



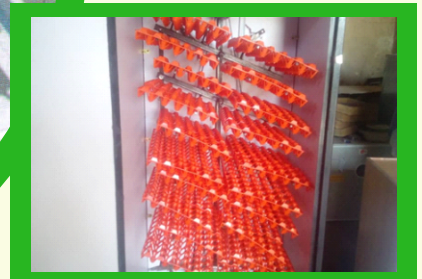
# NATIONAL BOARD FOR TECHNOLOGY INCUBATION

**Federal Ministry of Science & Technology**

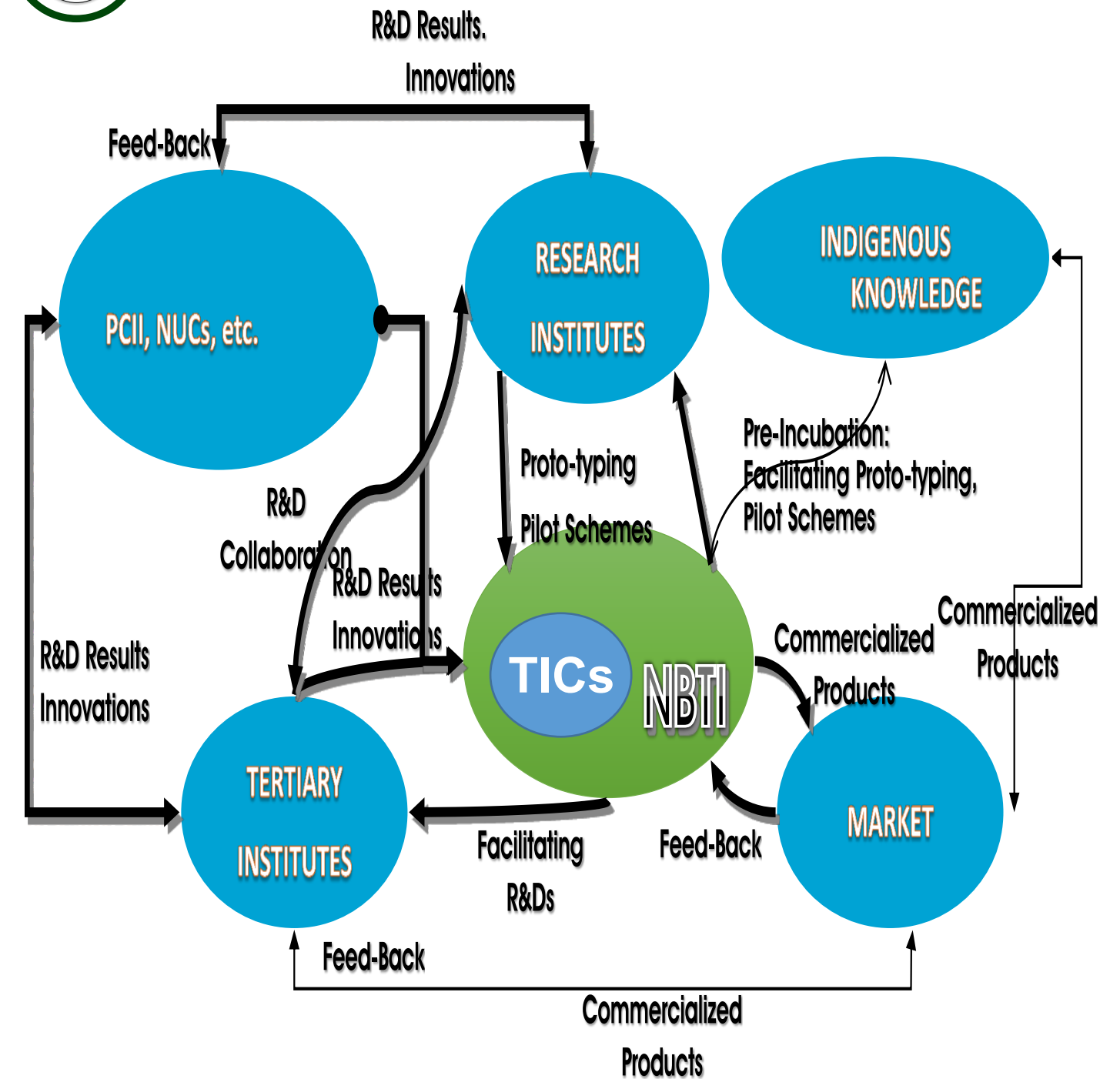
