SCHEDULE

3:30 PM  Registration  New Venture Hall, Ground Floor

4:00 PM  Welcome Remarks

4:15 PM  Entrepreneur Pitches

6:00 PM  Reception Starts  Upper Level

7:30 PM  Event Concludes

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Based at Santa Clara University, the Global Social Benefit Institute (GSBI®) accelerates social impact enterprises that have developed innovative solutions to the problems of poverty. As the most rigorous and practical social impact accelerator in the world, GSBI supports social entrepreneurs in sustaining and scaling their businesses. We help leaders manage risk and accelerate growth so they can multiply their positive impact on the world.

All GSBI programs are offered at no cost to the accepted social entrepreneurs. Miller Center relies on the generosity of private individuals, corporate partners, and grants to ensure that GSBI continues to support social entrepreneurs all around the world.
All Across Africa is a pioneering, for-profit company based in the US with offices in 4 African countries including Rwanda, Uganda, Ghana, and Kenya. AAA was created to transform the lives of the world’s poor by developing and implementing a business model that creates sustainable jobs for the economically marginalized rural communities in Africa while connecting Western consumers to authentic and beautiful handmade products.

The business model has two key parts. The first: AAA’s designers create unique products to position and sell in mass markets creating high volume demand. These high-quality handmade products are designed for global home décor, kitchenware, and dining ware markets. The second: the products are uniquely produced by rural women and men who were previously unemployed subsistence farmers in Africa. This job creation engine generates much-needed employment, teaches leadership and produces hundreds of micro-businesses across rural, hard to reach regions in Sub-Saharan Africa giving AAA’s customers (large scale retailers) a unique fair-trade story to share with their consumer.

To meet their growing demand, AAA has to date organized and trained over 3600 artisans into micro-businesses that produce tens of thousands of quality handmade products. The company’s highly-skilled artisans and innovative, efficient training programs enable its global customers to tap new materials, producers, and create custom products and designs. Over the past 5 years, AAA has delivered on orders with more than ten thousand custom pieces in as fast as a single quarter with large customers like Costco, FTD, Anthropologie, West Elm, and Ethan Allen.
AMPLIO NETWORK
Empower the world’s most vulnerable communities through knowledge sharing

Cliff Schmidt
http://amplio-network.org
info@amplio-network.org
Countries impacted: Ghana, Kenya, Rwanda

Amplio’s technology enables global partners to share knowledge and amplify their reach in remote, underserved, off-grid communities. Our battery-operated Talking Book audio device is designed for people with low literacy skills. Users can play informational messages and lessons on-demand in their local dialect, and record their questions and feedback. A built-in speaker lets families and groups listen together and share the learning experience.

Content for Talking Book programs is determined by Amplio’s partners and produced in collaboration with behavior change communication experts, who create engaging, culturally relevant messages in the form of songs, dramas, and interviews. Depending partner and community needs, Talking Books can be deployed through a household rotation model, shared by community groups, or used as a tool by community health workers or agriculture extension agents. An app for mobile phones and laptops makes it easy to update content and collect data in the field.

Because our technology collects usage data and user feedback, our partners can monitor and evaluate their programs, gain a deeper understanding of the communities they serve, and continually update and improve content for greater impact. As a result, people gain new knowledge, beliefs, and practices to improve their lives.
PRESENTING SOCIAL ENTREPRENEURS

AREWA24
To educate and inspire marginalized Nigerian youth, women and communities empowering them with skills and tools to improve their lives

Ronni Goldfarb
www.arewa24.org
rgoldfarb33@gmail.com
Countries impacted: Nigeria with planned expansion across West Africa

AREWA24 is a vibrant 24/7 satellite TV and social media platform that educates, inspires and empowers millions of marginalized youth, women and communities across northern Nigeria.

With 20 years of proven results creating positive social change at scale, AREWA24’s founders launched this unique social enterprise to address compelling social needs matched by major market opportunities.

