FROM THE LAB TO THE LAST MILE: TECHNOLOGY DEPLOYMENT BUSINESS MODELS FOR THE SDG's

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The Yin and Yang of STI for the SDGs

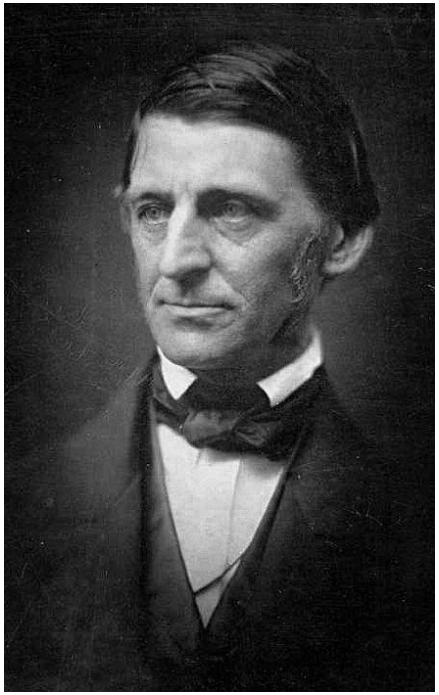
R&D/Quest for new solutions

Deployment of new and existing development solutions

GLOBAL SOLUTIONS SUMMIT

Technology Deployment Business Models for the SDGs

Implicit Assumption: Technology Deployment Happens Automatically



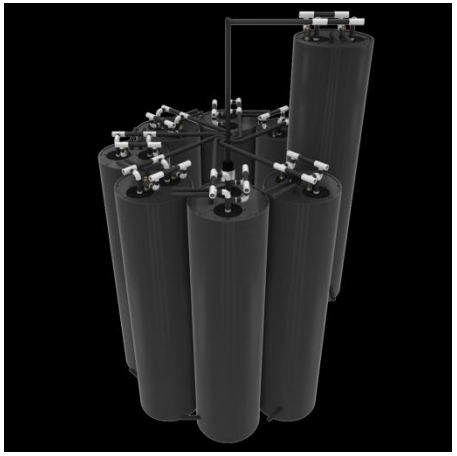
Ralph Waldo Emmerson
1803-1882

"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

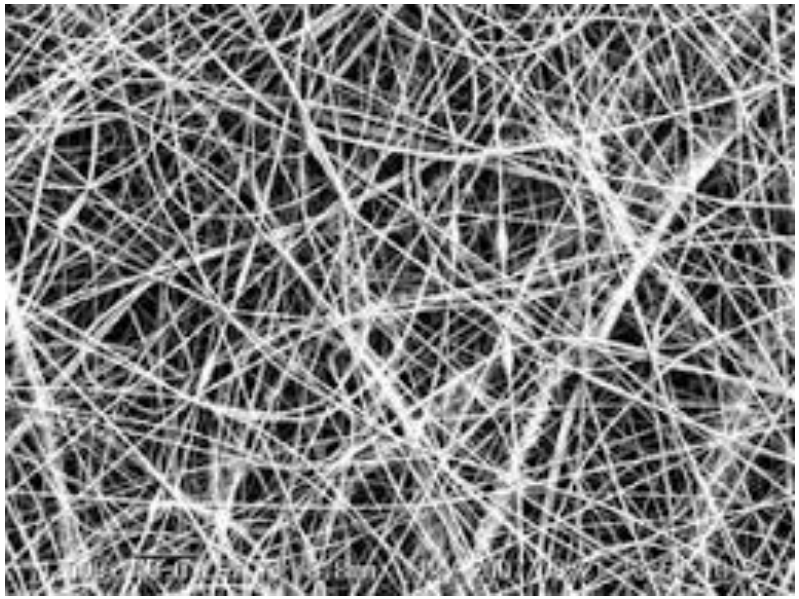
But is this correct?

