



Scalar
Botswana
Innovation
Program

Powered by Botswana Innovation Fund

Scalar Botswana **Innovation** **Program** for Business Incubation

From climate and digital technologies local innovation in
Southern African Development Community (SADC) to global opportunity

OUR MISSION

About our Business Incubator

Scalar Botswana Innovation Program (SBIP) is a multi-year program based in Botswana, aimed at early-stage ventures in SADC or across Africa that will have their domiciliation in Botswana at the time of the Application (i.e. before the Draft Application deadline). Botswana domiciliation is mandatory.

The incubator was created to support **climate change mitigation and/or climate change adaptation** projects at the intersection of **energy and information communication & technology**. It is designed for startups which are ready to develop their prototype further, scale up and go to market.

*SBIP guides selected startups through the MVP and launch journey (i.e. from technology transfer to commercialization) while providing **financial and technical support**.*

The Program

SBIP identifies and selects the best climate action and digital transformation start-ups and founders based in SADC. These are high-potential initiatives that target social and/or environmental challenges.

SBIP is a 12-month hybrid incubation program by **Scalar Infrastructure and Real Assets (SIRA)** and the **Botswana Innovation Fund (BIF)**. As such, it aims at fostering innovation, entrepreneurship, and economic growth within Botswana.

In collaboration with local and international stakeholders, the incubation program builds capacity in sectors like:

- Renewable Energy >
- Digital Services >
- Energy Efficiency >
- Water Management >
- AI-Enabled Infrastructure >



We connect companies with expert trainers and coaches that can help them make a real climate impact on the society in which they operate. We build export-ready climate ventures aligned with Botswana’s sustainability goals.

Key Components

The platform helps innovation in SADC, with domiciliation in Botswana, stand out on a global stage.

01

Top-notch Learning

Offering training workshops designed and delivered by private sector partners and business coaches.

02

Personalized Support

Custom syllabi, entrepreneur-in-residence model, and international subject-matter experts based on the specific needs of each start-up.

03

Hybrid Programme

In-person attendance is optional. Fully remote participation in the BIF-Scalar incubator is also possible. Still, the selected start-ups are expected to commit full-time to launching the start-up.

04

Opportunities to Start-Upraise

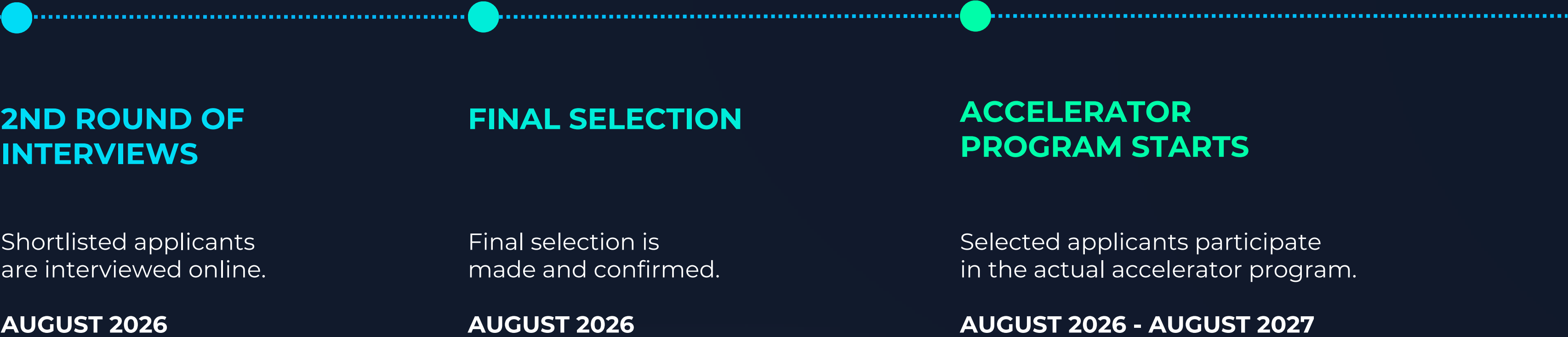
The selected start-ups receive conditional grants from BIF. Top graduates from the program transition to [Scalar's Africa Decarbonization Fund I](#), and receive support for a period of up to four years.

TIMELINE

How it works

The selected cohort of startups gain free access to international investor networks, maximizing the long-term commercial feasibility and impact of their business services.



