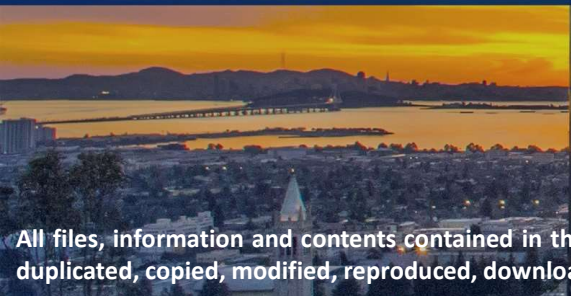




**GBI** GLOBAL  
BUSINESS  
INROADS  
CONSULTING EXCELLENCE DELIVERED

**GTI** GLOBAL™  
TECHNOLOGY  
INTERFACE

## Integrating Tech Scouting to Deployment Assessing Communities' Needs for New Technologies GLOBAL TISC CONFERENCE



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# About GBI

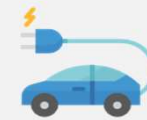
**Global Business Inroads (GBI)** is an international business, technology and innovation management consultancy with offices in India, Europe, UK, USA and SE Asia that is specialized in technology access and deployment.

**Access to a network of technology clusters and organizations** across the Americas, Europe and APAC

**12 years of proven success stories** - Supported over **200 institutions**, SMEs, corporates, government bodies, startups in various capacities

**Focused on very niche sectors with a social impact**

## Cleantech



## Biotech



## Digital



## Startups and Innovation



## Contact us

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[www.globalbusinessinroads.com](http://www.globalbusinessinroads.com)

Technology Collaboration portal: [www.globaltechinterface.com](http://www.globaltechinterface.com)

Harsha Lingam

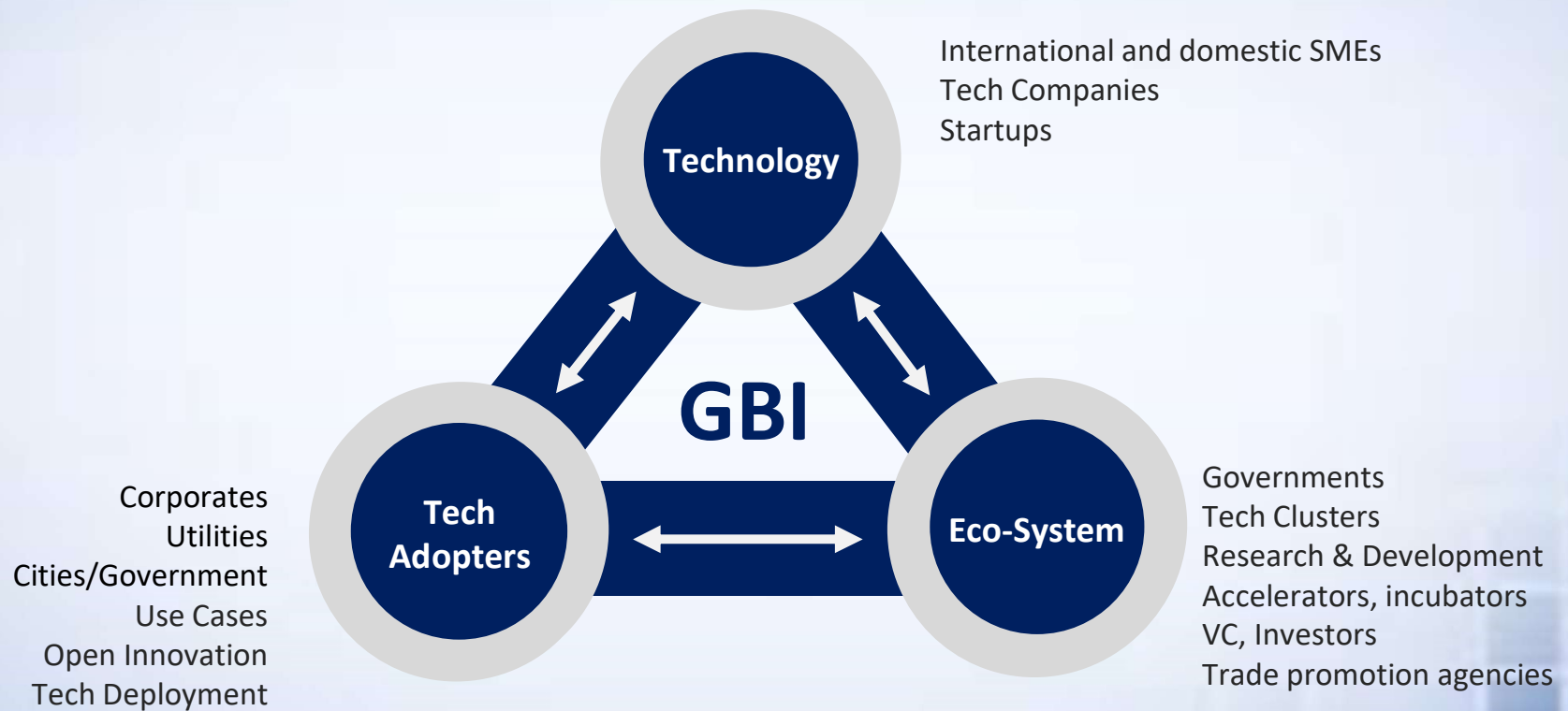
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# What GBI brings together



