

# ACCELERATING PROGRESS TOWARDS THE MILLENNIUM DEVELOPMENT GOALS THROUGH INCLUSIVE BUSINESS

NEW YORK 21.09.2010

**BUSINESSACTION  
FORAFRICA**



**HARVARD Kennedy School**  
Corporate Social  
Responsibility Initiative

**ICC**  
International Chamber of Commerce  
The world business organization



**World Business Council for  
Sustainable Development**

## Event Sponsors:

**Coca-Cola**

**DIAGEO**

**DFID** Department for  
International  
Development

**Sida**  
SWEDISH INTERNATIONAL  
DEVELOPMENT COOPERATION AGENCY

**USAID**  
FROM THE AMERICAN PEOPLE

## INSIGHT LAB #1 – Tools and Resources for Inclusive Business

21 September 2010, 4:30-5:30 p.m.

There are now a wide range of publicly-available tools and resources specifically developed to support the initiation, development and scaling of Inclusive Business models. These tools and resources facilitate a range of potential benefits that are critical to the success of Inclusive Business ventures:

- identifying appropriate business models and reducing risk by learning from the successes and challenges faced by others;
- reducing search, initiation, development and transaction costs;
- facilitating partnership initiation, development, management and evaluation;
- enhancing access to finance; and
- measuring and evaluating of commercial and developmental benefits.

### Session Structure:

This Insight Lab will commence with the presentation of an overall ‘map’ of the tools and resources available to Inclusive Business practitioners, followed by presentations by experts in the domain to share their organisational insights on tools and resources to support Inclusive Business. The session will conclude with an opportunity for participants to share their own experiences and identify areas where current resources may be lacking or inadequate.

### Speakers:

- Tomas Sales, General Manager, Growing Sustainable Business Initiative, UNDP
- Luiz Ros/Elizabeth Boggs Davidsen, Inter-American Development Bank
- Monica Opoku, Global Grants Program, KPMG
- Andrew Smith, Business Innovation Facility, PwC

### Organizer Contact Point:

Matthew Lynch

World Business Council for Sustainable Development (WBCSD)

Tel. +41 (0)22 839 31 94, [lynch@wbcsd.org](mailto:lynch@wbcsd.org)

# ACCELERATING PROGRESS TOWARDS THE MILLENNIUM DEVELOPMENT GOALS THROUGH INCLUSIVE BUSINESS

NEW YORK 21.09.2010

**BUSINESSACTION  
FORAFRICA**



**HARVARD Kennedy School**  
Corporate Social  
Responsibility Initiative

**ICC**  
International Chamber of Commerce  
The world business organization



**World Business Council for  
Sustainable Development**

## Event Sponsors:

**Coca-Cola**

**DIAGEO**

**DFID** Department for  
International  
Development

**Sida**  
SWEDISH INTERNATIONAL  
DEVELOPMENT COOPERATION AGENCY

**USAID**  
FROM THE AMERICAN PEOPLE

## INSIGHT LAB #2 – Collaboration: innovative strategies and platforms for effective partnerships

21 September 2010, 4:30-5:30 p.m.

Effective collaboration and partnerships are now recognized as a critical success factor in the development and implementation of inclusive business models. As the scope and complexity of multi-stakeholder partnerships grows, new models of collaboration are emerging that offer the potential to transform the scale and quality of existing partnering approaches, for example, through business to business and business to donor partnerships, and through systemic change coalitions

This session will explore the potential of emerging partnership models, identify some of the barriers to progress, and discuss how these challenges are being overcome.

### Session Structure

The Insight Lab will commence with some opening perspectives on how partnership models in support of inclusive business are evolving, led by Gib Bulloch, Director of Accenture Development Partners, and Amanda Bowman, Director Corporate Partner Relations, IBLF.

Leading business practitioners will then be invited to provide some examples of emerging collaboration models, describing some of the challenges and solutions they have experienced. Donor representatives will then be invited to offer their perspectives on how development organisations see their roles evolving going forward.

Following this context setting session, table participants will then be invited to participate in a short working session to address specific questions and develop recommendations for action. A final session will capture feedback from each table and summarise key recommendations for feedback to the final plenary session.

### Organizer Contact Point

Richard Gilbert, Deputy Director, Business Action for Africa  
E: [richard.gilbert@businessactionforafrica.org](mailto:richard.gilbert@businessactionforafrica.org), T: +44 (0) 7771 847755

Surinder Hundal, Director, Policy & Public Affairs, IBLF  
E: [surinder.hundal@iblf.org](mailto:surinder.hundal@iblf.org), T: +44(0)791 7224068

# ACCELERATING PROGRESS TOWARDS THE MILLENNIUM DEVELOPMENT GOALS THROUGH INCLUSIVE BUSINESS

NEW YORK 21.09.2010

**BUSINESSACTION  
FORAFRICA**



**HARVARD Kennedy School**  
Corporate Social  
Responsibility Initiative

**ICC**  
International Chamber of Commerce  
The world business organization



**World Business Council for  
Sustainable Development**

## Event Sponsors:



**DIAGEO**

**DFID** Department for  
International  
Development

**Sida**

SWEDISH INTERNATIONAL  
DEVELOPMENT COOPERATION AGENCY



## INSIGHT LAB #3 – Innovative business models providing access to key development enablers: energy, health, and water

21 September 2010, 4:30-5:30 p.m.

As the main source of technological and product innovation, business has a key role to play in helping bring access to key development enablers in both rural and urban areas. In the course of a panel discussion, company representatives will highlight a number of innovative business models that deliver affordable and sustainable products and services to some of the biggest development challenges: insufficient access to energy, health services, and water. In addition, speakers will highlight key success factors as well as barriers toward scaling up financially viable models within their respective sector.

### Speakers:

- **Denis Simonneau, Senior Vice President for International Relations at GDF SUEZ** – one of the leading energy providers in the world, active across the entire energy value chain, in electricity and natural gas, upstream to downstream.
- **Peter Todbjerg Hansen, Managing Director, Grundfos LIFELINK** – company focused on developing, selling and offering services for automatic water systems, primarily aimed at rural areas in developing countries.
- **Paulus Verschuren, Senior Director Global Health Partnerships, Unilever** – a major manufacturer of food, home care, and personal products.
- **Sameer Hajee, CEO, Nuru Energy** – a social enterprise focused on providing an affordable and clean off-grid lighting system for the world's poor.

### Moderator:

- **Michael Kubzansky, Global Account Manager, Monitor Group** – a global firm that serves clients through a range of professional services - strategic advisory, capability building and capital services - and integrates these services in a customized way for each client

### Organizer contact point:

Filippo Veglio

World Business Council for Sustainable Development (WBCSD)

veglio@wbcSD.org, Tel. +41 (0)22 839 31 08