Partnerships for Sustainable Development: Building the Local Deployment Ecosystem for the SDGSs in the LDCs

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HLPF
UN Headquarters, New York City
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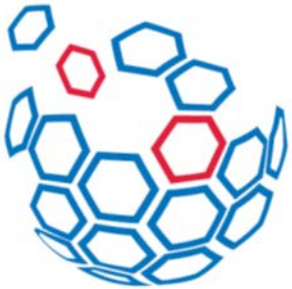
What are the main hurdles to investing in, and financing, the SDGs?

How can collaboration and partnerships support a more efficient technology deployment ecosystem?

How can capacity building and road maps facilitate this process?



GLOBAL SOLUTIONS SUMMIT

June 4, 2018
UN Headquarters, New York City

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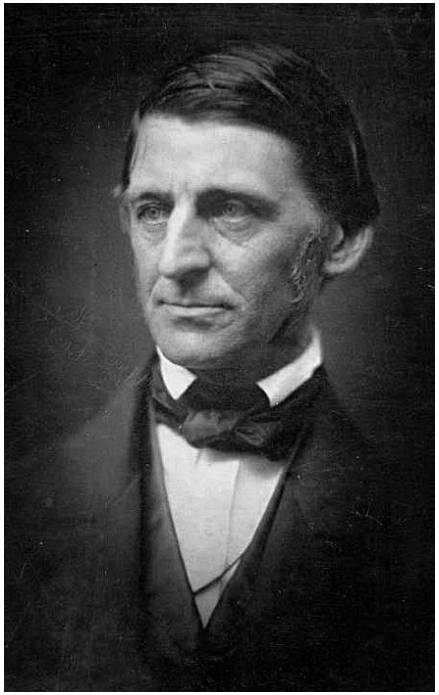
From the Lab to the Last Mile: Technology Deployment Business Models for the SDGs

Proven, cost effective solutions already exist (and many more are on the way)

SECURING
WATER
FOR FOOD:
A GRAND CHALLENGE
FOR DEVELOPMENT

So why aren't we making more progress toward achieving the SDGs?

Implicit Assumption: Technology Deployment Happens Automatically

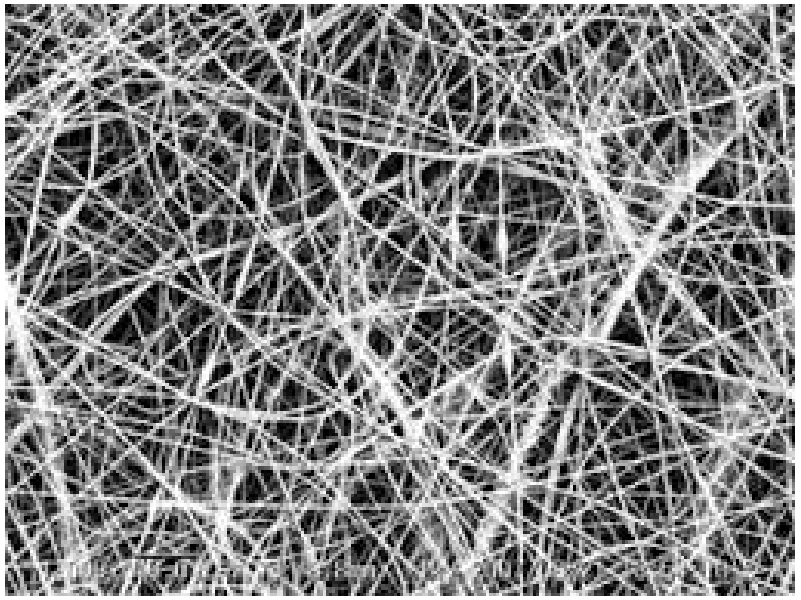


Ralph Waldo Emmerson
1803-1882

"Build a better mousetrap, and the world will beat a path to your door."

Or build a platform to help them find you if they don't

New Inventions Are the First Essential Step Along the Long Journey from Lab to Last Mile