# Technology Management Interface (TMI)



## Global Technology Interface® (GTI®) – Display and Discover

### Technology Showcase

Display the technology; Discover the technology seekers

## Technology Management - Develop and Deploy

### Market Validation

Market research and Customer Identification- Understanding the needs of the market, competition and identifying customers

Identification of local use cases and project opportunities in the relevant sectors

Technology viability assessment and feasibility studies

Ecosystem development

### Market Discovery and Visit

Connect and facilitate meetings with potential partners and customers

### Commercialization/ Deployment

Local representation in India

Technology Indigenization (bill of materials, supply chain, pricing), IP Management

Business analytics & strategy; Business Model Development

Technology demonstration and deployment, Finance and Investment Advisory, Company Incorporation and Government Liaison

## Global Tech Experience Centers (GTEC)

Access to physical demonstration, piloting and use cases in India

# Needs Assessment and Technology Scouting



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GBI has the expertise to scout for innovation, intellectual property (IP), technologies and/or solutions for **governments, corporates and enterprises** that are looking to improve their existing businesses or productivity.

GBI can facilitate the identification and short listing of innovative startups, companies, IP to address specific need of corporates and MNCs that can bring complementary technology solutions to support their objectives strategic growth.

## Innovation Call

The **Global Technology Interface™ (GTI™)** can be leveraged by governments, corporates and enterprises for posting "**Innovation Calls**", with the goal of scouting for innovation, intellectual property (IP), technologies and/or solutions externally in order to improve their existing businesses or productivity.

GTI™ can facilitate the identification and short listing of innovative startups, companies, IP in the clean-tech, biotech and ICT sectors to address specific need of clients that can bring complementary technology solutions in their areas of interest and support their strategic growth.

[Read More](#)



Opportunity to deploy technologies for improved landscape restoration, agro-forestry practices and sustainable development to better the livelihoods of rural communities in India - The Central Highlan...

CHiRP is being facilitated by Commonland, The Nature Conservancy (TNC), Samerth Charitable Trust and Global Business Inroads (GBI), and is supported by the IKEA Foundation. Applicants will need to fi...

