

Management Response to “An Evaluation of Villgro Kenya- 2019”

A.#	B. Action item	C. Villgro’s response	D. Follow up action agreed
1	<i>Villgro Kenya’s contribution to the success of participating businesses is mixed. Two of the three biggest success stories so far had low engagement levels with Villgro</i>	<i>We reckon that fast growing start-ups struggle to attribute their success to a single incubation program but rather success comes from a combination of multiple factors including ability to raise sufficient capital in the early stages</i>	<i>To increase direct attribution of entrepreneur success to our program, Villgro Africa will be expanding its technical assistance offerings to include Go-To-Market (GTM) partnerships, specialized trainings and masterclasses including ongoing investment readiness support</i>
2	<i>Villgro Kenya should strongly consider a focus on healthcare hardware innovations.</i>	<i>We are aware of the need to build an invention/hardware-based innovation ecosystem and have started an initiative on that front.</i>	<i>Villgro Kenya’s ecosystem building program seeks to promote a knowledge economy paradigm that targets key innovation actors in academia, private sector and government. The primary purpose of this initiative is to nurture and establish a homegrown innovation and manufacturing sub-industry in medical devices and diagnostics in Kenya and East Africa over the next five years.</i>
3	<i>Build and develop an empowered and better gender-balanced team.</i>	<i>We agree with this recommendation</i>	<i>Already onboarded the first female board member. In the coming year, we plan to recruit a female for a C-level position to achieve a gender balance at the leadership level.</i>
4	<i>Fundraise</i>	<i>We agree with this recommendation</i>	<i>Have engaged a consultant to ensure we are consistently position ourselves to the right donors. Combined with our internal efforts we are beginning to surface some great leads.</i>
5	<i>Ensure a functioning advisory board that can assist the management team.</i>	<i>We agree with this recommendation</i>	<i>Onboarded 3 new board members since this evaluation was done bringing core skill sets in strategy, governance and technical expertise.</i>