D-Lab

MIT | Practical Impact Alliance
2016 AT A GLANCE

SHARED
LEARNING

COLLABORATIVE
ACTION

"Being a working group co-lead has been extremely insightful. We worked together to define what we wanted to achieve, and discussed how we could leverage the learnings of the business cases presented to create a useful tool. Bringing together people from different backgrounds was, I think, a key success factor."

VALERIE MAZON
Business Development Director
Danone Communities

A GROWING NETWORK OF **60+** BoP PRACTITIONERS from **15** MEMBER ORGANIZATIONS

WORKING GROUPS	EVENTS	STUDENT ENGAGEMENT
• From Pilots to Scale • Measuring Impact • Inclusive Recycling • Participatory Design & Innovation	• 2-Day Workshop at MIT • MIT Scaling Development Ventures Conference • Co-Design Summit in Zambia	• Sponsored MIT IDEAS Innovation Challenge • 4 MIT Class Projects (Energy, Waste, Supply Chains) • 1 Summer Internship

VALUE CREATED

91% of members say PIA created moderate to very great value personally.

75% of members say PIA created moderate to very great value for their organization.

GOALS ACHIEVED

91% of members say PIA achieved the goal of SHARED LEARNING to a moderate to very great extent.

79% of members say PIA achieved the goal of COLLABORATIVE ACTION to a moderate to very great extent.

WORKING TOOLS GENERATED

In early 2016, MIT PIA published several working tools developed as outputs of 2015 Working Groups:

- *BoP Distribution Compass*
- *Best Practices Guide for Door-to-Door Distribution in the BoP*
- *Fostering Effective Co-Design in the BoP*
- *Good Practices for developing mobile health platforms*
- *Research Report on food loss and waste in Zambia*

2016 Members

Snow International · DANONE · OCP PHOSBOUCRAA FOUNDATION · MercyCorps · World Vision · Melton Foundation — Deep collaborations. Powerful actions. · greenlight planet · Eat Well, Live Well. AJINOMOTO · SIEMENS | Stiftung · Johnson & Johnson · USAID · SC Johnson A Family Company · Living Goods · Medtronic · PHILIPS

PIA WORKING GROUPS 2016

PIA members formed *four working groups* around themes of common interest. Throughout the year, 54 participating PIA members contributed their knowledge and experi-ences through case studies that are being distilled by MIT D-Lab into practical working tools. 90% of PIA members said they were satisfied or very satisfied with the working groups this year.
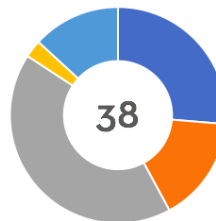
38 CASE STUDIES SHARED

38

- CORP
- NGO
- SOCIAL VENTURE
- GOV
- MIT

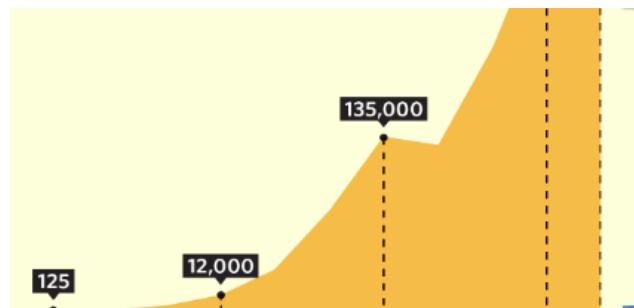## PARTICIPATORY DESIGN AND INNOVATION

Lead PIA member: Melton Foundation
- Explored hypotheses for how to effectively employ participatory design methods in different contexts.
- Developing a curriculum to help practitioners under-stand who to engage, when, and how in participatory design.

CASE STUDIES
Snow International | PHILIPS | iDE | USAID | SC Johnson A Family Company | JanaCare | D-Lab

FROM PILOTS TO SCALE
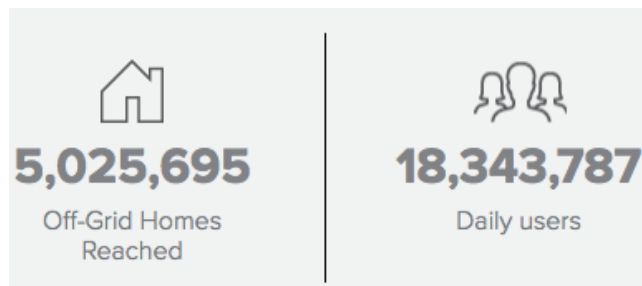

135,000
125 | 12,000

Lead PIA member: Danone
- Distilled best practices from 10 case studies of scaling organizations in energy, nutrition, water, agriculture, and health.
- Developing a tool for organizations to determine whether their pilot is ready for scale.

CASE STUDIES
DANONE | iDE | JAIN Jain Irrigation Systems Ltd. | World Vision | GOGLA Global Off-Grid Lighting Association | fenix intl | ONE ACRE FUND | AJINOMOTO Eat Well, Live Well. | greenlight planet | VisionSpring | Living Goods | Evidence Action

MEASURING IMPACT

5,025,695
Off-Grid Homes Reached

18,343,787
Daily users

- Shared cases, methods, metrics and challenges around measuring impact in the social sector.
- Developing an article to illustrate how to reconcile the various impact measurement needs of different stakeholders.

CASE STUDIES
PHILIPS | D-Lab | World Vision | Together Association for Development And Environment | MercyCorps | Snow International | rootcapital | MIT | greenlight planet

INCLUSIVE RECYCLING

Lead PIA member: Johnson & Johnson
- Examined cases from several different types of actors across the span of the waste value chain.
- Co-designing an app to improve waste picker lives and livelihoods.

