

## THE HEART OF ENTERPRISE



### Our Mission

Building business leadership through cutting edge entrepreneurial and innovative mindset, and impacting society for positive changes.

### Our Vision

First class faith-based Entrepreneurship Development Centre building business leaders to transform the world positively.

### Words in Marble

Suppose one of you wants to build a tower. Won't you first sit down and estimate the cost to see if you have enough money to complete it?

**Luke 14:28  
(NIV)**

## Highlights

- The Director's Brief
- Article
- Startup Spotlight
- Leadership Updates
- Inspiring Testimonies

## Introductory Write-Up

Behind every global breakthrough stands an individual who dared to think differently and cared enough to act. Innovation is not simply about ideas, it is about resilience, persistence, and the discipline to turn vision into reality. That is exactly what BEDC is fostering: a generation of entrepreneurs who combine creativity with courage, and imagination with execution. We are building an ecosystem where bold thinking is encouraged, calculated risks are embraced, and innovation is transformed into sustainable impact.



## AYODEJI T. AJIBADE (PhD)

Welcome to this compelling edition of the BEDC Digest, dedicated to the theme: **THE HEART OF ENTERPRISE.**

The heart of enterprise is the courageous pulse that turns a raw opportunity into a measurable, lasting impact. This issue celebrates the diverse ways our community is living out this charge.

Our headline features spotlight the resilience and ingenuity of our Babcock Innovation Challenge (BIC) 5.0 winners. We dive into the journey of Team CampusPal, who transformed the frustration of a fragmented curriculum into a localized AI database for Nigerian students. Their story from a simple idea to a nationwide EdTech vision perfectly illustrates the heart of innovation.

We also feature Team OnyxTransport, whose commitment to student safety and comfort is revolutionizing campus logistics. By solving real-world "pain points" with structured, student-first solutions, they represent the very spirit of problem-solving we champion at BEDC.

Beyond these inspiring stories, you will find a wealth of content: updates on the latest activities, key insights from our Entrepreneurship Centre projects, and practical strategies for scaling your own ventures. Every article serves as a testament to the transformative potential that starts here at Babcock. As you explore these pages, let these stories touch the core of your ambition. I urge you all to identify your next goal, deploy your skills, and commit to becoming the true heart of enterprise today.

### **Dr. Ayodeji Ajibade**

Director, Babcock Entrepreneurship Development Centre (BEDC)



## FROM IDEAS TO IMPACT: BUILDING THE ENTREPRENEURIAL MINDSET

Entrepreneurship is often described as the ability to start a business, but in reality, it is much more than that. It is a mindset, a way of thinking that transforms ideas into solutions, challenges into opportunities, and setbacks into lessons for growth.

In today's fast-changing world, entrepreneurship has become a vital skill not only for business owners but also for students, professionals, and innovators across different fields.

### **What Does It Really Mean to Be an Entrepreneur?**

An entrepreneur is someone who identifies a problem and takes responsibility for solving it in a creative and sustainable way. While profit is important, true entrepreneurship focuses on value creation, offering products or services that genuinely improve lives.

Entrepreneurs are problem-solvers, risk-takers, and lifelong learners. They are willing to test ideas, learn from failure, and adapt quickly to change.

### **The Power of the Entrepreneurial Mindset**

At the core of every successful venture is an entrepreneurial mindset. This mindset includes:

- Creativity: Thinking beyond conventional solutions
- Resilience: Staying committed despite challenges and setbacks
- Adaptability: Responding effectively to market changes
- Discipline: Turning ideas into consistent action
- Vision: Seeing long-term possibilities beyond present limitations

## **Babcock Entrepreneurship Digest**

### **Editor in Chief**

Dr. Ayodeji Ajibade

### **Editor/Creative Lead**

Olawale I. Arowosegbe

### **Photographer**

Opeyemi Sambo

### **Finance Manager**

Mrs Bukola Obafemi

### **Director**

Dr. Ayodeji Ajibade

### **BUSEC President**

Hamed Otun

### **President**

Prof. Afolarin O. Ojewole

### **Senior Vice President**

(Academics)

Prof. Philemon Amanze

### **Senior Vice President**

(Management Services)

Prof. Yacob Haliso

### **Vice President**

(Financial Administration)

Prof. Folorunso I. Akande

### **Vice President (Student**

**Development)**

Dr. Sunday D. Audu

Developing this mindset allows individuals to create opportunities even in uncertain environments.