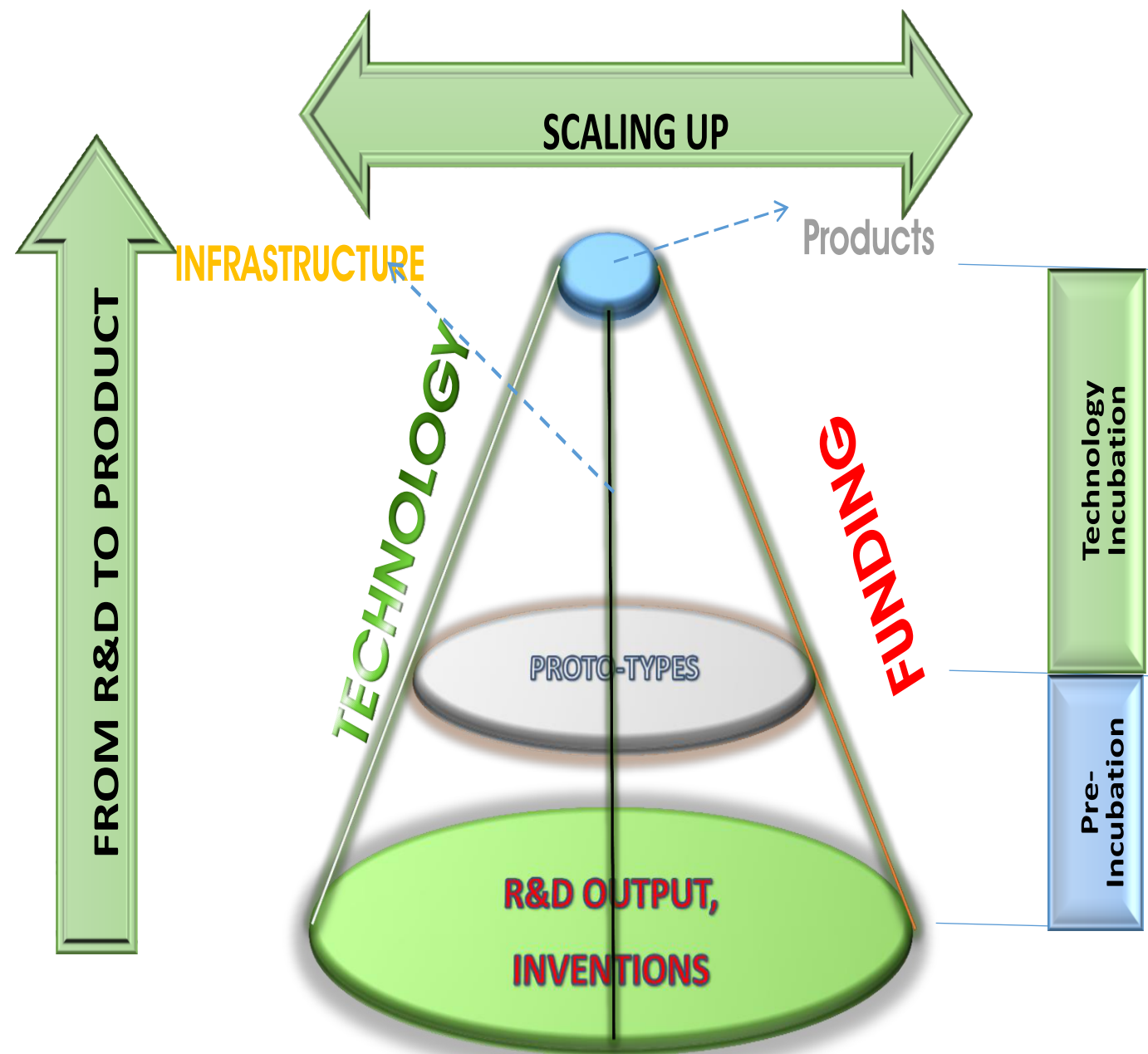
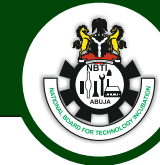
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**SUCCESS STORIES  
OF THE TECHNOLOGY  
INCUBATION  
PROGRAMME (TIP)**



