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Daniel, freelance video business (Kenya)



When Daniel attended the LIFE training in Altawoon centre, he was an unemployed student. The courses gave him an idea: why not be like one of the virtual entrepreneurs, and start a business of video coverage?

Daniel entered into business in August 2010, right after the end of the LIFE training. Using the IT skills that he has learned (record keeping, make flyers), together with a complementary training on video, he was able to find a few clients: couples getting married that wanted their wedding to be covered, documentaries for companies and NGOs such as the blue cross Kenya, and all other event coverage that requires filming, editing, and posting on the net.

As a next step, he would like to have his own production company, dealing with events, advertisement and news coverage. But the main challenge for Daniel remains access to IT: “When it comes to editing, I need to use a laptop!” Whenever he needs to use a computer, he knows he can have access to it through the LIFE Center in Korgocho. For the camera, Daniel needs to rent it, as he doesn’t have the means to purchase one yet. His plans for the future are to invest in a technology that he can own, and be able to make full production plan.

Megri Hakim, Sup. Technician in Industrial Maintenance (Tunisia)



Megri attended the one day workshop on LIFE Curriculum, at Tunis’ Forum for the Technological Creation of Enterprises and came away inspired to seek out what he needs to make his business idea become a reality.

At the end of the training, he was asked how he sees his future. He shared his project idea about starting a business of renovating and selling brake pads. But first, Megri need more training on brake pad manufacturing. So now he is turning to UNIDO for grant assistance to obtain this specialized training.

Although he recognizes that starting his own business won’t happen tomorrow, Megri states, “If I want to do it, I will succeed. Of this, I am sure”.



Soufien Rajhi, Superior Technician in Biotechnology (Tunisia)



Blood is a life source so when Soufien stated that in his Tunisian region, there was no blood analysis laboratory, he realised the importance of the situation. Currently, when someone needs to get a blood analysis in his region, they have to send the sample to the government laboratory in the capital, and this can result in a long time or even a delay, before getting the results.

Soufien came to API, the HP LIFE Partner in Tunisia, and submitted his idea of opening a private laboratory for blood analysis in his region. Thanks to API, Soufien can now get in touch with different companies selling laboratory equipment and put together the plan to request financial support to launch his project.

Zarroug Mohamed Nasser, Sen. Technician (Tunisia)



Zarroug Mohamed Nasser has a big idea: create a natural gas station and provide energy expertise. He

wants to implement it with the help of an associate, by December 2011! With this tight timeframe, Zarroug needs to find the necessary materials,

validate the project and train future staff about natural gas.

Zarroug went to UNIDO in Gabès, seeking information about administration, business, financing and IT.

With UNIDO's support, Zarroug could attend the Entrepreneurship forum in Tunis, October 2010, and participate in the LIFE Curriculum workshop. This is where he found information, tools and like-minded entrepreneurs dealing with similar business challenges.

"I would like Zarroug to grow. I want to start in southern Tunisia, and then expand my business to the whole country, thanks to a new technique that is not yet implemented in Tunisia: the detection of underground pipe" says Zarroug.

Local furniture for the global marketplace: One man's dream of going big! (India)

Usman Gani is a young boy of 21 years, hailing from Durga Vihar in South Delhi. Despite his young age, he has big aspirations to grow his family's traditional



inlay furniture business in to a global export company. Although Usman wanted to keep in line with the family inlay business, his main interest was to start his own wooden handicrafts business which would export its

products overseas.



Usman’s display of entrepreneurial skill and confidence was first demonstrated at Dhriiti, one of HP LIFE’s twelve training centers in India. Dhriiti sponsored a unique program called, “My Own Venture” which gave participants an opportunity to run their own business booth in a local market for one full day.

