

# **INNOVATION AND TECHNOLOGY DEPLOYMENT FOR THE SDG's**

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# 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.”**



# **THE BUSINESS SOLUTION TO POVERTY**

Designing Products and Services  
for Three Billion New Customers

"One of the most hopeful propositions to come along  
in a long time... original, ambitious, and practical."  
BILL CLINTON

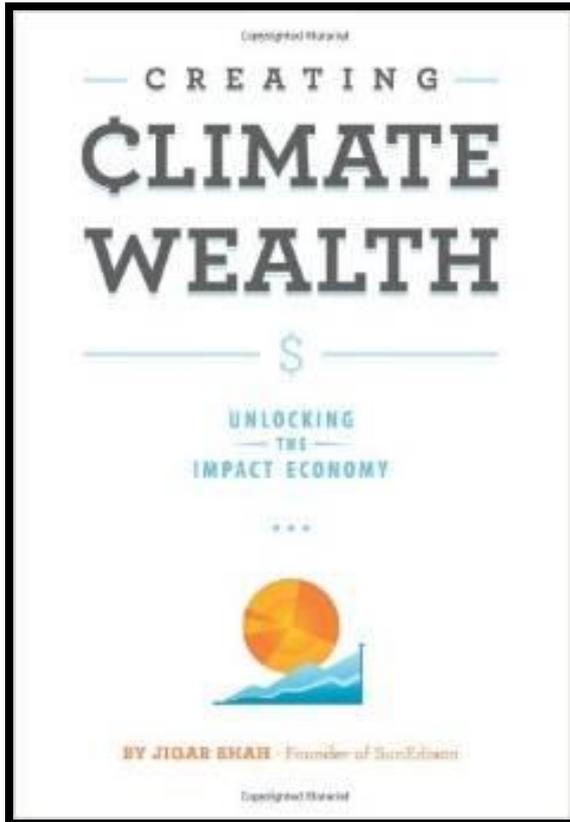
**PAUL POLAK  
MAL WARWICK**

**“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.”**

**(Jigar Shah, Sun Edison)**

# All the Critical Ingredients for Deploying and Scaling are Present in Abundance





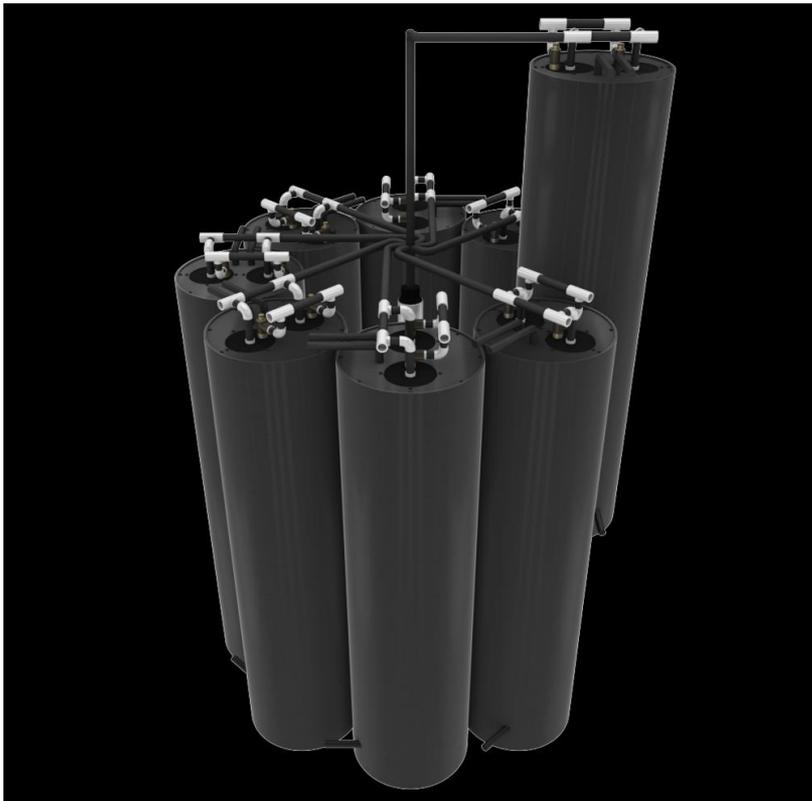
**So why aren't  
we doing  
more to  
promote  
deployment  
and scaling?**

