



EDC Newsletter

September 30, 2018, Issue 1, Vol. 1



FROM THE EDITOR

Hello Everyone,

We are happy to be bringing the EDC newsletter back to you. As an esteemed member of the EDC network we always look forward to sharing news and events happening at EDC with you.

The aim of the newsletter is also to inspire readers with the success stories from our alumni as well as provide critical updates and SME information that might benefit their businesses.

Feel free to send us your feedback in the form of comments, questions or suggestions. We are also interested in your own story and stand-out experiences in business that could inspire others. It will delight us to receive them, and possibly publish them here for the benefit of other entrepreneurs.

Joe Umechukwu

QUOTE OF THE MONTH:

“People are the most important thing. Business model and product will follow if you have the right people.” -Adam Neumann, Co-founder of WeWork

RECAP FROM AUGUST

The Vice President's Visit



The Vice President of the Federal Republic of Nigeria, Prof. Yemi Osinbajo, visited the Enterprise Development Centre (EDC) of the Pan-Atlantic University (PAU) on Thursday, 3rd August, 2018. He was there to launch the newly installed Nigeria Climate Innovation Center (NCIC). NCIC is a tripartite partnership between the World Bank Group, The Office of the Vice President of Nigeria and the Enterprise Development Centre (EDC). Like they have done in Vietnam, Morocco, Kenya and Ghana,



among others, the World Bank Group is establishing the climate innovation centers in different developing countries to offer support and capacity building to entrepreneurs, inventors and initiatives that address the issues of climate change and bring solutions to three thematic areas that include the off-grid power sector, agriculture and waste management. Kindly find more information on:

<http://www.nigeriacic.org/>

EDC PARTICIPATES IN AIBSSA CONFERENCE IN RWANDA

In strengthening its research capabilities, EDC presented two papers at the Academy of International Business Sub-Saharan Africa (AIBSSA) Conference in Kigali, Rwanda recently. The AIBSSA conference brings together scholars, consultants and specialists in the field of international business. This year, the conference held at the University of Kigali from August 4 – 6. The title of the research findings presented by EDC at the conference were 'Youth Enterprise Experience; Evidence from Nigeria and ~~'Rethinking Dynamic Capabilities for SME Performance in Africa'~~'. The conference also featured the annual general meeting, paper development workshop and teaching entrepreneurship sessions.

In September

12th EDC SME Conference

The long awaited 12th SME Conference organized by the Enterprise Development Centre (EDC) took place on Thursday, 20th of September, 2018 at the Lekki campus of the Pan-Atlantic University. The theme of the conference was: The future of work; re-inventing your organization for competitiveness.



This ‘future of work’ theme formed the core of the keynote speech at a packed Honeywell Auditorium, Lagos Business School (LBS). The keynote speaker, Nireti Adebayo, kick-started discussions on a very high note with a thought-provoking speech on the topic: ‘White collar; Blue collar; No collar’. She opened the minds of SMEs to the impending era with a new system of work, the use of robotics, internet-of-things, flexible work schedule and remote work space. Her speech was followed by a panel session on the subject; Growth Sectors: Collaborating to Win. This was an interactive session that attracted lots of questions and comments from the audience.

The highlight of the conference, however, was the 5 break-out sessions that happened simultaneously at both LBS and EDC. These sessions were planned to address functional areas of a business, including human resources/new skills and competences, women entrepreneurship and Innovation and multi-level marketing. There was also a B2B business clinic. So in effect everyone had a relevant and impactful experience to take home.

And to cap it all up the mini-sessions merged again at the Honeywell auditorium for the ‘conversation with the CEOs’. There they learnt first-hand from captains of industries that included: Mr. Peter Bamkole, Director, EDC, Adetoyi Ezekiel Olabode, Managing Director, Hi-Nutrients International Ltd and Abdul Samad Rabiu, CON, Executive Chairman/CEO BUA Group.

EDC 15th Year Anniversary Celebration



It was indeed a week of celebrations and milestones for the Enterprise Development Centre (EDC). The day following the SME conference event EDC celebrated her 15th year anniversary with a solemn Mass held at the EDC Green Building foyer. There were about 150 guests in attendance.

The mass was officiated by the Vicar of Opus Dei in Nigeria, Msgnr. Ignatius Sotos, concelebrated by Rev. Fr. Boniface Okafor and three other priests. Prominent among the guests were the Vice Chancellor, Pan Atlantic University, Prof Juan Elegido, The Vice Chancellor Emeritus of PAU, Prof Albert Alos, the Dean of Lagos Business School, Enase Okonedo, pioneer EDC advisory board member, Prof. Fabian Ajogwu, SAN.



In his welcoming speech during the Mass, the EDC Director, Mr. Peter Bamkole noted that EDC actually clocked 15years in January 2018 but elected to celebrate the occasion at a more

suitable time. His account of the inception of the institution which started as Enterprise Development services (EDS) showed that hers was a case of little beginning with a clear focus.

He said that EDS started with a simple clear mandate given to him; as he was just completing his EMBA program at Lagos Business School, by the then Vice-Chancellor of Pan-Atlantic University, Prof. Albert Alos. In a nutshell Mr. Bamkole was charged to go develop the SME sector in Nigeria.

In addition to the solemn thanksgiving Mass, the day was marked with a special dinner at Twin Towers Lekki attended by EDC management and staff alongside long-standing EDC partners, collaborators and friends.

Alumni of the Month: Femi Olayebi-CEO, My World of Bags



Femi Olayebi has made a name for herself in the business of luxury leather bags and accessories. She found her passion in the design and manufacture of world class bespoke handbags that celebrate the art of craftsmanship with a unique blend of the African touch. Her company-My World of Bags – is currently attracting global acclaim with their beautiful range of handcrafted pieces-bespoke leather bags and accessories branded ‘Femi Handbags’. They also

own a corporate line with products ranging from conference bags, folders, laptop bags, tablet cases and promotional gifts, all crafted to specific customer needs.

A Master’s Degree holder in Translation from Strasbourg France she today finds herself on top of the business world where, instead of practicing the translation profession, she is busy creating a fashion language. She aptly describes herself as an accidental entrepreneur owing to the fact that nothing in her background prepared her for her deep foray into business. She listed her working tools as the raw passion that drove her and a good sense of imagination, coupled with an inert creative streak. And it all started one day in 1992 when she went looking in the shops for a certain kind of handbag and not finding it. And there she saw a gap!

She has recently been making waves in the Nigerian entrepreneurship space, especially by championing the cause of the leather industry by launching the Annual Lagos Leather fair. To top it all up she was featured on the CNN Marketplace Africa program in August.

EDC proudly celebrates her.

Upcoming Events:

ANDE Annual Conference, USA 2nd – 4th October

#GEW2018 12th-18th November

SME Information:

Social Media Marketing Tactics That Give You the Best Returns

<http://www.entrepreneur.com/article/274522>

Building A Tech Start-up For Underserved Industries

<https://www.forbes.com/sites/katieelizabeth1/2018/09/27/building-a-tech-startup-for-underserved-industries-keys-to-success-for-women-entrepreneurs/#22cf220720e7>

7 Leadership Tips When the Business Is Struggling

<http://www.forbes.com/sites/martinzwillig/2006/04/21/7-leadership-tips-when-the-business-is-strugglin>

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Feedback

Please send your suggestions, comments and feedback to edc@pau.edu.ng