D-Lab

MIT | Practical Impact Alliance

2017 AT A GLANCE

COLLABORATIVE ACTION

"This year's PIA gathering was my third, and my favorite. Our organization got a lot of excellent feedback and potential collaborators for our project in Ghana ... PIA is reaching a new stage in its growth and maturity. I see this in the relationships I've been able to develop with colleagues from corporations, social enterprises, USAID, and NGOs, in addition to the MIT community."

WINTHROP CARTY

Executive Director
Melton Foundation

PIA ANNUAL MEETING AT MIT

The third PIA Annual Meeting took place at MIT April 26 to 29 starting with two days of workshops designed to foster networking and enhance collaboration amongst PIA members. Following the meeting, members had an opportunity to connect with the broader MIT ecosystem through the MIT Scaling Sevelopment Ventures conference and other events. See a video recap of the event.

OPEN COLLABORATION WORKSHOP

PIA members took part in an open collaboration workshop, where they spent time learning about the projects other members are working on, and offered resources and connections to help arrive at more efficient solutions.

CHANGING BEHAVIOR AT THE BASE OF THE PYRAMID

Led by BoP Innovation Center's Benjamin van der Hilst, the workshop included practical tips and guidance on catalyzing change in user behavior to maximize social impact. Five cases from attending PIA members and Scale-Ups Fellows served to practice designing behavior change campaigns.

ENGAGING WITH THE MIT COMMUNITY

Some PIA members stayed after the annual meeting to take part of the events celebrating social entrepreneurship and international development at MIT. These included a demo evening hosted by the Legatum Center for Development and Entrepreneurship, and the IDEAS Global Challenge Showcase where four PIA members participated as judges.

SCALING DEVELOPMENT VENTURES CONFERENCE

Members also had the opportunity to attend the MIT Scaling Development Ventures conference. The conference featured two keynote speakers (Teju Ravilochan of Unreasonable Institute and Ella Peinovich of Soko), social entrepreneur vision talks, a curated conversation, a showcase of MIT Social Ventures, and six breakout sessions.

Select Conference Sessions:

- Is Your Social Venture Ready for Scale?
- Collective Problem Solving for Development Solutions
- Moving your Product from Lab to Factory
- Ethics of Innovation: Tools for Effective Engagement
- Raising Capital: Paths for Developing World Entrepreneurs
- Unpacking Impact

2017 Members

AJINOMOTO

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Deep collaborations. Powerful actions.

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Johnson & Johnson

pact building local promise.

World Vision

SIEMENS | Stiftung

USAID
FROM THE AMERICAN PEOPLE

SHARED
LEARNING

"Normally if you see case studies, the focus is on the nice story 'here's what we did and what was successful.' What we hear in PIA working groups is also 'what did not work,' and 'what mistakes did we make.' I think that is even more valuable than hearing about successes because if you can understand the mistakes, you don't have to make them again yourself."

DR. MICHAEL MOSCHEROSCH

Director R&D, External Innovation & Alliances, Johnson & Johnson

MIT PRACTICAL IMPACT ALLIANCE

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PIA WORKING GROUPS 2017

PIA members formed three working groups in 2017. Throughout the year, PIA members contributed their knowledge and shared their experiences around 24 case studies. Key lessons learned and best practices are being distilled by MIT D-Lab into practical working tools.

HYBRID PARTNERSHIPS FOR SOCIAL IMPACT

Explored the barriers and enablers of social impact partnerships involving corporations, iNGOs, social ventures, and government. Developing a gamified conversation guide to foster open and constructive dialogue between different types of organizations during the partnership activation phase.

COLLABORATORS: intellecap & blood orange

CASE STUDIES: 1) **Wecyclers and Coca-Cola**: Improving waste management in Nigeria. 2) **World Vision, Royal DSM, and Africa Improved Foods**: Increasing access to nutritionally improved foods in Rwanda. 3) **Tulaa, Syngenta, and Musoni:** Powering mobile commerce to better link farmers to inputs, finance, and buyers in Kenya. 4) **BRAC and VisionSpring**: Providing village-level access to radically affordable eye glasses in Bangladesh. 5) **Embrace and GE Healthcare**: Distributing low-cost infant warmers in India. 6) **SCJ and Solar Kiosk , and Society for Family Health:** Increasing mosquito repellent access in Rwanda. 7) **Envirofit a nd the Honduran Government:** Launching a national-level clean cookstove program in Honduras. 8) **Fenix International and MTN:** Expanding energy access through mobile money payments in Uganda. 9) **Logistimo and The Bill & Melinda Gates Foundation, UNDP, GAVI, and India's Ministry of Health & Family Welfare:** Optimizing immunization for the vaccine supply chain in India**.**