# 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?





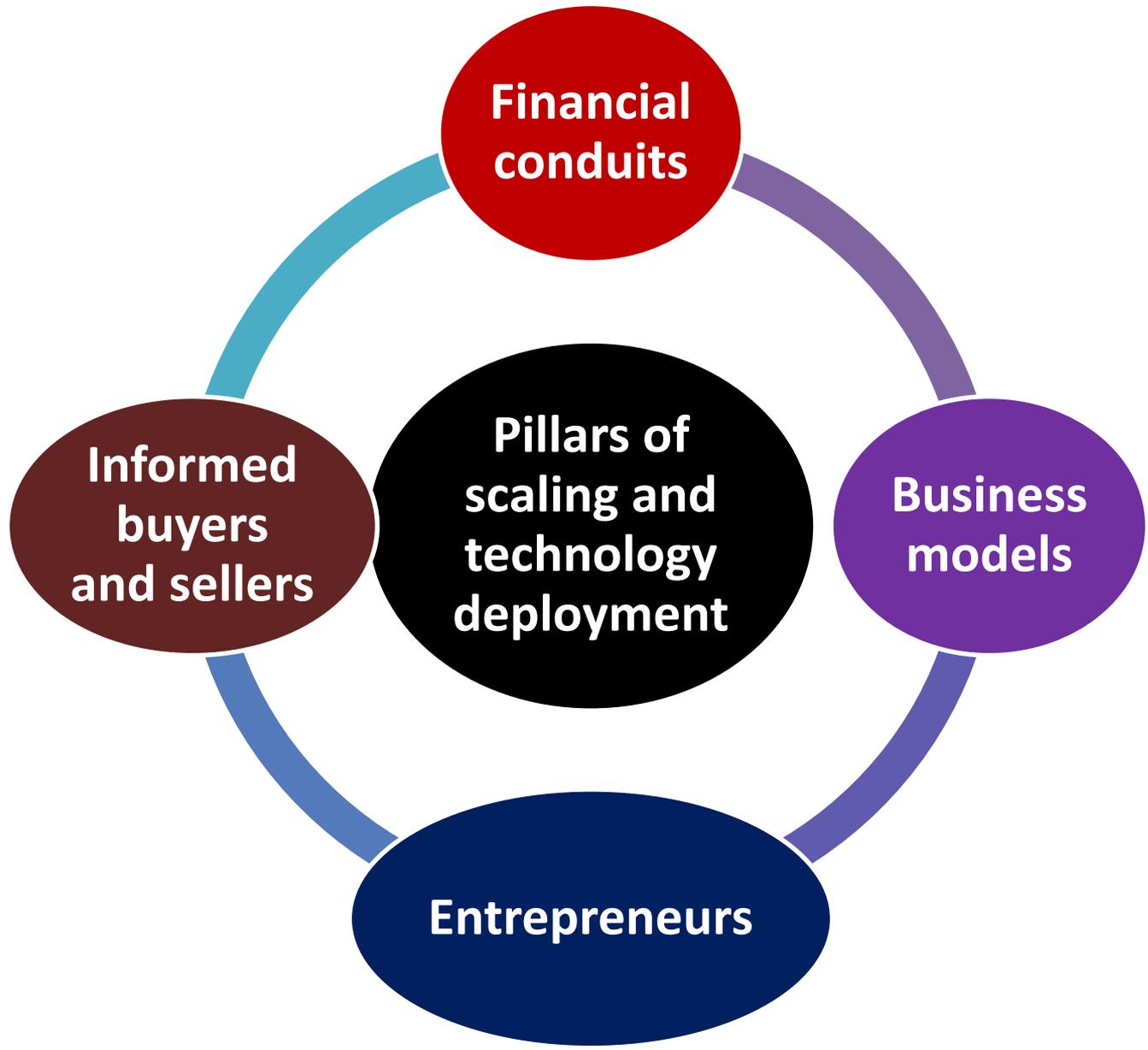


**What deployment ecosystems will enable emerging markets to thrive in a world of megatrends, disruptive technology, and new global mandates?**

**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







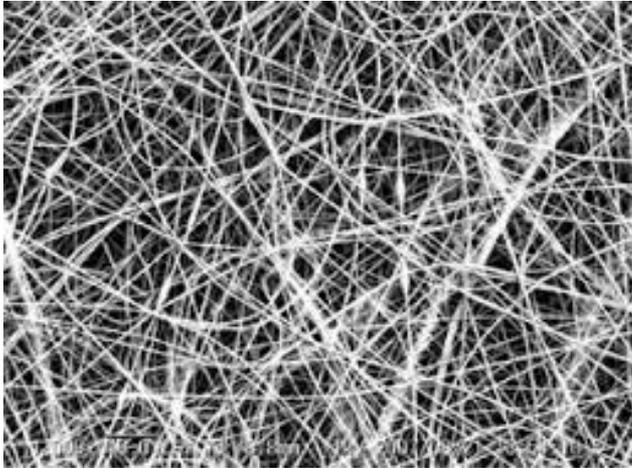
# **Building a better financial plumbing system**

