FROM THE LAB TO THE LAST MILE: The Way Forward for Joint Action

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Partnerships and Joint Action

For What?
Who is Partnering With Whom?
“It takes more creativity and innovation to market a new invention than it did to invent it in the first place.”

Dr. Vanu Bose
1969-2017

STI FOR THE SDGs
Proven, cost effective solutions already exist (and many more are on the way)
So why aren’t we making more progress toward achieving the SDGs?
"Build a better mousetrap, and the world will beat a path to your door."

Ralph Waldo Emmerson
1803-1882
But is this correct?
New Inventions Are the First Essential Step Along the Long Journey from Lab to Last Mile
NEW TECHNOLOGIES VS. INDUSTRIAL REVOLUTION SOLUTIONS

➢ Small scale distributed solutions reduce capital and operating costs but radically change the deployment process
➢ Start with a focus on going to scale – not a small pilot
  • Potable water in every community
  • Off grid power in every community
  • What steps are required to reach this goal?
  • Who organizes the process
  • What business model – franchising, coops, portfolio approach
Business Model Tasks
Post-Science But Essential for Impact

- Bundling technology
- Supply chains
- Meters
- Billing and Payment
- Finance
- Installation, Repair and Maintenance
- Customer Service
- Daily operations

- Market entry strategy
- Staff to manage local and int’l operations
- Local partners, suppliers, and entrepreneurs
- Capacity to arrange financing and pursue int’l expansion
All the Critical Ingredients for Deploying and Scaling are Present in Abundance
BUT THEY ARE NOT ORGANIZED INTO A COHERENT, EFFECTIVE, AND EFFICIENT ECOSYSTEM
Deployment Ecosystem

- Outreach Partners
- Implementation Partners
- Supplier Partners

Finance Partners

Community Partners
➢ Role of UN, bilateral aid and MDBs: empower or do?
➢ Role of private sector, NGOs, social enterprises, government
➢ Enrich STI4SDG discussion with a greater focus on these questions
THANK YOU

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Technology Deployment Business Models for the SDGs