MIT Media Lab
Bldg E14-674
75 Amherst St
Cambridge, MA

SCALING DEVELOPMENT VENTURES

REGISTRATION & COFFEE
9:00 - 10:00

WELCOME
10:00 - 10:15
Amy Smith (D-Lab)
Alistair Horton (Abdul Latif Jameel Community Initiatives)

KEYNOTE
10:15 - 10:35
Krista Donaldson (D-Rev).

DRAWING INSPIRATION
10:35 - 12:15
Short presentations by established social entrepreneurs about how they successfully scaled their ventures.
Kate Montgomery (d.light), Toshi Nakamura (Kopernik), Anand Narayan (SELCO), David Reich (Assured Labor).

MEET THE MIT TEAMS
12:15 - 12:30
Teams will introduce their social ventures and talk about upcoming milestones.

LUNCH
12:30 - 2:00 PM

APPLYING LESSONS LEARNED
2:00 - 3:15
Young social entrepreneurs will discuss their strategies for scaling up their ventures.
Jodie Wu (Global Cycle Solutions), Kenfield Griffith (mSurvey), Khalida Brohi (Sughar), Sam Reilley (Community Water Solutions).

AWARDS & CLOSING
3:15 - 3:30
IDEAS Global Challenge Acceleration Awards (Kate Mytty) and Closing Remarks (Saida Benhayoune)

Special Closed-Door Session
For MIT Teams:
DESIGN & MENTORSHIP
3:30 - 5:30
Teams in attendance will meet with hand-picked mentors to talk about their product design, their business model, and working in their target market.

#MITdev
KRISTA DONALDSON is chief executive officer of D-Rev, a non-profit product development company whose mission is to improve the health and incomes of people living on less than $4 per day. Prior to joining D-Rev in 2009, Krista worked at the U.S. Department of State on economic policy and the reconstruction of Iraq’s electricity sector. A native of Nova Scotia, Krista’s doctoral work at Stanford was among the first to focus on engineering and social entrepreneurship in less industrialized economies.

Drawing Inspiration Panelists

KATE MONTGOMERY is Director of Global Partnerships for d.light, a for-profit social enterprise, whose purpose is to create new freedoms for customers without access to reliable power so they can enjoy a brighter future. They design, manufacture, and distribute solar light and power products throughout the developing world. d.light aims to transform the lives of at least 100 million people by 2020. d.light serves over 40 countries, through over 6,000 retail outlets, 10 field offices, and four regional hubs. The company employs over 200 people directly, and indirectly employs hundreds more worldwide.

TOSHI NAKAMURA is the co-founder and CEO of Kopernik, an online marketplace of innovative, life-changing technologies designed for low-income countries. He has spent the past 10 years living in Timor-Leste, Indonesia, Sierra Leone, the United States, and Switzerland working with the United Nations on governance reform, peace building processes, and post-disaster reconstruction in Aceh and Yogyakarta. Toshi is Guest Associate Professor at Osaka School of International Public Policy and was selected as the World Economic Forum's Young Global Leader in 2012.

ANAND NARAYAN is the Director of SELCO Labs since the company created the department in 2009. The lab works to develop affordable innovations that enhance quality of life for low-income customers. Anand grew up and studied in India before obtaining his Ph.D. in Chemical Engineering from the University of Colorado at Boulder. He formerly served as Vice-President of Engineering at TensorComm, where he oversaw systems engineering, standardization, and intellectual property. He is a co-inventor on about 20 patent applications in the area of signal processing.

DAVID REICH is the founder and CEO of Assured Labor, leveraging the power of mobile phones and the Internet to rapidly connect employers with the best mid-to-low wage candidates in their area. At CreditSights, specializing in wireless and media convergence, he helped build out the Equity team to 35 people in two years. Prior to that, David worked as a consultant at Accenture. David received his MBA from the MIT Sloan School of Management. While working toward his MBA, he worked at Innosight Ventures, developing and incubating disruptive start-ups while based in India.

Applying Lessons Learned Panelists

KHALIDA BROHI, originally from Pakistan, is founder of Sughar (Skilled and Confident Woman), whose goal is to create a society where women are honored and given equal status. Sughar assists tribal women in Pakistan launch businesses using their traditional embroidery skills. Brohi’s goal is to reach one million women over the next 10 years. She has been named in NewsWeek’s list of 100 Women Who Matter in Pakistan, won the Young Women in Business Award, the Azm-e-Alishan National Award in Pakistan, the Young Champion Award by University of Singapore; and the Unreasonable Institute Fellowship Award.

