

# Strategic Partnership Digital Africa

## Harnessing Digitalisation Opportunities for Africa's Development

### Background

The digital revolution in Africa is well on its way. About 600 million people, half of the continent, own a mobile phone, and almost 30 percent are online. Africa is the world leader of technological innovations such as the mobile payment system M-Pesa. According to McKinsey, the internet will contribute as much as USD 300 billion to the continent's annual gross domestic product by 2025. Overall, Information and Communication Technologies have increased prosperity, effectiveness, efficiency and transparency in a wide range of areas, from citizen participation via the internet to agricultural apps, tele-medicine and e-learning platforms. For German and European companies, the ongoing digitalisation process offers enormous potential and new business opportunities.

### Strategic Partnership Digital Africa

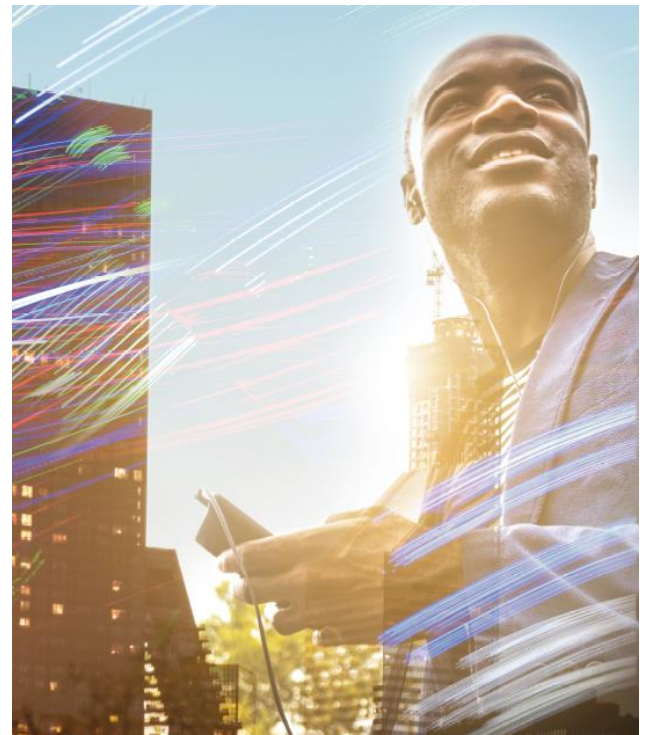
Against this backdrop, the German Federal Ministry for Economic Cooperation and Development (BMZ) has launched the Strategic Partnership Digital Africa, a network made up of BMZ, companies and associations. Its goal is to harness digitalisation opportunities to drive Africa's development – in partnership with German and European companies that may simultaneously gain new revenue streams. The steering committee is chaired by Günter Nooke, the German Chancellor's Personal Representative for Africa and BMZ Commissioner for Africa.

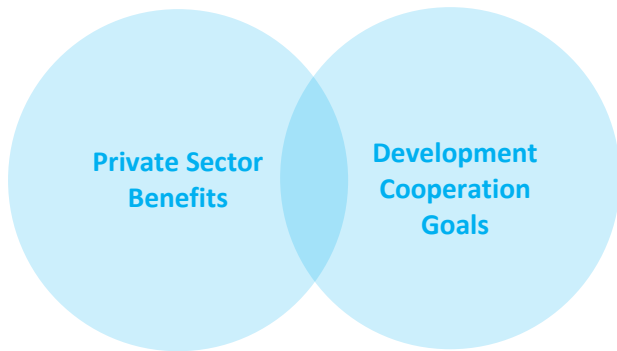
The network consists of 130 partners, including major companies such as SAP, Siemens and KPMG, as well as small and medium-sized enterprises. The partnership focuses on six topics that are particularly important for Africa's future: education, energy, health, good governance, agriculture and mobility.

### Projects and Activities

Members of the Strategic Partnership Digital Africa launch projects and activities that meet development goals and also deliver private sector benefits. Examples include a mobile system to increase the tax revenue in Zambia, an e-commerce platform in Rwanda and a digital agricultural solution in Uganda.

The network has access to German development cooperation in Africa, which results in numerous private sector opportunities and innovative as well as efficient digital solutions.





## Private Sector and Development Cooperation Partnerships

There are various ways for stakeholders from the private sector and development cooperation to partner and a variety of instruments available. Many of these can be used within the Strategic Partnership Digital Africa. The relevant form of cooperation depends on the specific project idea and emerges from continuous dialogue between the private sector and development cooperation.

**Development partnerships:** Companies and development cooperation stakeholders carry out joint projects that simultaneously meet business and development cooperation goals. Up to 50% of the cost may be met by development cooperation, either through the BMZ (*develoPPP.de*, *Strategic Alliances*) or direct partnerships with German development projects in Africa (*Integrated Development Partnerships*).

**Financing:** In certain cases, development cooperation provides financial support for business activities, for example to conduct feasibility studies, promote pioneering investments or provide assistance in the context of development partnerships.

**Initiating business opportunities:** Based on its strong presence in Africa, German development cooperation may offer companies nuanced insight into African countries' needs for digital solutions. Discussing and partnering on solutions to address these needs (in a *lab of tomorrow* format, for instance) can result in business opportunities for German and European companies.

**Political dialogue:** The development cooperation facilitates dialogue with political stakeholders – in Germany or in African countries – on general as well as project-specific topics.

**Contact with African tech start-ups:** The *Make-IT* project supports the tech start-up community and enables German and European businesses to cooperate with African start-ups.

**Tenders and commissions:** Development cooperation implementing organisations, especially KfW and GIZ, award commissions to businesses every year. Relevant tenders are issued in accordance with the German Regulation on the Award of Public Contracts and European competition law.

The Strategic Partnership Digital Africa is open to all German and European businesses. If you are interested in joining the network, please contact:

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