Friday April 1 2016

LOCATION
MIT Wiesner Bldg
Bartos Theater
20 Ames Street
MIT E15
Cambridge, MA
02139

MIT Scaling Development Ventures

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REGISTRATION
8:30 - 9:15

WELCOME 9:15 - 9:30

KEYNOTE: HANNES VAN RENSBURG
9:30 - 10:15

VISION TALKS 10:15 - 10:45

CURATED CONVERSATION 11:00 - 11:30

LIGHTNING PITCHES 11:30 - 12:00

LUNCH & SHOWCASE 12:00 - 1:30

SPECIAL GUEST: ANN MEI CHANG
1:30 - 2:00

BREAK-OUT SESSIONS I 2:15 - 3:30

BREAK-OUT SESSIONS II 3:45 - 5:00

CLOSING PANEL
5:15 - 6:00

RECEPTION
6:00 - 7:00
Lower Atrium
Wiesner Bldg

MIT IDEAS INNOVATION SHOWCASE
SATURDAY, APRIL 2
12:00 - 3:00 PM
MIT Media Lab
E15-6th floor

Ideas to Impact

MIT
Massachusetts Institute of Technology

sdv.mit.edu

LEGATUM CENTER FOR DEVELOPMENT & ENTREPRENEURSHIP
MASSACHUSETTS INSTITUTE OF TECHNOLOGY

mit media lab

D-Lab

pkg center
Priscilla King Gray
Public Service Center

IDIN International Development Innovation Network

CITE

MIT SDV 2016

#MITsdv16

WELCOME 9:15 - 9:30

GEORGINA CAMPBELL FLATTER, Executive Director, MIT Legatum Center for Development & Entrepreneurship
FIONA MURRAY, Associate Dean of Innovation at the MIT Sloan School of Management, William Porter Distinguished Professor of Entrepreneurship, Faculty Director of the Martin Trust Center for MIT Entrepreneurship and the Legatum Center for Development and Entrepreneurship, Co-Director of MIT's Innovation Initiative.

MORNING KEYNOTE: Hannes Van Rebsburg 9:30 - 10:15

Hannes van Rensburg is an entrepreneur with interests in a number of technology initiatives, primarily focused on emerging markets. He is best known as the founder of Fundamo, the leading supplier of mobile banking and payment solutions – acquired by Visa Inc in June 2011 for USD 110M. Having launched the first mobile banking solution in 1999, Hannes is often seen as the pioneer of mobile banking. He has been voted as one of the top hundred most influential people in telecommunication three years in a row. He recently launched his book: "Cash in, Cash out," describing the birth and growth of Fundamo.

VISION TALKS 10:15 - 10:45

Featuring three entrepreneurial leaders working to scale their ventures and accelerate social and economic progress in the developing world. The speakers will share the personal and professional circumstances that led them to become entrepreneurs, as well as the future trajectory that they envision for themselves, their companies, and entrepreneurship as a driver of international development.

KENFIELD GRIFFITH, CEO & Founder, mSurvey, Kenya

ANGELA NZIOKI, Founder & Country Manager, PlusPeople Kenya

MICHAEL WILKERSON, CEO & Founder, Tugende, Uganda

CURATED CONVERSATION 11:00 - 11:30

Featuring MIT Sloan MBA and Legatum Fellowship alumnus Javier Lozano, founder and CEO of Clínicas del Azúcar that is reinventing how diabetes care is delivered in emerging markets. Javier will discuss how Clínicas del Azúcar's cutting-edge technology, innovative patient payment plan, and one-stop-shop model have reduced the annual cost of diabetes care in Mexico by 70% and prevented more than 60% of diabetes-related complications.

JAVIER LOZANO, Founder & CEO, Clínicas del Azúcar

ANJALI SASTRY, Senior Lecturer, MIT Sloan School of Management; Lecturer, Harvard Medical School.

MIT STUDENT LIGHTNING PITCHES from current MIT students including Legatum Fellows, D-Lab Students & IDEAS Global Challenge Students 11:30 - 12:00

Julius Adebayo	Sunil Khandbahale
Babatunde Alawode	Rahul Kulkani
Michael Beeler	Jungsup (Joseph) Lee
Christina Yu Chen	Antony Mirie
Maria Fernanda de Velasco	Oluwasoga Oni
Caitlin Dolkart	Marvin A. Palavicini Arce
Aly Eltayeb	Jan-Corver Roos
Erin Fischer	Robert Smalley
Tarig Hilal	Juhyun Song
Mohamed Kane	Prithvi Sundar

LUNCH & STUDENT SHOWCASE 12:00-1:30

AFTERNOON KEYNOTE: ANN MEI CHANG 1:30 - 2:00

ANN MEI CHANG is the Executive Director of USAID's Global Development Lab. Previously, she was the Chief Innovation Officer at Mercy Corps, building highly scalable social ventures and leveraging mobile/Internet to improve the lives of the poor. She served as the Senior Advisor for Women and Technology in the Secretary's Office of Global Women's Issues at the U.S. Department of State. At State she developed partnerships, influenced policy, and became a public voice on bridging the gender gap in access to mobile phones and the Internet, leveraging technology in improving the lives of women and girls in developing countries, and increasing the representation of women in the technology sector.

