

PLACEMENT MEMORANDUM · SEASON 01

MIGOSI2MZANSI MARKETPLACE

Sponsor the distance between an African prototype and its first real deployment.



This is not an event sponsorship prospectus. Nothing in it sells logo space, and nothing in it sells access to builders. It describes a route — from a build that works, through a market that will test it, to a deployment somebody operates — and the positions an organisation can take inside that route.

GKHack26 is the first evidence checkpoint. It is run by Geekulcha, and it is not ours to sell. Nyamira's market and chamber infrastructure are the commercial test environment. Makairo2MandelaBay, 27–29 November 2026, is where verified work meets buyers, operators and implementation partners.

WHO DOES WHAT

LOLWE AI

Deployment and edge infrastructure. Holds the institutional and technical frame, and the marketplace gate.

REBOOT REPUBLIC

Builder mobilisation. Talks to builders, and only to builders.

MAKAIRO STUDIOS

Proof and documentation. Publishes the record, including the parts that did not work.

GEEKULCHA

Runs GKHack26 and owns the hackathon platform. Not a party to anything in this document.

Version 1.0 · 15 September 2026. Figures and statuses in this document are stated as they stand today and carry their own status marks. Where something is not yet operating, it says so.

01 · WHY THIS EXISTS

THE GAP IS NOT IDEAS.

Africa does not have a shortage of prototypes. It has a shortage of prototypes that survive contact with a paying user, an operator, a procurement process and a second month.

WHAT ACTUALLY STOPS A BUILD

- User-payer confusion. The person with the problem and the person with the budget are assumed to be the same person. They usually are not.
- Offer ambiguity. The product exists. The priced unit does not.
- No operating environment. There is nowhere real to put it, and no one whose job it becomes on Monday.
- No evidence. A demo, a deck and a photograph — and nothing a buyer's procurement officer can act on.
- No route out of the room. The hackathon ends, the team disperses, and the work is never operated by anybody.

WHAT THIS MEMORANDUM OFFERS INSTEAD

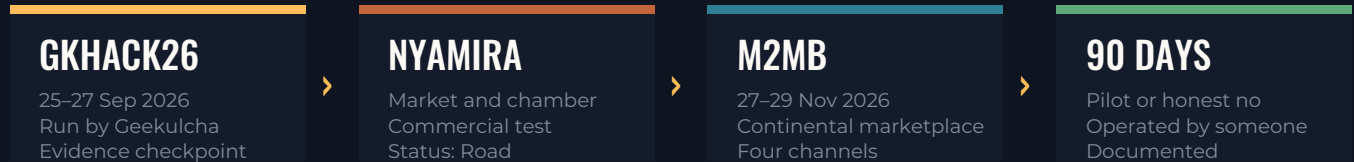
A governed route with four checkpoints, each producing evidence that the next one can use. An organisation can enter at any of them, and what it receives is access to evidence and to qualified conversations — never a guaranteed outcome, a winner, or a contract.

We would rather quote a placement after we understand what you can contribute than publish a tier table we cannot yet stand behind.

02 · THE SEASON MAP

FOUR CHECKPOINTS.

Each stage hands the next one something it can verify. That is the whole design.



GKHACK26

Builders prove one useful capability in seventy-two hours. Thirty-seven people are on the Kenyan node list from seven institutions. Judging is Geekulcha's and is not influenced by anything in this document.

NYAMIRA

Where a build meets businesses, a county chamber, a market and real operating conditions. This is the checkpoint most hackathon pipelines skip, and it is the one that kills the builds that were never going to work.

M2MB

The continental marketplace, 27–29 November. Verified work, opt-in teams, buyers, operators and implementation partners in four channels.

THE 90 DAYS

Selected opportunities move toward a pilot, or toward a documented decision not to proceed. Both are published.

A build that reaches the ninetieth day and is judged not ready is a successful pass through this route, not a failure of it. The record publishes it either way.

