



Co located events



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Get Funded:

Tactics for Improving the Process of Creating Bankable Projects

WAPIC 2015
Lagos, Nigeria

Project Preparation - The Key Issue

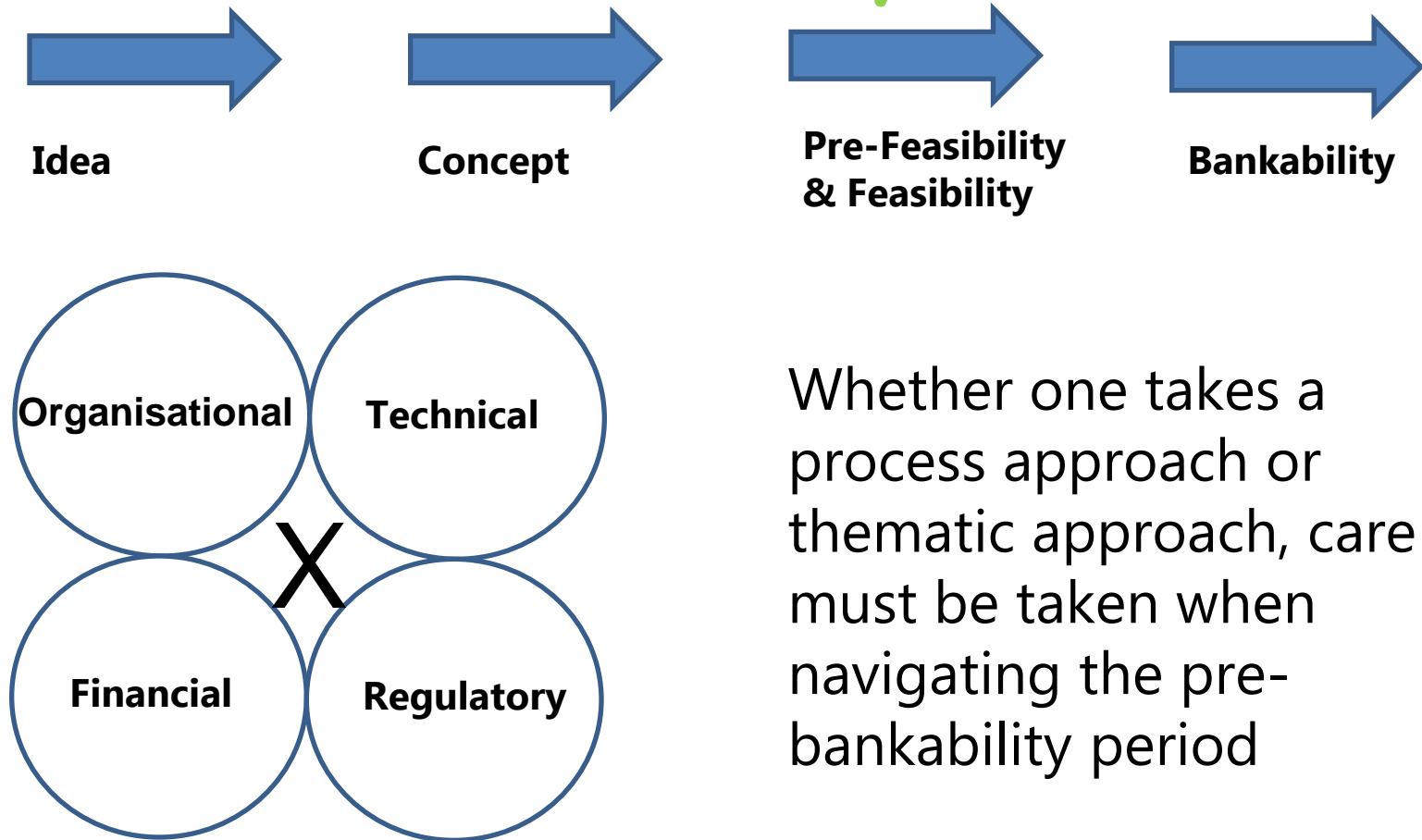
“The key problem is not a lack of funding, as might be expected, Instead, it is the lack of packaged, bankable projects – which in turn points to a need for more and better project preparation.”

