

Building smarter pathways to quality deal flow

Exploring real and tested solutions to bridging the gap between capital
and quality deal flow

Monday June 1st 2026 • Tanzania Impact Investment Forum 2026

Session Overview

1 Hour | Interactive Roundtable | Founders & Investors | VC4A & Ennovate Ventures

1. Session Purpose

- Bridging the gap between capital and quality deal flow in Tanzania.
- Explore real solutions including VC4A, develoPPP Ventures, and the Kaya platform for standardized, intelligent matching.

2. Session Objectives

- Explore barriers to deal flow from both sides
- Identify true investor readiness requirements
- Understand matching tools that reduce risk/cost
- Discover scalable solutions (Kaya, VC4A)
- Leave with clear, actionable next steps

Meet Session Hosts



Francis Omorojie
Founder, Ennovate Ventures



Ben White
Founder, VC4A



Thomas van Halen
Programs Director, VC4A

Who we are

VC4A is the leading **platform** supporting entrepreneurs, mentors, investors and business professionals strengthening the startup community in Africa, Latin America and beyond since 2007.



280K+ members from 138 countries around the world



30,000+ venture profiles in Africa and Latin America



3,000 partner organizations



1,400 investors



40,000+ academy students



1000+ mentors



Startup ventures have raised more than **850M+ USD** after being part of VC4A programs

The Flow of today

01

14:00-14:10

Scene setting

02

14:10-14:20

Masterclass & Logistics

How to pitch, and your slot at TIIF.

03

14:20 - 14:45

Roundtable Discussions

Pitch to your small group and swap feedback.

04

14:45-15:00

Solutions Showcase

On stage with live panel feedback.

Who is in the room?



Connecting an innovation community

Breakout Groups

Group 1

Defining Investment Readiness

What does it actually mean to be investor ready? What documentation, governance, and traction signals matter most to investors, and what are founders most commonly getting wrong?

Group 2

Rethinking Deal Sourcing

Why is the traditional one to one deal sourcing model inefficient? How can investors move toward structured, vetted pipelines that save time and reduce risk without sacrificing quality or fit?

Group 3

Role of ESOs in Standardising Deal Flow

How can Enterprise Support Organisations play a more systematic role in preparing startups for investment? What standards, tools, and training are needed to make ESO backed startups more consistently investor grade?

Group 4

Technology and AI in Investment Matching

How is technology changing the way deals are sourced and matched? What are the opportunities and risks of using AI driven tools to connect startups with the right investors, and what role does human judgment still play?

Group 1

Investor Readiness: Are We Preparing Startups for the Wrong Investors?

Discussion Challenge

The ecosystem spends significant time helping startups become "investment ready," yet investors continue to reject the majority of companies presented to them.

Deliverable

Define the 5–7 most important indicators of investment readiness that investors can broadly agree upon.

Key Questions

- What should qualify a startup as genuinely investment-ready?
- Which signals matter most: traction, governance, team, impact, technology, or market validation?
- Are founders optimizing for fundraising instead of building strong businesses?
- Should the ecosystem adopt a common investment readiness standard?
- What are the biggest misconceptions founders have about investor expectations?

Group 2

Deal Sourcing: Is Traditional Venture Sourcing Broken?

Discussion Challenge

Most investment opportunities still originate from personal networks and referrals. Does this model scale, and is it causing investors to miss high-potential companies?

Deliverable

Design a sourcing model that improves efficiency, quality, and access for both investors and founders.

Key Questions

- Are warm introductions creating barriers and bias?
- How can investors increase deal flow without sacrificing quality?
- What role should ESOs, accelerators, and platforms play in sourcing?
- What should a modern venture sourcing model look like?
- Are investors overlooking great startups—or are there simply too few investable opportunities?

Group 3

The Role of ESOs: Should ESOs Be Accountable for Investment Outcomes?

Discussion Challenge

Enterprise Support Organisations play a central role in startup development, yet there is little consistency in how startup quality is measured across programs.

Deliverable

Develop a proposed framework for measuring ESO effectiveness and startup quality.

Key Questions

- What responsibilities should ESOs have in preparing startups for investment?
- Should ESOs be evaluated on training delivered or capital raised by portfolio companies?
- What minimum standards should every ESO adopt?
- Should investors place greater trust in ESO-backed startups?
- What would a credible startup quality assurance framework look like?

Group 4

AI & Technology: Can Technology Improve Investment Matching?

Discussion Challenge

AI and digital platforms promise faster and more efficient startup-investor matching, but investing remains highly relationship-driven and dependent on human judgment.

Deliverable

Identify which investment processes should be AI-led, human-led, or hybrid.

Key Questions

- Which parts of sourcing and screening can AI already improve?
- Where are the risks of over-relying on technology?
- Can AI reduce bias—or amplify it?
- How should investors balance data-driven insights with human judgment?
- What will investment matching look like in five years?