03 · THE FOUR CHANNELS

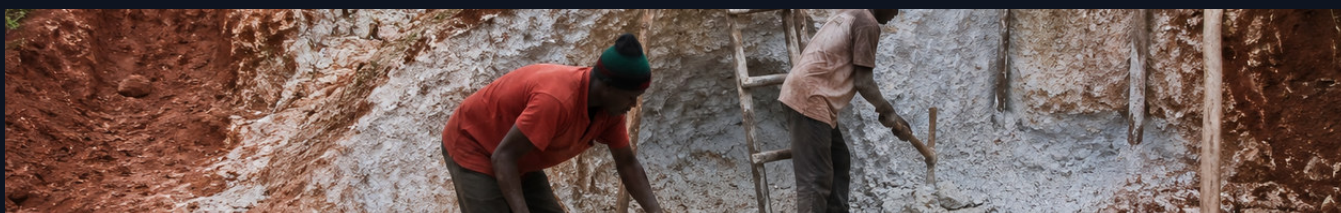
WHERE THE WORK SITS.

M2MB runs four marketplace channels plus a main floor. A placement is taken in a channel, not across the whole season, unless the placement type says otherwise.



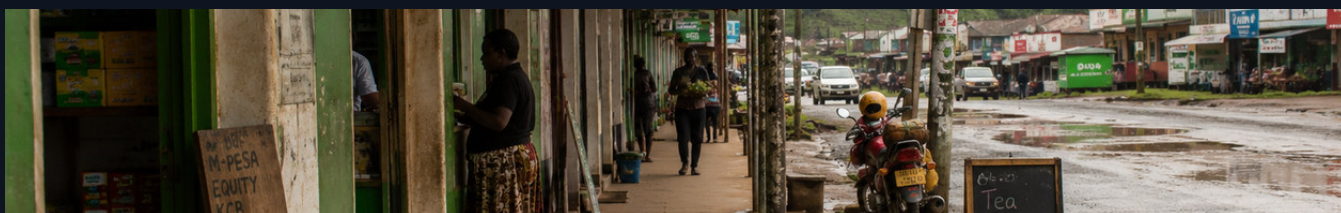
AGRICULTURE

Aggregation, grading, price discovery, traceability, and the record that follows a crop to a buyer. The largest channel by declared interest.



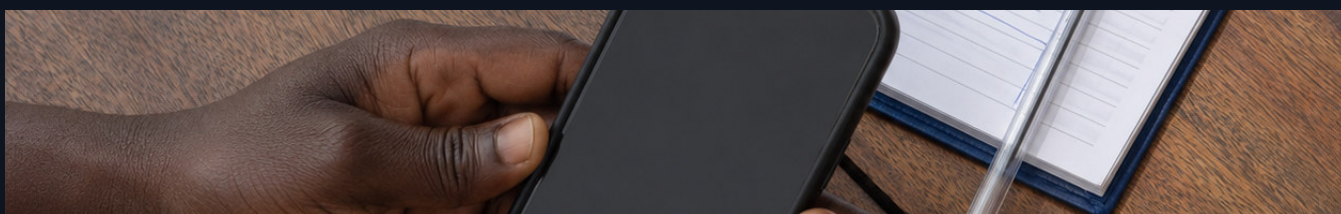
MINERALS

Artisanal and small-scale extraction — provenance, payment trails, safety, and beneficiation at source. Thin on entrants and heavy on unsolved problems.



MOBILITY

Movement of goods and people, last-mile logistics, and the payment and identity rails underneath them.



OPEN SYSTEMS

Work that fits none of the above and should not be turned away for it — health, education, climate, embedded systems, civic infrastructure.

Images in this document are illustrative · AI-generated · Makairo Studios. They are not photographs of any participant, build or site.

04 · WHAT A PLACEMENT RECEIVES, BY PHASE

DISCOVER · INSPECT · TEST · DEPLOY · MEASURE**PHASE I · BEFORE GKHACK26 — OBSERVE THE PROBLEM FIELD**

- A structured discovery conversation through the Lolwe AI gate.
- Selection of a channel: agriculture, minerals, mobility or open systems.
- The opportunity to submit a clearly defined operational challenge.
- A non-confidential view of the participating problem areas.
- An agreed measurement framework — what this placement is expected to produce.
- A designated route into Nyamira, Kisumu or the wider corridor where relevant.