2021-06-21  
(Closed)

 [View Application](#)

## Case studies: Open Innovation / Tech Scouting



- Startup in FinTech, AI/ML, Cyber security, AR/VR, and B2B SaaS sectors for investment
- Technologies for improved landscape restoration, agro-forestry practices and sustainable development
- Decentralized wet-waste management
- Bio-medical waste management
- Energy storage solutions (ESS) for applications in distributed renewable energy generation
- IoT products and solutions for Telecom and Industry 4.0
- Agri-tech - precision farming, data analytics in agriculture, farm services and fintech





# Central Highland Restoration Project(CHiRP)







# Objectives of CHiRP

## 5-year Impact

By 2025, **3,000 hectares** of land is restored and protected, with sustainable income sources based on robust market linkages developed for **1,000 smallholder families** while creating biodiversity benefits in Kabirdham and Durg districts.



## 20-year Impact



Thriving ecosystems and holistic human well-being of local communities.

Best practices in landscape restoration scaled and replicated across India.

## Strategy and Impact Over 5 YEARS

Year 1 - Each year we launch a challenge (expecting 50-100 applications from innovators around the world) – shortlist at least 20 tech solutions by end of year 1 and deploy at least 10 by mid to end of Year 2

Year 2 - we launch 2<sup>nd</sup> Challenge and continue with deployment of Year 1

Year 3 - we launch 3<sup>rd</sup> challenge and continue with deployment of Year 1 and 2

Year 4 - we launch 4<sup>th</sup> challenge and continue with deployment of Year 1,2,3

Year 5 - we launch 5<sup>th</sup> Challenge and continue with deployment of Year 1,2,3,4

Therefore, by the end of 5 years we have at least

- a) 250-500 technologies repository
- b) Shortlist at least 100

Deploy at least 40 with viable business models. By the end of year 5 the aim should be that there is a self-sustaining ecosystem of companies interacting with markets which can continue to evolve on the GTI platform and directly with the communities and ecosystem

GTI will help with knowledge, education and capacity building on a continuous basis at a global level. This platform is also continuously developing and will eventually become an app which can be easily downloaded and accessed by urban and rural communities around the world.

# Project Plan - Year 1



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Task	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
<b>Year 1</b>												
Workshop: Stakeholder engagement and needs assessment												
Tech Scouting and Innovation Challenge 1.0												
Workshop/Meeting to present and discuss and select solutions												
Implementation and Deployment												