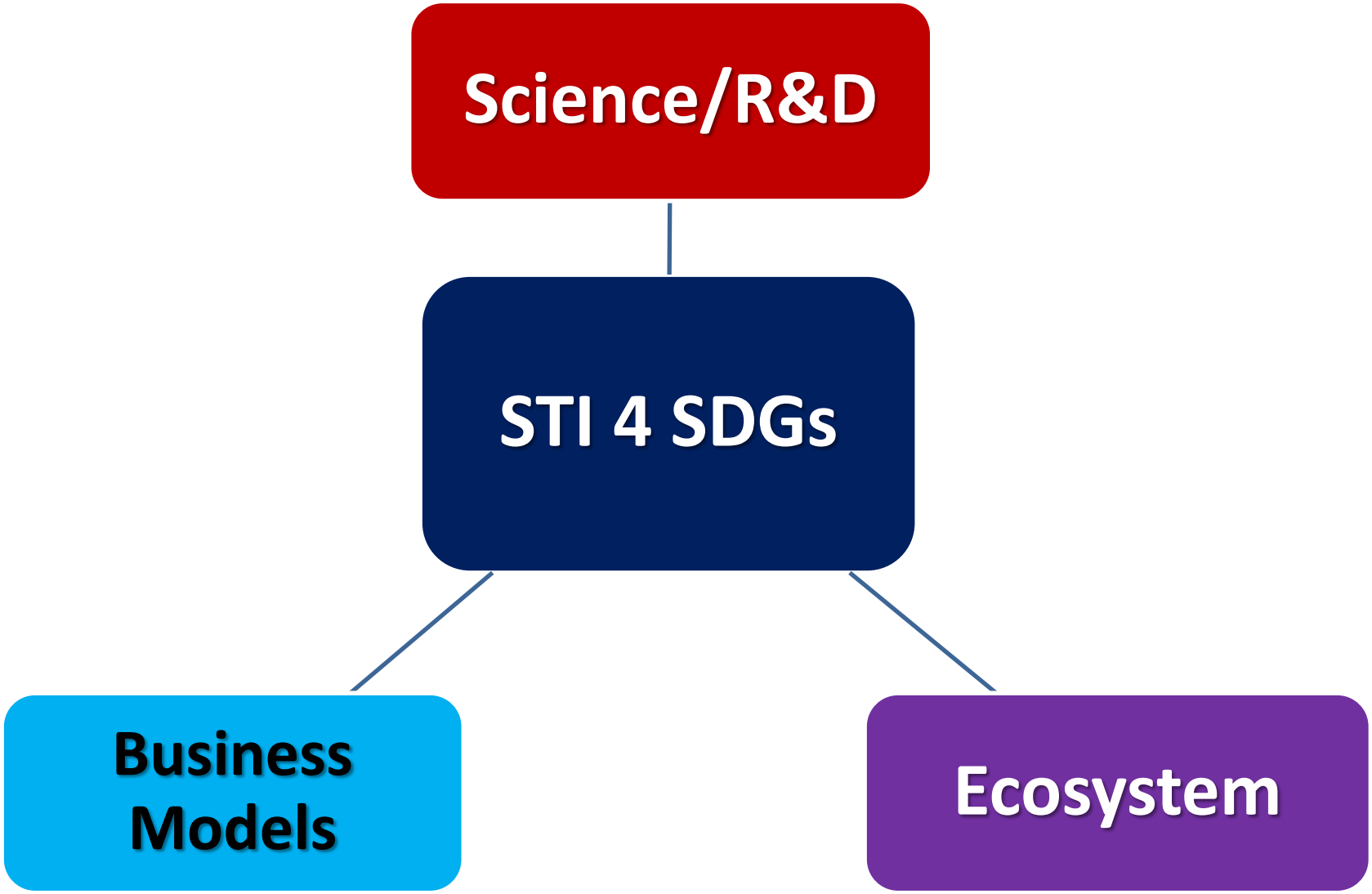
Proven, cost effective solutions already exist (and more are on the way)



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

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




Science/R&D
STI 4 SDGs
Business Models
Ecosystem

Global Solutions Summit 2018

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

June 4, 2018

UN Headquarters, New York City

Dr. Vanu Bose
1969-2017

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

"It's rare that the smartest technical innovator is the most successful entrepreneur. Being a domain expert in a technology field rarely makes you competent in commerce [or technology deployment]."

