INNOVATION AND TECHNOLOGY DEPLOYMENT FOR THE SDG’s

Alfred Watkins
Chairman, Global Solutions Summit
and
Governing Council Member,
UN Technology Bank for the
Least Developed Countries

UNCSTD Inter-Sessional Meeting
Geneva, Switzerland
January 23, 2017
Innovation and Technology Deployment

Innovation
- Mission-oriented
- Inclusive
- Reverse
- Bottom-up
- Social
- Prizes
- Grand challenges
- Indigenous

Technology Deployment for Emerging Markets
“Nearly every problem has been solved by someone, somewhere. The frustration is that we can’t seem to replicate (those solutions) anywhere else.”
“Scale is the biggest challenge facing us today.”

Paul Polak
The Business Solution to Poverty
100 Million Customers at a Time

https://www.youtube.com/watch?v=b3842v9gX4Q
“Deploying solutions we have already invented represents the greatest wealth-creation opportunity of our lifetime.”

(Jiggar Shah, Sun Edison)
All the Critical Ingredients for Deploying and Scaling are Present in Abundance
So why aren’t we doing more to promote deployment and scaling?
Challenges Emerging from GSS

- From billions to trillions to thousands
- Need 200,000 micro-grids for SE4All
How can we scale up the deployment of small-scale distributed solutions?
What deployment ecosystems will enable emerging markets to thrive in a world of megatrends, disruptive technology, and new global mandates?
How can we help emerging markets meet their social and economic development objectives by deploying technologies that are already in widespread use elsewhere?
Don’t Reinvent the Wheel; Build Systems and Mechanisms for Deploying Existing Wheels
Crowd and diaspora
Institutional investors, pension and sovereign wealth funds, insurance companies, foundations, HNWI
Foreign and local; guarantees and co-investment
Blend grants and commercial finance
Large and small projects
Companies that supply technology and companies that purchase technology

Building a better financial plumbing system
New business models for technology deployment

- Community investment trusts
- Social franchising
- Co-op models
- Sustainable supply chains
- Public procurement
- From charity/grants to mission investing
- Data bases plus the human dimension of tech deployment
A PATENT IS NOT A PRODUCT
A PRODUCT IS NOT A BUSINESS
Most "new" technologies are really new combinations of independent technologies that when put together create a new capability by virtue of their synergies.
Bundling technology and developing new business models are critical

- Meters
- Billing and Payment Systems
- Finance
- Installation, Repair and Maintenance
- Customers
- Products

- Market entry strategy
- Staff to manage int’l operations
- Local Partners
- Capacity to arrange financing and pursue int’l expansion
We live in a world of broken circuits for the supply and demand for technology and more databases won’t solve the problem.
MOST IMPORTANTLY, WE NEED INNOVATION AND ENTREPRENEURSHIP.
And better informed buyers and sellers
On the Buyer Side ....

Countries don’t know:
- What they need
- Where to find it
- How to evaluate it
- How to bundle it
- How to build capacity to use it
- How to organize businesses around it
- How to diffuse and scale it
Most local companies are too busy struggling to survive. Perhaps they have the capacity to identify needs, but they don’t have the capacity to find solutions, evaluate alternatives, and integrate them into company operations.
On the seller side ....

- What do I do and whom do I see when I get off the airplane?
- I don’t have the band width to do business in Vietnam, Colombia, and Rwanda
- I sell to the Pentagon (or resort hotels). I don’t know emerging markets
The objectives of the Technology Bank shall be:

(a) To strengthen the...capacity of least developed countries... to identify, absorb, develop, integrate and scale up the deployment of technologies and innovations... as well as the capacity to address and manage intellectual property rights issues;

(e) To promote and facilitate the identification and utilization of and access to appropriate technologies by the least developed countries ... and fostering the national and regional capacity of the least developed countries for the effective utilization of technology in order to bring about transformative change.
THANK YOU
Alfred Watkins
Chairman, Global Solutions Summit

www.globalsolutionssummit.com
alfred.watkins07@gmail.com

Technology Deployment for Emerging Markets