Learnings from building an online platform for development innovations for the High-level Study Visit on STI for SDGs, Shanghai, China, December 5, 2017
LET'S CHANGE THE WORLD TOGETHER

We are a community of innovators, entrepreneurs, and investors connecting to address humanity’s greatest challenges.

The Exchange Connects

5446 Innovations
Discover breakthrough ideas that need funding, collaboration, application and feedback.

$100.6M Available
Find or provide funding for innovations that change lives.

17985 Collaborators
Review and evaluate new solutions or lend your expertise to entrepreneurs.
CHALLENGES IN GLOBAL DEVELOPMENT

1. ACCESS TO INFORMATION
2. LACK OF SHARED BUSINESS INTELLIGENCE
3. DUPLICATION
4. BARRIERS TO SCALE & SUSTAINABILITY
SOLUTION

1. SINGLE DATABASE TO MATCH INNOVATIONS & FUNDING

2. SECTOR AND REGION AGNOSTIC

3. OPEN, PUBLIC GOOD PLATFORM

TRANSPARENCY

GLOBAL COLLABORATION

ENHANCED BUSINESS INTELLIGENCE
SUSTAINABLE DEVELOPMENT GOALS ON THE EXCHANGE
JOURNEY

• Project ideation beginning October 2014 at USAID
• Concept to MVP in 100 business days
• Iterative, agile development process
• 100+ partners across USG and private/public sector partners
• Current co-funding partners:
Default to public, open platform
Default to all innovations welcome
Needs assessment & requirements gathering began at “home” first
User Personas and Use Cases
Then we talked to everyone and anyone
Open to all feedback
## Exchange Community Features and Functionality

