

# “Collaboration with the Private Sector for Open Innovation - the case of the Knowledge Transfer Partnership”

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## Building Bi-regional Partnerships for Global Challenges



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# Public-Private co-funding

## The triple helix



- Developing useful knowledge and putting it to work for societal benefit

# Innovation stages

Each stage requires different groupings and funding arrangements



# Reluctant knowledge sharing

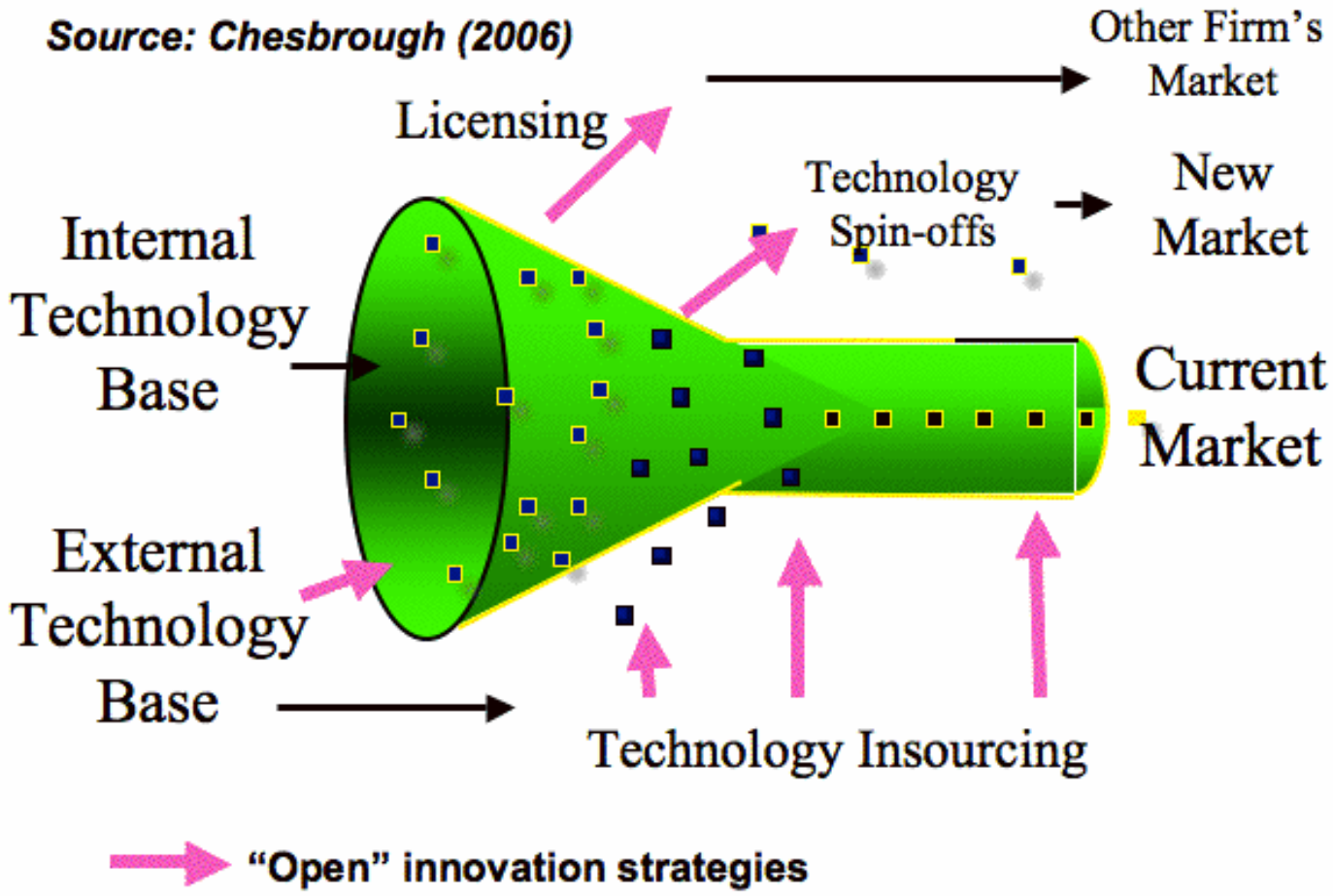
## UNDERWHELMED



"The Wrong Answer."