**Developed and Produced by Post Incubation and  
Extension Services Department**







## **INTRODUCTION**

Technology incubation programme (TIP) is a popular economic development tool which has been used by both developing and developed economies to fast track local and regional economic development. It is also a veritable mechanism for the commercialization of research and development (R&D) results.

It is an integrated support program provided by Governments, Academia and the Private sector either individually or in partnership, with the intention of creating and nurturing of knowledge-based startups by assisting budding entrepreneurs in the development of new technology firms both startups and fledglings.

It seeks to effectively link technology, talent, capital and know how to leverage entrepreneurial skills to accelerate the development of new companies considered to originate from intellectual properties as well as speedy commercialization of Research & Development result and innovation efforts.

The programme develops value re-orientation, by creating an enabling environment that encourages personal initiatives, creativity, innovations, risk taking and entrepreneurship.

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## **VISION OF THE PROGRAMME**

The vision of the program is to pursue the commercialization of technologies and technical innovations using Technology incubation as a tool in order to enhance the attainment of industrial, social and economic competitiveness of the country and improve the technological lives of its citizens.

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## **MISSION OF THE PROGRAM**

The mission of the program is to develop the necessary infrastructure for nurturing technology-related activities; and to create an enabling environment for effective linkage among technology providers, policy makers, entrepreneurs and capital.

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## **AIM OF THE PROGRAMME**

The aim of the Technology incubation Programme is to accelerate the industrial development of the nation using technology incubation, as a strategy.

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## **OBJECTIVES OF THE PROGRAMME**

- i. To provide the necessary infrastructure for the commercialization of research and development including innovative efforts with focus to national development.
- ii. To utilize the technology incubation centers as focal points for the initiation of start and spin



offs.

- iii. To create knowledge driven jobs within the society that will be instrumental to the surge of greater wealth and reduced poverty within the country.
- iv. To link governments being the policy makers, academia being the knowledge providers and the industries being the absorbers of the value added technology outputs in a tripple helix manner for sustainable socio-economic development.

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## **MANDATE OF NATIONAL BOARD FOR TECHNOLOGY INCUBATION PROGRAMME**

The mandate of the board is to establish and manage the operations of technology incubation centers and parks while ensuring the commercialization of research and development results from research establishment and related innovation efforts in line with the objectives of the Technology Incubation Programme.

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## **SCOPE OF THE PROGRAMME**

The scope of the technology incubation programme is to nurture the development and commercialization of:

### **Indigenous technologies;**

- ♦ Manufacturing of simple equipment and machineries
- ♦ Upgrading of traditional technologies
- ♦ Utilization of local raw materials for empowerment under the community incubation scheme
- ♦ Waste recycling.

### **Medium technologies;**

- ♦ Manufacturing of electrical/electronic components for circuits and control.
- ♦ Chemical process and production of reagents, industrial fluids and food processing.
- ♦ Manufacturing of equipment and tools.

### **High technologies**

- ♦ Products related to mining, environmental climate change.
- ♦ Renewable energy.
- ♦ Building materials and machines development.
- ♦ Biotechnology process and products.
- ♦ High tech applications to the indigenous, medium and high technologies.