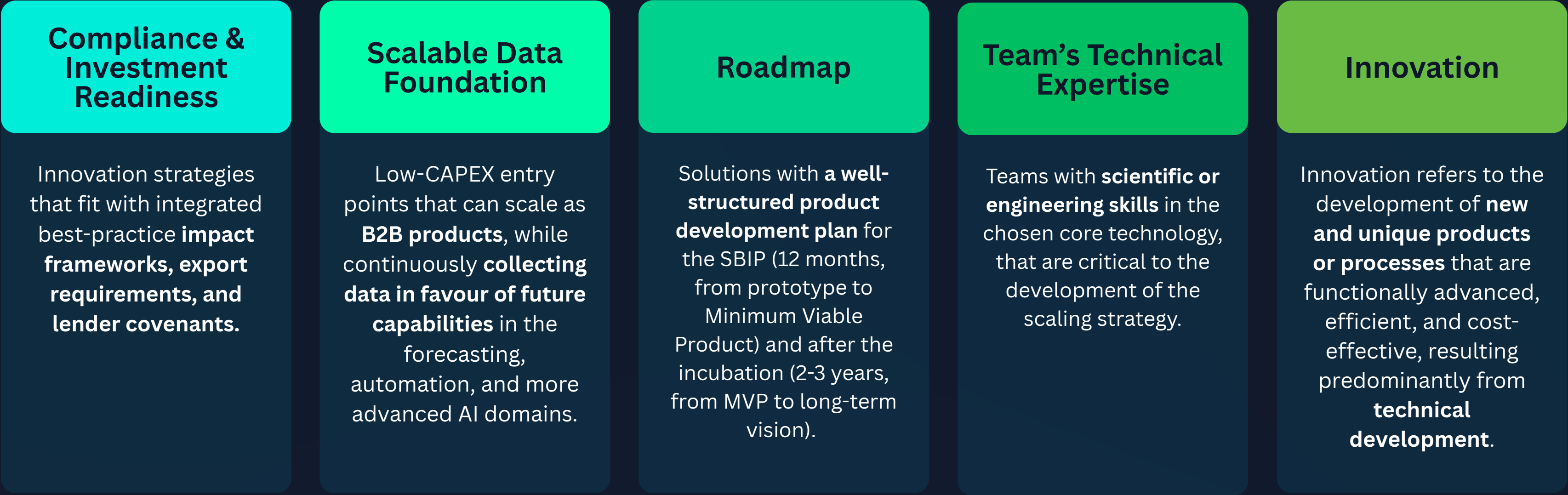


SELECTION CRITERIA

Are you a good fit?

Projects should meet as many of the following criteria as possible. Full compliance with all items is not required.

Technical Focus & Scope	Software-first	Easy Integration & Repeatability	Clear and Measurable Value	Technology Readiness Level (TRL)
Early-stage ventures focused on innovative, scalable technologies within climate action and digital transformation. The technology must improve or optimize these sectors.	Solutions where software is the primary driver of value across multiple sites.	Solutions that can be deployed repeatedly through existing channels , integrating with limited effort.	The value proposition must be clear and resilient to changes to external circumstances (e.g. policy, licensing, settlement rules, or utility behavior), ensuring the benefit is standalone and the outcome is measurable.	Projects that have already reached a minimal <u>TRL of 4 or 5</u> , with prototypes showing stable performance either at laboratory level or in the relevant working environment.



Technical
Differentiation

Significant improvements to existing products are eligible only where they demonstrably surpass current alternatives **in terms of features, functions, parameters, or performance.**

Intellectual
Property

Clear ownership **structure** and consideration of freedom-to-operate, ensuring sustainable competitive positioning and long-term commercialization viability.

Defensibility

Solutions that demonstrate **defensible technological advantage** through patentable elements, proprietary systems, protected algorithms, trade secrets, or other forms of intellectual property.

BIF Funding
Alignment

Projects that **align with Botswana Innovation Fund Funding Guidelines**, meeting minimum eligibility thresholds outlined in the official [BIF Funding Guidelines](#).

Verticals

Energy

Digital tools that make **power systems easier to see, manage, and bill**. This includes metering and sub-metering, energy-flow and outage monitoring, data cleaning/MDM, and software that turns telemetry into decisions, invoices, or settlement for utilities, municipalities, and private networks.

Distributed (Renewable) Energy & Micro-grids

Software and services around **decentralised energy generation and storage**: C&I solar and batteries, campus and industrial micro-grids, community and farm systems, hybrid diesel-renewable setups. The focus is on monitoring, control, operations, billing, and coordination of **many small assets and sites**, not on building the physical power plants, or utility-scale grids themselves.