KENFIELD GRIFFITH earned a Ph.D. in Design and Computation at MIT with a concentration in emerging markets. Over the past three years, Kenfield has been working and researching the disconnect between communities and the “outside” world despite the presence of mobile phones. The mSurvey technology was developed to conduct ongoing assessment and evaluation of urban and remote communities. It has evolved into a technology for connecting over 200,000 million people using or manufacturing products ranging from mosquito nets to cook stoves, in developing countries.

SAM REILLEY has been director of operations for Community Water Solutions (CWS) since 2011. CWS is a not-for-profit social enterprise that partners with rural communities in Ghana to establish sustainable water treatment businesses. Sam received a degree in Health Sciences from Clemson University in 2008. Upon graduating, Sam went to South Africa to work for a non-profit in the Red Cross Children’s Hospital. In December 2010 Sam was a part of the Winter Fellowship Program and implemented a water business in Channayili, Ghana.

JODIE WU is CEO of Global Cycle Solutions (GCS) based in Tanzania, whose mission is to improve village life through affordable, quality technology. Prior to GCS, she worked with Parsons, General Electric, and spent eight years in a family business. In 2008, she led the team that designed a prototype of the GCS Bicycle Maize Sheller, and in 2009, she led GCS to win the 100K Business Plan Competition at MIT. She was a 2010 Echoing Green Fellow and 2011 TED Global Fellow. She is currently a D-Lab Scale-Ups fellow working to bring a low-cost, high-impact multicrop threshers to Tanzania.
Featured social venture teams, all with roots at MIT, will introduce their organizations and discuss their efforts to date. As an attendee, you’ll have time to broaden your network, share what you know, and learn from applied wisdom.

**EVOTEC** Minimally invasive surgery (MIS) is an efficient treatment of many conditions with a recovery of a few hours, instead of a week-long recovery from surgery. However, physicians operating in developing regions rarely have access to MIS equipment to perform medical procedures that are routinely performed elsewhere. Using frugal innovation techniques, we developed a light, portable endoscopy prototype for a fraction of the price of existing solutions.

**LALLITARA** looks to turn sari waste streams into value streams by reviving the potential of saris and transforming them into awesome products people love. We buy discarded fabric for extremely cheap rates (while ensuring fair wages to sari-collectors), have them professionally cleaned, and then, via contract seamstresses in the USA, convert these raw materials into much higher-valued leisure and resort goods for eco-conscious customers. Our customer-facing eCommerce brand emphasizes our sourcing story and high quality garments.

**OTTOCLAVE** strives to build affordable, easy-to-use and reliable autoclaves for resource-limited health clinics around the world. The rate of surgical site infection in the developing world is as high as 20-30%. Rural health centers lack medical instruments for the sterilization of medical equipment. The alpha and beta prototypes have been tested in several clinics in Nepal.

**PEN** (Practical Education Network) empowers teachers around the world to engage their students in hands-on science and real-world design projects. PEN connects educators, designs and disseminates locally-relevant science practicals, provides training for teachers, and facilitates extracurricular activities for students. PEN has a special emphasis on the challenges of STEM education in the developing world - large class sizes, scarce material resources, and the difficulty of implementing interactive pedagogies.

**POTAVIDA** For-profit, water disinfection technology for the poor. PotaVida offers a solar-powered monitor that informs end-users when solar disinfection is taking place and when it is complete. The product costs less than $5 at scale and can serve one individual per day. The lifetime of the product is on the order of years.

**RETIQUE** Current retinal imaging devices are complex and require trained professionals to operate. Instead, imagine wearing a portable imaging device in the form of glasses. RetiCue developed a retinal imaging platform to efficiently capture, store, analyze and manage retinal images that has the potential to change the way retinal imaging is performed. The low-cost, simplicity and portability of the RetiCue camera enables broad access to retinal imaging for the general public, most notably in remote regions.

**SOLARCLAVE** Our aim is to democratize access to clean instruments around the world. To this end, we have developed a robust and easy to use autoclave that is powered through direct solar energy. This technology (Solarclave) is made with easy to source materials and local fabrication methods. We are piloting Solarclave in Central America.

**TAKACHAR** Unmanaged waste and shortage of cooking fuel are almost universal problems in many megacities. Takachar, brings solid waste management to urban slums using two innovations. They are devising a unique waste collection model that mobilizes entire slums to turn in their waste. Second, they exploit the unexplored municipal organic waste, turning it into valuable cooking fuel for the local families.

**WECYCLERS** Starting in Lagos, Nigeria, Wecyclers works to reduce unmanaged urban waste in low-income neighborhoods and provide a reliable supply of materials to the local recycling industry. Wecyclers uses an SMS platform to incent low-income households to recycle in exchange for redeemable points. In our first 4 months of operation, Wecyclers registered over 1,000 households and collected over 8 tons of recyclable material.