BUSINESS TRAINING AT THE BASE OF THE PYRAMID

LEAD MEMBER: PACT World

Examined the cases of various business training programs targeting low literacy populations. Documenting lessons learned in a practitioner guide that identifies key curriculum components and compares various delivery mechanisms for business training at the BoP.

CASE STUDIES: 1) **Global Alliance for Clean Cookstoves**: Empowered entrepreneur training, Kenya. 2) **Fundación Capital**: Technology and unonventional teaching methods for reaching the ultra poor, Colombia. 3) **Danone (KITEIRAS)**: Entrepreneurship training strategies for a low-literacy population, Brazil. 4) **World Vision (ENSURE)**: Experiential business training curriculum for smallholder farmers, Zimbabwe. 5) **Dare to Innovate**: Hands-on Entrepreneurship Training for Young People to Ignite Social Change, Guinea. 6) **Pact World (WORTH):** Financial management and business training to enhance women's Empowerment, Myanmar. 7) **MOVE:** Experiential business management training for micro-entrepreneurs, Sao Tome. 8) **ILO**: Low-cost, highly sustainable, peer-to-peer business management training, Asia. 9) **Phosboucraa Foundation**: Entrepreneurship training to spur community development, Morocco.

Inclusive Recyclying in Action

DANONE ECOSYSTEME / ACCRA GHANA

After taking part in the 2016 Inclusive Recycling working group, Danone Ecosysteme sought D-Lab's support in developing an inclusive recycling program to tackle plastic pollution in Accra Ghana.

In partnership with WIEGO, Environment 360, and Fan Milk, D-Lab launched the first phase of the program, which includes the formation of an industry coalition to define and implement producer responsibility standards; the organization of 300 waste-pickers in a formal association; and the launch of a waste-picker-led sorting center, the first of three decentralized, recycling ventures owned by waste pickers in Greater Accra.

In November 2017, D-Lab kicked off the project with a Creative Capacity Building workshop led by Amy Smith and Libby McDonald, D-Lab's lead on inclusive markets, where 45 waste pickers gained practical skills to jump start the co-creation of their recycling enterprise.

DANONE ÉCOSYSTEME

TECHNOLOGY TRANSFER THROUGH CO-DESIGN

LEAD MEMBER: Siemens Stiftung empowering people.Network

Used the lessons learned from five cases of technology transfer, MIT expertise and the collective knowledge of the group to plan for the introduction of a community water filtration technology to the host community of the PIA co-design summit.

CASE STUDIES: 1) **Skyhydrant** water filter kiosks and **MIT D-Lab** Energy Assessment Toolkit: Comparing notes on technology needs assessment. 2) **Aqysta, Barsha** irrigation pump and **MIT CITE** Water Filter Evaluation: Best practices in technology evaluation. 3) **Aprotec:** Clean energy in Colombia. 4) **Antenna Foundation,** Water chlorination program: From project to enterprise, west Africa & Nepal. 5) **PV Pure** Reverse osmosis community water filters: Planning for technology adoption, Mexico. 6) **Siemens Stiftung:** Reflections on Skyhydrant transfer at PIA Co-Design Summit in Colombia.

PIA WORKING GROUP PUBLICATIONS - 2016
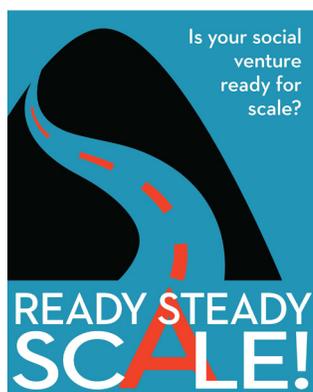
READY, STEADY, SCALE!
A practical checklist to assess social businesses' readiness to scale Link

THE METRICS CAFÉ
A guide to bring funders and grantees to the table Link

INCLUSIVE RECYCLING
Five Building Blocks for Implementing Sustainable Systems in Low & Middle Income Countries Link

PILOT PIA ONLINE COURSE: INTRODUCTION TO PARTICIPATORY DESIGN FOR DEVELOPMENT

In an effort to further disseminate D-Lab and PIA learnings through member organizations and the broader industry, PIA is envisioning the concept of the PIA Academy, a collection of online courses designed to equip development practitioners with hands-on working tools. In the fall of 2017, PIA piloted its first online course "Introduction to Participatory Design for Development" a six week self-guided learning experience that provides an introduction to various approaches and uses of participatory design in the context of international development, as well as a practical toolkit of exercises for engaging beneficiaries in the design of development solutions.