### **Why Skills Matter as Much as Ideas**

Many people have brilliant ideas, but only a few successfully execute them. The difference often lies in skill development. Key entrepreneurial skills include communication, financial literacy, problem-solving, teamwork, and digital competence.

Continuous learning, through workshops, mentorship, and hands-on practice helps entrepreneurs refine these skills and stay relevant in competitive markets.

### **Embracing Failure as a Learning Tool**

Failure is an inevitable part of entrepreneurship, yet it is often misunderstood. Instead of seeing failure as the end, successful entrepreneurs treat it as feedback. Each mistake offers insight into what works, what doesn't, and how to improve.

Learning from failure builds confidence, experience, and resilience, qualities that are essential for long-term success.

### **Entrepreneurship as a Tool for Economic Growth**

Beyond personal success, entrepreneurship plays a significant role in economic development. Small and medium-sized enterprises create jobs, stimulate innovation, and contribute to community growth. When young people embrace entrepreneurship, they become job creators rather than job seekers.

### **Final Thoughts**

Entrepreneurship is a journey, not a destination. It begins with curiosity and grows through learning, experimentation, and persistence. Whether you plan to start a business, manage an organization, or innovate within an existing system, cultivating an entrepreneurial mindset will empower you to make meaningful impact.

As the saying goes, "The best way to predict the future is to create it." Entrepreneurship gives us the tools to do just that.

# STARTUP SPOTLIGHT

---



## INTERVIEW WITH TEAM CAMPUSPAL

**Team Campuspal** is a resilient three-person group featuring Luckyprince Sochima Izuehie, Chife Chinonso Anthony, and Ezekiel Chukwubueze, that developed a localized AI database built to house relevant study materials for Nigerian students, allowing for a more personalized and curriculum-aligned learning experience.

Demonstrating significant growth and persistence, the team originally pitched their idea at BIC 4.0. Although they did not win during their first attempt, they returned for BIC 5.0 with a more defined and refined version of the same concept, successfully securing their spot as the first runner-up in the competition.

**What was the "day-to-day" frustration that sparked the idea for Campuspal? Was it a personal experience?**

The idea came in last year April. They noticed there was not an app specific to the Nigerian University curriculum with relevant study materials. They came up with a localized database AI based on Nigerian curriculum.

**From the initial idea to the version you pitched at BIC 5.0, how much has your business model changed?**

At BIC 4.0 CampusPal had an MVP but did not present it at the event. They mainly pitched the idea. After the event they did a survey about the app and reached out to friends in

# START UP SPOTLIGHT

---

WIGWE University in PortHarcourt who presented the idea at a similar competition at their Uni. They came in 3rd position and this was a validation to keep working on the app.

**Since Campuspal is so closely tied to the campus ecosystem, how do you see your solution improving the lives of university students in the coming year?**

CampusPal is designed to make the life of university students easy to have access to relevant materials relating to their curriculum. The materials include study texts and past questions. The latter which is very important to student academics.

**BIC 5.0 was highly competitive. What was the most valuable piece of feedback you received from the judges during the process?**

One of the judges mentioned something about the accuracy of the materials as they planned to make it an open source library for uploads of materials.

This insight made them re-evaluate the upload process and now the materials are verified by the Head of Operations before uploading.

**Navigating the [Specific Sector, e.g., EdTech/Service] market can be tricky. How are you ensuring that Campuspal stays relevant and user-friendly for your target audience?**

CampusPal has recalibrated the MVP into a web app making it accessible to all. They get feedback from testers who use the app to make it more accurate for users. It includes a GPA calculator to help students evaluate their academic performance.

**What is one BUSEC resource or event (besides BIC) that you think every aspiring student entrepreneur should take advantage of?**

The open workshop event that was held last year. Experienced speakers were invited and this gave them a glimpse into the real world application of their business with insights and information they would not have gotten from their peers.

**Coming in as the 1st Runner-Up is a huge validation. How has this win fueled your motivation to take the business to the next level?**

They plan to take CampusPal Nationwide and become the No 1 study app as they already have an extension of CampusPal in WIGWE university.

**What is the primary focus for Campuspal right now? Are you looking for investors, mentors, or perhaps a collaboration with other student-run brands?**

CampusPal is first set to lunch and run efficiently. They have a marketing strategy to increase awareness in Babcock University by having Ambassadors from different departments wear their merch and a meeting with the BUSEC AND BUSA executives.



