



# RUFORUM 21<sup>ST</sup> ANNUAL GENERAL MEETING 2025

## CONCEPT NOTE

**Closing the gap: from grantpreneur to scalable  
enterprise**



## THEME

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### **Positioning Africa's Universities and the Higher Education Sector to effectively impact development processes on the continent**

#### **Hosts:**

The Government of Botswana and  
RUFORUM member Universities in Botswana led by Botswana University of  
Agriculture and Natural Resources

#### **Venue:**

Tsodilo B1 & B2

**Date:** 27th - 30th November

**Time:** 08.00-17:00 Central African Time (CAT)

**Contact:** Ms. Lois Nanono ([l.nanono@ruforum.org](mailto:l.nanono@ruforum.org))



## Background

The RUFORUM TAGDev 2.0 program aims to unlock 255,000 jobs by creating scalable enterprises that transition from “grantpreneurs” to investor-ready businesses. The core challenge is the “Missing Middle”- the gap where promising university-born startups, supported by grants, stall at the Minimum Viable Product (MVP) stage due to lack of commercial rigor and access to private capital. To solve this, TAGDev 2.0 activated a three-part execution engine:

1. Go-To-Market (GTM) Studio: A 20-week intensive accelerator to restructure ventures for growth.
2. RUFORUM Seed Fund: Provides up to \$20,000 catalytic, de-risking capital to signal investor-grade readiness.
3. RUFORUM Annual Investor Summit: The final stage for connecting ready ventures with intentional capital.

The inaugural Summit crowns the accelerator journey that began in August 2025 with 20 high-potential Innovation Transfer Partner (ITP) ventures.

## Objectives

The primary goal is to provide the final lift where accelerated ventures meet capital with intent. The specific objectives are to:

1. **Finalize Investment Readiness:** Conclude the exit-readiness phase, including data room finalization, financial model review, and use-of-funds narrative preparation.
2. **Facilitate Capital Matchmaking:** Stage a curated, high-stakes platform where ventures pitch live and negotiate directly with pre-briefed institutional and strategic investors.
3. **Secure Investment Commitments:** Position the ventures to attract capital through various instruments, including equity, convertible notes, milestone-based grants, and revenue-share agreements.

## Approach

The Summit is designed as a high-rigor investment matchmaking platform, not a typical demo day. The approach involves:

- **Investor pre-briefing:** Up to 20 institutional and strategic investors will be pre-engaged and given access to ventures' data rooms, traction dashboards, and deal memos prior to the event.
- **Investor workroom sessions (Nov 27-29):** The cohort will undergo final pitch rehearsals, deal structuring simulations, and "hot seat" Q&A preparation with investor panels in the days leading up to the Summit.
- **Live pitch and negotiation (Nov 30):** Ventures

will pitch live to the pre-briefed investors, followed by structured investor breakouts for direct engagement and capital negotiations.

- **Leadership engagement:** RUFORUM leadership and TAGDev 2.0 will be present to witness deal feedback and the transition of ventures from the Studio to the market.

## Expected Outcomes

The successful execution of the Summit will achieve the following strategic outcomes:

- **Investment commitments:** Ventures will exit the GTM Studio with investment commitments and/or a match from the RUFORUM Seed Fund. Deals will be positioned to close between December 2025 and February 2026.
- **Model validation:** The event will prove the model of a clean handover from university incubation to venture acceleration, bridging grants to institutional capital.
- **Investor trust:** The event will build investor trust through the showcasing of transparent, structured, and diligence-ready enterprises.
- **A new class of enterprises:** Creation of a new class of fundable African enterprises-born from academia but designed for market performance and job creation.

**MONDAY 24TH November, 2025****Venue:** Tsodilo B1 & B2**Registration Link:** No virtual option.**Session Chair:** Uloma Herrington**Rapporteurs:** Lois

Time	Activity	Responsible person
10:00 -13:00	From Idea to MVP	Mitchelle Adamu
13:00-14:00	Lunch Break	Service Providers
14:00-16:00	MVP to Market	Mitchelle Adamu
<b>TUESDAY 25TH NOVEMBER 2025</b> Venue: BUAN ICT LAB-BLOCK 305/DO1 Registration Link: No virtual option. Session Chair: Mitchell Adamu Rapporteurs: Nimrod Muhanguzi		
10:00-13:00	Pitching Skills: Building Investor Confidence	Mitchelle Adamu
13:00-14:00	Lunch Break	Service Providers
14:00-16:00	Q&A Session	Uloma Herrington
<b>Thursday 27th November 2025</b> Venue: GICC, ROOM Tsodilo B1 & B2, Gaborone Session Chair: Uloma Herrington Rapporteurs: Lois Nanono		
08:00-08:30	Arrival and Registration	Lois Nanono
08:30-09:00	Opening remarks	Ifeanyi Monyei
09:00-09:30	Investor engagement overviews with ITPs	Uloma Herrington
09:30-10:30	ITP Individual mock pitch session	Busayo Eniola-Giwa
10:30-11:00	Tea/Coffee/Health Break	Service Providers
11:00-13:00	Q&A/Feedback Session	Busayo Eniola-Giwa
13:00-14:00	Lunch Break	Service Providers
14:00-17:00	Office hours with each venture	Mitchelle Adamu
<b>FRIDAY 28TH NOVEMBER 2025</b> Venue: GICC, ROOM Tsodilo B1 & B2, Gaborone Rapporteurs: Lois Nanono		
09:00-10:30	ITP Individual Mock Pitch Session	Busayo Eniola-Giwa
10:30-11:00	Tea/Coffee/Health Break	Service Providers
11:00-13:00	Q&A/Feedback Session	Uloma Herrington
13:00-14:00	Lunch Break	

14:00-16:45	Office hours with each venture	Mitchelle Adamu
SATURDAY 29TH November, 2025 Venue: GICC, ROOM Tsodilo B1 & B2, Gaborone Rapporteurs: Lois Nanono		
10:30-12:00	Fireside Chat with Innovators, ITPs, & Investors	Uloma Herrington
12:00-13:00	Hackathon fire round pitching session 1 (3 Innovators)	Busayo Eniola-Giwa
13:00-14:00	Lunch Break	Service providers
14:00-15:00	Hackathon fire round pitching session 2 (3 Innovators)	Busayo Eniola-Giwa
15:00-16:30	Investor <> Innovator One-on-One Session (Speed Round)	Mitchelle Adamu
SUNDAY 30th November 2025 Venue: GICC, ROOM Okavango Suite Rapporteurs: Lois Nanono Investor Day		
09:00-09:10	Welcome Remarks	Ifeanyi Monyei
09:10-09:55	Panel session addressing access to capital	Bunmi Akinyemiju
09:55-10:10	Tea/Coffee/Health Break	Service providers
10:10-12:40	Pitch session from ITPs	Busayo Eniola-Giwa
12:40-13:40	Lunch Break	Service providers
13:40-15:20	Investor <> ITP One-on-One Session	Uloma Herrington
15:20-16:00	Closing Remark by RUFORUM leadership	Prof. Egeru Anthony