



Timbali
Technology Incubator

What makes Timbali different?

Timbali's reliable Prototype-System-Driven-Cluster-Model tips the balance in favour of the start-up SMME's by using a system-dependent business format. This enables small businesses to consistently deliver a predictable, high quality product to the market, resulting in significant economic benefits.

Clustering is one of Timbali's key success factors. This is the grouping of farmers together to share services and to create a bulk buying power. Timbali also provides farmers with access to quality management systems and ensures that proper risk management is in place. In addition to this, we also assist with a route to the market; price negotiations with large buyers; and ensuring that the products get sold at a good rate, and that the payment is processed into their accounts successfully – linking closely with careful financial planning and other business skills.

In conclusion, the Incubator greatly improves the changes of survival for these start-up businesses during the first three years, when they are most vulnerable. The number of unsuccessful small-scale farmers is proof that it is not easy to start a farm as a business. For this reason, Timbali's holistic model provides more than just training – it mitigates all the risks that the small-scale farmer will be exposed to, and we are proud that 100% of Timbali's farmers have made it through the first year of business, and the results of our farmers' success speak for itself.