## INTERVIEW WITH TEAM ONYXTRANSPORT

**Team OnyxTransport**, consisting of Inioluwa Bantale, Breakthrough Alao, and Bature Emmanuel, focuses on solving the recurring stress and insecurity found in the current student transportation system.

Motivated by observations of unorganized trips, last-minute cancellations, and a lack of safety for students, they built a structured, student-first mobility solution.

Their goal is to provide a comfortable and reliable alternative to the unorganized and often unsafe travel options currently available to the university community.

**Logistics and transport can be a headache. What specific "pain point" in the current transportation system moved you to create OnyxTransport?**

We observed that students struggle with comfortability during travel and parents/students constantly struggle with unsafe drivers, unorganized trips, last-minute cancellations, and lack of communication during school movements. This recurring stress and insecurity motivated us to build a structured, student-first transport solution.

**What is the "Big Picture" for OnyxTransport? Where do you see this business in the next three years?**

In the next three years, we see Onyx Transport operating across multiple universities in Nigeria as a trusted premium student mobility brand. Our goal is to scale into a technology-driven logistics platform with institutional partnerships and standardized

# START UP SPOTLIGHT

---

operations nationwide.

## **What was your favorite moment from BIC 5.0, and why do you think programs like this are important for students?**

Our favorite moment was pitching in front of experienced judges and receiving constructive feedback that validated our idea. Programs like BIC are important because they expose students to real-world entrepreneurship and sharpen execution, not just ideas.

## **There are many "BIC-style" programs out there. What keeps Team OnyxTransport resilient and focused when things get difficult?**

What keeps us resilient is our shared belief in the problem we are solving and the impact it has on student safety and comfort. We stay focused because we know that this generation and generations yet to come will benefit from this solution.

## **Logistics is all about efficiency. What is the biggest hurdle you've found in the [Logistics/Transport] sector so far, and how are you tackling it?**

The biggest hurdle has been coordinating reliable operations while maintaining safety and cost efficiency. We address this through strict vendor verification, clear processes, and gradual scaling rather than rushing expansion.

## **BUSEC is known for its networking. Is there a specific connection or "lesson" you've gained from BUSEC that helped you refine your pitch?**

BUSEC helped us understand the importance of clarity and simplicity in pitching our value proposition. We learned to focus less on features and more on the problem, impact, and sustainability of our solution.

## **How did it feel to be named in the Top 3? What was the first thing the team did after the announcement?**

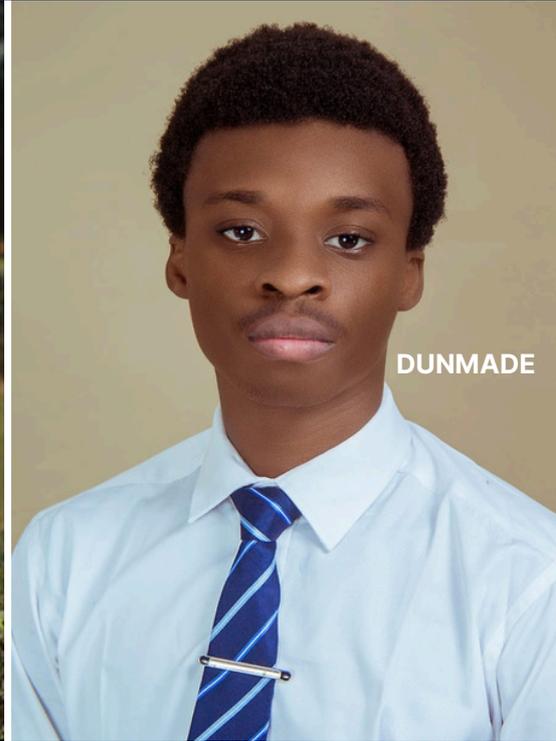
Being named Top 3 was both validating and motivating, as it confirmed that our idea has real potential. The first thing we did was to thank GOD because he is the giver of mind-blowing ideas, then we refined our strategy and plan the next phase of execution.

## **To get OnyxTransport fully operational and moving, what are you currently looking for? Is it seed funding, fleet partnerships, or strategic mentors?**

At the moment, we are seeking strategic mentorship, institutional partnerships, and early-stage funding to support expansion. We are also open to collaborations that can strengthen our operational and technological capacity.