From a report published by the Infrastructure Consortium for Africa, and a statement from the Public-Private Infrastructure Advisory Facility

Who is Afribiz?

Afribiz, a family of companies, serves as an **ecosystem orchestrator** for projects, ventures, and initiatives, assisting stakeholders in discovering and leveraging their assets for greater impact and ROI while infusing broader participation.

Navigating the Pre-Bankability Period



Whether one takes a process approach or thematic approach, care must be taken when navigating the pre-bankability period

Differing Project/Partner Expectations

Mismatch of requirements/ expectations can result in challenges in project implementation

Project Environment

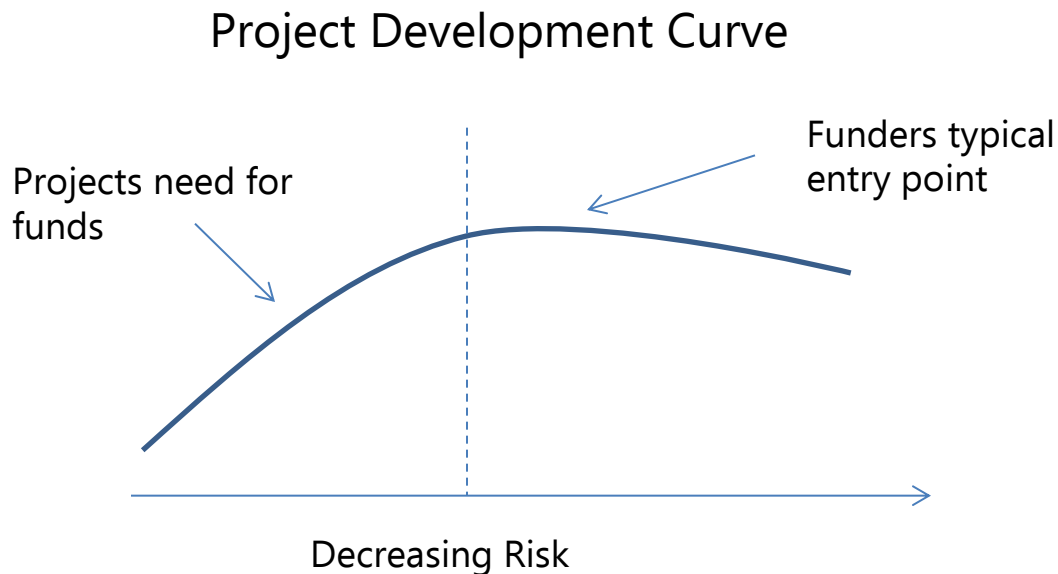
- Capacity challenges
- Immature regulatory regimes
- Innovative technologies
- Pre-bankability intervention needed



Partner Environment

- Size
- Standardisation
- Proven technologies
- Post bankability intervention structures

