know how we work in Africa. So how do you monitor success?

PIERRE DANDIJINOU: How we work in Africa, is that different from other places?

ARLANE: Yes, it is different. You give the money and then the guy will run away. And then they pack and go to the US.

PATRICIA: Okay, so first, the grantees have to send us reports regularly so we have two reports, an interim one and a final one. So we have convened the time table for the reporting and that is how we are going to monitor their projects and how it is going on. And at the end we will go through an evaluation process but through the Seed Alliance that would be to measure according to the

utilization focus evaluation mechanism, how they have implemented it and what would be the use of it and find out if it is replicable or not to other regions in Africa.

PIERRE DANDIJINOU: Okay, thank you very much. And this actually was quite interesting because we say the potential role of government first but we also saw – we needed to talk about how you scale up those initiatives. It is good and certainly starting FIRE is fine, but we certainly need more on that.

I was in one of the other meetings and [inaudible - 1:28:44.0] and I saw for instance like what Google was doing, and some initiatives there and how to scale up those. Very last comments on going forward, but briefly, if our panelists or anyone would like to take on that briefly before we actually close this session. Okay, Dr. [inaudible - 1:29:03.2]?

SPEAKER: I think the way forward with regard to ICANN would be ICANN is a highly visible organization and if they can provide a platform for more of these kinds of exercises we are having today, I believe this is a first and is kind of a breakaway from tradition in term so ICANN meetings.

Going forward if this kind of platform can be extended at different meetings and provide visibility to young entrepreneurs or startups to showcase their work, then that would actually go a long way to help.

PIERRE DANDIJINOU: Okay, thank you, thank you. Well, then we just need to thank everyone for having come. And then we can have applause for our panelists, who did well. And hopefully meeting you, Sally, at another ICANN meeting next time for this. Thank you very much.

[END OF AUDIO]