

Friday
April 28
2017

LOCATION

MIT Media Lab
75 Amherst St
MIT E14—6th floor
Cambridge, MA
02139

MIT Scaling Development Ventures

REGISTRATION

8:30 - 9:00

WELCOME 9:00 - 9:15

KEYNOTE: ELLA PEINOVICH

9:15 - 10:00

VISION TALKS 10:00 - 10:30

CURATED CONVERSATION 11:00 - 11:30

LIGHTNING PITCHES 11:30 - 12:00

LUNCH & SHOWCASE 12:00 - 1:30

KEYNOTE: TEJU RAVILOCHAN

1:30 - 2:00

BREAK-OUT SESSIONS I 2:00 - 3:15

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

CLOSING PANEL

5:00 - 5:30

MIT

IDEAS INNOVATION
SHOWCASE

SATURDAY, APRIL 29

12:30 - 3:30 PM

MIT Media Lab
E14—6th floor

Ideas to Impact

RECEPTION
5:30 - 6:30



http://whova.io/portal/msdvc_201704

sdv.mit.edu



D-Lab

emerging
worlds



Practical Impact Alliance





MIT SDV 2017

#MITsdv17

CONFERENCE HOSTS

SORIN GRAMA MIT Legatum Center Entrepreneur in Residence & **ALI DIALLO** MIT Legatum Center Global Programs Manager

WELCOME 9:00 - 9:15

RICHARD LESTER Richard Lester is Japan Steel Industry Professor and Associate Provost at the Massachusetts Institute of Technology, where he oversees the international activities of the Institute.

MORNING KEYNOTE: ELLA PEINOVICH 9:15 - 10:00



Ella Peinovich Ella Peinovich is CEO of Soko, which employs technology to provide equal access to opportunity for marginalized artisans. Ella's work in supply chain innovation has been celebrated for its novel approach and high social and economic impact by the World Bank, DEMO, Vodafone and USAID. Ella is an Entrepreneur in Residence at INSEAD Business School, a Fellow of the social innovation network Ashoka, is a member of Forbes' Young Entrepreneurship Council, was awarded the TIAW 'World of Difference' Award in 2013, and was recognized by the BidNetwork as the Female Social Entrepreneur of the year in 2012. Ella holds a master's degree from MIT.

VISION TALKS 10:00 - 10:30

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.

TUNDE ALAWODE, Co-Founder & COO, dotLearn

FERNANDA de VELASCO, Co-Founder & Director of Finance & Special Projects, Play Business

KWAMI WILLIAMS, Co-Founder & CEO, MoringaConnect

BREAK 10:30-11:00

CURATED CONVERSATION 11:00 - 11:30

Joost Bonsen, of the MIT Media Lab Entrepreneurship Program, and Munyutu Waiki of Umati Capital discuss "Scaling a Non-Bank Financial Institution: Challenges & Strategies for Financial Inclusion."