Differing Project/Partner Timing



Projects needing intervention earlier, where there is greater risk

Funders/ investors targetting intervention later, where the project is de-risked

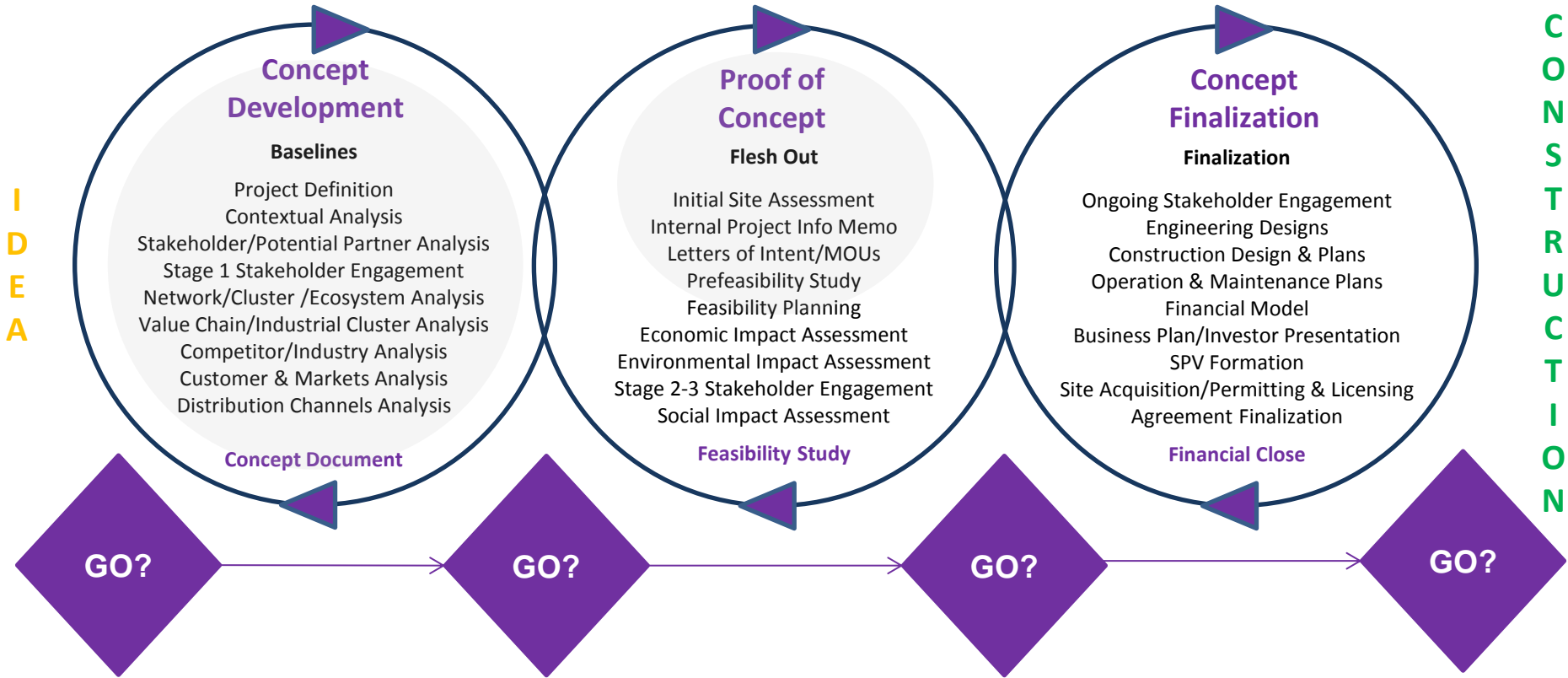
Challenges

- Regulatory/business environment
- Project become complex and drawn out
- Lack of government and developer capacity
- Needed sectoral reforms
- Not enough good projects
- Countries cannot afford to pay for infrastructure
- Lack of stakeholder involvement throughout project development
- Lack of funding (supposedly)

Project Development vs. Execution

- Projects are executed based on a master design or blueprint.
- Project development is about developing the master design or blueprint.
- The master plan starts with a business model.
- Project development and business model development are iterative in nature – like a kaleidoscope which you keep turning until you see a desirable pattern.
- The underlying project management approach in early stages is not traditional PM, but rapid PM.

VentureLogic™ Project Development Methodology



Content & Contextual Factors

Comprehension

Broad Impact	Micro-Market	Levers	Stakeholders	Company	Solution	Capital
Context Concerns & Conflicts Consequences & Sustainability	Customers & Markets Collaborators & Partners Channels & Chains	Creation Common Good Compound	Community & Stakeholders Circles of Influence Communication & Feedback	Company Ownership & Structure Capacity Credibility	Complex Configuration Construction, Operation, & Maintenance	Capital, Finance, & Economics Cash & Cost Commitments

Lessons Learned

- Focus on projects/solutions not technology or professional services.
- Develop supporting ecosystem early.
- Spend more effort early on to address all key factors in project.
- Build value early on.
- Investigate and track risk early on and consistently.
- Build a holistic business model.

