

世界銀行による日本企業のアフリカ市場 進出支援パイロット事業について

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世界銀行 今泉沙織

Background

2018年10月に実施した日本でのアフリカー日本大学連携ワークショップの結果、当連携へのデマンドがあることを知る。

2019年6月末に日本政府より世界銀行を通じて資金をいただき、PASETとACEを通じたアフリカと日本の大学連携にサポートいただく。今回は大学連携に加え、産学連携も強化。

当資金を通じたアクティビティの一部

- TICADサイドイベントおよび当イベントの開催、アフリカの大学代表者の訪日
- アフリカの大学と日本企業の協業によるアフリカ市場進出支援パイロット事業

Objectives

- (i) improving African universities' process of research commercialization
- (ii) improving institutional tech transfer capacity at the university level
- (iii) improving foundations and contexts for intellectual property at institutional and national levels
- (iv) gaining hands-on experience in enterprising
- (v) developing new partnership with industry

Pilot Model 1 – partnership with bio venture

Overall plan for the pilot – duration is 1.5 years:

- Call for proposal through the World Bank procurement system
- Select the bio venture firm
- Select 2-3 African universities from PASET and ACE based on the matching interest and criteria provided by the selected bio venture firm in consultation with the World Bank.
- Selection process can also include participation in the ACE regional workshops (September and November) to meet a variety of centers.
- Start discussions with selected universities to identify potential research commercialization opportunity or technology transfer opportunity. Discussion can take place both virtually and face to face.
- Develop an implementation plan (1-1.5 year) with each university
- Start implementation
- Regularly report to the World Bank team

Pilot Model 1 – partnership with bio venture

What is expected from the bio venture firm?

- Capacity development on commercialization of research and technology transfer for African universities
- Work with universities to identify constraints for commercialization of research and technology transfer including human resources, information, facilities, infrastructure, regulations, skills, money, time, and experience
- Develop a business plan with universities
- Develop a funding strategy and commercialization plan with universities
- Take field trips as needed to visit universities and investigate commercialization opportunity
- Capture the entire process of commercialization of research
- Conduct a dissemination workshop to showcase the results

Pilot Model 1 – partnership with bio venture

Expected outcomes

- Selected universities gain experience in detailed know-how of commercialization of research
- Bio venture firm learn about the constraints and opportunities in entering African market through working with African universities
- African universities learn about commercialization of research process through the dissemination workshop
- Business plan and funding plan being developed

Pilot Model 1 – partnership with bio venture

Next Steps

- Expression of Interest – mid-September
- Request for proposal – end – September/early October
- Selection – mid/end October
- Start implementation – November

Pilot Model 2 – technical assistant to Japanese firms interested in entering African market

Overall Plan

- World Bank selects a firm as an implementation partner which can provide technical assistant to Japanese firms interested in entering African market
- Selected firm in consultation with the World Bank develops an implementation plan (1.5 years)
- Implementation firm announces and reaches out to Japanese firms to participate in the pilot initiative
- Japanese firms participate in the pilot including field trips and selection of partner African universities
- Conduct matching between Japanese firms and African universities
- Start pilot, monitor progress, and share the results

Pilot Model 2 – technical assistant to Japanese firms interested in entering African market

Collaboration opportunities for firms with African universities

- Market research
- Prototype development
- Testing of technology
- Business model development
- Data collection and analysis

Pilot Model 2 – technical assistant to Japanese firms interested in entering African market

Next Steps

- Call for proposal for implementation firm – ongoing
- Selection of the implementation firm – mid/end September
- Project initiation – October
- Call for Japanese firms to participate in the pilot – November
- Dissemination of results (after the pilot)

日本人スタッフの連絡先

(ACE、PASETに関するフォローアップ)
教育グローバルプラクティス 教育専門官

今泉 沙織

simaizumi@worldbank.org

(日本の大学・大学院との連携構築全般)

東京事務所 上級広報担当官

大森 功一

komori@worldbankgroup.org