



Botswana Innovation Hub Focus Areas and Tenant Criteria

A. Local, foreign and joint venture companies/organisations:

- *that deliver technology or knowledge intensive services, preferably for export;*
- *that produce technology or knowledge intensive products, preferably for export;*
- *that have the potential or are already competing in the global market;*
- *that are research, development or growth oriented;*

B. Local and foreign research institutions/laboratories:

- *that carry out Contract Research Services for Industry;*
- *that participate in R & D projects with world-class research institutions;*
- *that develop new or genuine products for local or international markets;*
- *that offer platforms for the Industry for testing, piloting and commercializing products/services;*
- *that engage in activities promoting sustainable energy solutions [Botswana is among the highest solar radiation regimes of the world, an opportunity that should be exploited.]*

C. Training Institutes (local and foreign)

- *post-graduate university training and research facilities in the listed sectors;*
- *specialized institutes and centres of excellence, including world-class business schools and e-learning providers;*

D. Knowledge Intensive Business Services [KIBS]

- *Companies supporting the companies qualifying under the listed sectors by offering knowledge intensive business services (e.g. quality control, standards bodies, project management, market research, patent and IP services, etc);*