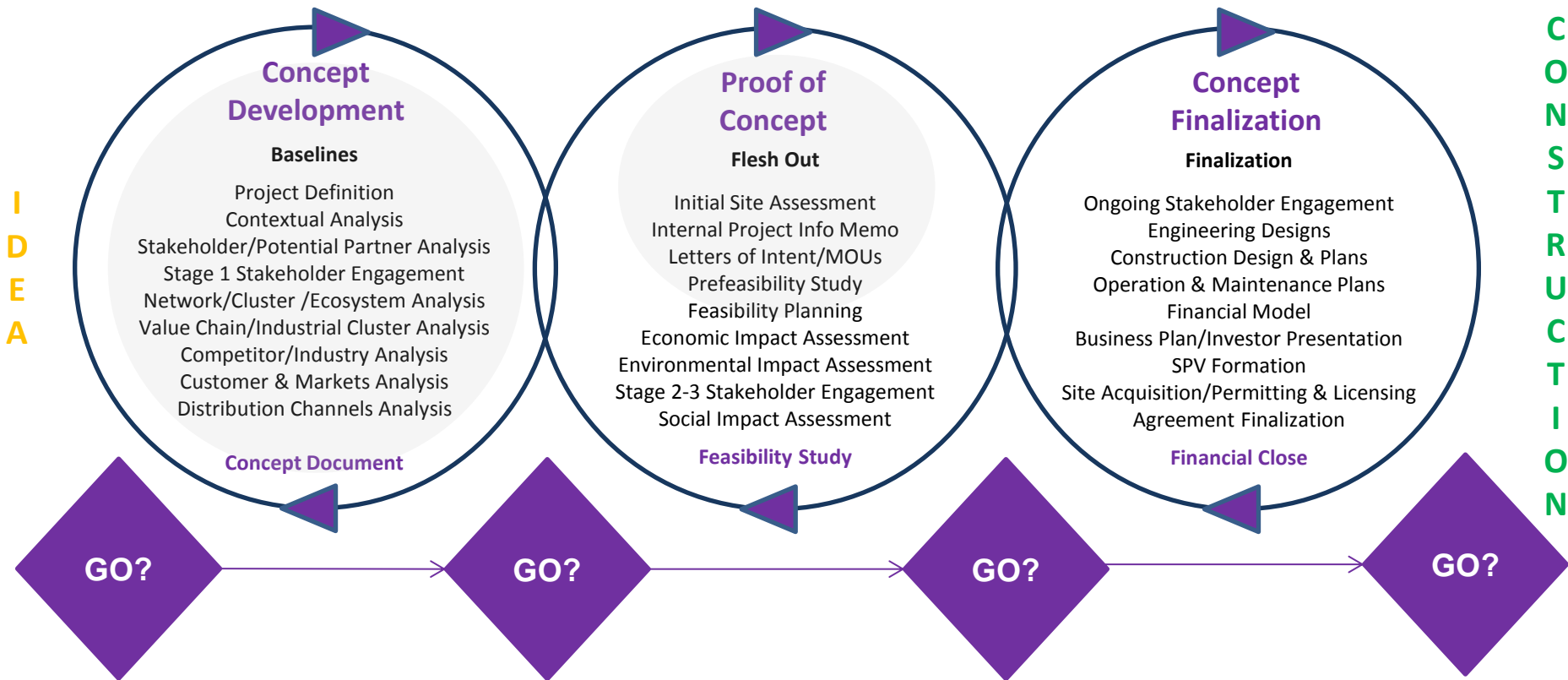
Lessons Learned ⁽²⁾

- Develop partnerships (local and otherwise).
- Develop cost-control mechanisms to keep expense of early stage down.
- Plan from end to start not from start to end.
- Get to something tangible as soon as possible.
- Keep costs down by developing one element at a time flushing out as much as possible.
- Many iterations instead of one grand move – no other way.

Lessons Learned ⁽³⁾

- Focus on increasing value and minimizing risk.
- Make go / no-go decisions at every step. Cut losses if necessary.
- Manage the entire process yourself during the early stages.
- Be methodical and consistent.

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