

# Innovative Finance for Development IF4D

October 25, 2017

DAY 2

***True innovation happens when you try to improve something by 10 times – rather than by 10%.***

***A 10X goal forces you to rethink an idea entirely. It pushes you beyond existing models and forces you to totally reimagine your approach.”***

Google

# Reflections from Day 1

## *DAY 1: IF4D Intentions, Tools, Stakeholders*

- Survey Findings
- Why Are We Here?
- Business Model Canvas: what resonated? “How” Questions?
- Panel w/Private Investors

## *DAY 2: Applying Tools, Multilateral Stakeholders*

- Peacebuilding Case Study
- UN Panel
- **Lunch Break**
- SDG Design Labs using Business Model Canvas, Presentations
- Wrap-Up!

# Key Questions

- Have members already tried Business Model Canvas in development or innovative finance efforts?
- What is the hardest obstacle you face – Internally? Externally? Is it related to change management/innovation?
- What were some things that stood out from the conversations yesterday about their innovation journeys?
- How is everyone feeling on IF4D or BMC for today – Cold/Warm/Hot?!

# Case Study: Alliance for Peacebuilding 9:30 – 10:30

Stone Conroy, Senior Manager Strategic Partnerships

@stone\_conroy

# Alliance for Peacebuilding

|                      |   |
|----------------------|---|
| Model                | Exploring the use of a social impact bond to reduce gang violence through funding a program with proven results and tying outcome payments to reductions to costs related to violence. The Alliance for Peacebuilding's role with this social impact bond is to provide technical assistance in the creation of the bond. |
| Sector Focus         | Gang violence reduction   |
| Instrument Structure | Results-based financing   |
| Investment Size      | \$3 million   |
| Investors            | TBD   |
| Return Target        | Target net return 8.5% per annum USD  |
| Example Investment   | A social impact bond that funds programming for Cure Violence, a gang-violence reduction organization in Chicago. Capital is provided by local foundations and businesses and outcome payments are derived from healthcare savings due to reductions in gang related shootings  |
| Challenge            | Lack of buy-in from local and state government  |



Alliance for  
Peacebuilding

# Alliance for Peacebuilding Case Study

## 1 hour

|         |   |
|---------|---|
| 5 mins  | Read case (individually)  |
| 30 mins | Ask Stone clarifying questions  |
| 5 mins  | Key challenge to group  |
| 30 mins | Group feedback  |
| 5 mins  | Wrap-up. What would you have done differently if you knew then what you know now? |

# Quick Break

10:30 – 10:45

Next: UN Panel



# SUSTAINABLE DEVELOPMENT GOALS



# SDG Compass

- Developed a 5 step plan to assist companies in maximizing their contribution to the SDGs
- Guides companies how they can align their strategies as well as measure and manage their contribution to the SDGs
- Contains an inventory of business indicators from relevant and widely-recognized sources, mapped against the 17 SDGs and their targets
- Contains an inventory that maps existing business tools against the SDGs
- [www.sdgcompass.org](http://www.sdgcompass.org)



# Panel How is the UN using for IF4D, Country Coordination, and how can NGOs participate?

10:45 – 12:00



**Samuel Choritz**

Policy Advisor,  
UNCDF



**Richard Bailey**

Policy Specialist at  
UN Development  
Operations  
Coordination Office  
(DOCO)



**Johannes Schreuder**

Policy Officer,  
Economic Issues  
Peacebuilding  
Support Office



**Romano Lasker**

Humanitarian Policy  
Officer  
Office for the  
Coordination of  
Humanitarian Affairs  
(UNOCHA)

# Networking Lunch

12 – 1PM

1-Hour

# SDG Design Labs using Business Model Canvas 1 – 2 PM

The challenge is to  
accomplish this with  
the same budget,  
staff and analytics!



# Design Lab: instructions

- Design/co-create IF4D approaches for Peacebuilding, Refugees, Humanitarian Assistance, Climate Change, Education, etc. (SDG/UNGA themes per survey), in cohorts with UN representatives and InterAction member attendees combined]
- Use design labs to tackle issues collectively, to solve for an SDG, even if approach/solution specific to own organization



# What does a Business Model Canvas\*\* look like?

**Problem:**

**Solution:**

**Unique Value Proposition:**

- Users
- Scalers

**Comparative advantage:**

**Products:**

- MVP
- MVP2

**“Customer” Segments:**

- Users
- Scalers

**Key Success Metrics:**

- SDG
- Min required

**Channels:**

- Users
- Scalers

**Build vs. Buy / Partnerships:**

**Revenues:**

**Costs:**

**Assumptions:**

**Risks: Red, Yellow, Green**

**Non-financial Resources:**



# Quick Break

2:00 – 2:15

# SDG Design Lab


## Group Presentations

Peer Feedback expected


2:15 – 3:15pm

**Next: Wrap-up**

# Peer Assessment (rank 1-5 per category) (5 = highest; 1 = lowest)

 **SCALE X DESIGN**

What does a Business Model Canvas\*\* look like?

 **unreasonable**  
institute

|              |   |   |                               |   |  |
|--------------|---|---|-------------------------------|---|--|
| Problem:     | Solution:   | Unique Value Proposition: <ul style="list-style-type: none"><li>• Users</li><li>• Scalars</li></ul> | Comparative advantage:        | Products: <ul style="list-style-type: none"><li>• MVP</li><li>• MVP2</li></ul>      | “Customer” Segments: <ul style="list-style-type: none"><li>• Users</li><li>• Scalars</li></ul> |
|              | Key Success Metrics: <ul style="list-style-type: none"><li>• SDG</li><li>• Min required</li></ul> |   |                               | Channels: <ul style="list-style-type: none"><li>• Users</li><li>• Scalars</li></ul> |  |
| Revenues:    |   |   | Build vs. Buy / Partnerships: |   |  |
| Costs:       |   |   | Non-financial Resources:      |   |  |
| Assumptions: |   |   | Risks: Red, Yellow, Green     |   |  |

# Wrap-up, Feedback, Next Steps

3:15 – 4:00

# Wrap-up Questions

- What do we understand better now than we did before?
- What is still most unclear and needs more specific training:
  - For Newer participants
  - For Intermediate
  - For Experienced Practitioners
- What are top 3 obstacles you have inside your organization to advancing this work?
- What resources do we need for that?
- What is one new/immediate application you see for your work from this training?

# Feedback survey & exit

- 1-5 rating per session
- What did you wish you had more time on? Pick out of session names: Business Model Canvas; Panel 1 or 2; Networking...
- What do you understand better now than before?
- What did you think of lead trainer? 1-5 (5 being highest)
- What did you think of outside speakers? 1-5 per speaker
- Do you feel you have learned enough to go back tomorrow and apply something new right away?
- What resources do you feel you need to advance organizational move towards innovative finance?
  - Pick top 2 things

# Thank you!

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# Remember, it's about the USER