# STARTUP SPOTLIGHT

---



## INTERVIEW WITH TEAM GLASS

**Team Glass** is a specialized fintech group comprising Habib Mohammad, Olorunfunmi Badejo, and Majuyu Dunmade.

The team came together to address a specific pain point discovered within their own community: the stress of manual collection, constant reminders, and tracking of monthly dues. By realizing that the core issue was a lack of a simple management system rather than a lack of willingness to pay, they developed a solution that puts the entire dues process on autopilot; automating reminders, tracking payments instantly, and providing admins with a clear dashboard.

**Every great innovation starts with a lightbulb moment. What was the specific gap or problem you saw that made you realize Glass was a necessity?**

It started in my own community. We introduced a ₦1,000 monthly due, and collecting it became stressful. We had to deal with constant reminders, manual tracking, and chasing people in chats. That's when I realized the real problem wasn't willingness to pay, it was that there was no simple system for managing it.

**In simple terms, how does your business solve that problem in a way that hasn't been done before?**

Once you set it up, we run the entire dues process on autopilot. Reminders are automatically sent, payments are tracked instantly, receipts are generated immediately,

# START UP SPOTLIGHT

---

and now admins do not have to chase anyone again. They just open a dashboard and see everything.

## **Winning 1st place at BIC 5.0 is a massive feat. Looking back at the competition, what do you think was the X-factor that made your idea stand out to the judges?**

Almost everyone in the room had experienced the problem we were solving, whether through departmental, estate, or church dues. It wasn't abstract or futuristic; it was real and familiar. That relatability, combined with a very simple solution, is what made us stand out.

## **Entrepreneurship is rarely a straight line. What was the toughest challenge the team faced while preparing for BIC, and how did you push through it?**

The toughest part was defining the idea without overcomplicating it. We had to constantly step back and make sure we were clear on the exact problem we were solving. We pushed through by focusing on clarity and building only what would matter most to users.

## **As student founders going into the Fintech space, what is one trend you are watching closely that could change everything for you?**

We are watching the shift from informal, manual payments to more structured digital ones. It is happening slowly, but once it clicks, it changes how communities operate.

## **As members of the BUSEC community, what is the one thing about the club that has most impacted your growth as entrepreneurs?**

They say you become like the people you are around. Being in BUSEC placed us in an environment where entrepreneurship felt normal, and that had a huge impact on our growth.

## **How has the BIC 5.0 experience changed your perspective on what it takes to run a sustainable business?**

It showed us that a sustainable business is not about having the most complex idea, it is about solving a real problem clearly and consistently. If people understand the value immediately, growth becomes much more natural.

## **What does Glass need most right now to scale; is it further funding, specific industry partnerships, technical collaboration or something else?**

Right now, Glass needs the right partnerships and strategic funding. Partnerships with communities, associations, and platforms that already manage groups will help us scale faster, while funding will help us refine the product and support adoption. At this stage, it's about combining both in a smart way

# BEW ITINERARY



BEW ITINERARY	
<b>Sun</b> 29 March, 2026	Babcock Creative Submit 10:00AM
<b>Tue</b> 31 March, 2026	Babcock Student Entrepreneurial Conference and Alumni Entrepreneurial Hangout 12:00PM
<b>Wed</b> 01 April, 2026	Orphanage Visit 9:00AM
<b>Thur</b> 02 April, 2026	Founders and Builders Award Night 5:00PM
<b>Fri</b> 03 April, 2026	Babcock Innovation Challenge 6.0 11:00AM
<b>Sat</b> 04 April, 2026	Thanksgiving 9:00AM

Student Exhibition Everyday 10:00am to 6:00pm



Dear BEW Community,

We are excited to unveil the official itinerary for Babcock Entrepreneurship Week 2026, a week designed to inspire bold thinking, meaningful collaboration, and lasting impact. From the Creative Summit to the Innovation Challenge 6.0, each day has been thoughtfully curated to empower entrepreneurs, celebrate excellence, and strengthen our community.

### Highlights include:

- Student & Alumni Entrepreneurial Conference
- Founders and Builders Award Night
- Community Outreach Initiative
- Daily Student Exhibition
- Thanksgiving Service

BEW 2026 is not just about business, it is about purpose, growth, and legacy. We look forward to welcoming you to an unforgettable week.

Warm regards,  
**Babcock Entrepreneurship Team**