

# INTEGRATED SAFEGUARDS DATA SHEET

## IDENTIFICATION / CONCEPT STAGE

**Report No.:** ISDSC13959

**Date ISDS Prepared/Updated:** 04-Aug-2015

### I. BASIC INFORMATION

#### A. Basic Project Data

Country:	Senegal	Project ID:	P156259
Project Name:	Digital Entrepreneurship Senegal		
Team Leader(s):	Sofya Muradyan,Matina Deen		
Estimated Date of Approval:	02-Oct-2015		
Managing Unit:	GTCID	Lending Instrument:	Lending Instrument
Sector(s):	General information and communications sector (70%), General industry and trade sector (30%)		
Theme(s):	Micro, Small and Medium Enterprise support (90%), Technology diffusion (10%)		
Financing (in USD Million)			
Total Project Cost:	0.45	Total Bank Financing:	0
Financing Gap:	0		
Financing Source			Amount
InfoDev			0.45
Environment Category:	C - Not Required		

#### B. Project Development Objective(s)

The Project Development Objective: Fostering growth of digital entrepreneurs by scaling up Senegal's leading ICT focused business enabler (CTIC Dakar)

#### C. Project Description

The project is to extend CTIC Dakar (mLab West Africa) capacity and service portfolio to launch globally competitive, growth-oriented, mobile and digital technology businesses and further position it as a regional hub for the advancement of digital entrepreneurship.

The project activities build upon earlier projects of the Digital Entrepreneurship Program (formerly Mobile Innovation Program), which has designed, tested and derived lessons from 13 mobile business enablers (mLabs and mHubs) in Asia, Africa, ECA and the Caribbean.

The impact evaluation of these earlier projects has demonstrated that there are still several gaps remained in relation to targeted business advisory expertise for digital enterprises, while the proliferation of activities aimed to assist tech entrepreneurs in Africa signals an enormous demand

for entrepreneurship support.

The key gap relates to the ability of business enablers to identify and to meet the needs of digital entrepreneurs with the growth potential, which struggle to scale, build links to wider value chains, or to enter new markets.

To address this gap, the program will strengthen the institutional capacity of CTIC Dakar to provide quality services to growth-oriented digital entrepreneurs. Based on best practices around the world, the program aims also to test an innovative business advisory approach known as “acceleration” that takes growth oriented enterprises and start-ups through a rapid-cycle competitive curriculum, and matches them quickly to appropriate capital and business mentors.

Similar projects will be implemented in Kenya and South Africa targeting the East African and Southern African markets.

The following key activities will be implemented within the project scope:

#### 1. Strengthening of CTIC Dakar institutional capacity to support growth-oriented digital entrepreneurs

Expected Deliverables: (1) improved business and sustainability models (including strategy on engagement with early-stage investors and enhanced services portfolio); (2) improved M&E framework and tools critical for tracking the progress of entrepreneurs and other business analytics.

#### 2. Improving CTIC Dakar capacity to increase investability of digital entrepreneurs

Expected Deliverables: (1) staff trained via participation in "Master training" on increasing entrepreneurs investability; (2) up to 10 Access to Finance workshops for select group of investment-ready entrepreneurs organized; (3) links with early-stage financiers strengthened.

#### 3. Implementation of Regional acceleration program

The core grant funding will be allocated to the piloting of Regional acceleration program aimed to identify prominent digital entrepreneurs in West Africa and provide them with intensive face-to-face and virtual support in order to link them with expertise, capital and markets they need to grow. CTIC Dakar will run Regional acceleration program for West Africa, where it will be responsible for reaching out to the large network of technology innovation hubs and incubators and act as regional hub, facilitating a sub-regional program and addressing the issue with limited local deal flow individual business enablers typically face.

During each round of Regional acceleration program, 20 of the most talented entrepreneurs would be nominated by the participating business enablers (based on rigorous selection criteria) and cultivated by CTIC Dakar over a limited period of time combining both virtual and residential acceleration methods.

The program will introduce an advanced acceleration curriculum for the participating entrepreneurs. The curriculum will include topics such as investment readiness and investor engagement, diaspora networks, and internationalization of digital enterprises, and will seek to create the capacity and networks necessary to take most potential entrepreneurs “up the ladder.”

Two rounds of acceleration programs should be implemented within the grant scope. It is expected that the outcomes of the first round will inform on potential adjustments to the program design to

ensure the most efficient approach. The overall objective is that the business enablers may adapt and replicate the program in future years.

It is also expected that CTIC Dakar will work closely with the task team and nominate entrepreneurs from regional acceleration program for a Pan-African Acceleration Program that will be implemented through bank-executed activities and aimed to bring around 20 star performers across Africa to scale through a rapid process of exposure to global capital and industry connections.

**D. Project location and salient physical characteristics relevant to the safeguard analysis (if known)**

Nationwide

**E. Borrower's Institutional Capacity for Safeguard Policies**

Not applicable

**F. Environmental and Social Safeguards Specialists on the Team**

Maman-Sani Issa (GEN01)

**II. SAFEGUARD POLICIES THAT MIGHT APPLY**

Safeguard Policies	Triggered?	Explanation (Optional)
Environmental Assessment OP/ BP 4.01	No	The project will support neither physical investment nor technical assistance activity which could indirectly trigger environmental and social risks/impacts.
Natural Habitats OP/BP 4.04	No	
Forests OP/BP 4.36	No	
Pest Management OP 4.09	No	
Physical Cultural Resources OP/ BP 4.11	No	
Indigenous Peoples OP/BP 4.10	No	
Involuntary Resettlement OP/BP 4.12	No	
Safety of Dams OP/BP 4.37	No	
Projects on International Waterways OP/BP 7.50	No	
Projects in Disputed Areas OP/BP 7.60	No	

**III. SAFEGUARD PREPARATION PLAN**

Appraisal stage ISDS required?: No

**IV. APPROVALS**

Team Leader(s):	Name: Sofya Muradyan,Matina Deen	
<b>Approved By:</b>		
Safeguards Advisor:	Name: Johanna van Tilburg (SA)	Date: 13-Oct-2015

Practice Manager/ Manager:	Name: Ganesh Rasagam (PMGR)	Date: 14-Oct-2015
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<sup>1</sup> Reminder: The Bank's Disclosure Policy requires that safeguard-related documents be disclosed before appraisal (i) at the InfoShop and (ii) in country, at publicly accessible locations and in a form and language that are accessible to potentially affected persons.