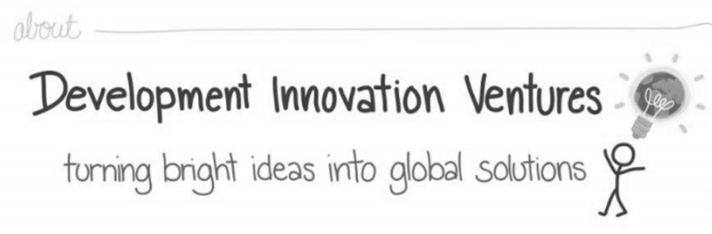


Agenda

- I2D Lab Exposition & Seed Grant Program Updates
- Discussion of DIV
- Roundtable updates



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Technology-Based Development Today

- The U.S. Global Development Policy Directive
 - Emphasis on Science, Technology and Innovation in Development—"In FY 2012, in support of the President's Global Development Policy, the State Department and the U.S. Agency for International Development (USAID) will enhance the use of science, technology, and innovation to achieve global development goals."
 - <http://www.whitehouse.gov/the-press-office/2010/09/22/fact-sheet-us-global-development-policy>
 - **"Enhance Science, Technology, Innovation, Evaluation and Learning, and Partnership:** \$190.5 million in funding for the Global Development Lab... Funding for the Lab will enable USAID to source, develop, and scale breakthrough solutions..."
 - <http://www.usaid.gov/results-and-data/budget-spending>

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DIV BY THE NUMBERS

- 6,000 applications have been submitted to DIV since October 2010.
- 66% of DIV's applicants are new to USAID (since July 2011).
- DIV has invested in more than 100 solutions in 17 sectors and 35 countries around the world.
- Private sector (35%), NGOs (52%), and academic institutions (13%).
- 60% of DIV's awards are at Stage 1: Proof of Concept (average investment of \$119,000)
- 39% of DIV's awards are at Stage 2: Testing at Scale (average investment of \$700,000)
- 1% of DIV's awards are at Stage 3: Widespread Implementation (average investment of \$5.5 million)
- The average DIV grantee brings \$0.78 in cost-share for every \$1 of funding from USAID.
- 48% of DIV's grantees are conducting randomized control trials.
- Source: www.usaid.gov/div/about Numbers updated August 2014

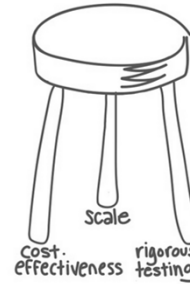
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DIV Core Principles

- Evidence
 - To find, test and transition to scale the most effective innovations, and encourages the use of rigorous testing methods (e.g. market test, measuring causal impacts) as appropriate given the stage of the proposal and the scale path.
- Cost Effectiveness
 - innovations that deliver more development impacts per dollar than other ways of achieving the same development goals
- Pathways to Scale (ultimate goal)
 - To support solutions to scale sustainably to reach millions of people in the developing world within a decade.



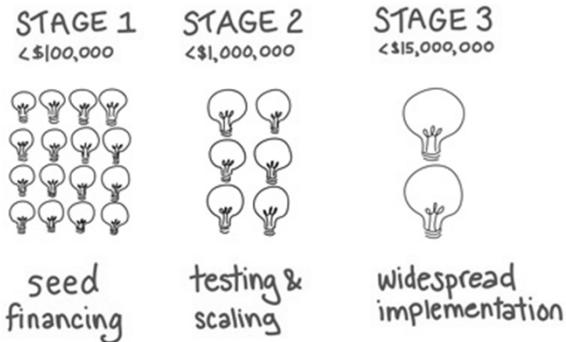
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Three Stages of Financing

INNOVATIONS PIPELINE



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<http://www.usaid.gov/sites/default/files/nodeimage/pipeline.jpg>
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Stage 1 Highlights

- Stage 1: Proof of Concept/Initial Testing
 - Awards of \$25,000 to \$150,000 (up to 2 years)
 - Supports the introduction of a solution to target customers/beneficiaries in a developing country context to gain an early, real-world assessment of the solution.
 - Applicants must make the case that their solution has the potential to reach millions of customers/beneficiaries.
 - The plan must also demonstrate awareness of important risks, obstacles, and implementing opportunities, including external market factors.
 - DIV expects that applicants use their Stage 1 grant to test the aspects most important to learn about the potential for the innovation to work in the field or to help improve the innovation, make it more cost effective, or increase adoption.