## CHiRP Project: Needs Assessment

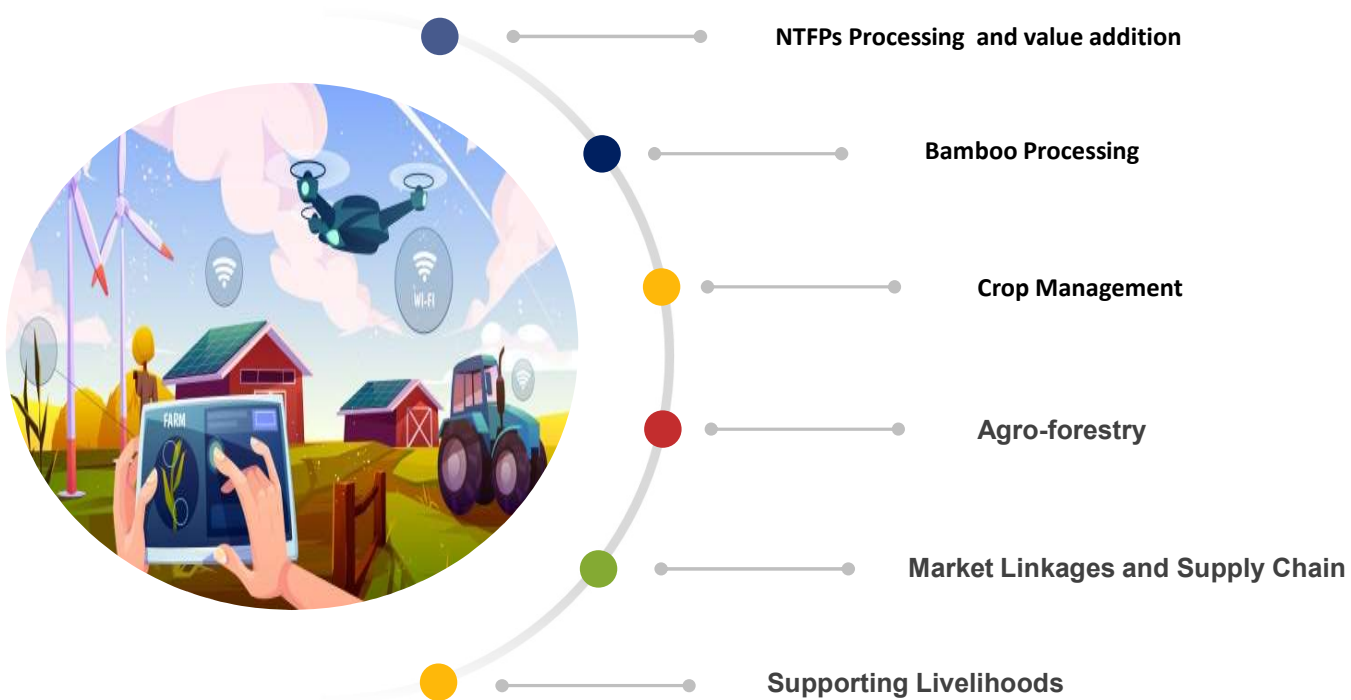


- Based on the **field work reports** from Commonland, TNC and local NGO Samerth, we could understand the **community needs** and the facilities that need to be addressed for the well being of the community.
- GBI also had facilitated **online meetings with the stakeholders** , especially with the field staffs in identifying the **potential issues** in the community.
- TNC also coordinated with the Samerth in **collecting various data** about the NTFPs grown in the region and current status of the existing interventions with the community.
- From the local implementing partner, Samerth, we had several discussions with the **field staffs and community mobilizers** to get know their opinion on the needs.
- **Needs Assessment and problem statements** have been collected from Samerth and TNC to get their perspective in the technology interventions required
- **A technology working group( GBI, Commonland and TNC)** had been created to interpret the problems faced by the community and to provide them interventions that can improve their livelihoods