Fintech

Financial infrastructure tied directly to **energy and ICT**: payments, billing, collections, receivables, and embedded finance that helps deploy or use assets. Typical examples are meter-to-cash flows, PAYG/PAYU logic, settlement and reconciliation tools, and stablecoin/digital-money initiatives that simplify real energy cashflows.

Sectoral AI & SaaS (Mining / Agriculture / Logistics)

Vertical software and data products for mines, farms, logistics and transport, with a clear operational metric (e.g. yield, uptime, fuel, losses). These solutions improve how assets and resources are used and can naturally **extend into energy use, reliability, or demand optimization** in those sectors.

Compliance

Digital tools that turn operational data into **trusted evidence for regulators, lenders, and buyers**. This includes MRV for emissions and energy use, environmental and social tracking, digital product passports, and audit trails for billing, settlement, and data access.

Deeptech (AI, Digital Twins, Satellite/LEO)

Advanced technology applied to the **DDEI stack**: operational digital twins, forecasting and optimisation models, and satellite/LEO-based connectivity or sensing. The emphasis is on deeptech that starts from **a specific, useful application** and has the potential to grow from these beginnings; rather than on capital-heavy or purely speculative platforms.

We believe that **energy transition** should speak the language of **innovation**

Our Allies

We partner with global leaders to scale up sustainable solutions in the Southern African Development Community.





Would you like to join as an ally?

You are still on time.

Contact: info@sbip.info



APPLY TO SBIP AS A STARTUP!

Ready to take innovation to the next level?

APPLY NOW

INFO

SBIP is an initiative by Scalar Infrastructure & Real Assets and the Botswana Innovation Fund



Scalar Infrastructure and Real Assets (SIRA) invests in energy and digital infrastructure that accelerates innovation and adoption of new technologies. Their primary investments through their infrastructure funds and partnerships provide the foundations for innovation by early growth stage companies to accelerate. Their Infrastructure and Real Assets investments support programs in early growth stage ventures in energy management and information & communication technology.

- **Africa Decarbonization Fund.** A fund dedicated to investing in clean energy projects within the Commercial and Industrial sectors across the continent.
- **Catalytic Minerals Fund and Technical Assistance Facility.** An initiative focused on investing in early growth-stage companies across sub-Saharan Africa.
- **Digital technologies pipeline.** A multi-platform investing in different JVs with Africa's leading telecoms companies to address access to digital infrastructure.
- **SBIP Scalar Botswana Innovation Program.** A technical assistance venture platform designed to support innovation within Clean Energy and Digital Technologies.
- **US Decarbonization Fund.** A specialized fund targeting clean energy and energy efficiency infrastructure projects in the Northeast United States.

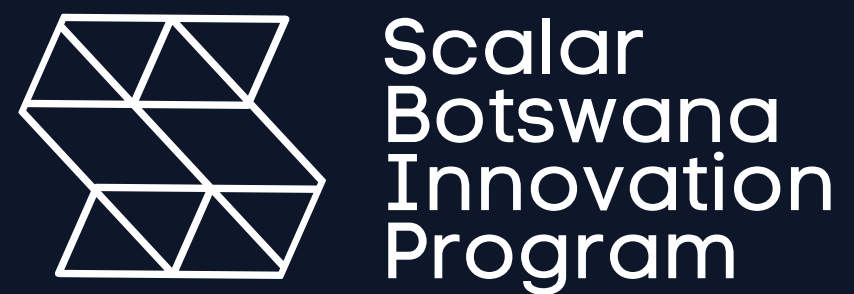
The Botswana Innovation Fund (BIF) is a dedicated financial instrument established to foster innovation, entrepreneurship, and economic growth within Botswana. Its strategic focus, in **“Unlocking the future of innovation,”** is to promote innovation with a focus on technology, product and business development in the private sector by providing cash grants to solution providers in the following areas:

- Clean – Energy Technology;
- Mining Technology;
- Financial Technology;
- Health Technology;
- Digital Services;
- Indigenous Knowledge.

Contact

info@sbip.info | www.sbip.info
Scalar Botswana Innovation Program (SBIP)
% Botswana Digital & Innovation Hub (BDIH)

Plot 69184, Block 8,
Botswana Digital & Innovation Hub
Science and Technology Park
Gaborone, Botswana
+267 391 3328



Powered by Botswana Innovation Fund