### Emerging Technologies:

- \* Advanced Materials;
- \* Nano Technologies
- \* Laser Technologies
- \* Smart System; and
- \* Robotics
- \* Artificial Intelligence
- \* Big Data Analysis
- \* Cloud Computing
- \* Augmented Reality
- \* etc

### SECTORAL CLASSIFICATION OF PRODUCTS OF THE TECHNOLOGY INCUBATION CENTERS

- \* **Automobiles** (auto parts such as brake pad, side mirrors, carburetor seats, pre-puncture seal)
- \* **Chemical processes** (paints, cosmetics, cleansers, lubricants, oil sound heaters etc)
- \* **Controls and computers** (control panels, software development etc)
- \* **Energy** (energy severers, renewable energy etc)
- \* **Engineering fabrication** (Machines for food production/Hatcheries, Geed Mills)
- \* **Essential oils** (Eucalyptus, Neem, Moving Moringer, Hibiscus, etc)
- \* **Food** (Daily meals, Dietary meals, Moringer, spices, bottled drinks, etc)
- \* **Leather and craft** (Shoes, Belt wallets, football, tie & die etc)
- \* **Medicals** (Pharmaceuticals, Veterinary products Alternative Medicine etc)
- \* **Metallurgy** (Smelting in Aluminum, iron, steel and Alloys)
- \* **Solid Minerals/Building Materials** (Sanitary wares, Barite etc)
- \* **Waste Recycling** (Bio fuel, Crop Residue, Polythene Materials, etc)

### Technology incubation scheme

1. **Pre-incubation (Ideation):**
2. **Duration: 3-Months**

Pre-incubation are those preliminary activities provided to prospective entrepreneurs prior to admission into the technology incubation programme (TIP) and which are geared towards enhancing the programme success. Some of those activities include

- \* **Capacity Building Support In:** Data collection, preparation of feasibility studies (FS), and bankable proposals/business plans;
- \* Some trial production- proto-types, pilot schemes to ensure commercial viability of products





## **2. Incubation**

### **a. Resident Incubation**

**Duration:** 2 years

In this scheme, entrepreneurs are provided with incubation units/spaces at a technology incubation center (TIC) at the TIC, programme services such as:

- ♦ Hands-on management assistance;
- ♦ Networking/linkages to knowledge providers and finance;
- ♦ Access to: central facility workshop/equipment, quality control laboratory, business centrum, meeting rooms;
- ♦ Capacity building support; and
- ♦ Exposure to other critical business and technical support services, are provided.
- ♦ Bankable Investment (business) plans.

### **b. Non Resident/Virtual Incubation**

**Duration:** 2 years

To increase the reach of the technology Incubation Programme, the following programme services are extended to entrepreneurs that cannot operate within the premises of the Technology Incubation Centre due to distance size of activity space, availability, etc.

- ♦ Hands-on management assistance,
- ♦ Networking/linkages to knowledge providers and fiancé;
- ♦ Access to : central facility workshop/equipment, Quality Control Laboratory, business support; and
- ♦ Exposure to other critical business and technical support services.
- ♦ Bankable Investment (Business) plans.

## **3. Community Incubation**

**Duration** 1 year

These are low technologies designed for women and youth that are located within less privileged areas. Beneficiaries are usually taught how to create value added sustainable business with the sole purpose of graduating them either as individuals or groups based on the raw material resources within their domain.

### **Post Incubation**

To ensure sustained competitive growth of the entrepreneurs who graduated from the programme, some intervention measures geared towards promoting continues improvement in services and/or processes are provided. These services included: monitoring, networking/linkages support to finance



and knowledge providers.

## **5. Direct commercialization**

This scheme is designed to provide entrepreneurs that operate outside the technology incubation programme but require necessary assistance for scaling up innovation, value-addition, e.t.c towards full products commercialization

## **CRITERIA FOR ADMISSION INTO TECHNOLOGY INCUBATION CENTERS**

- I. The enterprise must have a technology-based or service with value addition.
- II. The applicant must complete the application form for admission into pre-incubation programme
- III. the entrepreneurs will agree to seek and accept assistance from the technology incubation center technical assistance program and its network of service providers
- IV. The entrepreneur should have adequate capital to provide for the initial take off of the business as indicated in the admission form.
- V. The enterprise should have potential to create jobs or to survive and grow into a sustainable one
- VI. The activities of the enterprise should be compatible with the technology incubation center environment (i.e it should be environmentally friendly)
- VII. The entrepreneur should be willing to support and promote the TIP concept as reflected in the policy guidelines.
- VIII. The entrepreneurs should be willing to conduct business in an open, collaborative and cooperative manner in the technology incubation center, including regular submission of status of reports to the center management.
- IX. The entrepreneurs must be able to fulfill the necessary part of the stakeholder responsibilities including preparation for periodic AGMS as well as ensure remittance of all due to the authorities.