<table>
<thead>
<tr>
<th>#</th>
<th>Functionality</th>
<th>Description</th>
<th>(To be filled in by DAI)</th>
<th>(To be filled in by DAI)</th>
<th>Nicole</th>
<th>John</th>
<th>Hannah</th>
<th>Carolyn</th>
<th>Alma/ Alex</th>
<th>Chayva</th>
<th>Phil/ Janet</th>
<th>Mariam</th>
<th>Brit/ Rebecca</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Dashboard</td>
<td>Content filtered by type (e.g. category or tag, update or user) (e.g. custom combination of filters and data)</td>
<td>8</td>
<td>23</td>
<td>20</td>
<td>10</td>
<td>17</td>
<td>11</td>
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<td>10</td>
<td>1</td>
<td>1</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>Resource Library</td>
<td>Incl. toolkits, training modules</td>
<td>7</td>
<td>22</td>
<td>1</td>
<td>11</td>
<td>12</td>
<td>6</td>
<td>5</td>
<td>3</td>
<td>5</td>
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</tr>
<tr>
<td>3</td>
<td>Forum</td>
<td>Classic internet forum functionality for asynchronous discussions (threads) by users on topics and sub-topics. (e.g. PHPBB, YBulletin, Slashdot.) With community and/or central moderation. Classifeds</td>
<td>6</td>
<td>2</td>
<td>2</td>
<td>16</td>
<td>18</td>
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<tr>
<td>4</td>
<td>Search Functionality</td>
<td>Search innovations, innovators, funders/donors, (other users); Search via sector(e.g. health, agriculture, etc). sub-sector; solution type(process, technology, etc), location, stage (e.g. proof, prototype, etc), contributors, time (e.g. years)</td>
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<td>2</td>
<td>16</td>
<td>18</td>
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<tr>
<td>5</td>
<td>Connections/Friend People</td>
<td>Videos, RSS Feeds, Podcasts, Recorded Webinars, program photos</td>
<td>4</td>
<td>2</td>
<td>21</td>
<td>7</td>
<td>13</td>
<td>7</td>
<td>1</td>
<td>1</td>
<td>6</td>
<td>6</td>
<td>11</td>
</tr>
<tr>
<td>6</td>
<td>Media Center</td>
<td>Verification, Achievement Tracker, Description</td>
<td>4</td>
<td>2</td>
<td>21</td>
<td>7</td>
<td>13</td>
<td>7</td>
<td>1</td>
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<td>6</td>
<td>6</td>
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<tr>
<td>7</td>
<td>Profiles</td>
<td>Research world Academic conferences Funding: deadlines/openings/RFP’s Should be able to add events to your own calendar</td>
<td>4</td>
<td>4</td>
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<tr>
<td>8</td>
<td>Calendar of events</td>
<td>Research world Academic conferences Funding: deadlines/openings/RFP’s Should be able to add events to your own calendar</td>
<td>4</td>
<td>4</td>
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<tr>
<td>9</td>
<td>Collaboration area</td>
<td>Essentially a google-doc-like sharing environment</td>
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<td>21</td>
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<td>13</td>
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<td>6</td>
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<tr>
<td>10</td>
<td>Funding</td>
<td>One of the most requested features by users.</td>
<td>2</td>
<td>2</td>
<td>21</td>
<td>7</td>
<td>13</td>
<td>7</td>
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<td>1</td>
<td>6</td>
<td>6</td>
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<tr>
<td>11</td>
<td>Job Opportunity</td>
<td>Freeze/ unfreeze data fields (access levels)</td>
<td>2</td>
<td>2</td>
<td>21</td>
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<td>13</td>
<td>7</td>
<td>1</td>
<td>1</td>
<td>6</td>
<td>6</td>
<td>11</td>
</tr>
<tr>
<td>12</td>
<td>Live Events</td>
<td>Twitter Chats, Webinars, Q&amp;A</td>
<td>2</td>
<td>2</td>
<td>21</td>
<td>7</td>
<td>13</td>
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<tr>
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<td>Trending Topics</td>
<td>Freeze/ unfreeze data fields (access levels)</td>
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<td>11</td>
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<tr>
<td>14</td>
<td>Ability to turn functions on and off</td>
<td>System to facilitate collaborative development (crowdsourcing) of innovations. Examples: Github, OpenIDEO, Innocventive. Be able to comment on posts/blogs etc.</td>
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<td>6</td>
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<tr>
<td>15</td>
<td>Co Development [DUPLICATE with 20]</td>
<td>Examples: Github, OpenIDEO, Innocventive. Be able to comment on posts/blogs etc.</td>
<td>2</td>
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<td>Comments</td>
<td>Freeze/ unfreeze data fields (access levels)</td>
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<td>Competitions</td>
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<tr>
<td>18</td>
<td>Connections between communities</td>
<td>Freeze/ unfreeze data fields (access levels)</td>
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</tbody>
</table>
LESSONS LEARNED

• Fine balance between quantity vs. quality
  – A platform for all ideas OR only good, validated ideas
• Who is the primary customer... innovators or funders?
  – Innovators seek funding, experts, curated content
  – Funders seek validated innovations
• Data Partnerships
  – Magical API is not so magical
• The Ginsu Knife Dilemma
WHAT’S NEXT?

• Enhanced match-making for innovators to funding opportunities
• Validations
  • Deals & Funding
  • Expert & Peer Reviews
• Investors Portal
• Universal Application: Quick Apply
• Localization: language and content
Smarter Fundraising, More Innovation, Bigger Impact

Global Innovation Exchange (GIE) is a tech platform that aims to accelerate innovation in developing countries, using our ever-growing database of innovations and funding to reveal curated content and industry insights.

Our mission is to help social entrepreneurs spend more time achieving theirs.

GIE helps them fundraise more easily and quickly so they can spend less time on fundraising and more time on scaling their innovation. Our social entrepreneurs are those creating innovations for developing countries such as mobile-based payment systems or bio-fortified crops that are more effective, impactful and sustainable than existing solutions.

GIE also benefits funders who can deploy their funds and funding portfolio as well as find new innovations.

If we do both well, we have an ever-growing database of deals and other critical data.