- **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**

# **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**

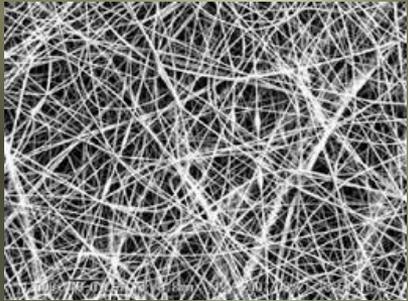
- **Meters**
- **Billing and Payment Systems**
  - **Finance**
- **Installation, Repair and Maintenance**
- **Customers**
- **Products**

- **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**

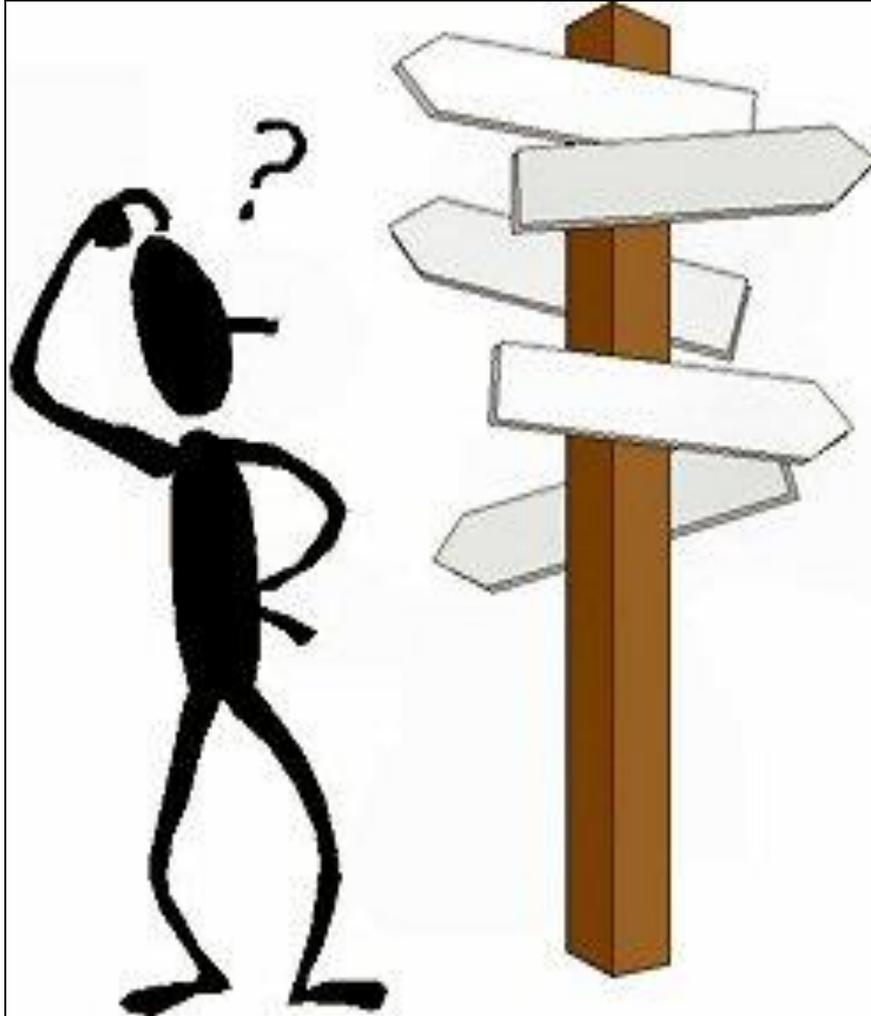
# **MOST IMPORTANTLY, WE NEED INNOVATION AND ENTREPRENEURSHIP**



# 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 bandwidth to do business in Vietnam, Colombia, and Rwanda
- I sell to the Pentagon (or resort hotels). I don't know emerging markets

# **CHARTER OF THE TECHNOLOGY BANK FOR THE LDC's**

**A/71/363**

**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**



**Technology  
Deployment for  
Emerging Markets**

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