Sixty-one learners registered to the course, including 42 from PIA organizations and 22 participants of the 2017 PIA Co-Design Summit. The course evaluation indicated an approximately 33 percent full completion rate and 33 percent partial completion rate. Over 90 percent of respondents said that they were satisfied or very satisfied with the course. Feedback from the first cohort is shaping improvements of the course in its second edition scheduled for the fall of 2018.

Session 1	Session 2	Session 3
Introduction to Participatory Design	Team Formation & Mindsets	Information Gathering & Problem Framing

Session 4	Session 5	Session 6
Ideation & Concept Selection	Prototyping & User Feedback	Measuring the Impact of Participatory Design

■ Theory ■ Hands-On
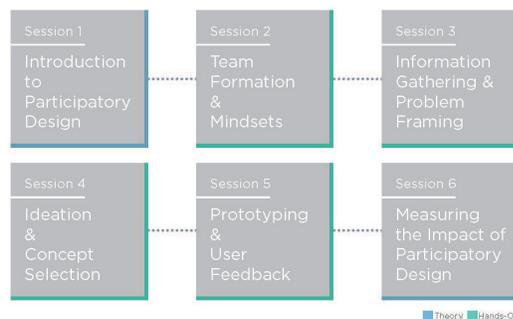
Technology Transfer in Action

SIEMENS STIFTUNG EMPOWERING PEOPLE NETWORK /COLOMBIA

In partnership with the Siemens Stiftung empowering people.Network, this year's Co-Design Summit served as an experiment with the D-Lab co-design methodology to catalyze and improve the outcomes of technology transfer.

For the team working on clean drinking water access, the design process was used to validate the need and the relevance of the technology, as well as to build a common understanding and buy-in into the management system needed for the sustainability of the solution.

At the end of the summit, the Skyhydrant Water Filter was introduced to the community and donated by Siemens Stiftung to World Vision Colombia. World Vision will work with the community to move the technology transfer forward. This experiment was a first step in exploring a broader collaboration between World Vision and Siemens Stiftung to scale access to basic needs technologies in Colombia.

SIEMENS | Stiftung

PIA CO-DESIGN SUMMIT: NOVEMBER 2017, COLOMBIA

Forty-five participants including PIA members, Colombian social entrepreneurs, and community representatives from Conejo and Colonias came together to practice co-design and explore collaborations. Explore video coverage of the summit here.

OUTCOMES

Practicing Co-Design: With MIT D-Lab's co-design methodology, participants gained hands-on experience in actively engaging beneficiaries in co-designing development solutions.

Community Empowerment: The 15 community volunteers from Cornejo and Colonias gained new skills and confidence in their own capacity to tackle local problems. They were introduced to the design process through a Creative Capacity Building (CCB) training delivered by C-Innova prior to the co-design summit and are now driving the projects forward with support from World Vision Colombia.

Co-host Capacity Building: For the second year, World Vision co-hosted the PIA Co-Design Summit increasing the organization's experience with D-Lab's CCB and Co-design methodologies. Through the summit organization, World Vision Colombia (WVC) developed a close relationship with D-Lab local partner C-Innova, towards a partnership for scaling local innovation programs.

Exploring Partnerships: Participants learned about each other's work and exchanged ideas, resources, and collaboration opportunities.

FIVE PROJECT TEAMS

Education: Restituting the right to education for the Colonias families

Solid Residues: Transforming plastic waste into building material for affordable housing

Fruit Excess: Turning excess fruit harvest into livelihood opportunities

Water: Expanding affordable access to clean drinking water

Harvest Transportation: Overcoming terrain challenges to bring harvests closer to market

C-INNOVA   World Vision   D-Lab