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# Open innovation: leaving room for the unexpected

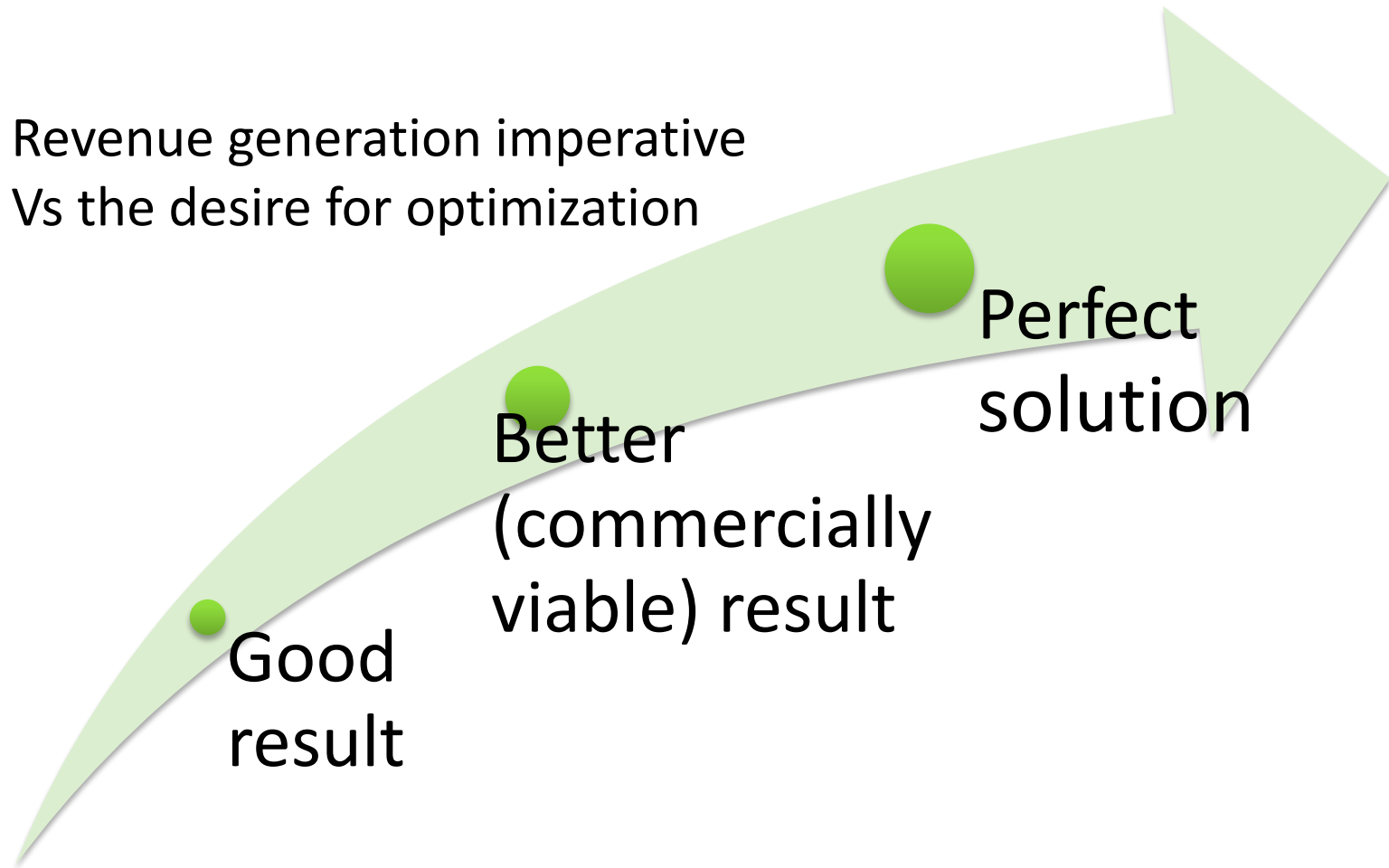


# Sharing Risk and Reward



# Return on Investment

Revenue generation imperative  
Vs the desire for optimization



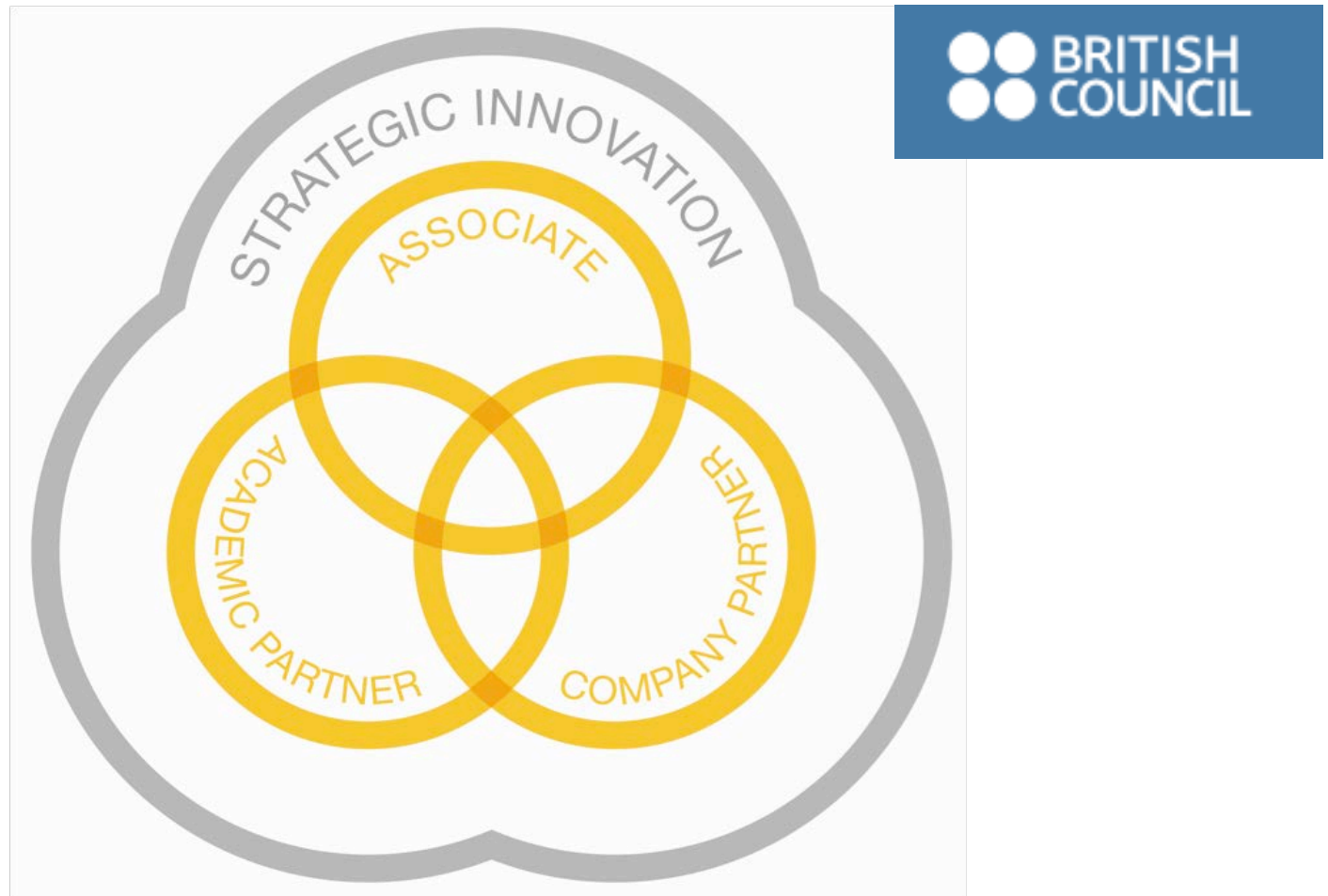
## Biofix developed through the Africa Knowledge Transfer Partnerships (AKTP) funded by British Council in 2008/2010

Biofix is an organic fertilizer researched and developed by the University of Nairobi since 1981. Since its licensing to MEA and development through the AKTP programme, it has been made available to many thousands of farmers across the continent.



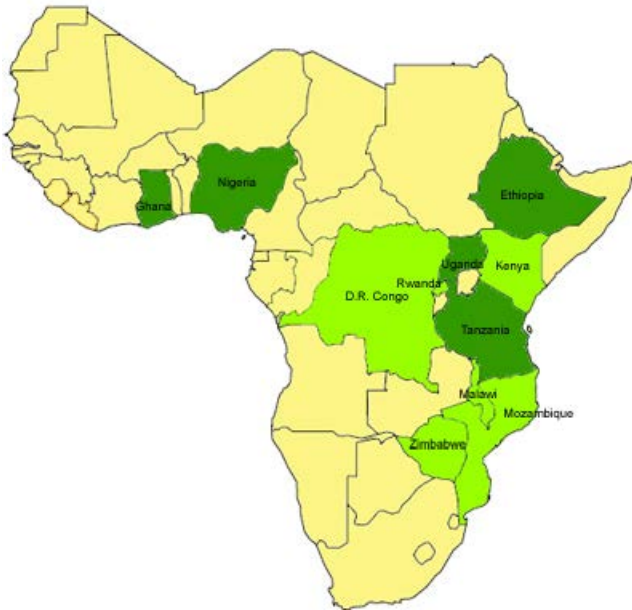


# Africa Knowledge Transfer Partnerships (AKTP)





# N2Africa Putting nitrogen fixation to work for smallholder farmers in Africa



- N2AFRICA was a large scale, science-based “research-in-development” project focused on putting nitrogen fixation to work for smallholder farmers growing legume crops in Africa.
- The project ran for five years, concluding in 2015. It was led by Wageningen University together with the International Institute of Tropical Agriculture.
- Partner Countries included: Ghana, Nigeria, Ethiopia, Tanzania, Uganda, DR Congo, Rwanda, Kenya, Mozambique, Malawi, Zimbabwe, Mozambique, Malawi and Zimbabwe.

# The essentials for successful collaboration



- A structured relationship with mutual benefits for academics and business.
- Objectives harmonised with business strategy.
- Independent facilitation
- Dedicated individual to manage the integration of new technology.
- Good project management.

# See your ideas come to life



Thank you  
Thank you



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# Barriers to University – industry linkage in Africa

Dr Emmanuel Awuor - Journal of Economics and Sustainable Development

