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Letter from InWEnt

Dear it@ab partners,

All of you have been invited for the it@ab-update workshop in Maputo from 15 to 20 November 2004. Many of you have followed this invitation and will thus participate in the workshop.

The workshop will face the future of it@ab, namely the development of a business plan and marketing strategies for the it@ab products and possibly new products to be marketed via our network.

Some of the "German Trained IT Experts" (sometimes called Junior IT Managers) will joint the workshop to contribute to the development of new services and products.

Those members of the it@ab network that might - for one or the other reason - not be able to join the workshop can, however, contribute to the future development.

A questionnaire has been developed to assess the current use of the it@ab products by the partners and the current market situation in SADC and the it@ab network countries. Please use this instrument to assist the Task Force in developing successful plans for the network's future.

Finally we would like to wish our team good luck for its efforts and a successful cooperation in the network.

Yours sincerely,

Siegfried Karwatzki / Renate Finke

Eduardo Mondlane it@ab-update

The Eduardo Mondlane University Maputo is going to host the it@ab-update workshop in November.

Mr. Francisco Mabila is busy organising the event. And may be contacted at mabila@uem.mz



Namibia successful

it@ab participated in call for proposals InfoDev, World Bank



The it@ab network participated in the call for proposals of InfoDev - World Bank - it@ab Namibia was successful and opened a door for the whole network.

it@ab Namibia was contracted as one out of only five projects in Africa! InWEnt will support it@ab Namibia and contribute to the project in the next years.

The Information for Development Program (*infoDev*) helps developing countries to use information and communication broadly and effectively as tools of poverty reduction and sustainable economic growth. Housed at the World Bank, it is supported by more than 20 donor partners

Apart from the fact that this is a success for Namibia it is also a strong marketing argument for the network as a whole.

inWEnt launches Call for Proposals

it@ab network partners to apply for funding

The it@ab market

Market investigations for it@ab products started

The general objective of the proposal is to foster business generation of the multipliers by supporting pilot projects and help to acquire reputation on the competitive national markets.

In order to develop a business plan and marketing strategies for the it@ab network and it@ab products, InWEnt and the task force started market investigations in the SADC region.

The multipliers are called to implement trainings in the field of ICT using their own knowledge and knowledge provided through InWEnt trainings activities.

InWEnt contracted APPLICATION Training & Management GmbH to assist the task force in the development of the business plan. As a first step the partners jointly developed a questionnaire that was sent to all members of the network to assess the current use of it@ab products and to find out which markets should be investigated in depth.

Herewith the indirect target group of InWEnt projects, e.g. SMEs, public bodies etc., will take their profit on the overall investment and the role of the multipliers will be fulfilled.

You as a member of it@ab network have the chance to contribute to the future of the network by filling in the questionnaire and developing new ideas for marketing of it@ab.

InWEnt will support three projects with €45.000 each.

New Web!

InWEnt has re-launched its web-site. Please feel free to inform yourself on InWEnt at www.inwent.org

it@ab-update in Maputo

Promotion of Business Initiatives for the it@ab Network

The next it@ab-update workshop will take place in Maputo, Mozambique, from 15th November to 20th November 2004.

All members of the it@ab network have been invited and many followed the invitation to Maputo. The workshop will focus on the development of business models and a business plan for the it@ab network as well as on marketing strategies for the it@ab products.

The task force that has been installed by the network will meet three days earlier in Maputo to in depth prepare the workshop and update the developed model business plan.

Mr. Karwatzki from InWEnt as well as Mr. Krueck, a consultant of APPLICATIO, will assist the task force in their effort to develop sustainable measures for the whole network.

Prior to the workshop the consultant and the task force will jointly investigate the market for the it@ab products and will thus prepare the workshop.

All members are invited to contribute to the planning and to the business plan and are requested to send their ideas and wishes to InWEnt and/or APPLICATIO. The more ideas and the more input the brighter the future of it@ab will be.

FOSSFA to present best practises for open source IT product marketing in Africa

The Free Software and Open Source Foundation for Africa (FOSSFA) is an organization that was formed to promote the use of Open Source software in Africa. FOSSFA brings together a consortium of partners in Education, Health and Governments to work towards the achievement of ICT objectives in Africa using Open Source software.



The 53 member states of the Committee on Development Information (CODI), a unit of the Economic Commission for Africa endorsed FOSSFA as the open source foundation for Africa. FOSSFA's secretariat is based in Nairobi, Kenya. For more information about the foundation, feel free to explore <http://www.fossfa.net>

Nicholas Kimolo of FOSSFA will present best practises and introduce to the participant of the Maputo workshop FOSSFA and its work. He will also update the returned Junior IT Consultants on open source technologies.

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Workshop Venue

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Did you know... it@ab-web news

Did you know that the it@ab web-site is steadily growing? More and more reports from users, participants of the long-term training and network members have been included in the past.

The best way to make it@ab web-site (www.it-ab.net) the first IT internet address in and for Southern Africa is to let it grow and grow. Make it up-to-date, give interesting and changing news, share knowledge and best practises...

This will make it@ab better known and will help to promote the ideas of open source technologies in Africa and to market the it@ab products.

In the end this will contribute to business development for it@ab members - you !

Please feel free to submit your ideas on what to include in it@ab web in the near future and make sure that you offer your knowledge and ideas on the platform.. isn't that the idea of a content management system we developed for the network?

Secretariat News

The it@ab secretariat has announces Alex Hue as resource person for it@ab within BITS, Namibia. The secretariat is currently active in synchronising all distribution lists and databases. The secretariat can be contacted by e-mail: itab@bits.com.na