

AFBM– "Advanced Training on African Business Models with Free and Open Source Software (FOSS)"

What is Free and Open Source Software (FOSS)?

Free and Open Source Software (FOSS) is software which can be freely used, modified and distributed. FOSS offers a number of different opportunities. Developers are able to customize, change or add to open source software and join in global open production processes. This can help stimulate local innovation and growth in the IT sector. With FOSS, small and medium-sized IT businesses can create locally adapted IT solutions, independent of foreign software vendors. FOSS allows local value chains to be tapped, instead of forcing customers to rely on foreign software vendors.

Free and Open Source Software technologies are used all over the world. FOSS is often the technology of choice to run servers, networks, or content management systems, but also operating systems such as Linux, or business and office applications such as OpenOffice. As FOSS is adaptable and does not entail license fees, it is particularly useful when applications need to be adapted to a specific context.

The use of FOSS is spreading – governments and businesses are increasingly employing FOSS. This means that the business market around FOSS solutions is growing. Local businesses, in particular IT-SME can benefit from FOSS as users, but more importantly they can generate business models around FOSS such as offering high-value IT services, software development, training and qualification.

National Institute Of Transport,
A Higher Learning Public
Institution, leading in
Excellence in Transport and
Communications under the
Ministry Of Infrastructure
Development



Free and Open Source Software creates business opportunities!

- Do you view IT as critical driver of your business?
- Do you want your organisation maximise return on your IT investment?
- Are you passionate about being an innovator and staying ahead of the competition curve?

Then register for the Advanced Training Course AFRICAN FOSS BUSINESS MODELS to harness the power of open source to improve or expand your business.

Free and Open Source Software (FOSS) is a key technology to drive innovation, add local value and create sustainable and affordable ICT-solutions. This two weeks training offers practical knowledge on *understanding Free/Libre Open Source Software, Emerging opportunities with Open source in Africa, African FLOSS business model, Knowledge and Skills for FLOSS entrepreneurs, General Business skills and FLOSS training as a business for small and medium ICT enterprises and start-up IT* and main participants are *local FOSS communities, educators and graduates in IT related subjects as well as other individuals interested in FOSS business models..* The training also provides an opportunity to join a vibrant pan-African community of practitioners working with and supporting Open Source Business in Africa. FOSS technologies offer opportunities particularly for small and medium sized IT enterprises to provide IT services for local IT markets.

Dates: 02nd August 2010 - 13th August 2010

Venue: Research Building, National Institute Of Transport

Requirements and Fees: TAS 100,000

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The training is organized by National Institute Of Transport with support by ict@innovation, a joint capacity building programme of FOSSFA (Free Software and Open Source Foundation for Africa) and InWEnt - Capacity Building International (Germany), funded by OSISA and the German Ministry for Development Cooperation (BMZ).

It is based on ict@innovation's regional course "Advanced African Business Models with Free and Open Source Software (FOSS)" implemented by the two main training partners Ghana-India Kofi Annan Centre of Excellence in ICT (AITI-KACE) and UNU-MERIT. For more information, see <http://www.ict-innovation.fossfa.net>.

Based on the regional course programme on "Advanced African Business Models with Free and Open Source Software (FOSS)" of ict@innovation, which is

implemented by FOSSFA and InWEnt with funding from OSISA and the German Ministry for Development Cooperation

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AFRICAN FREE AND OPEN SOURCE SOFTWARE BUSINESS MODELS (AFBM)

Examples of FOSS Business Opportunities:

- Installing networks and desktops for internet cafés
- Maintaining the IT infrastructures of local medium sized businesses
- Adapting financial management systems to the specific needs of a company
- Adding a new application to an existing content management system
- Offering customized IT solutions to clients of all sizes

All this and much more is possible with FOSS.