## **BENEFITS OF THE TECHNOLOGY INCUBATION PROGRAMME TO STAKE HOLDERS**

### **I. For Governments**

- ◆ Promote rapid economic development;
- \* Leads to wealth generation, income and taxes;
- \* generate knowledge driven sustainable jobs;
- \* Enhance the creation of entrepreneurial culture within the community; and
- \* Demonstration of the political commitment to small business development.



**2. For entrepreneurs**

- \* Facilitates access to resources (information, technology, mentors, loans and seeds capital);
- \* Raises credibility;
- \* Reduced risk of operating businesses;
- \* Reduce time to market products;
- \* Improved business skills; and
- \* Creates synergy amongst entrepreneurs

**3. For Industries**

- \* Promotes knowledge acquisition and global competitiveness of products;
- \* Creates investment choice; and
- \* Demonstrates commitments to social responsibilities

**4. For Research and Development Community**

- \* Provides opportunity for direct research commercialization and technology Transfer;
- \* Foster environment for interactions between government, industry and Academic;
- \* Leads to additional income for researchers through technology leveraging and Other forms of knowledge transfer;
- \* Innovative jobs for graduates, thereby making them young CEOs; and enabling generation and utilization of IPR to attract investors

**5. For Investors:**

- \* It creates an enabling environment for a cooperate or private investure to participate in a knowledge driven post incubation.
- \* It reacts new innovative jobs based on new products or services.
- \* It creates new technology companies that competes within the nation's economy and creating more words to the investors as individuals or corporate entitles

**Governing Board of National Board for Technology incubation**

The governing body consists of twelve (12) members with proven record in science and technology and formulates policies of the board, appointed by Mr. President to represent variety of interests.





### **Management of Nation Board for Technology Incubation**

The management board implements the policy and membership comprises the Director General/Chief Executive Officer as the Chairman, all Directors in the Board and other co-opted staff as members.

### **ESTABLISHMENT OF A TECHNOLOGY INCUBATION CENTER**

A technology incubation center may be established by either one or combinations of the following:-

- I. Board
- ii. State Government
- iii. Local Government
- iv. Research and Tertiary Institutions
- v. Private Sector Organizations
- vi. Interested Individuals, Association or Corporation
- vii. Regulating the technology incubation remains the sole responsibility of national board for technology incubation.

### **REQUIREMENT FOR ESTABLISHING TECHNOLOGY INCUBATION CENTERS**

The following requirements shall be met by any person or body interested in establishing TIC.

- i. Completing an online application form.
- ii. Submission of evidence of registration with corporate affairs commission
- iii. National board for technology incubation (NBTI) is to articulate:-
  - a) Feasibility report.
  - b) Bankable business plan
  - c) Detailed drawing of physical structures.
  - d) List of the available facilities
  - e) Man power technical services and linkages
  - f) Access to R&D results as well as a clear knowledge of intellectual property



### ENTREPRENEUR'S PROFILE

**MRS. HADIZA LARAI MUHAMMAD** is a Quantity surveyor with over seven (7) years of experience working as a senior quantity surveyor in the Public sectors, and has within these years ventured into various and successful Mini Businesses to test run the level of success and acceptability. Having done with some required experiences, the Company decides to go into the production of natural spices and hoping to diversify in the future when the Business is at a determined level of stability.

She has attended national and international workshops, training and seminars such as:

Start-up loop Training by GIZ/TIC Minna  
September, 2019.

Taking the entrepreneurship route by SME  
Trade Academy, June, 2019.

