

# **FROM THE LAB TO THE LAST MILE: The Way Forward for Joint Action**

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**and**

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Bank for the Least Developed Countries**

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# **Partnerships and Joint Action**

**For What?**

**Who is Partnering With Whom?**

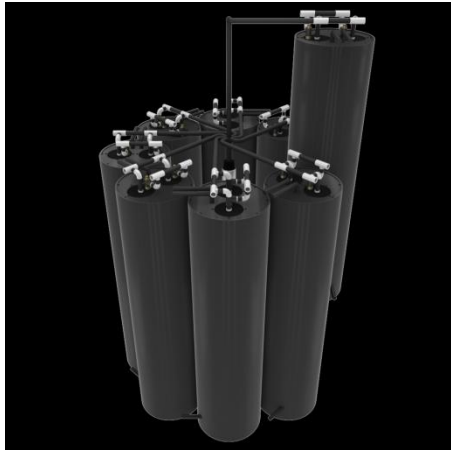


**Dr. Vanu Bose**  
1969-2017

## **STI FOR THE SDGs**

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

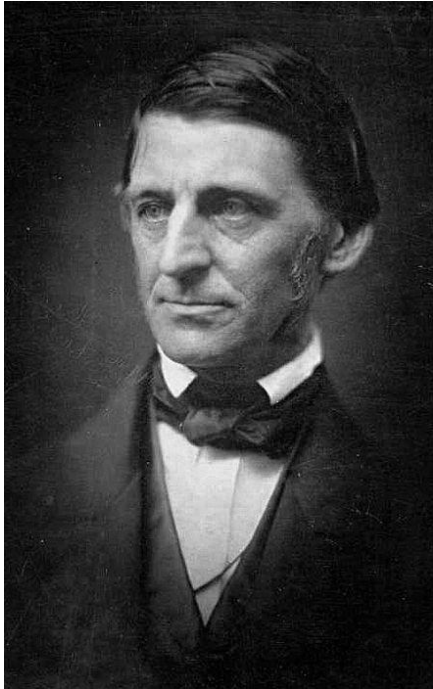
# Proven, cost effective solutions already exist (and many more are on the way)





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

# Implicit Assumption: Technology Deployment Happens Automatically



Ralph Waldo  
Emmerson  
1803-1882

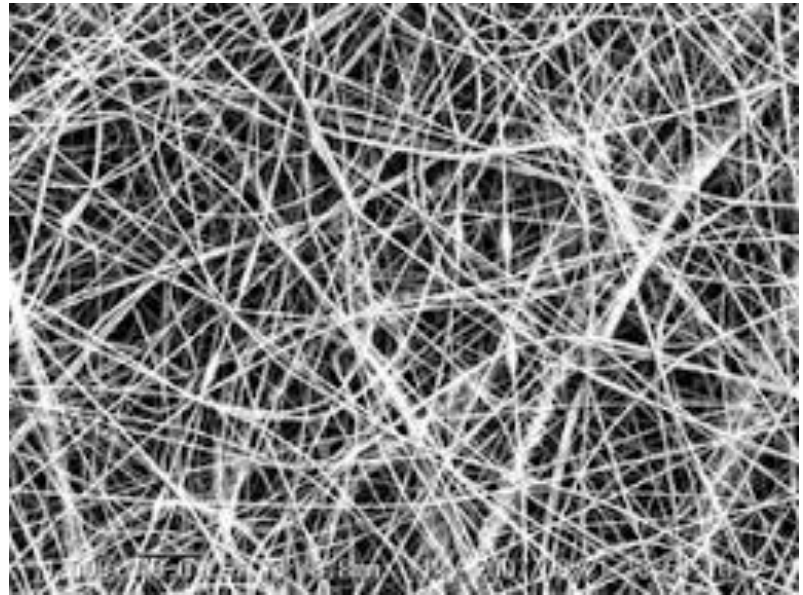
"Build a better  
mousetrap, and  
the world will  
beat a path to  
your door."