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D-LAB SCALE-UPS

D-Lab Scale-Ups was created with generous support from the Abdul Latif Jameel Community Initiatives (ALJCI), to identify and support technologies with potential for wide-scale poverty alleviation. The program includes an accelerator for MIT social entrepreneurs, a technical assistance program for social enterprises in the developing world, as well as technology development and evaluation services for socially minded companies with wide distribution channels in Base of the Pyramid markets.

Contact: Saida Benhayoune, Scale-Ups Program Director -saidab@mit.edu. d-lab.mit.edu/scale-ups

IDEAS GLOBAL CHALLENGE

The IDEAS Global Challenge is an annual competition of the MIT Public Service Center that inspires, mentors and provides seed funding to innovative ideas that have the potential to solve quality-of-life problems in communities around the world. Each year over 80 teams, led by MIT students, submit their ideas. Alumni teams have implemented their ideas with communities in over 80 countries, and many have grown to become lasting organizations, technologies and services.

Contact: Kate Mytty, IDEAS Global Challenge Administrator , kmytty@mit.edu. globalchallenge.mit.edu

MIT MEDIA LAB’S 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.

Contact: Joost Bonsen, Media Lab Lecturer - jpbonsen@mit.edu. media.mit.edu/ventures

INTERNATIONAL DEVELOPMENT INITIATIVE

The MIT International Development Initiative (IDI) exists to help the MIT community engage fully in international development at MIT and beyond. IDI advocates for a greater understanding of the Institute’s potential to be a global leader in innovations that have a positive impact on people the world over.

Contact: Daniel Mokrauer-Madden, IDI Project Assistant - mokrauer@mit.edu. web.mit.edu/idi

ABDUL LATIF JAMEEL COMMUNITY INITIATIVES

The Scaling Development Ventures conference was made possible with support for D-Lab Scale-Ups from the Abdul Latif Jameel Community Initiatives (ALJCI). ALJCI is the community services arm of the Abdul Latif Jameel (ALJ) Group, which is a Toyota automobiles distributor in 13 different countries. aljci.org

APPLY TO D-LAB SCALE-UPS!

Phase I fellowship application deadline: April 3. Phase I projects, focus on technology needs assessment and prototyping. Scale-Ups fellows in the Phase I program receive a $5,000 travel and materials grant for a four-month project.
d-lab.mit.edu/scale-ups/apply

IDEAS GLOBAL CHALLENGE EVENTS

FEBRUARY 21, 7 - 9 pm
MIT IDEAS Global Challenge Generator Dinner
Pitch an idea. Find teammates. Share a challenge. Eat dinner. All are welcome. globalchallenge.mit.edu

FEBRUARY 27
Last Chance to Enter MIT IDEAS Global Challenge
Up to $10k for innovative social impact ideas led by MIT students. globalchallenge.mit.edu

MARCH 21
Public Service Center Fellowships & Internships due
http://web.mit.edu/mitpsc

INTERNATIONAL DEVELOPMENT DESIGN SUMMIT

IDDS is an intense, hands-on design experience that brings together people from all over the world and all walks of life to create technologies and enterprises that improve the lives of people living in poverty. IDDS 2013 will be hosted in Zambia in July. iddsummit.org

THE MUHAMMAD YUNUS INNOVATION CHALLENGE

The 2013 Yunus Challenge calls for innovative and scalable education initiatives that produce a specific learning outcome focused on the youth in low-income countries. Teams can win up to $10,000 to move forward with implementation. Teams are required to submit an initial scope statement by Feb 27 2013.

SPRING CLASSES FROM D-LAB + ASSOCIATES

D-Lab Biodiversity D-Lab Health
D-Lab Design D-Lab Kuna Yala
D-Lab Dissemination D-Lab Prosthetics
D-Lab Education D-Lab Supply Chains
D-Lab Energy http://d-lab.mit.edu/courses

From DUSP: Evaluation of Technologies for International Development

SPRING CLASSES FROM THE MEDIA LAB ENTREPRENEURSHIP PROGRAM

Imaging & Fabrication Ventures - Wed 10a-12noon ~ E14-633
Ramesh Raskar, Joe Jacobson, Doug Hart, Joost Bonsen
http://stellar.mit.edu/S/course/MAS/sp13/MAS.533/

Media Ventures -Thurs 10a-12noon ~ E14-633
Alex ‘Sandy’ Pentland, Joost Bonsen
http://stellar.mit.edu/S/course/15/sp13/15.376/