Introduction to standards and  
sustainability, SME Trade Academy,  
March, 2019.

Enterprise Network Initiative, SMEDAN, May  
2019.

Approaching Banks for Finance by SME  
Trade Academy, March, 2019.

Competitiveness through Enterprise

## M.H. HADMOH GOLBAL INVESTMENT LIMITED

### BRIEF INTRODUCTION OF THE COMPANY

**MH HADMOH GOLBAL INVESTMENT LIMITED** is a company registered with Corporate Affairs Commission (C.A.C) in July, 2019 in compliance with Company and Allied act (CAMA, 1990) of the Federal Republic of Nigeria, the company also received the MSME award 2019 from the office of the vice president federal republic of Nigeria. The Company is into processing of Natural ingredients into spices.

### Description of the company

♦ The vision of this company, is to become a house hold name, a formidable and successful business that in future, the Company will grow to have it shares traded at the stock exchange market.

♦ **THE COMPANY'S MISSION;** IS to provide integrated infrastructural facilities that will enhance Provision of standard NATURAL SPICES, Maintenance of the Company assets and to continue the sustainability of the growth of the company for economic development.

♦ **Management structure:** General Manager, Operation Officer, Marketing Officer, Secretary, Account Officer and Admin Officer.

♦ **Product(s) description:** Natural spices production business is one of the most commonly known businesses and it has stood the test of time as a result of the growing demand for natural food spices for a wide range of domestic purposes such as cooking food, and tea making, catering businesses require natural spices in large quantities for cooking different meals. As the world is going corporate, the need for cooking with natural spices is increasing every day. Spices improves taste and aroma of a good and healthy meal, hence the need for natural spices. Almost every catching business uses natural spices these days ranging from hotels, fast food joints, bakeries, homes, eateries, to road side food vendors thereby creating large demand for the product.

♦ **Certification:**  
♦ NAFDAC in progress  
♦ SON in progress  
♦ CAC: Ng3561

## SUCCESS STORIES OF THE TECHNOLOGY INCUBATION PROGRAMME (TIP)



Sustainability by SME Trade Academy.  
February, 2019.

Introduction to Exporting to China by SME  
Trade Academy, February, 2019.

Principles of Project Management by Open  
to Study, December, 2018.

Social Entrepreneurship by SME Trade  
Academy, November, 2018. How to  
Analyze Trade Flow by SME Trade  
Academy, November, 2018.

Introduction to Business Plan by SME Trade  
Academy, November, 2018.

Setting up an Export Market Strategy by SME  
Trade Academy, November, 2018.

Helping SMEs generating Export Business by  
SME Trade Academy, December, 2018.

### CONTACT

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Here

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Here

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Website goes here

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Hadiza849@gmail.com

### HOBBIES

Hobby #1: Reading  
Hobby #2: Cooking

- ♦ Intellectual property rights with evidence

### Company's history in NBTI; from admission to graduation

- ♦ The company was just producing and packaging its products at home and have few of its product(s) at admission.

#### ♦ Services received:

- ♦ Factory space
- ♦ Consultancy services
- ♦ Training
- ♦ Modification of package
- ♦ Introduction to NAFDAC, SON and Trade Mark.
- ♦ Pre-incubation period.

### POST GRADUATION BRIEF

Brief on the company and its product(s)

- ♦ No I Nagari Lay out Maitumbi Minna.
- ♦ Keep improving on the products quality and expanding the market shares.
- ♦ Warehouse(s) if any: Not yet
- ♦ Product distribution channel:
- ♦ Producer----- Consumer
- ♦ Producer ----- Retailers ----- Consumer
- ♦ Minna metropolis and Neighboring States.

### Impact of the company on SME development in the country

- ♦ Creating job opportunities for Nigerians as the company grows thereby creating wealth for a number of Nigerians.
- ♦ Current number of employees on the company's permanent pay roll stands as Five (5) employees.
- ♦ Conducting free trainings for women, youth and prison inmates in Minna.
- ♦ Empowering Women and people with disability.