Solutions Showcase

We look forward to backing exceptional entrepreneurs, together with you

We are currently accepting applications for develoPPP Ventures Cohort 11

Please help refer your portfolio companies to us by scanning the QR code



**Does your start-up have a
positive impact on development?**
Let us help you scale.



Partners in
Transformation
develoPPP

100,000 euros
catalytic funding





Rada 360
Tanzania, Agriculture & Food



EVMAK
Tanzania, Finance



Sumet Technologies
Tanzania, Others



Tanlake Samaki
Tanzania, Agriculture & Food



Silverleaf Academy
Tanzania, Education



Medika
Tanzania, Health



Simusolar
Tanzania, Clean Technology & Energy



Dawa Mkononi
Tanzania, Health



Aatif Aquaponics
Tanzania, Agriculture & Food



Goldenpot
Tanzania, Agriculture & Food



MySafari Enterprises
Tanzania, Transport & Logistics



Black Swan
Tanzania, Finance



TansMed
Tanzania, Health



Neurotech
Tanzania, Others



Niajiri
Tanzania, Human Resources



BioBuu Tanzania
Tanzania, Others



Ziotio
Tanzania, Clean Technology & Energy, Transport & Logistics



Itule
Tanzania, Transport & Logistics



Flamingoo Foods
Tanzania, Agriculture & Food



Plant Biodefenders
Tanzania, Agriculture & Food



Laina Finance
Tanzania, Finance



Beem Africa
Tanzania, Others



Fresppack Technologies
Tanzania, Agriculture & Food, Transport & Logistics



Swahilias
Tanzania, Finance



NovFeed
Tanzania, Agriculture & Food



TemboPlus
Tanzania, Finance



Kazi Yetu
Tanzania, Agriculture & Food



Kilimo Fresh Foods
Tanzania, Agriculture & Food, Transport & Logistics



Hanny G Investment
Tanzania, Clean Technology & Energy



Imara Technology
Tanzania, Agriculture & Food



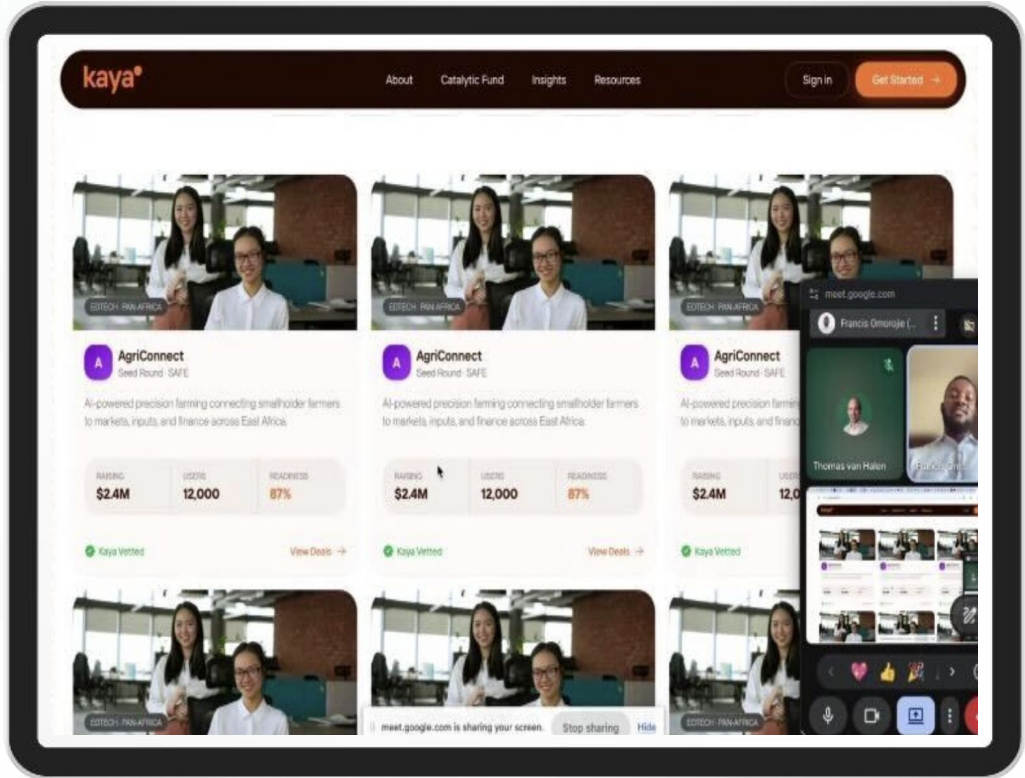
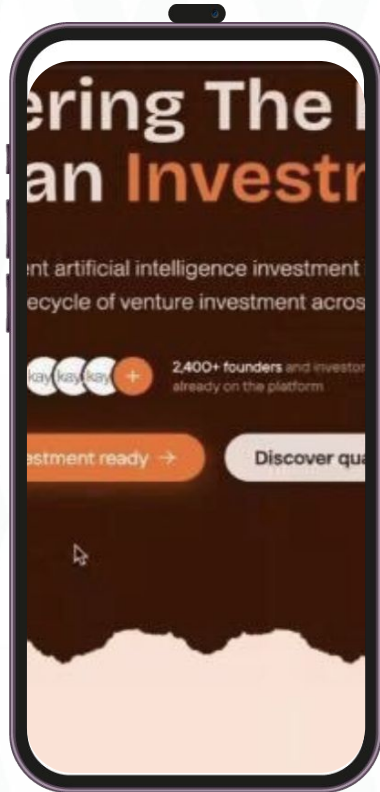
Simplitech
Tanzania, Finance



Healthy Seaweed
Tanzania, Agriculture & Food

Meet the portfolio companies from East Africa by scanning the QR code:





Call to Action

For Investors

- **Connect with VC4A:** Explore the platform and access the develoPPP Ventures portfolio of de-risked, vetted startups.
- **Visit Ennovate Ventures:** Learn to leverage the Kaya platform for intelligent, mandate-driven deal sourcing.

For Founders and ESOs

- **Engage with VC4A:** Strengthen your startup profile and improve visibility with active investors across Africa.
- **Connect with Ennovate:** Learn how your ESO or startup can access Kaya to standardise documentation and match with investors.

VC4A

Unlocking the next
startup opportunity

Contact details

thomas@vc4a.com

ben@vc4a.com

vc4a.com