Dr. Vanu Bose
1969-2017

The Challenge of Technology Deployment

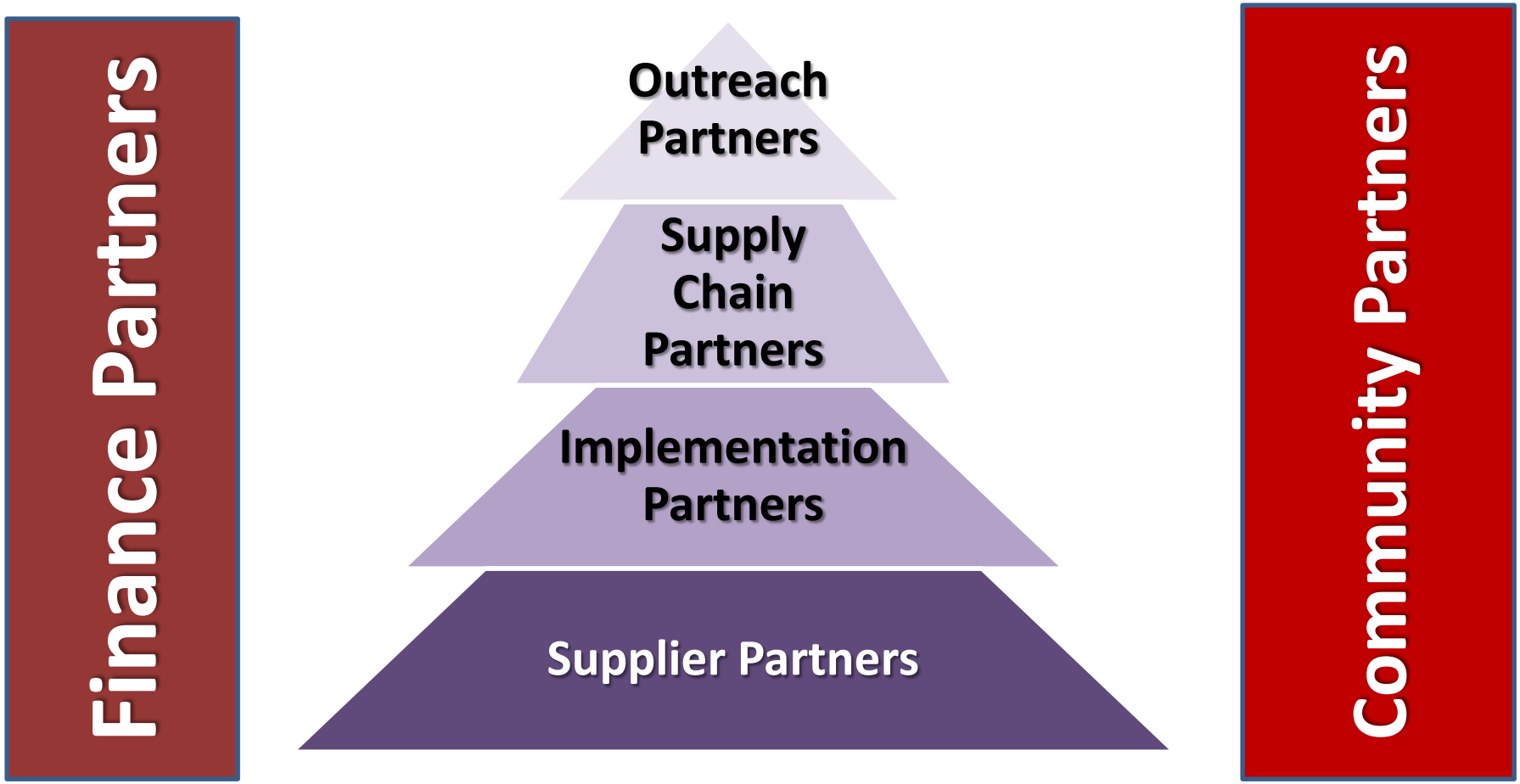
"It takes more creativity and innovation to market a new invention than it did to invent it in the first place."

Deployment Challenges: Post-Invention / 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

Fragmented Deployment Ecosystem



National and Local Governments

Small-scale distributed solutions reduce capital and operating costs but dramatically complicate and disrupt the deployment process

Quandaries and Contradictions

- **Technology suppliers have technology but want to be vendors to, not operators in, thousands of communities in dozens of countries**
- **Financiers want bankable projects but don't want to be project developers and don't have the capacity to do due diligence on thousands of individual projects in dozens of countries**

Quandaries and Contradictions (2)

- Social enterprises have operational know-how and experience, but don't have political and business connections in dozens of countries
- Who is the customer for this technology and know-how – a ministry, local entrepreneurs, wealthy local residents, community based coops?
- Governments know what they need in broad general terms, but not how to evaluate competing technologies and organize financially sustainable service delivery systems.

Partnerships for Local Capacity Building

- **UNCTAD STIP reviews, Technology Bank Assessments, Road Maps**
- **Start with a mindset of going to scale – not a small pilot**
  - **Potable water in every community**
  - **Off grid power in every community**
  - **What capacity currently exists?**
  - **What capacity is needed?**
  - **What is are required to reach this goal?**
  - **Who organizes the process?**
  - **What business model – franchising, coops, portfolio approach – will generate the best results?**

AFRICA HUMAN DEVELOPMENT SERIES

Building Science, Technology, and Innovation Capacity in Rwanda

Developing Practical Solutions to Practical Problems

Alfred Watkins and Anubha Verma, Editors

THE WORLD BANK

Technology Deployment Centers

Global Forum Action Plan

Science, Technology and Innovation Capacity Building Partnerships for Sustainable Development

September 1, 2010

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THANK YOU

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