Excited with the chance to sell his wooden handicrafts from Saharanpur, Usman knew he would reach his sale goal for the day. When asked if he would fall short of his sales goal he confidently replied, “My products are not perishable; if they don’t sell here I can store them and sell them elsewhere.” Many lessons were learned during this one-day event. Usman learned that his approach to marketing needs to be more aggressive and that his products must cater to what his customers want. Most importantly, Usman left the marketplace that day more confident and eager to continue his entrepreneurial pursuits.

Story of a student that started a farming business (Ebonyi State)



Mr. Ugbo Ejike Henry is a graduate of Animal Science and Fisheries, Ebonyi state university. He was jobless after the National youth service. Ebonyi State Government called for intensive three months training in Agriculture at Soghai Agricultural Institute

in Porto Novo, Republic of Benin. He sat for the competitive exam and passed. He was among the selected 25 out of 300. (The S.25)

After the training, he benefitted from the State Government loan and was given a total of N 2,700,000.00 (USD 18,000) to establish his farming business.

When the S.25 returned from Songha, they were selected for CENSIRT GET-IT scholarship programme under the Ebonyi State Government collaboration with UNIDO and CENSIRT. (CENSIRT is the UNIDO local implementation partner in Ebonyi State). After the GET-IT training, Henry applied the technology in his farm. He is most friendly with Financial Tracking and Communication.

The name of his farm is Henjyk Majestic Farms Enterprises Nig-Ltd. He opened his poultry farm in august 24, 2009 with 550 broilers which at the brooding stage lost only six (6) and sold the rest. After 8 weeks. His pullet was 710 after brooding lost 14 chicks

Today, he has 690 layers that started laying this January 27, 2010. This week, he is getting 4 crates of eggs per day with the expectation of 16 crates of egg per day which he hopes to hit by 2nd week of March till April 2011. He breeds broilers for 8 weeks and sell to fast food and hotel operators. He bags the poultry droppings and sells to the crop farmers as manure.

Henry himself has this to say:
“So, I make my money from the eggs, life and dressed chickens, cassava root tuber and the poultry droppings as manure. All these are fast achieved by the help of HP GET-IT programme, especially when I applied financial tracking and communication”.
He was interviewed specially at the October, 2009 GET-IT Conference in Cairo. He is now aspiring to grow in the GET-IT technology by becoming a GET-IT trainer.



Joyce, starts a tuck shop business in South Africa



At the beginning of 2010 Joyce started her own tuck shop business. Joyce has experienced great success in her business.

Joyce has grown her business to a place where it provides for her and her family.

She has become an independent and successful business woman within the community. In the eyes of the business world, her business may seem small and insignificant, but to Joyce and her family her business is a source of joy and pride, as well as provision for them.

At SLOT we have the awesome privilege of seeing people's lives changed and transformed. We get to see those who have no hope, begin to believe and start to truly live. Together with UNIDO, HP and MEA-I, SLOT has been able to help those who aspire to be entrepreneurs to get the necessary skills needed. As well as those who have already started a business, to help improve their business and see it operate in its full potential.

Joyce Nxele was a member of our staff for 4 years. However, her dream was to always start her own tuck shop business and become an independent woman and an entrepreneur.

At the end of 2009 Joyce went on the GET IT course; here she learnt how to operate a computer, how to do spreadsheets, invoices and flyers for a business. At the beginning of 2010 Joyce started her own tuck shop business. Joyce has experienced great success in her business.

Joyce has grown her business to a place where it provides for her and her family. She has become an independent and successful business woman within the community. In the eyes of the business world, her business may seem small and insignificant, but to Joyce and her family her business is a source of joy and pride, as well as provision for them.

Here is Joyce's experience in her own words. "Attending the SLOT computer course has helped me a lot. As a business person you need to have knowledge of computers. I have learnt to create business flyers, which has helped me to market my business, and helps tell my customers the details of what I am doing. I also learnt to do a spreadsheet on Excel which also helps me because as I have a lot of stuff that I am selling; it's easy to just type it on the spreadsheet. Type the price and when you sell it. I have also learnt how to do an order form for my business. I have also learnt to email my orders through to places like macro (wholesaler for goods)

As a business person sometimes stressing to calculate the prices etc, but the computer just does this so easy for you, with no stress and I am 100% sure it is the right amount."