CASE STUDIES
Johnson & Johnson | wecyclers | DANONE | Melton Foundation Deep collaborations. Powerful actions. | SWACH A higher level of self-reliance | D-Lab | TRICICLOS | TAKA TAKA SOLUTIONS

PIA ANNUAL MEETING, MIT

PIA members convened for the **second annual meeting at MIT** in March to network, set the direction for the working groups, explore collaborations, engage in exercises on hybrid partnerships, connect with the broader MIT ecosystem of students, faculty, and affiliates, and gain hands-on experience in the D-Lab workshop. See a **video recap** of the event.

MIT Scaling Development Ventures

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PIA members attended and presented at the *MIT SDV conference* where they connected with MIT students, developing world innovators, and social entrepreneurs.

SELECT 2016 SESSIONS

The Right Path to Last-Mile Distribution

The Marketing Roadmap in the BoP

Scaling Financial Inclusion

Scaling Knowledge, Teams & Networks

To Co-Design or Not to Co-Design

Knowing Your Market: From There - Lived There - Been There

SKILLS-BUILDING IN THE WORKSHOP

PIA members in the D-Lab workshop worked in teams to complete a design challenge, which involved building a spot welder. (l-r) Michael MacHarg, Mercy Corps; Chama Ben-abderrazik, OCP Phosboucraa Foundation; Satoshi Kitamura, Ajinomoto.

MIT SDV CONFERENCE SESSIONS

PIA friend Nicolas Chevrollier of BOP Inc. led a workshop with PIA members and other participants on *BoP Marketing* with live cases from D-Lab Scale-Ups Fellows Carl Jensen of Zasaka and Elliot Avila of Imara Tech.
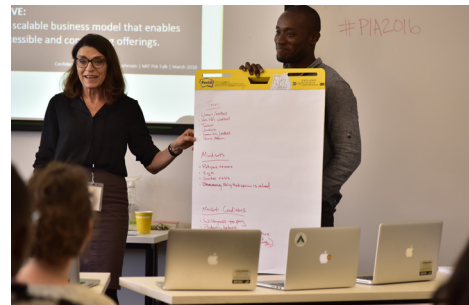
HYBRID PARTNERSHIPS WORKSHOPS

Dr. Simone Ahuja, founder of Blood Orange, led a workshop for PIA members on overcoming barriers to creating hybrid partnerships, which involved creating empathy, challenging assumptions, and mapping opportunities.

NETWORKING WITH SCALE-UPS FELLOWS

Connecting with fellow PIA members, *D-Lab Scale-Ups Fellows*, and thought leaders was a highlight. Pictured here, Carola Schwank, Head of the Empowering People Network at Siemens Stiftung, and D-Lab Scale-Ups Fellow Kwami Williams.

STUDENT INNOVATION CHALLENGE

MIT student winners in all categories, 2016.

As part of the 2016 *MIT IDEAS GLOBAL CHALLENGE*, PIA sponsored an **innovation challenge on *Mobile Phones and Behavior Change*,** which was rooted in a 2015 Working Group on the same topic. Seventeen student teams submitted ideas on the topic, and six were among the overall **contest winners.** Three PIA members served as judges for the challenge.

In 2017, PIA is sponsoring a challenge on *Inclusive Waste Management,* which is an extension of the 2016 Working Group on Inclusive Recycling.

MIT IDEAS GLOBAL CHALLENGE

PIA CO-DESIGN SUMMIT, ZAMBIA

Forty-six participants including PIA members, Zambian entrepreneurs, local innovators, and community representatives came together in Kafue and Naboye from 30 October to 5 November to practice co-design and explore collaborations. Read about the experience from participants' perspectives with blog posts from *David Hoffmann at Siemens Stiftung, Daniel Vera at the Melton Foundation,* and *Taylor Cruz at Pact*. Also, a *video recap here*!

CO-HOSTING & CAPACITY BUILDING

MIT D-Lab co-hosted the summit with PIA member World Vision and IDIN partner NTBC to enable continuity of the six summit projects in this WV community, and to build capacity of WV staff to adapt and replicate this approach.

CO-DESIGN TRAINING

The introduction to the co-design process included an exercise in which participants learned about local lighting challenges and collaboratively designed sketch models of solutions.

6 PROJECTS

💧 SAFE DRINKING WATER

🥕 CHILD NUTRITION

🚻 LATRINES

🎓 EDUCATION OUTCOMES

🥭 VALUE FROM MANGOS

🌽 PEST MANAGEMENT

COMMUNITY ENGAGEMENT

A highlight of the summit was meeting the Naboye community. Participants listened to community members to gain deeper insight into the problems the teams were tackling.

EXPLORING PARTNERSHIPS

Through learning more about each other's work, roles, and organizations, ten concrete opportunities for collaboration beyond the summit projects were identified.

Participants from the PIA Co-Design Summit were welcomed by D-Lab founding director Amy Smith into the USAID-funded International Development Innovation *Network (IDIN)*, a growing community of over 800 innovators from around the world.

SEEMA PATEL
Division Chief, Innovation Design & Advisory
USAID

"The co-design summit was a tremendous opportunity to roll up our sleeves and work in partnership with local innovators and designers, community members and like-minded NGOs and international companies to design solutions together. As the chief of innovation design, I am a believer in the power of designing solutions "with" communities rather than "for" communities.

The co-design summit helped build new skills, friendships, and reignited my personal purpose to work on innovative solutions to improve people's lives."

TRANSFORMATIVE

FIELD-BASED

EXPERIENCE