



AIPI

" A Partnership between BITMI
and Rwanda ICT Chamber "



BUSINESS TRIP

Rwanda Business Companies to Germany

REPORT

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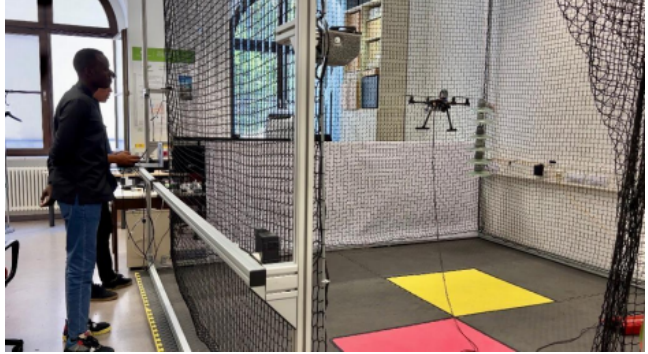

Introduction



APII in partnership with Bitmi have organized a business trip for Rwandan business companies to Germany. This trip is an opportunity for Rwandan business to leverage on existing good relationships between two countries to establish new business relationships and strengthen already existing ones. Companies had the opportunity to exchange business opportunities with their counterparts in Germany. Business trips were conducted from different cities including Berlin, Hamburg, Koln and the results were very positive, from companies' feedback.


Purpose of the business trip

Leveraging cooperation of German and Rwandan ecosystems to establish new business opportunities and strengthen already existing ones with the goal of boosting co-sourcing opportunities.

Activities summary

Name of the company	Number of meetings & Companies met	Key activities / Summary	Pictures from the visit
4D Metrics	5 meetings 3 companies <ul style="list-style-type: none"> ● Stiftung IBS, ● Chemnitz University of Technology ● G-CAB 	<ol style="list-style-type: none"> 1. Have a Design Thinking session / workshop <ul style="list-style-type: none"> ● Introduction of the idea of design thinking ● Methods/steps of design thinking 2. Have a Startup presentation session <ul style="list-style-type: none"> ● Students presented their StartUp pitch ● Check if the Idea is understood 3. Have an Introduction Session to 4Ds Metrics <ul style="list-style-type: none"> ● Approach ● Functionality ● Costs 4. Have an evaluation Session of the StartUp Project based on 4Ds Metrics <ul style="list-style-type: none"> ● Enter the data ● Do evaluations(Diagnostics) 	 

		<ul style="list-style-type: none"> • Discuss results 	
KB21	<p>12 meetings</p> <p>8 companies</p> <ul style="list-style-type: none"> • Owner's Forum • MaibornWolff • Stocubo • Folkdays • Ried • Coffee Circle • Doctari • Rapidmail 	<p>All the meetings were really good and we managed to arrange some followup meetings to finalize our discussions and they will be held in Rwanda.</p>	
Awesomity	<p>3 meetings</p> <ul style="list-style-type: none"> • Coffee Circle • Terrassign • iSQI 	<p>The highlight of Awesomity trip to Germany was the successful establishment of a long-term partnership with Terrassign. They have officially signed a contract to develop a comprehensive enterprise system for them. A dedicated team of four individuals has already started working on this exciting project, marking a significant milestone in our journey. Awesomity foresees this collaboration evolving</p>	

		into a sustained and fruitful relationship.	
FABLAB	<p>3 meetings</p> <ul style="list-style-type: none">● FabCity● Inmachine● Fabulous St Paul	<p>1. During Fablab visit in Germany they managed to visit their partner Inmachine whom they had a joint venture for supplying equipment in other FabLabs,</p> <p>2. They have also visited FabCity to understand their model of running labs and their mission which they found very interesting . Fabcity focuses on making sure that every city consumes what they produce.</p> <p>They also had a conversation on how to build a mobile FabLab together in Rwanda since they have one they call Toloca.</p> <p>3.They have visited Fabulous lab which is a membership based lab for hardware innovators like other FabLabs.</p>	

<p>AIPI Team</p>	<p>3 meetings</p> <ul style="list-style-type: none"> ● iSQI ● BITMI Team ● GS1 Germany 	<p>We met iSQI to discuss and evaluate joint activities we are implementing together , including establishing a local board (RWSTQB) affiliated to ISTQB(International Software Testing Qualification Board) Another great meeting was a full day working session with the GS1 Germany team where we came up with a plan to finalize our application process of setting up GS1 Rwanda.</p>	 <p>The photograph shows a group of people in a modern office environment. They are seated on a long, light-colored wooden bench with red cushions. The room has red walls, a red carpet, and various posters and notices on the wall. A man in a light blue shirt is sitting in the foreground, looking towards the camera. Other people are sitting further down the bench, some looking at their phones. The overall atmosphere is professional and collaborative.</p>
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In conclusion ,

ICT Chamber members/ Rwandan Tech Companies had a unique opportunity to establish and consolidate new and existing partnerships with German companies. 4 Participated companies traveled to Germany and met their partners with the aim of strengthening their partnerships or even establishing new ones.

The Business trip to Germany was a successful one and participating companies expressed their gratitude for this unique opportunity, and they advocated for more subsidized business trips to Germany .