### Awards, grants and commendation obtained

- ♦ Awards:
  - i. MSME award from office of the vice president, Federal republic of Nigeria 2019.
  - ii. MSME award from office of the vice president, Federal republic of Nigeria 2018.
  - iii. Nigerian Youth parliament entrepreneurship week award,



Niger State. 2017.

- ♦ Grants: Nil
- ♦ Commendations: So many commendations from customers, TIC Staff, Office of the Vice President, MSME's National Office, Niger state Government, Niger State Commodity and Export Promotion Agency, Niger State Ministry of Commerce and Industry, Niger State Small, Medium Scale Enterprises. And so on.

## **FUTURE PROJECTIONS**

State here how you planned:

- ♦ To reposition the company and its product(s) in the face of competition from rivals and technological advancement
- ♦ Commitment to enlisting in Nigeria Stock Exchange: The vision of the Company is to become a household name, a formidable and successful business that in future, the Company will grow to have its shares traded at the stock exchange market.
- ♦ Collaboration with Nigerian Export Promotion Council: The Company is already working towards exporting its product to neighboring countries like Niger and others with the collaboration of NEPC.
- ♦ Collaboration with Nigerian Investment Promotion Commission: Haven won the MSME National award, the company is already in collaboration with NIPC.
- ♦ Collaboration with African Growth Opportunity Act: Not yet.
- ♦ Collaboration with ECOWAS Trade Liberalization Scheme: the company has already filed an application for ETLS through TIC and NACCIMA Niger state.

## **Product(s) picture**





## PAD-UP CREATIONS

...Period with pride



**Olivia Onyemaobi**  
CEO, Pad-Up Creations

### ENTREPRENEUR'S PROFILE

OLIVIA ONYEMAOBI is a health advocate with focus on girls/women's right, menstrual hygiene management and reproductive/sexual health in Nigeria. She has an M.Sc. in Business Administration with over 8 years' experience working in multinationals in Nigeria. She is happily married with 3 children.

She is the founder of Pad-Up Creations, a social company in Nigeria that produces innovative and sustainable menstrual care solutions, creating 93 permanent jobs with distribution across 15 African countries.

She was a 2016 Tony Elumelu Entrepreneur, 2016 Woman of the year by Radiant health Magazine, 2018 British council "grow it" grant awardee, 2018 Mandela Washington Fellow by the US Government, 2018 most impactful entrepreneur by Tony Elumelu

### Description of the company and its product(s)

Pad-Up Creations is a social enterprise that manufactures washable and reusable sanitary pads as sustainable menstrual solutions for girls and women. Our head office is at Zone C49 farm Centre, Minna, Niger state, Nigeria. We started operations in 2016 with 2 staff, and currently have 93 permanent staff with distribution across 15 African countries. We produce washable and reusable sanitary pads, Panty liners, menstrual belts, padded pants and nursing pads. We are committed to seeing that every girls/woman has access to hygienic sanitary pads irrespective economic class or location.

#### ♦ Vision statement

Our vision is to be among the top 5 global companies producing sanitary wares, in 5 years-vision 5' in 5'.

#### ♦ Mission statement

Our Mission is to deliver innovative menstrual solutions leveraging on skilled and motivated workforce with leading edge in technology and research, to give customers value for their money.

#### ♦ Management structure

Our Company is led by Olivia Onyemaobi as the CEO and 11 principle managers in Admin, finance, control, production, Research and development, safety, maintenance, sales, marketing, business development and logistics

#### ♦ Product(s) description

Our products are manufactured using high performance material which gives effective protection to the users for a minimum period of 1 year. Our products have high absorption rate yet leak proof, breathable with a snap that fastens it beneath the pants, washes with any soap or detergent and can be reused for a minimum period of 1 year.

#### ♦ Certification (NAFDAC, SON, CAC) with evidence

We have concluded all certification processes by NAFDAC and SON and are awaiting the release.

#### ♦ Intellectual property rights with evidence

In process.



foundation, 2018 Global pitch crowd vote winner, 2019 ACT foundation change makers innovation challenge 1<sup>st</sup> runner up, 2019 FEENI outstanding woman entrepreneur of the year..