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Stage 2 Highlights

- **Stage 2: Testing and Positioning for Scale**
 - Awards of \$150,000 to \$1,500,000 (up to 3 years)
 - Support testing for social impact, improved outcomes and/or market viability, as well as operational refinement to build paths to sustainability and scale.
 - Stage 2 applicants should have already met all the requirements of a Stage 1 project.
- Applicants that propose public scaling for an innovation must provide rigorous measurement of the causal impact and cost effectiveness of the innovation.
- Applicants must propose a plan to test whether the innovation is commercially viable at scale.
- All Stage 2 applicants must plan to report regularly post-award to DIV the full costs of implementing the innovation, an estimate of the costs at scale, and a comparison of these costs with those of current practices.
- Applicants must discuss the financial inputs required to scale the solution over time, and their plans for obtaining such resources.

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Stage 3 Highlights

- **Stage 3: Transitioning Proven Solutions to Scale (up to 5 years)**
 - **Category A: Awards of \$1.5M to \$6M**
 - **Category B: Awards of \$6M - \$15M**

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APS Summary

- Evaluation Criteria are in the APS
- Program Officers welcome calls
- After the LOI it becomes an interactive process

- There are also special funding opportunities in the APS
 - Haiti, WASH BMGF, etc.

LOI Summary

- Eight page limit, 11pt Calibri font
- Full template WORD document online
- Email submission
- Detailed budget not required for the LOI

University Examples

- AutoSyP: Low Cost Mechanical Syringe Pump to Regulate IV-Fluid Delivery in Low-Resource Settings
 - \$99,831 | Stage 1: Proof of Concept | Global Health
William Marsh Rice University & Queen Elizabeth Central Hospital, Malawi
- Simu Shape Up: "Edutainment" to Shape Up Cellphone use Among African Rural Farmers
 - \$99,787 | Stage 1: Proof of Concept | Agriculture & Food Security
Michigan State University | Kenya
- Protecting farmers' incomes through advances in grain storage
 - \$88,400 | Stage 1: Proof of Concept | Agriculture & Food Security | Purdue University | Afghanistan
- Fingerprinting to Reduce Risky Borrowing: A Randomized Evaluation in Malawi
 - \$999,944 | Stage 2: Testing at Scale | Malawi | University of Michigan and the University of Maryland
- Incentivizing Sanitation with Biogas in Haiti
 - \$99,987 | Stage 1: Proof of Concept | Water, Sanitation, & Hygiene | University of Maryland

<http://www.usaid.gov/div/portfolio>

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Conference Call Summary

2015-Feb-19

- Development Innovation Ventures (DIV) is an open competition supporting breakthrough solutions to the world's most intractable development challenges—interventions that could change millions of lives at a fraction of the usual cost.
- 750 applications submitted to DIV in current solicitation (only 67 identified as water and sanitation)
- Universities are a small percentage awarded, primarily because few are submitted. The success rate for university LOI submittals was higher than average. Most university projects are stage one or two.
- Open to ideas all the time – just submit a letter of interest (LOI) and a representative from USAID will walk the applicant through the process and help him/her develop their application
- Think of the LOI as a way to 'get in the door and start a discussion'; encouraged to get started by following the template and submitting LOIs
- Read through the Annual Program Statement (APS) on the website as a guide
- You are welcome to submit supplementary material with the LOI – links to videos and media spotlights, citations to published literature
- A common pitfall with applications: The actors (non-profit, etc.) encouraging initial adoption or selling the product in the first phase are not the same actors who are expected to ultimately be selling/promoting the product at scale. DIV wants to see the original actor scaling up with the technology to avoid transition mid-project.
- USAID DIV wants to see more public sector projects – particularly in water and sanitation.
- Funded proposals may also be connected with USAID missions in-country. Missions may also provide project management support or additional financial support.

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Discussion

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