

## The role of Government and policy in Inclusive Business

This month on the Practitioner Hub we are exploring how Government actions and policies can help or hinder the growth of inclusive business. How are governments working to help scale the impact of enterprises working at the BoP and what can they do better?

We bring you examples of where regulation has worked for businesses and where it hasn't; insights on working with the government from entrepreneurs at the Global Sankalp Summit 2015; updates on a G20 Framework on inclusive business policies and a lot more.



*Drinkwell Systems India providing clean water where there is no government service*

Entrepreneurs have many views of their engagement with Government. From the Global Sankalp Summit 2015 in Delhi, Lara Sinha [shares four of their top tips for business leaders on engaging with government](#). Hear views directly from three Sankalp award finalists in these video interviews:

- ❖ [Sampurn\(e\)arth](#) offers affordable decentralized waste management solutions in India;
- ❖ [Drinkwell Systems](#) uses a micro-entrepreneur model to provide clean water to low-income communities in India and South East Asia;
- ❖ [GEEL Medical Services](#) provides maternal child health services to the BoP in Sub-Saharan Africa.



*ANSPE partnership programmes overcoming extreme poverty in Colombia*

**We hear a range of views on the why and how of national government support for inclusive business:**

- Pooja Warier, CEO of UnLtd India, highlights how Indian policy makers can help improve the ecosystem [in this video](#).
- In the blog, [Inclusive Business: An innovative policy choice for stimulating job creation](#), Soji Apampa, Co-Founder of the Convention on Business Integrity in Nigeria, argues that a government that is really interested in stimulating job creation should incentivize businesses to adopt inclusive business models through regulation, fiscal and procurement measures.
- In post-conflict Colombia, the government has recognised that inclusive business has the potential to play a strong role in solving its development challenges. Jenny Melo from Lideres Agentes de Cambio, [looks at some of the policy instruments that have been put in place](#)
- Hub Executive Editor Caroline Ashley discusses an [array of both positive and negative examples of government influence on inclusive business](#), emphasising the significance of the less obvious influences.
- BoPInc's Myrtille Danse and Imgard Jensen [call on government to move inclusive business beyond the 'league of small potatoes'](#) by sharing information and directly helping business to scale.
- Anja Koenig reminds us that it's not just about the business side, highlighting how [governments can influence the supply of impact capital for inclusive business](#).



*Waste Ventures current rapid expansion is partly thanks to new contracts from several municipalities*

## KEY RESOURCES

Each month we will be highlighting key resources available on the Hub related to our theme. This month read a [roundup of key resources available online on the role of government and policy](#) in the inclusive business sector.



**BASE Forum was created by the IDB to promote inclusive business in Latin America.** The III edition is being held in Mexico City from June 29 to July 1. [This interview with Luiz Ros](#), Manager of Opportunities of the Majority, is a great first look at what to expect at the Forum.

## Market systems are often priorities for government focus.

- Mike Albu from BEAM Exchange [introduces a donor approach](#) that seeks to have impact on a whole market system, and explains how the BEAM Exchange platform support practitioners. Tom Harrison [shares some scenarios in which market system change will go hand in hand with an inclusive innovation by individual companies](#). He suggests that any discussion of the role of government and policy in inclusive business will benefit from understanding the situations in which these two approaches need to be combined.
- [Karen Smith reviews some recent analysis of constraints](#) within a market system are preventing some inclusive business initiatives from going to scale. She argues that better quality state-business relations are needed, and that support from donors and other facilitators of market system change can be helpful.

## Multilateral organisations are encouraging supportive action by Governments.

- UNDP's Marcos Neto argues that [private finance will be critical to deliver the SDGs](#) so governments need to incentivize investment in business that has social outcomes and also the share the risk with such investors where necessary.
- Meanwhile the G20 is developing a policy framework on Inclusive Business and [Christina Gradl gives us an update](#) from last month's workshop.

**EDITOR'S CHOICE:** This month Guest Editor Tom Harrison [highlights 'The Urban Water Supply Guide: Service delivery options for low-income communities'](#). The report encourages government water providers to adopt new models for reaching low-income customers and features useful case studies. Tom signposts it as a clear, well laid out report that is well researched and articulated.

## OTHER NEWS ON THE HUB

- Going to scale can generate its own organisational momentum and gravitational pull on our priorities. [How can you prevent mission drift when scaling your social business?](#) Anton Simanowitz responds to our [April mini-series on scale](#).
- Mobile Solar Kiosk have bought [electricity and internet to the BOP](#). In this interview they tell their story so far and their plans for the future.
- The [Inclusive Business Accelerator](#) was launched in January of this year and already facilitates a platform with more than 750 members from around the world, 50+ companies and 35 mentors. How could joining benefit your business?
- One week to go for [The Inclusive Business Forum in Stockholm. Register today](#).
- The UNDP, UNEP and IUCN are [celebrating ten years of the SEED Awards](#) promoting entrepreneurship for sustainable development. Read about some of their success stories, including 2005 winner Blue Ventures Madagascar.
- Join the newly launched [Affordable Housing Hub](#) to connect with developers, architects, NGOs, governments and leaders in the field.



*Mobile Solar Kiosk- bring electricity and internet to the BOP in Africa*



*Blue Ventures Madagascar won a SEED award in 2005*

***Our monthly series' only go to those who have signed up as members on the Hub. Pass this on to others and encourage them to [sign up here for free!](#)***

The Practitioner Hub is sponsored by [Ashley Insight](#), with additional support from the [Inclusive Business Action Network of GIZ](#). We welcome feedback on our publications – please contact us at [enquiries@inclusivebusinesshub.org](mailto:enquiries@inclusivebusinesshub.org)