



Technologies for African
Agricultural Transformation

TAAT INVESTORS FORUM

Showcasing TAAT Technologies

Scaling and licensing concepts via the private sector

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Feasibility stage

- Scaling readiness review (scientist and Bus. Specialist)
- Product specification (scientist)
- Technical limitations (scientist)
- Legal limitations (legal specialist, scientist and Bus. Specialist)
- Competitive product (scientist & Bus. Specialist)
- Financial impact for farmer ROI (scientist & Bus. Specialist)
- Financial impact for the private sector partner which does the scaling (scientist and Bus. Specialist)
- Market segmentation (Bus. Specialist)
- Cost price analysis and price for the product (Bus. Specialist)
- Costs of incubation unit (scientist & Bus. Specialist)
- Awareness & technical support (scientist & Bus Specialist)
- Work out model which % of income per product will be paid back to the research unit which developed the technology or innovation



Scaling or commercial licensing stage

(all actions executed by the Business Specialist and Scaling expert in close co-operation with the compact leader)

- Market survey to define market segments for a specific product or service.
- Set up M & E and Financial KPI's
- investors forum for the particular technology or innovation
- Proper due diligence on potential investors.
- Bus plan development per country and market segment.
- Technology Transfer Agreement (TTA) and business development agreement with investor.
 - Agree on targeted M & E data and financial KPI's
 - Include no delivery sanctions and exit strategy if not delivered on M&E and financial KPI's.
 - Agree on % of income which will be paid back to the research unit which developed the technology or innovation