What others say about the regional course programme on "Advanced African Business Models with Free and Open Source Software":

"This workshop is great in terms of combination of participants, business people, associations, users, lecturers and people from every part of the community. [There is] full of discussion and debate. I am sure we all have gained a lot". Tigist Awoke, training participant, 2009

" Usikose fursa hii ya kuweza kukupa mawazo ya kukusaidia kupata uhuru wa kunufaika na matumizi ya programu mbalimbali za bure"

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The ict@innovation programme builds capacities in African small and medium ICT enterprises to make a business with Free and Open Source Software (FOSS). ict@innovation aims to encourage the growth of African ICT industries, particularly in Southern and East Africa, through three main actions: spreading FOSS business models for enterprises in Africa, fostering FOSS certification and supporting innovative local FOSS applications for social and economic development. ict@innovation is a partnership of FOSSFA (Free Software and Open Source Foundation for Africa) and InWEnt - Capacity Building International (Germany). Funding partners are the German Ministry Federal Ministry for Economic Cooperation and Development (BMZ) and the Open Society Initiative for Southern Africa (OSISA). For more information, see <http://www.ict-innovation.fossfa.net>

On the Training-of-Trainers

From July to November 2009 four training of trainers on "Advanced African FOSS Business Models" were conducted by the ict@innovation programme. Throughout the training of trainers the participants and future trainers were motivated and eager to learn more about FOSS Business Models. The six modules of the training were very interactive and a lot of productive discussions took place. Each of the training of trainers was held in a period of ten days in each host country, followed by a six-week online phase. Main Training Partners of the advanced training course were the Ghana-India Kofi Annan Centre of Excellence in ICT (AITI-KACE), Ghana's first Advanced Information Technology Institute and UNU-MERIT, a joint research and training centre of United Nations University (UNU) and Maastricht University, Netherlands. The Training-of-trainer was part of ict@innovation, a partnership of FOSSFA (Free Software and Open Source Foundation for Africa) and InWEnt - Capacity Building International (Germany). Funding partners are the German Ministry Federal Ministry for Economic Cooperation and Development (BMZ) and the Open Society Initiative for Southern Africa (OSISA). For more information, see <http://www.ict-innovation.fossfa.net>

What you will learn:

Participants will be introduced to basic FOSS concepts with practical case studies of FOSS business models across the African continent. They will gain knowledge and skills for FOSS entrepreneurs such as introducing innovative and cost effective business tools and techniques, business management skills, community building and networking, and FOSS strategies which are vital for starting and sustaining a viable FOSS business in Africa.

What you will have learned after attending the advanced training course:

- How to make business using FOSS
- How to develop a business plan or business proposal
- How to organise and hold trainings on FOSS Business Models for local SME
- How to market your FOSS Business Model

More information on the Programme is online at:

www.nit.ac.tz/foss

www.ict-innovation.fossfa.net/tanzania

Course modules and thematic elements of training programme includes

FOSS Knowledge	<ul style="list-style-type: none">• General FOSS Concept• FOSS Business Globally• Evolution of FOSS Communities and Software Markets• FOSS Licensing Models
FOSS Opportunities	<ul style="list-style-type: none">• Introduction to Case Studies• Taxonomy of FOSS Business• Existing FOSS Policies
How to go about with FOSS	<ul style="list-style-type: none">• Public Relation and Advocacy Strategies• Advocating FOSS• Online Advocacy tools• Creating a FOSS market and brand in Africa
Making it Happening	<ul style="list-style-type: none">• Starting a Business• Defining Target Market• Leadership• FOSS Proposals and Contracts
Business Knowledge Component	<ul style="list-style-type: none">• How FOSS business differ from other businesses• FOSS Communities• Competition, cooperation – cooptation• Innovation in FOSS Business, Marketing FOSS
FOSS Training	<ul style="list-style-type: none">• How to be a FOSS Trainer• FOSS Training as a Business• Organising Trainings• Communication Skills

What others say about the training programme on "Advanced African FOSS Business Models"

InWEnt:

"Knowledge is key for sustainable business - and for human development. We are therefore thrilled to see the interest of African IT-entrepreneurs in innovative solutions such as Free and Open Source Software. And we are proud to be able to present with our partner FOSSFA numerous African business models around FOSS, which were condensed in case studies of African IT-businesses in our regional "Advanced Trainings on African Business Models with Free and Open Source Software (FOSS)". May these cases of successful African businesses serve as inspiration for a new wave of ict-driven innovations made in Africa and contribute to the growth of African ICT industries through spreading FOSS business models to small and medium ICT enterprises in Africa."
Balthas Seibold, Senior Project Manager, InWEnt - Capacity Building International, Germany, spring 2010.

FOSSFA:

"The workshop is a dream come true considering how far FOSS has come in Uganda and East Africa. The business linkages have always been the missing component" Mr James Wire, the executive secretary of the Free and Open Source Software Foundation for Africa, August 2009

„The training comes at a time when the world is embracing free and open source software and Africa should not be left behind. I think the objectives of the training are being more than met. The environment is wonderful and the people-both the facilitators and the participants have truly redefined the term "team spirit". Kudos to InWent, FOSSFA, EACOSS, 2009.

Join the Community!

ict@innovation

<http://www.ict-innovation.fossfa.net/>

Site Features:

Profiles – Create your own profile, advertise your FOSS skills and share your interests in FOSS and the ict@innovation programme

Forums and Wiki – Read and contribute to discussions and work processes by engaging in online discussions in the forum and collaborative text editing using the wikis

Blogs – read and discuss about current news and developments on FOSS related topics and the ict@innovation programme in the blogs

Groups – Join in online organizational activities by engaging in topic specific groups

Online Community Membership

Do you have a FOSS project or initiative you wish to interest others in? Do you want to contribute to the ict@innovation programme in a specific way?

The ict@innovation portal offers functions for those of you, who want to engage more actively in the community or programme – The blog is open for all community members to share relevant news and views. Also, all community members can create groups to share files, manage events, and engage in private discussions on relevant topics. The different training programmes will later on all have their own group to collaborate online.

All services of this site are free of charge.

The training also provides an opportunity to join a vibrant pan-African community of practitioners working with and supporting Open Source Business in Africa through the ict@innovation portal. We invite you to become a community member!

Joining the ict@innovation Web Community

The Benefits: Why join? This website offers you the opportunity to get to know a range of persons working in related areas, as well as to advertise your skills and interests, to share and learn from other experts using the range of tools that enable active knowledge exchange for community members.

Becoming a Member: You can become a member of this community by registering on the site and creating a profile, indicating your interests and skills in FOSS. This will enable you to contribute to the website fora and wikis, to join in knowledge exchange with other persons interested in FOSS and/ or involved in the ict@innovation programme.

Staying Informed: Receive all blog posts and other website updates by email or RSS feed! In order for everyone to stay in touch with the programme and community activities, we offer an email-subscription and RSS feed service on all website services and news items (including blog posts, events, forum messages etc.). You find RSS icons to subscribe to feeds at the bottom of the sections that offer subscriptions. You can manage email subscriptions as a registered user under "My account" > "Subscriptions".

The screenshot shows the ict@innovation website homepage. The browser title is "ict@innovation - Mozilla Firefox". The address bar shows "http://www.ict-innovation.fossfa.net/". The page features a navigation menu on the left with sections for "About ict@innovation", "Wiki", "Forums", "Search Profiles", and "ict@innovation News". The main content area includes a "Welcome to ict@innovation" message, a "Celebrate the creative generation" blog entry by Alex Gakuru, and a "Videos on Free Software Business" section. On the right side, there is a "Join ict@innovation" section with login and account creation links, an "Events" calendar for February 2009, and an "Upcoming" section listing future events.

Sign up on ict@innovation to join the community and stay updated:

<http://www.ict-innovation.fossfa.net/>