**But is this  
correct?**





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





## **NEW TECHNOLOGIES VS. INDUSTRIAL REVOLUTION SOLUTIONS**

- **Small scale distributed solutions reduce capital and operating costs but radically change the deployment process**
- **Start with a focus on going to scale – not a small pilot**
  - **Potable water in every community**
  - **Off grid power in every community**
  - **What steps are required to reach this goal?**
  - **Who organizes the process**
  - **What business model – franchising, coops, portfolio approach**

# **Business Model Tasks**

## **Post-Science But Essential for Impact**

**Bundling technology**  
**Supply chains**  
**Meters**  
**Billing and Payment**  
**Finance**  
**Installation, Repair  
and Maintenance**  
**Customer Service**  
**Daily operations**

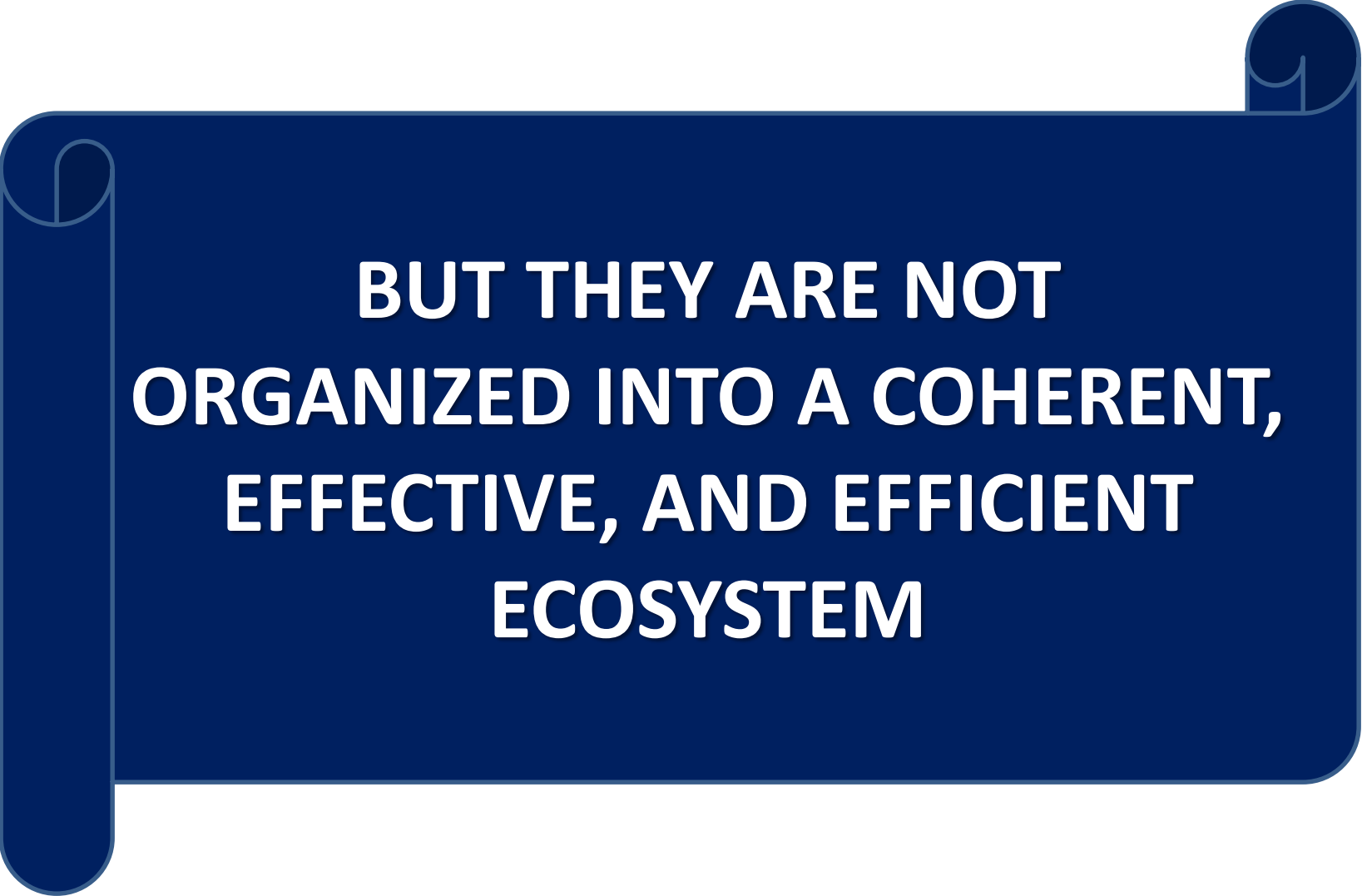
**Market entry strategy**  
**Staff to manage local  
and int'l operations**  
**Local partners,  
suppliers, and  
entrepreneurs**  
**Capacity to arrange  
financing and pursue  
int'l expansion**