The North’s Hausa speaking communities (80 million beneficiary market) face daunting challenges. With failing education systems, glaring media/information gaps, ongoing violent extremism threats, high unemployment and systems that ignore their voices and aspirations, youth become alienated, and women face daily marginalization.

AREWA24 is Changing that Story—providing dynamic programming that educates youth, empowers women and reflects the beauty and promise of diverse northern cultures. Now northern Nigerians have an educational/ lifestyle channel to call their own—the first indigenous Hausa language TV/ interactive media platform by and for northern Nigerians. With 34 million viewers, assessments affirm positive impact.

It is rare to find social needs so well matched with major market opportunities. Funded through advertising and fee for service contracts, AREWA24 provides 60+ blue chip clients (e.g. Unilever, Coke, Airtel, MTN, Nestle, John Hopkins, MacArthur Foundation, Girl Rising, Bi-lateral agencies) with unparalleled access to its loyal viewership of 34 million (and growing) and a way to reach sought after, untapped markets through a trusted, culturally resonant brand.

Featuring inspiring role models, youth life skills, music, peacebuilding dramas, women’s entrepreneurship, and social media, millions learn, engage with peers and take positive actions to transform their lives.
GROUP TO PROMOTE EDUCATION AND SUSTAINABLE DEVELOPMENT (GRUPDESAC)

Educate, train and develop actions to contribute to the development of sustainable societies

👩‍❤️‍👨 Margarita Barney
📧 www.grupe.org.mx
✉️ margaritabarney@hotmail.com
📍 Countries impacted: Mexico, Honduras, Salvador, Haiti, Nicaragua, Colombia, Perú, Bolivia, Brazil

GRUPEDSAC is a non-profit organization dedicated to training individuals in the construction and use of self-made appropriate technologies as a means to satisfy basic water, food, shelter, and energy needs. This activity aims to serve communities living in rural extreme poverty. This activity stream is funded by grants and donations.

GRUPEDSAC also creates a sustainable earned revenue stream by offering training on social and environmental responsibility to schools, universities, enterprises, NGO´s and government officials.

GRUPEDSAC has two training centers one at Oaxaca and one in the state of Mexico. Both were constructed with appropriate technologies and are live-learning models dedicated to hands-on learning and eco-training as a means to solve poverty and environmental deterioration issues. There is a great deal of diversity in the groups GRUPEDSAC hosts at its learning centers. The organization serves an average of 300 rural families each year and over 2000 individuals coming from other sectors of society.
NAZAVA WATER FILTERS

To provide safe drinking water to the 4.4 billion people that do not have access to affordable treated water

Lieselotte Heederik

www.nazava.com

lisa@nazava.com

Countries impacted: Indonesia, Ethiopia, Maldives, Philippines, Pakistan, Nepal

We believe that everyone, everywhere should have access to safe, affordable drinking water.

Nazava Water Filters enable the 4 billion people worldwide that do not have access to potable drinking water to purify their well, tap or rain water at the point of use without the need to boil or use electricity.

For just US$ 25, Nazava’s table-top household water filters provide families with a free-flow of safe drinking water. The filtered water is free of e-coli bacteria and has an improved taste and odor; the purified water is 9x cheaper than buying bottled water and 3x cheaper than boiling on LPG; hence Nazava enables households to save over US$ 100/year on their water-bill.

Our filters are primarily sold to resellers and MFIs but are also suitable for emergency situations.

To date Nazava has reached over 650,000 people in Indonesia, Ethiopia, Maldives, Philippines, Pakistan, Nepal, etc.
Pollinate Energy is a global charity advancing connected social businesses in India and Nepal.

We provide families living in underserved communities, such as city slums and remote villages, access to quality household products such as solar lights, so they can save time, money, and live healthier and safer lives.

To reach these customers, we build local distribution networks focused on women who are empowered through business training to become change agents in their community. These women use their new knowledge and increased confidence to sell and service products to their peers.

Increasing the impact on our customers and local change agents is our fellowship program, which targets students and professionals from around the world and equips them with practical experiences to become the next generation of social and environmental leaders.

