

## AGENDA

### **Tuesday, 16 April 2013 - G20 Inclusive Business Workshop** **Scaling Impact through Innovation**

*Moderator*            **Minu Hemmati, adelphi**

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**9.00 - 9.30**            **Registration and coffee**

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**9.30 - 9.45**            **Welcoming and introduction to the workshop**

*/ Location: Powai Ballroom*

**Anil Sinha**, Regional Head, South Asia Advisory Services, International Finance Corporation (IFC)

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**Plenary sessions “Envision”**

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**9.45 - 10.15**            **Setting the scene: Inclusive business models and Innovation**

**Keynote speaker: Amitava Chattopadhyay**, INSEAD Chaired Professor of Marketing and Innovation

*The keynote will challenge perspectives on inclusive businesses innovations and inspire creativity and new thinking.*

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**10.15 - 11.00**            **Insights into inclusive business innovations**

**Speakers:**

- **K. Hari Prasad**, Regional CEO, Apollo Hospitals
- **Mahesh Josyabhatla**, CEO Southern Africa, Bakhresa Group
- **Dilip N. Kulkarni**, President, Agri-Food Division, Jain Irrigation Systems
- **Kumar Priya Ranjan**, Director, Waterlife India

*Four winning companies of the G20 Challenge will share their innovation highlights.*

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**11.00 - 11.20**            **Coffee Break**

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11.20 - 12.45

**Working Groups “Explore” (running in parallel)**

*The morning working groups will explore successful approaches, technologies and financing mechanisms enabling inclusive business innovations.*

**Working Group 1 - New technologies and business model innovation**

*/ Location: Powai Ballroom*

Speaker: **Shashank Rastogi**, Director - Operations, Centre for Innovation Incubation and Entrepreneurship (CIIE), IIM Ahmedabad

Facilitator: **Minu Hemmati**, adelphi

*What are examples of innovative mechanisms to successfully reach BoP markets and involve them in the supply chain? What are current technologies used to extend and improve the efficiency of inclusive business value chains and how can they be upscaled? What are success factors for the commercialization of innovative products and services in BoP markets?*

**Working Group 2 - Financing inclusive business innovations**

*/ Location: Jasmine Room*

Speaker: **Sanjoy Sanyal**, Director, New Ventures India

Facilitator: **Rainer Agster**, adelphi

*Which financial products and funding mechanisms are available to inclusive businesses for the different stages of the innovation process? What are existing instruments and initiatives that can help inclusive businesses in financing BoP market developments? How can financial institutions, donors and development agencies support inclusive business in their technology and value chain innovations and commercialization efforts?*

12.45 - 14.00

Networking Lunch

14.00 - 15.30

**Working Groups “Execute” (running in parallel)**

*The afternoon working groups will identify key success factors, promising strategies and best practices for managing inclusive business innovations.*

**Working Group 3 - Managing innovation: from continuous improvement to radical innovation**

*/ Location: Powai Ballroom*

Speaker: **Amitava Chattopadhyay**, INSEAD Chaired Professor of Marketing and Innovation

Facilitator: **Minu Hemmati**, adelphi

*What are key structures and behaviors that allow inclusive businesses to manage continuous improvement - doing something better - and radical innovation - doing something different? Which tools and techniques are supportive to inclusive business models to build and sustain innovation management practices?*

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**Working Group 4 - Open innovation: new management paradigm?**

*/ Location: Jasmine Room*

Speaker: **Sabine Brunswicker**, Head of research practice "Open Innovation", Fraunhofer Institute for Industrial Engineering

Facilitator: **Rainer Agster**, adelphi

*In which way are inclusive businesses using open innovation to add value to their business performance? What are successful examples of open innovation strategies that allow 'outsiders' to become co-creators? What are promising strategies to develop and sustain creative collaborations for open innovation?*

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15.30 - 16.00 Coffee Break

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16.00 - 16.30 **Conclusions from the working groups**

*/ Location: Powai Ballroom*

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16.30 - 16.45 **Outlook**

**Susanne Dorasil**, Head of Division, Economic Policy; Financial Sector, German Federal Ministry for Economic Cooperation and Development (BMZ)

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16.45 - 18.15 **Open session "Engage"**

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**Open collaboration space: new business ideas for the BoP**

*/ Location: Jasmine Room*

*The open collaboration space gives participants the opportunity to share new business ideas and partnership opportunities.*

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18.15 - 21.30 **Networking cocktail reception**

In cooperation with Sankalp Forum and UNDP - Business Call to Action

*/ Location: Powai Garden*

- **Aparajita Agrawal**, Co-Founder, Intellectap and Director, Sankalp Forum
- **Mohammed Alzaben**, Deputy manager of international organisations, Minister of Finance of Saudi Arabia
- **Sahba Sobhani**, Acting Programme Manager, Business Call to Action, UNDP

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## **Wednesday & Thursday, 17-18 April 2013 - Sankalp Unconvention Summit**

The Sankalp Unconvention Summit will host **special G20 Challenge sessions**. Beside an **exhibition** of the winners' business models, the **G20 Challenge panel discussion** will engage a dialogue between businesses and policy makers about the required innovation ecosystem for inclusive business models.

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*April 17*

### **Panel Discussion**

*12.00 - 13.15*

#### **Building an innovation ecosystem for inclusive business models: a case for private-public actions?**

*/ Location: Powai Ballroom*

#### **Speakers:**

- **Susanne Dorasil**, Head of Division, Economic Policy; Financial Sector, German Federal Ministry for Economic Cooperation and Development (BMZ)
- **Mahesh Josyabhatla**, CEO Southern Africa, Bakhresa Group
- **Dilip N. Kulkarni**, President, Agri-Food Division, Jain Irrigation Systems
- **Rakesh Rewari**, Expert in the Office of Adviser to Prime Minister on Public Information Infrastructure and Innovations, Government of India
- **Sahba Sobhani**, Acting Programme Manager, Business Call to Action, UNDP

**Moderator: Minu Hemmati**, Senior Associate, adelphi

*Conducive framework conditions are a key success factor for the promotion of inclusive business innovations. Panelists will discuss the importance of creating an innovation ecosystem and the conditions required to strengthen innovation capacities in key sectors of inclusive businesses.*

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