"Nearly every problem has been solved by someone, somewhere. The frustration is that we can't seem to replicate (those solutions) anywhere else."

Most "new" technologies are really new combinations of independent technologies that when put together create a new capability by virtue of their synergies.

Deployment Tasks

- ✓Convert technology into product
- ✓Embed product in an organization
- ✓Get product to market
- ✓Ensure financial and operational viability

Business Model Tasks
Post-Science But Essential for Impact

Bundling technology into products
Meters
Billing and Payment
Finance
Installation, Repair and Maintenance
Customer Service
Daily operations

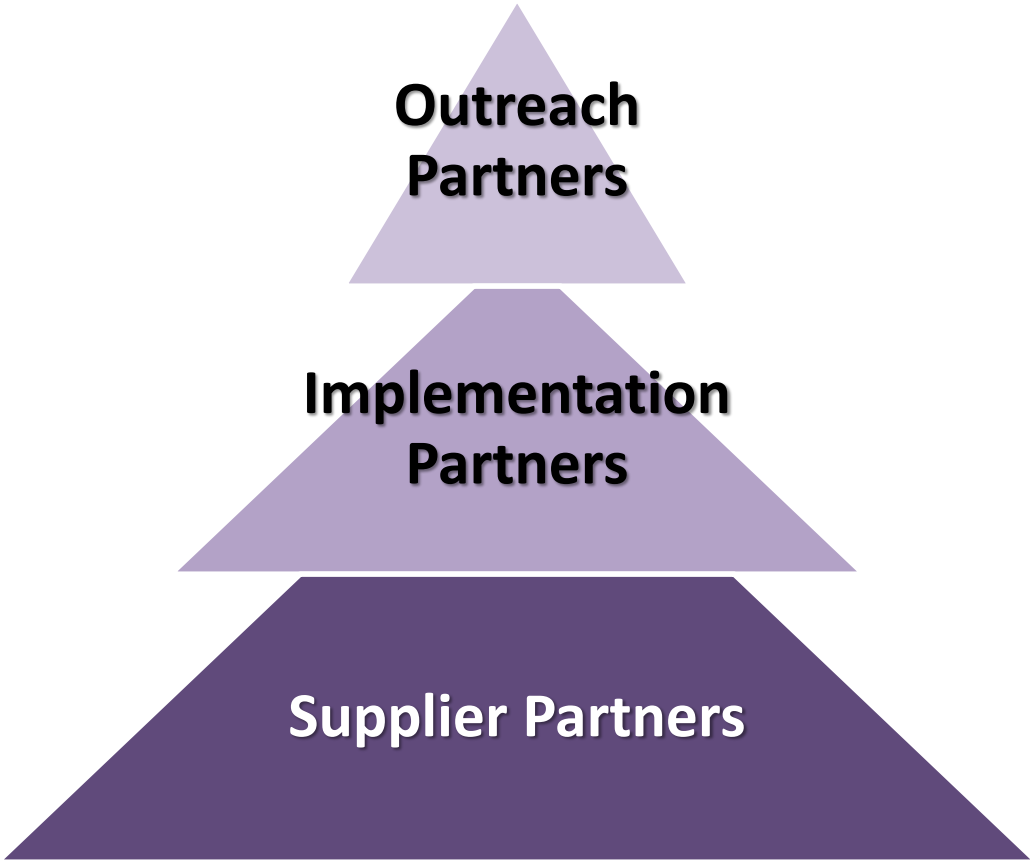
-Market entry strategy
- Staff to manage local (country and village) and int'l operations
- Local partners and entrepreneurs
- Capacity to arrange financing and pursue int'l expansion

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

Finance Partners



Community Partners

It is not the critic who counts…. The credit belongs to the man who is actually in the arena…; who errs, who comes short again and again…; but who does actually strive to do the deeds; … who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly.

Theodore Roosevelt, Speech delivered in Paris, France, April 23, 1910

THANK YOU

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