Since 2012 we have sold more than 111,000 products, impacting more than half a million people. Customers have saved more than US$16.5 million and displaced 1.43 million tonnes of CO2. Our customer service focus, including after sales support, is a key differentiator and business model advantage to help break the cycle of poverty in the communities we serve.

In 2018 we merged with Empower Generation, a social enterprise with an aligned purpose. The merger is already delivering results including a record breaking sales quarter and increased participation of women in our India business. Together we are realising our vision to create a world where all communities have equal access to products that improve their lives.
POTENTIAL ENERGY

Enabling the adoption of improved cookstoves to alleviate poverty and protect the environment

Jessica De Clerck

www.potentialenergy.org

info@potentialenergy.org

Countries impacted: Sudan, Ethiopia, India, Uganda, Kenya

Potential Energy is a social enterprise based out of Kampala, Uganda, that endeavors to protect the environment, and improve the lives of refugees, displaced people, and others in developing countries through the promotion of cleaner burning, more efficient cookstoves, namely the Berkeley Darfur Stove (BDS).

The BDS uses 66% less firewood and emits 77% less smoke than cooking on an open fire. Efficient cookstoves are extremely important environmentally, because collection of firewood is one of the biggest driving forces behind deforestation worldwide and black carbon emitted from these fires, which absorbs sun-light, is responsible for an estimated 18% of the earth’s rising temperature. Furthermore, smoke from open fire cooking kills over 4.3 million people each year. That is more than malaria, AIDS, and tuberculosis combined.

Women use efficient cookstoves to save time, money and to protect their health and that of their families. They choose the Berkeley Darfur Stove because it was designed for and by the user’s themselves, and is therefore more user friendly, versatile and well suited to the needs of the users. It is also more durable and affordable than others on the market due to our unique patented design that eliminates the need for delicate clay, expensive insulation and fans which are also costly, and can break.

PE currently works in Uganda, Kenya, and India and will soon launch in DRC and Nepal, through a diverse network of farmer’s groups, NGOs and retailers. Every year, PE conducts surveys of our stove users and has consistently found the stove lasts 5-7 years. Over this lifespan, the stove saves users 6,000 hours, US$ 2,500 and 10 tons of carbon.
PRESENTING SOCIAL ENTREPRENEURS

SAI

Jitendra Sinha

Countries impacted: India, South Africa, Uganda, Ghana

Executive Summary:
SAI integrates smallholder farmers into corporate value chains. This low cost, one-acre, agro-forestry technology uplifts smallholder farmers’ family to above poverty line. Besides, the model ensures sustained supply to market and improves the natural ecosystem.

SAI’s inclusive business approach brings to the farmer’s doorstep: access to finance, quality inputs, training in farming technologies, technical monitoring and market access. Since 2013, SAI has impacted 1260 small farmers’ family by converting 890 hectares cultivable wasteland into agro-forestry system.

The model is being replicated in South Africa, Ghana and Uganda through four social enterprises, where it’s not only empowering local entrepreneurs but also impacting the life of small farmers’ families.

Target Market:
SAI is a B2B and B2C model. As B2B, its target markets are tropical fruit markets at regional level, and departmental food chains. As B2C, the target clients are small farmers who need end to end support. The target clients are also medium and big farmers who do not have direct market access.

Value Proposition:
For tropical fruit markets and food chain stores who want assured supply at low cost, SAI with its local partner exclusively works with small landholders in your neighboring areas on sustainable agribusiness. Unlike agents/suppliers we provide an assured supply of quality produce by growing them with small and marginal farmers at no upfront cost to you. We eliminate exploitative practices of middlemen to increase farmers’ profit, thereby enhancing your public image for supporting these farmers and providing better prices to them.
Hearing loss is a debilitating problem around the world. This loss causes significant communication impediments for children, creating large educational challenges. Many adults who lose their hearing lose their job. Seniors with hearing loss may become isolated from family conversations, which can lead to depression. The World Health Organization (WHO) estimates that 650 million people have hearing loss, yet only 10 million aids are sold every year. Fewer than 2.5% of the global population needing a hearing aid can get one. Furthermore, there is a dearth of trained professionals to detect hearing loss, especially with babies and infants, which is a critical time of life for developing speech. Solar Ear has developed a low cost, holistic method to reduce hearing damage and reverse the burden of hearing loss at all ages.