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



 SUSTAINABLE DEVELOPMENT GOALS

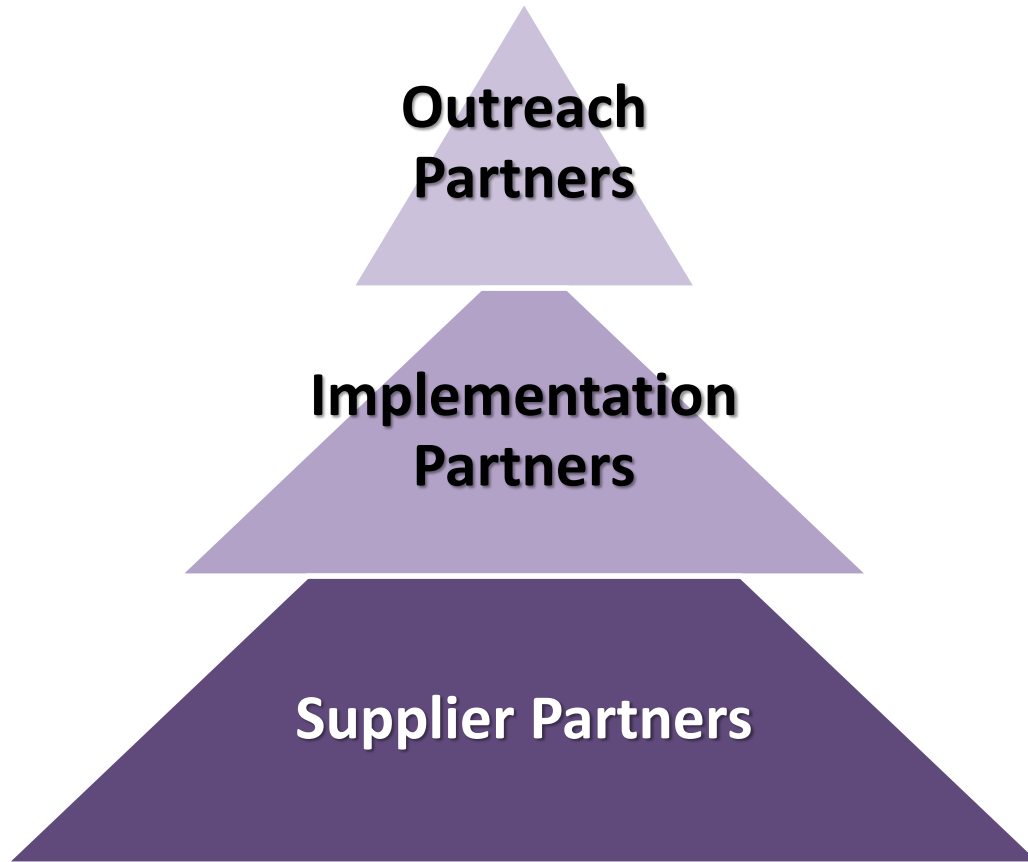




**BUT THEY ARE NOT  
ORGANIZED INTO A COHERENT,  
EFFECTIVE, AND EFFICIENT  
ECOSYSTEM**

# Deployment Ecosystem

**Finance Partners**



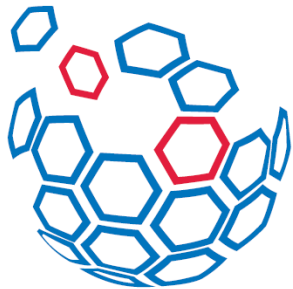
**Community Partners**

- **Role of UN, bilateral aid and MDBs: empower or do?**
- **Role of private sector, NGOs, social enterprises, government**
- **Enrich STI4SDG discussion with a greater focus on these questions**

# THANK YOU

## Alfred Watkins

### Chairman, Global Solutions Summit



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