Thanks to SLOT and with the help of UNIDO, HP and MEA-I, Joyce was able to realize her dream of starting her own business and in making it a success.



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Young entrepreneurs run a barber shop in Kenya



A group of young entrepreneurs benefits from GET-IT training program, to run a barber

shop and a retail paraffin shop in a profitable and sustainable manner.

Lee 07 Youth group (30 members group; 14 girls, 16 boys) is a group based at Race Course centre junction on your way to Langas estate of Eldoret. The group was formed during the 2007 post elections violence to integrate its multiethnic youthful members into meaningful activities as opposed to violence. Most members in the group are youthful former internally displaced persons who were attracted out of the former Eldoret Show ground IDP camp.

More than 2 third of the group members directly benefited from Graduate Entrepreneurship training. The members have undergone GET-IT Training at different times. The training has really been helpful to the group, whose positive impact is the group's current ability to profitably run and manage both a barber shop (Kinyozi) and a 1,000 litres capacity retail paraffin shop. The group seems sustainable since it now attracts external funding including business bank loans.



Cultivating more than rice: Oke John Ogbonnaya (Ebonyi State)

I come from Ezzagu in Ishielu LGA of Ebonyi State. I obtained my HND in Mass Communication from the Institute of Management and Technology Enugu in 1998. I could not find employment after graduation from the University.

My father was a rice farmer and I used to work in his rice farm as a young person. My motivation for rice farming started in 1996 while working in my father's rice farm at Nkalagu, using manual labour. I have always dreamt of a mechanized rice farm to create a difference from the method of farming practice in my father's farm. This vision lingered without realization due to lack of fund and technical knowhow.

It was in 2010, 14 years after I conceived the dream, that the present Government of Ebonyi State under the leadership of Chief Martin N. Elechi MFR recruited 48 young people (including myself) and sent them to Songhai on agricultural training. The training gave me a good exposure on agriculture and rice farming in particular.

On return to Ebonyi State, I used the initial disbursement of the Government loan and went into rice production. I later learnt of the HP Learning Initiative for Entrepreneurs (LIFE) and searched for the UNIDO Regional Centre of Excellence, CENSIRT Abakaliki and shared my curiosity for ICT training, having had the news of the S.25. My dream for ICT training came through in 2011 when UNIDO and CENSIRT decided to launch the HP LIFE training for the S.48.



The greatest gain I have made from the training is international exposure and publicity within the State. My product (Destiny Rice) started to receive wide popularity through my contact management and marketing strategies.

My deepest appreciation goes to the Governor of Ebonyi State for providing opportunity for my training in Songhai and funding thereby supporting me to realize this life dream.

I deeply thank CENSIRT, UNIDO and HP for building my capacity in business and IT skills.



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Oluwafemi Adeyemi Adebayo, graduate of Computer Science (Akwa Ibom State)



Oluwafemi Adeyemi Adebayo a graduate of Computer Science, is a Youth Corper posted at Akwa Ibom State. He became aware of the HP LIFE training during his orientation at the NYSC camp in Uyo.

He quickly enrolled into the program at the University of Uyo, HP LIFE Center in Nigeria, and participated in the HP LIFE training programme.

Oluwafemi, who is doing his one year mandatory service with Exxon Mobil Eket, has made good use of the skills he acquired during his training. He has set up a service center to provide IT services to local entrepreneurs in his area. Some of these services include web design, advice on record keeping including financial records amongst others. He collaborates with an IT company, Solutionsnext Limited, to train young secondary students the basic concepts of entrepreneurship. These great efforts have helped boost Mr. Adebayo's monthly financial income.

Said Oluwafemi, *"I cannot believe that my decision to participate in HP LIFE training changed my financial position. I encourage other youths to take advantage of this opportunity."*