BREAKOUT SESSION I 2:15 - 3:30

From Problem Framing to Mass Production: Best Practices in DIY Product Evaluation Bldg 56-154

Investing in a product that fails undermines future innovation by reducing consumer confidence and depleting scarce resources. How can you design your product or venture using evaluation practices and principles from the very first prototype through mass production? *Panelists: Dan Frey, MIT MechE, SUTD-MIT International Design Center; Amit Gandhi, MIT MechE; Chintan Vaishnav, MIT Sloan School of Management, Tata Center for Technology & Design; Maria Yang, MIT Mechanical Engineering. Moderator: Joanne Mathias, CITE.*

Knowing Your Market: From There - Lived There - Been There Bldg 66-154

What are the advantages of establishing a social enterprise in your country of origin? The panelists, all social entrepreneurs who are from their markets, have moved to their markets, or who have returned to their markets after considerable time away will discuss their experiences. Bring your own to share! *Panelists: Carl Jensen, Zasaka; Bijal Shah, Lallitara; Sunday Silungwe, Zasaka; Sidhant Pai, Protoprint; Moderator: Becca Smith.*

The Right Path to Last-Mile Distribution Bldg 56-162

This workshop will explore what to consider when choosing between door-to-door sales and last-mile retail and when hybrid models are necessary. You will also hear about a new decision-making tool in development at MIT D-Lab to help social enterprises navigate the distribution challenge. *Panelists: Huda Jaffer, Selco; Ben Mathew, Greenlight Planet; Moderator: Eric Verploegen, MIT D-Lab.*

Scaling Financial Inclusion Bartos Theater

Financial inclusion entrepreneurs are providing integrated, scalable solutions for people who previously had limited access to formal financial services. This panel will focus on the challenges and benefits of scaling proven products into new geographies or segments. *Panelists: Munir Duri, Kifiya; Julio Lavalle, PoupaCerto; Angela Nzioki, PlusPeople; Michael Wilkerson, Tugende. Moderator: David Porteous, Bankable Frontiers, Tufts Fletcher School.*

Scaling Innovation-Driven Ecosystems Bldg 56-114

Innovation-Driven Entrepreneurial Ecosystems (IDE Ecosystems) have served as the foundation of many successful regions since the first industrial revolution, and now characterize places such as Silicon Valley, Boston/Cambridge, London, Israel, and Singapore. Join us for a discussion about how we might apply (or not!) these ideas in the developing world. *Panelists: Fiona Murray, MIT; Ann Mei Chang, US Global Development Lab; Adetayo Bamiduro, Metro Africa Xpress*

BREAKOUT SESSION II 3:45 - 5:00

Entrepreneurship, Science, & Technology as Bridge-Building and Solution-Making Tools for Cultures in Conflict Bldg 66-154

In this session we will hear from some current initiatives at MIT and beyond to explore how MIT can leverage science, technology, and entrepreneurship to reduce conflict and develop bridge-building solutions and frameworks around the world. *Panelists: Azra Aksamija, MIT Program in Art, Culture & Technology; Pamella Gonçalves, MIT Sloan School of Management; Amin Manna, MIT Media Lab; Tim Receveur, PeaceTech Exchanges, PeaceTech Lab. Moderator: David Dolev, MISTI.*

The Marketing Roadmap in the BoP Bldg 56-154

What techniques are most effective in the BoP context? How can you best leverage mobile technology for building awareness and incentivizing adoption? This workshop will present the ATEAR model developed by the BoP Innovation Center, a step by step process to help social enterprises design an appropriate marketing plan for their specific context. *Panelists: Elliot Avila, D-Lab Scale-Ups Fellow; Nicolas Chevrollier, BoP Innovation Center; Carl Jensen, Zasaka.*

Scaling Knowledge, Team & Networks Bartos Theater

It is not just how you get started but how you scale your business to move beyond a startup and become a big company. How will you tackle personal, institutional, and operational challenges to make this happen? How will you leverage your knowledge, team, and networks to maximize impact? *Panelists: Akash Bhatia, Infinite Analytics; Bill Aulet, Trust Center for MIT Entrepreneurship; Anisha Singh, mydala. com; Ricardo Lodono, Clínicas del Azúcar. Moderator: Donna Levin, Care.com.*