Our Solution and Goal
In order to accomplish the organization’s mission and goal, a mobile holistic hearing health solution called mDREAT (Detection, Research, Education, Equipment, and Therapy) has been developed. Each individual aspect of the DREET program has been successfully implemented and tested at the Solar Ear operation in Brazil.

Solar Ear will be the first to implement a fusion of individually proven programs, protocols and key partnerships – together creating the solution to significantly reducing hearing loss. The WHO, UNICEF, and UNPD have each endorsed this unique program.

Our goal is to reduce the incidence of hearing loss for 80 million children and lower the burden of hearing loss for over 100 million adults within the next ten years. We will focus (but not limit) our scope to infants and children before the age of three so that they can learn to speak and enter public schools, allowing them the educational opportunities that would have otherwise been unavailable to them.
WE CARE SOLAR
To eliminate energy poverty in health centers to save lives in childbirth

Laura Stachel, Samantha Parsons

www.wecaresolar.org

info@wecaresolar.org

Countries impacted: Africa (Uganda, Liberia, Tanzania, Zimbabwe, Sierra Leone, Ethiopia, Nigeria, and others)

We Care Solar envisions a world where all mothers have access to prompt, appropriate obstetric care provided in well-equipped health centers. 300,000 women and more than one million newborns die every year from complications of childbirth. In developing world health centers lacking reliable electricity, midwives and doctors struggle to provide critical care in near-darkness. Health workers are unable to detect life-threatening conditions, and essential services and cesarean sections are postponed or cancelled. The consequences are tragic.

We Care Solar makes solar power simple and accessible to clinicians. Our innovative Solar Suitcase was designed to meet the needs of health workers in under-resourced health facilities around the world. Our programs reduce maternal and perinatal mortality by addressing the challenge of poor to non-existing energy. Bright medical lights combined with solar power for emergency communication devices and medical equipment give health workers “the power to save lives”.

Our work is collaborative; we partner with Ministries of Health, NGOs and UN agencies. By conducting in-depth training workshops, we build local capacity in Solar Suitcase installation, operations and maintenance with the goal of creating effective, sustainable programs.

Using this model, we have equipped more than 3,500 health centers with Solar Suitcases, trained 13,000 heath workers, and improved obstetric care for 1.8 million mothers and their newborns. We are now scaling at the country level through our international Light Every Birth Campaign, where we are ensuring that every public health center has electricity for safe childbirth.
ABOUT GSBI TECh

The GSBI Technology Entrepreneurship for Change (TECh) cohort is a first of its kind program that seeks to accelerate the growth of social enterprises leveraging technology to alleviate poverty and create social change. The cohort brings together 11 social entrepreneurs who are either Tech Award Laureates or GSBI Alumni and who have demonstrated an ability to create impact, sustainable, and at scale.

For Miller Center, this program represents a continued commitment to supporting our alumni social enterprises throughout their life cycles and ensuring that the best solutions have access to the resources they need to scale.

A SPECIAL THANK YOU

Miller Center would like to extend a special thank you to Jim and Becky Morgan, the Morgan Family Foundation, and Charmaine & Dan Warmenhoven for their extraordinary support of this program, and for enabling us to support our GSBI Alumni as they seek to alleviate poverty and protect the planet.

We would also like to thank the Tech Museum of Innovation for hosting us and for being a valuable partner in advancing our mission.
If you are interested in joining us on our journey of accompaniment and supporting our work, you can make a gift online at mysantaclara.scu.edu/givenow and select “Miller Center”. We do not charge the social entrepreneurs who participate in our accelerator programs, and we provide the Global Social Benefit Fellows fully funded research opportunities with social enterprises. Together we can build a more humane, just, and sustainable world.