MUNYUTU WAIGI

Co-Founder & Chief Customer Officer, Umati Capital

JOOST BONSEN

Lecturer, MIT Media Lab Entrepreneurship Program

MIT SOCIAL VENTURE LIGHTNING PITCHES 11:30 - 12:00

AHMED ALAWAJI Miqyas

TUKA ALHANAI Connect

HONEY BAJAJ
Avir Technologies

HEATHER BEEM
Practical Education Network

GENEVIEVE BARNARD
MDaaS

ARUN CHERIAN Rise Legs

CHINASA EMEGHARA
PowerUp Africa

AMIT GANDHI Sensen

REI GOFFER & ITAI ZLOTNIK ClimaCell

REBECCA HUI Roots Studio

PRANAY JAIN
Gram Systems

KEVIN KUNG

Torr Energy & Safi Organics

MEGHAN MCCORMICK
Dare to Innovate

SADE NABAHE & EMILY YOUNG Okoa Project

KENDALL NOWOCIN
CoolCrop

CORY SISKIND
Base Operations

STEPH SPEIRS
Solstice Initiative

JACKIE STENSON Essmart

KATELYN SWEENEY
SmartSocket

SERA TOLGAY Muhit

QIFAN ZHANG
Globose Health

LUNCH & MIT SOCIAL VENTURE SHOWCASE 12:00-1:30

AFTERNOON KEYNOTE: TEJU RAVILOCHAN 1:30 - 2:00



TEJU RAVILOCHAN Teju Ravilochan is Co-Founder and CEO of the Unreasonable Institute, which runs mentorship and training programs for entrepreneurs tackling social and environmental problems around the world. To date, Unreasonable Institute has powered 40 programs in 26 countries. The first 148 startups they've supported have raised over \$160 million and benefited 16 million lives. Teju is also a Forbes 30 Under 30 Entrepreneur, an Inc. Magazine 30 Under 30 Entrepreneur, and a TEDx speaker. He graduated from Colorado University, Boulder in 2008 with a degree in international affairs. Introduction by Jona Repishti, MIT D-Lab Scale-Ups Fellowship Manager & IDIN Network Coordinator.



MIT SDV 2017



BREAKOUT SESSION I 2:00 - 3:15

Is Your Social Venture Ready for Scale?

Multipurpose Room

It is one thing to launch a successful social enterprise, another is to grow and operate it sustainably to serve a sizable number of customers. In the context of Base of the Pyramid markets, scaling social ventures is an even greater challenge. What can we learn from the journey of the few social enterprises who have succeeded in bringing their products, services and social impact to hundreds of thousands and millions of people living in poverty? What success factors positioned their ventures to scale? And what failures did they learn from along the way? This panel will bring together a group of “scalars” who are leading fast growing social ventures to reach their next milestones of scale.

Panelists: MATTHEW FORTI, Managing Director, One Acre Fund USA; ELLA GUDWIN, President, Vision Spring; VALERIE MAZON, Business Development Director, Danone Communities; TEJU RAVILOCHAN, CEO Unreasonable Institute. JARROD GOENTZEL, CITE, Humanitarian Response Lab, MIT – moderator.

Unpacking Impact (workshop)

Winter Garden

This interactive workshop will introduce the tools and frameworks that form the foundation of impact measurement in the social sector. During the workshop, participants will apply these tools to map out a theory of change and advise on a monitoring plan for a burgeoning developing world enterprise on a path to scale.

Facilitator: LAURA BUDZYNA, Monitoring, Evaluation, & Learning Manager, International Development Innovation Network/MIT D-Lab.

Ethics & Community Engagement

Silverman Skyline

We may have the best of intentions when we undertake projects that we believe will have a positive social impact, but what does it take to actually work wisely, effectively, and ethically when doing community-based work? In this workshop, you'll hear from social entrepreneurs about their ventures and engage in an exercise to begin developing an ethical framework. Panelists will explore fundamental questions such as: What types of approaches make sense for the given context? How does one gain community buy-in? What are potential adverse effects of an innovation on stakeholders, institutions, and markets? How does insider/outsider status affect entrepreneurs' work? What factors influence the decision to work towards scale or not?

Panelists: SIDHANT PAI, CEO, Protoprint; JODIE WU, Founder & CEO, Global Cycle Solutions (GCS Tanzania Limited). JACKIE VANDERBRUG, Investment Strategist, U.S. Trust, Private Wealth Management – moderator.

BREAKOUT SESSION II 3:45 - 5:00

Raising Capital: Paths for Developing World Entrepreneurs

Multipurpose Room

The path to securing capital for any venture is long and arduous. Entrepreneurs in the developing world face even greater hurdles. What are the roles of different players in a successful fundraising journey? How are different investors in this space providing funding, building capacity, and working together? What are the gaps? How can developing world entrepreneurs best position and prepare themselves to raise capital?

Panelists: SHRUTI CHANDRASEKHAR, Senior Investment Officer, International Finance Corporation; DANIEL OBASEKI, Vice President, Proterra Investment Partners; SAYURI SHARPER, Partner, SV2; HEATHER STRACHAN, Operation Manager, Emerging Markets, Village Capital. SHARI LOESSBERG, Senior Lecturer, MIT Sloan School of Management – moderator.

