

Makerspaces as Catalysts for Business Growth with the mAKE Venture Building Programme

As worldwide hubs of creativity and innovation, makerspaces have the potential of transforming into powerful venture builders, supporting entrepreneurs in developing sustainable, impactful businesses. To strengthen this shift, GreenTec Capital Africa Foundation, developed a **Venture Building Programme and Handbook for makerspaces, digital innovation hubs, startups and SMEs.**

A Comprehensive Venture Building Toolkit

The Venture Building Handbook serves as a practical guide for entrepreneurs, venture builders, and makerspace managers. It outlines 12 critical steps for launching and growing scalable businesses — from idea generation to market research, product development, and networking. This structured approach provides entrepreneurs with both the strategic and operational skills needed for sustainable growth.



“The Venture Building Handbook has given me knowledge about venture building which I never knew before. Most of our Fablab activities are much more on making and building, but with this knowledge, we can now take those innovations into business.” – Fablab Manager from Tanzania

12 steps for Venture Builders

1. Idea Generation and Validation	7. Legal and Regulatory Compliance
2. Market Research	8. Sales and Marketing Strategies
3. Business Model Development	9. Scaling and Growth
4. Product Development	10. Networking and Mentorship
5. Team Building and Leadership	11. Exit Strategies
6. Fundraising and financial management	12. Case Studies and Real-World Examples



english

Access the the Venture Building Handbook in English and French:

makeafricaeu.org



french

Community Voices – Venture Building in Action

The handbook places a strong emphasis on user-centric design, a perspective that resonates deeply with entrepreneurs striving to address local needs and challenges.



“The focus on user-centric design was eye-opening. It emphasized understanding the customer journey deeply, inspiring me to conduct thorough customer feedback sessions and adjust our solutions accordingly.” – Fablab Manager from Kenya

The handbook’s emphasis on leveraging local resources has also sparked new insights.

“The handbook is enriched with insights that resonate with African businesses... leveraging our local resources, like talents, can be an easy and best way of not just generating but validating the feasibility of an idea.” – Fablab Manager from Ghana



It provides makerspaces, entrepreneurs and startups with a frame for self-reflection, personal and corporate development.

“With this new knowledge, I intend to tailor support strategies for startups in makerspaces through 1-on-1 mentorship with founders, hub managers, and trainers. This approach will strengthen connections and foster an ecosystem where startups can access vital resources and collaborative opportunities for growth.” – Trainer and Innovator from Tanzania



The handbook also serves as a testing ground for refining one’s own business models before bringing these strategies to clients and community members.

“I liked the training content on Financial Analysis and Business Models best and will improve our current model of operations as a result of this knowledge.” – Fablab Manager from Tanzania



“I will be my own test case first, fine-tuning the business model for my Hub. With that experience, I will then bring this approach to the organisations and businesses I mentor, coach, and train.” – FabLab Manager from Ethiopia



A Path Forward for Makerspaces as Venture Builders

This pillar of the mAKE Venture Building Programme is supporting makerspaces to evolve into venture-building hubs that stimulate local economies and support sustainable business development. If you are interested, find more info on: makeafricaeu.org