#### **CONTACT**

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#### **HOBBIES**

Writing fictions  
dancing

#### **Company's history in NBTI;from admission to graduation**

♦ Status of the company and its product(s) at admission

Products were developed and on sale at point of admission.

♦ Services received

Support in obtaining our NAFDAC and SON certification, fabrication of some machines locally, connection of importation of machines from China, Direction is acquisition of raw materials, etc

♦ Final status at graduation.

We still receive constant support from TIC

#### **POST GRADUATION BRIEF**

Brief on the company and its product(s)

♦ Present company's location (Address)

Pad-Up Building, Zone C49 farm center, Minna, Niger state

♦ Further improvement (value addition/innovation) after graduation

Increase in automation by 56%, expansion of building to accommodate the increasing staff.

♦ Warehouse(s) if any

None yet. We will be please to get any assistance on this too.

♦ Product distribution channel

Sales agents and product distribution by organizations like UNFPA, ACTIONAID, UNICEF, NOVARTIS pharmaceutical, AVON healthcare, IOM, etc

♦ Marketing and market spread (including international, if any)

Presence in all the states in Nigeria and 15 African countries-South Africa, Namibia, Botswana, Angola, Benin, Chad, Cameroon, Gambia, Zambia, Egypt, Ghana, Niger, Senegal, Togo and Equatorial guinea,

#### **Impact of the company on SME development in the country**

♦ **Describe your responsibilities and achievements in terms of impact and results.**

\* Our products have kept over 405,000 girls in schools, even during their menstrual days.

\* We have reduced the number of girls that expose themselves to infection due to the use of unhygienic materials to care for their menstruation

\* We have boosted the confidence of many girls who may not have





been in schools during their menstrual days because they fear that they may be bullied.

- \* We have created businesses for women who distributes our products.

- \* We have trained over 400,000 girls on menstrual hygiene management and reproductive health.

- ♦ **Number of jobs created (both direct and indirect)**

We have created 93 permanent jobs, sustained over 13 businesses who are our vendors through our patronage and created businesses for 15,030 rural and low income women who are distributing our products across Africa.

- ♦ Mention your company corporate social responsibility

We give back 30% of our profit to support orphanage homes

Free distribution of office furniture to police station

Free distribution of sanitary pads for school girls

### **Awards, grants and commendation obtained**

- ♦ Awards

- \* Radiant health magazine woman of the year.

- \* Most impactful entrepreneur of 2018 by Tony Elumelu entrepreneurship foundation

- \* 2018 global pitch crowd vote winner

- \* 2018 Mandela Washington fellowship by the US government

- \* 2019 Act foundation change makers innovation 1st runner up

- \* 2019 FEENI outstanding women entrepreneur of the year

- ♦ **Grants**

- \* British council Nigeria grow it grant

- \* Tony Elumelu entrepreneurship foundation

- \* ACT foundation change makers grants

### **FUTURE PROJECTIONS**

State here how you planned:

- ♦ To reposition the company and its product(s) in the face of competition from rivals and technological advancement

Our R & D Unit are working so hard to ensure product improvement daily. The Quality control is working optimally and ensures compliance with the regulatory standards.

- ♦ Commitment to enlisting in Nigeria Stock Exchange

We have a target to be enlisted in the Nigerian stock exchange but we are currently working hard to reposition ourselves to meet all the prerequisites.

- ♦ Collaboration with Nigerian Export Promotion Council

We have also contacted the NEPC to ease our dispatch to other African countries.

## SUCCESS STORIES OF THE TECHNOLOGY INCUBATION PROGRAMME (TIP)



### ♦ Collaboration with Nigerian Investment Promotion Commission

We have no collaboration yet, however, our R & D and Finance unit will work closely to see how we can establish a relationship.

### ♦ Collaboration with African Growth Opportunity Act

We currently have no collaboration

### ♦ Collaboration with ECOWA Trade Liberation Scheme

We currently have no collaboration

### Product(s) picture

