

TECHNOLOGY BASED BUSINESS DEVELOPMENT SERVICES IN KENYA

A BENCHMARK STUDY OF THREE PROJECTS

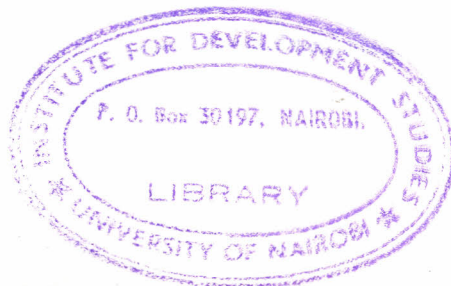
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by

The REME BDS-Technology Research Team
*E.H.O. Ayiemba, R. Otunga, B.A. Okech, S. Maina,
B. Sabana, K. Aduda, H. Bwisa*

**Research, Monitoring and Evaluation (REME)
Project
Institute for Development Studies
University of Nairobi**

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Field data collected were of two categories, namely, institutional profile and beneficiaries profile. Institutional data embraced organisational structure, services rendered and DFID and non-DFID support. Data on beneficiaries covered their demographic and socio-economic characteristics, assistance received from DFID and non-DFID sources, constraints and perceptions on how to improve project performance.

The major findings are that, technology based projects have not changed their initial aims and objectives since their inception. For example, ApproTEC was founded with the aim of creating employment and promoting economic growth. KICK and Artisan Trust had similar aims and objectives, i.e. to emphasise technology development and production.

Technology based projects achieved their objectives by researching, developing and disseminating technologies designed especially for MSE sector in Kenya. Currently ApproTEC is implementing three DFID-funded activities and projects, namely, pedal pump project, core programmes and AKILI. KICK is also implementing two DFID projects. One project aims at restructuring KICK into two entities designated as Ziwa Creations Ltd and KICK. Artisan Trust Africa is also emphasising training of local artisans. Currently, all technology based projects are receiving supplementary funding from other non-DFID sources. For example, ApproTEC's project known as Oil Press is funded by the Royal Netherlands Embassy based in Nairobi and its Micro Private Enterprise Development (Micro-PED) is funded by the

USAID. In addition, KICK's technology dissemination programme had received funds from ILO and Kenya Gatsby Charitable Trust among others. Technology based projects also have a highly trained management staff which, apparently, is predominantly male and rather small in the context of their nation-wide coverage.

With the exception of KICK, both ApproTEC and Artisan Trust Africa have a mandate to cover all provinces in Kenya. However, ApproTEC's involvement in North Eastern and Coast Provinces is not comparable in terms of extent to that in other provinces. The same could be said about Artisan Trust Africa whose activities tend to concentrate heavily in Nairobi and its environs.

The majority of ApproTEC beneficiaries (61%) are married men. The sizes of their households vary significantly, ranging between one and twenty-two numbers. About 46% of these beneficiaries receive income ranging from Kshs.10,000/- to 50,000/- per year. KICK, whose activities are concentrated in Kisumu town, Nyanza province, also has predominated male beneficiaries (93.8%) of whom 43.8% are married. The average household size of these beneficiaries is about 5 persons. 81% of all household members had formal education. Majority of KICKs beneficiaries (20%) earn between Kshs.80,000 and 90,000 annually.

Artisan Trust Africa is a small organisation whose beneficiaries are also predominantly males. They have an income ranging between Kshs.60,000 and 100,000/- per year.