Smart Villages & Slowing Down Urban Migration Bldg 56-162

This session will discuss ways in which village infrastructure can be improved to create a more attractive standard of living and financial opportunities for the younger generation. We will present some examples from the field, including the Smart Village project we are doing with the eKisaan Foundation in rural India. *Panelists: Kamal Bawa, UMass, Boston; Srikanta Bhaskara, eKisaan Foundation; Dan Chamberlain, MIT Technology & Policy Program.*

When to Co-Design Bldg 56-114

This panel will examine when it is beneficial to invest in varied degrees of co-creation; examples of effective co-creation; precursors necessary for effective co-creation; and tools to consider when engaging stakeholders in design in BoP markets. *Panelists: Jean Capili, World Vision; Scot Frank, One Earth Designs; Kenfield Griffith, mSurvey. Moderator: Winthrop Carty, Melton Foundation.*

PANEL: CONFERENCE REFECTION & LOOKING AHEAD 5:15 - 6:00

Panelists: **DONNA LEVIN**, Co-Founder, Care.com; **SORIN GRAMA**, Co-Founder & CTO, Promethean Power Systems; **MUNIR DURI**, CEO, Kifiya. Moderator: **JOOST BONSEN**, Lecturer, MIT Media Lab.

CLOSING & THANKS

GEORGINA CAMPBELL FLATTER

MIT SDV 2016 ORGANIZERS

MIT LEGATUM CENTER

The Legatum Center empowers the MIT community to accelerate social and economic progress across the developing world through innovation-driven entrepreneurship (IDE). The Center administers a series of action-oriented activities, including a competitive Fellowship program for incoming and current MIT students; seed grants for students looking to explore and experience IDE opportunities in the field; research assistantships for students looking to understand and develop interventions for "on the ground" system change in the developing world through IDE; and an annual series of events to promote and shape discourse on bottom-up development and system change through IDE. **legatum.mit.edu**

MIT MEDIA LAB ENTREPRENEURSHIP PROGRAM

The Media Lab Entrepreneurship Program helps students translate promising ideas at the Media Lab from compelling prototypes towards real-world products or services. The Program consists of several "Ventures" oriented classes, including Development Ventures, Imaging and Fabrication Ventures, and Neurotech Ventures, together with the flagship Media Lab Media Ventures course. **media.mit.edu/about/ventures**

COMPREHENSIVE INITIATIVE ON TECHNOLOGY EVALUATION

CITE is a program led by the Massachusetts Institute of Technology's Department of Urban Studies and Planning. CITE is developing a rigorous methodology for evaluating products sold in the developing world to help donors and policymakers identify and invest in the best of those solutions. CITE is also committed to developing and disseminating technology evaluation curriculum in higher education and for development professionals. **cite.mit.edu**

MIT D-LAB

D-Lab, founded by Amy Smith in 2002, is a program focused on the design and dissemination of technologies that improve the lives of people living in poverty. The program's mission is pursued through interdisciplinary courses, technology development, and community initiatives, all of which emphasize experiential learning, real-world projects, community-led development, scalability, and impact assessment. D-Lab currently has projects in communities around the world in 16 countries. D-Lab is home to the International Development Innovation Network (IDIN), D-Lab Scale-Ups, and several research groups. **d-lab.mit.edu**

PRISCILLA GRAY KING PUBLIC SERVICE CENTER

Through its programs, the PKG Center provides encouragement, advice, logistical support, and funding to help students engage in meaningful and effective public service work in the local community, throughout the United States, and around the world. Several of its programs focus on supporting student social entrepreneurs, who have implemented their ideas with communities in over 40 countries, and many have grown to become lasting organizations, technologies and services. **web.mit.edu/mitpsc/**

INTERNATIONAL DEVELOPMENT INNOVATION NETWORK

IDIN is a led by the Massachusetts Institute of Technology D-Lab; implemented by a global consortium of academic, institutional, and innovation center partners; and a part of USAID's Higher Education Solutions Network in the U.S. Global Development Lab. IDIN empowers a diverse, global network of innovators to design, develop, and disseminate technologies to improve the lives of people living in poverty. **idin.org**

The 2016 MIT Scaling Development Ventures Conference has been made possible by generous support from the MIT Legatum Center.

MIT SDV 2016 COLLABORATORS

MARTIN TRUST CENTER FOR MIT ENTREPRENEURSHIP

→MISTI — MIT International Science & Technology Initiatives

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MIT INDUSTRIAL LIAISON PROGRAM ILP

MIT REAP — REGIONAL ENTREPRENEURSHIP ACCELERATION PROGRAM

MIT Startup Exchange