PHASE II · DURING AND AFTER GKHACK26 — INSPECT THE EVIDENCE

- A curated briefing on relevant builds, after teams have produced evidence.
- Access to public or participant-authorised demonstrations only.
- A structured build-to-use review against the readiness conditions.
- Identification of projects suited to user testing, procurement exploration, technical mentorship, data partnership, pilot hosting or deployment support.
- A documented expression-of-interest route to opt-in teams.

Participation in GKHack26 does not place a team into this marketplace. Teams opt in afterwards, having read the terms. Nobody becomes inventory by entering a hackathon.

PHASE III · NYAMIRA — TEST THE TRANSACTION

- Placement in one of: first market operator support, exhibitor onboarding, AI Pavilion activation, business-register onboarding, connectivity, merchant digitisation, data collection and validation, deployment logistics, demonstration environments, or buyer and cooperative introductions.
- Evidence returned: businesses onboarded, demonstrations completed, qualified enquiries captured, pilot requests generated, user responses documented, deployment blockers identified, and the next commercial decision.

04 · CONTINUED**PHASE IV · M2MB, 27-29 NOVEMBER – ENTER THE MARKETPLACE**

- A named channel placement.
- A problem-room or deployment-room session.
- Curated introductions to opt-in teams.
- A continental challenge statement, if you are bringing one.
- Demonstration access, an implementation-partner search, and a capability briefing.
- Inclusion in the M2MB evidence record, and an outcomes note afterwards.

PHASE V · AFTER M2MB – CONVERT ATTENTION INTO DEPLOYMENT

- A documented pipeline of relevant opt-in builds.
- A deployment-readiness summary per opportunity.
- A 30/60/90-day activation pathway for the ones worth pursuing.
- Pilot scoping through Lolwe AI; field documentation through Makairo Studios; capability mobilisation through Reboot Republic.
- A closing report that separates deployed, in pilot, under review, blocked and unproven.
- A priority renewal conversation for the next #Migosi2063 season.

WHAT NO PLACEMENT EVER RECEIVES

Control over team selection. Access to confidential participant concepts. Influence over judging. Ownership of participant intellectual property. Preferential access to awards. Unsolicited extraction of participant data.

These are not negotiable at any placement level, and a placement that requires one of them is one we will decline rather than reprice.

05 · THE BUILDER-INDEPENDENCE FIREWALL

BUILDERS AND BUYERS NEVER GET THE SAME MESSAGE.

This is an operating rule, not a value statement. It is the thing most likely to be broken by accident on a busy week, so it is written down.

BUILDERS

What are you building? Who uses it? What works? What evidence can you show? — Reboot Republic and the AI Builders Lab.

ORGANISATIONS

Which verified workflow, market, deployment environment or problem class do you want access to? — the Lolwe AI gate.

INSTITUTIONS

What can you host, validate, procure, document or scale? — Lolwe AI partnerships.

EVERYONE ELSE

Follow the evidence as builds move toward use. — Makairo Studios.

THE PUBLISHING RULE

A placement appeal is never published immediately above or below a builder deadline, a team-formation call, a Sonke instruction, a support request, or a judging or selection announcement. Placement material is published as its own transmission from the Lolwe AI channel. Reboot Republic keeps talking to builders and nothing else.

ON THE WEBSITES

This memorandum is downloadable from both lolwe.co.ke/gkhack26 and rebootrepublic.com/m2mb. On the builder page it sits beneath everything a builder needs — below the deadline, below the downloads, below the next-season link — under its own heading. A student reading about a Wednesday deadline should not meet a sponsorship document on the way there.

06 · PLACEMENT TYPES

NO GOLD, SILVER OR BRONZE.

We do not yet have the verified inventory or the cost data to publish fixed prices we could defend. Publishing them anyway would be the kind of claim this whole document exists to avoid. So placements are described here and quoted after qualification.

A · MARKETPLACE OBSERVER

For an organisation entering the corridor for the first time. Discovery briefing, channel selection, public evidence access, one qualified marketplace conversation, and a post-activation outcomes note. Quoted after scope.

B · CHALLENGE PARTNER

For an organisation bringing a specific operational problem. Structured challenge definition, a builder-facing problem statement kept separate from judging, a curated opt-in solution review, and a feasibility note. Quoted by complexity and support required.