Collective Problem Solving Methods (workshop)

Winter Garden

More and more, social entrepreneurs see the value of co-working, social networking, partnering, and collective problem solving to address large development and innovation challenges. Participants in this workshop will hear from three different MIT programs: Emerging Worlds, International Development Design Summits, and MIT D-Lab that practice collective problem solving in different ways. Participants will have an opportunity to workshop solutions through collective problem solving methodology.

Panelists: LIBBY HSU, Instructor, Education Coordinator, MIT D-Lab; PEDRO REYNOLDS-CUELLAR, IDIN, C-INNOVA, MIT Media Lab; BETH ZONIS, Director of Partnerships & Programs, Emerging Worlds/MIT Media Lab. SHER VOGEL, IDDA Manager, IDIN/MIT D-Lab – moderator.

Moving your Product from Lab to Factory

Silverman Skyline

What are the options for manufacturing your product for emerging markets? How do you scale up from a handful of prototypes while avoiding the “valley of death”? In this workshop, we'll explore several case studies of hardware in emerging markets, and discuss the benefits and drawbacks of: manufacturing locally versus moving to Shenzhen, outsourcing versus your own production facility, navigating tradeoff decisions and other concerns. Participants will chart their own manufacturing roadmaps with experienced mentors.

Panelists: ELLIOT AVILA, CEO, Imara Tech; KIPP BRADFORD, Research Scientist, MIT Media Lab; RALPH HOTCHKISS, Lead Designer of Whirlwind Wheelchair International; MATT MCCAMBRIDGE, Instructor, MIT D-Lab; ELLA PEINOVICH, CEO, Soko.

PANEL: PATHWAYS FOR IMPACT IN THE DEVELOPING WORLD 5:00 - 5:30

Panelists: BOLAJI FINNIH, Founder, Techpreneur Africa; KENFIELD GRIFFITH, Co-Founder & CEO, mSurvey; DANIEL OBASEKI, Vice President, Proterra Investment Partners (London). FIONA MURRAY, MIT Associate Dean for Innovation, William Porter Distinguished Professor of Entrepreneurship, MIT Sloan – moderator.

CLOSING REMARKS & THANKS

GEORGINA CAMPBELL FLATTER (MIT Legatum) & BOB NANES (MIT D-Lab)



MIT SDV 2017 ORGANIZERS

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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

RADIUS



The Radius mission is to find that technology of the heart, the ethical center that holds us together in the midst of diversity and change. Radius, a program at MIT, is not simply a series of programs.

It is a community of scholars and citizens who care deeply about the role of science and technology in bringing about positive change. We invite creative, courageous thinking about how humans choose to use powerful technologies and whose interests these innovations serve. radius.mit.edu

EMERGING WORLDS



Emerging Worlds, an initiative at the MIT Media Lab, empowers citizens to solve major challenges to impact billions of lives. Using data and the most modern technology and

methods, they design solutions in consultation with MIT scientists and in collaboration with leaders from Government, Academia and Industry. The emphasis is on bottom-up innovation (in context), open linkage to the local innovation ecosystem, digital technologies that can leapfrog, and impactful outcomes. They work across many sectors, including food and agriculture, financial inclusion and security, energy and water, health and wellness, education and learning, housing and transportation. mitemergingworlds.com

MIT D-LAB



D-Lab, founded by Amy Smith in 2002, is an MIT 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 is home to the International Development Innovation Network, the D-Lab Scale-Ups Fellowship, the MIT Practical Impact Alliance, the Lean Research Initiative, and six research groups. d-lab.mit.edu

PRISCILLA KING GRAY 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 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

MIT PRACTICAL IMPACT ALLIANCE



The MIT Practical Impact Alliance harvests the power of collaborative learning and action to increase, accelerate, and sustain impact on global poverty. Organized by MIT D-Lab, PIA is a membership organization of leaders from diverse organizations with

aligned missions who learn, collaborate, and develop best practices together. PIA working groups focus on addressing a knowledge gap of the group and in the field, with the goal of generating outputs that will serve as relevant, practical tools for PIA members and a broader audience. impact-alliance.mit.edu

**The 2017 MIT Scaling Development Ventures Conference
has been made possible by generous support from the MIT Legatum Center.**