C · DEPLOYMENT PARTNER

For an organisation able to host or enable a pilot. Readiness screening, pilot scoping, a named operating environment, the 30/60/90-day pathway, status reporting, and security, ownership and implementation checkpoints. Custom pilot scope.

D · CHANNEL PARTNER

For a substantive role in agriculture, minerals, mobility or open systems. Named channel association, a challenge or market briefing, curated introductions, marketplace presence, pipeline review and a season evidence summary. Custom placement agreement.

E · SEASON INFRASTRUCTURE PARTNER

For a partner supporting the full #Migosi2063 route: pre-GKHack26 discovery, a Nyamira activation position, an M2MB marketplace position, the post-M2MB pipeline, agreed institutional visibility, season-long outcomes reporting and a strategic review for the next cycle. Negotiated seasonal engagement.

Capital is useful. So are datasets, pilot environments, distribution channels, infrastructure, procurement routes, and people able to help a system survive first contact with reality. A placement can be paid for in any of them.

07 · EVIDENCE AND REPORTING

EVERY CLAIM CARRIES ITS OWN STATUS.

Lolwe AI publishes a deployment register in which every deployment is marked. Those marks are used in this memorandum and in every report issued under it.

RUNNING

In production, with an operator, and in use by people who are not us.

ROAD

Publicly deployed, but not yet operated or not yet carrying real traffic. Honest about being incomplete.

UNPROVEN

Built, not yet validated. Stated as such rather than described as a pilot.

WHAT GETS REPORTED TO A PLACEMENT HOLDER

- Only metrics that were agreed in advance and actually recorded.
- Aggregate or redacted proof. Customer identifiers, credentials and sensitive financial values stay private.
- The failures alongside the successes — blocked, under review and unproven are reported with the same prominence as deployed.
- No impact figure that cannot be shown to a third party on request.

WHO PUBLISHES WHAT

LOLWE AI

The register, the deployment status, and the technical record.

MAKAIRO STUDIOS

The narrative record and the field documentation, under an editorial mandate that includes publishing what did not work.

REBOOT REPUBLIC

Nothing sponsor-facing. It talks to builders.

08 · THE NYAMIRA ROUTE, STATED HONESTLY

THIS IS THE PART THAT IS NOT FINISHED.



The KNCCI Nyamira deployment is marked Road on the Lolwe AI register. It is publicly deployed. It has no operator. Its business register is empty. The components as stated are a county business register, a market price series, exhibitor booking and an AI Pavilion.

We could describe that as a marketplace. It is not one yet, and a partner who discovered that after signing would be right to never speak to us again.

WHICH IS EXACTLY WHY IT IS AN OPPORTUNITY

The offer here is not to appear beside a working marketplace. It is to activate infrastructure that is publicly visible and not yet operating — and to be on the record as the organisation that did it. The first operator, the first hundred businesses onboarded, the first price series with real data in it. Those are available now and will not be available later.

Status marks are reviewed at each phase boundary and republished. If Nyamira moves from Road to Running during this season, that will be because something specific changed, and the register will say what.

09 · ENTER THROUGH THE GATE

REQUEST A PLACEMENT.

Not “contact us for sponsorship”. This is a qualification gate, not a checkout. A placement is confirmed only where what you bring strengthens deployment, evidence or market access without compromising builder independence. The scarcity is structural rather than manufactured — there is a limited number of real operating environments, and that is the constraint.

WHAT THE CONVERSATION QUALIFIES

Organisation and country · sector and target market · the operational challenge · desired placement · assets offered, whether capital, data, infrastructure, a pilot site, distribution, technical expertise or a procurement route · the intended outcome · the decision-maker · and any compliance or procurement requirements on your side.

book.lolwe.co.ke

REQUEST MIGOSI2MZANSI MARKETPLACE PLACEMENT

We are not selling access to builders. We are qualifying organisations able to help verified African builds reach use.

From soil to server. From Migosi to Mzansi. Deployment, not adoption.

Migosi2Mzansi Marketplace · Placement Memorandum · Version 1.0 · 15 September 2026 · Lolwe AI & Robotics Studio. GKHack26 is run by Geekulcha and is not a party to this memorandum. Images illustrative · AI-generated · Makairo Studios.
Status marks as published on the Lolwe AI deployment register on the date above.