# Needs Assessment



# Technology and New Businesses



**Co-created Needs**

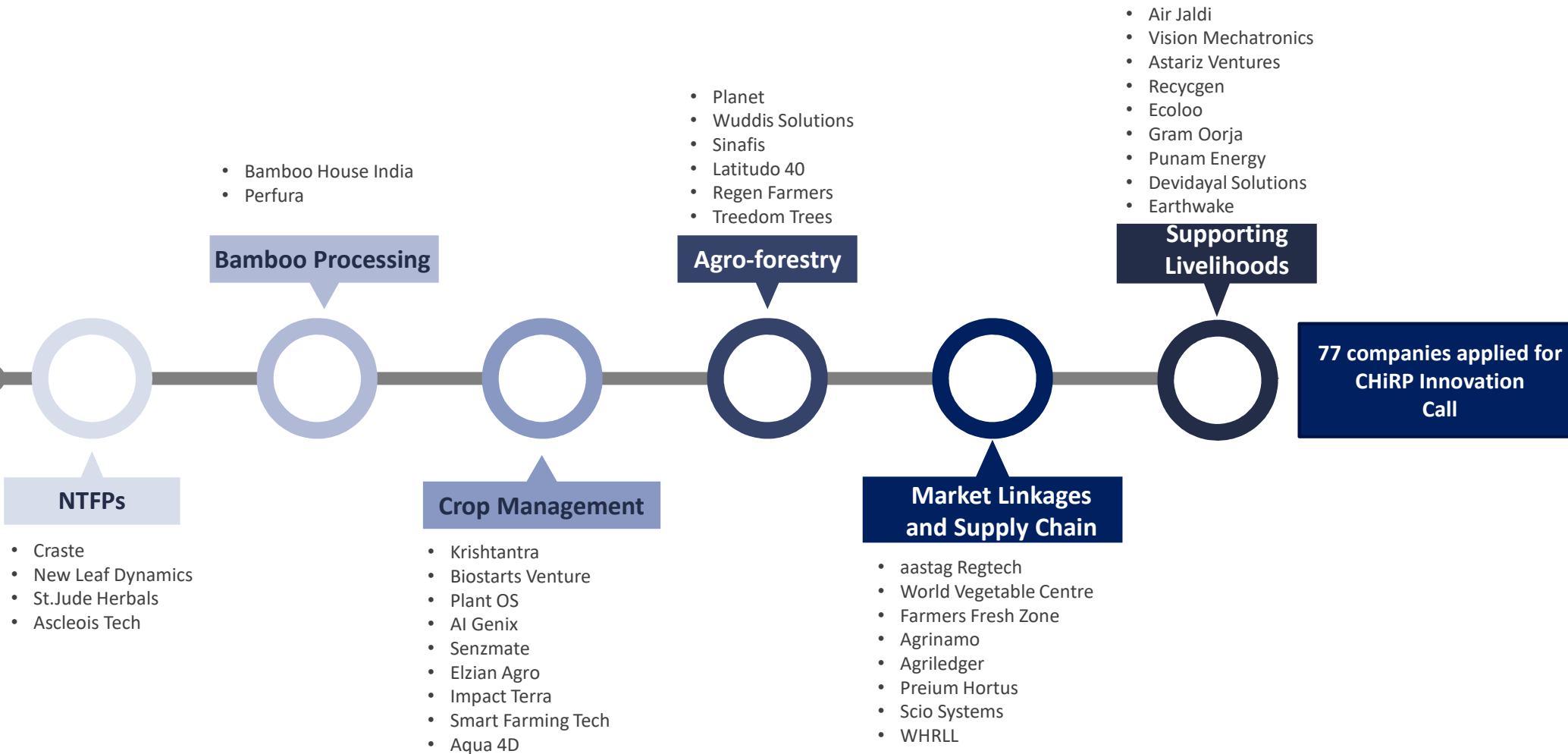
## CHiRP Project – Innovation Call



- The [Innovation Call](http://www.globaltechinterface.com) has been launched on the [www.globaltechinterface.com](http://www.globaltechinterface.com) to identify a competitive pool of global organizations that offer disruptive solutions focused on improving the yields and adding value to the Non-Timber Forest Products (NTFPs), local agriculture, food processing, and market linkages, and supply chain traceability of local produce.
- **The Total estimated trade value of NTFPs in Chhattisgarh is close to USD \$275 million.** Other key areas for technology interventions in this region include access to **distributed energy, environmental technologies** in remote areas (for clean cooking, water, sanitation, waste management), and **communication and telecom technologies** (cell tower signal boosters) to improve connectivity.
- Selected technology companies / applicants will be provided with support on the ground by a technology working group consisting of team members from Commonland, TNC, Samerth Charitable Trust and GBI to facilitate localization, development of sustainable business models with the local ecosystem.



# Innovation Call - Companies that applied for the CHiRP



# Technology deployment:



## Short term:

- Processing and Value addition of Non-Timber Forest Products (NTFPs) –
  - ✓ Shelling /decorticating, oil/pulp extraction, mechanical grinding, solar dryers
  - ✓ processing of medicinal plants, dyes,
  - ✓ manufacture of containers and ropes,
  - ✓ Sustainable packaging
- Bamboo processing - Bamboo cultivation processing tools and technologies
- Renewable energy based mini / microgrids – to support the NTFP processing units
- Clean cooking solutions

## Medium term:

- Market linkages and supply chain
  - Improving the shelf lives of agricultural produce and NTFPs
  - Alternatives uses and value addition to NTFPs – super foods, medicinal plants, processing of medicinal plants, dyes, sustainable packaging, etc
  - Warehousing- Renewable based cold storages
  - Linkages to national and international markets
- Data collection and analysis for long term monitoring of biodiversity (green cover, water tables, forests, soil health, etc)

## Long term:

- Digital solutions for improving agriculture / food and NTFP production – crop management, market linkages, supply chain, soil health, Forest management solutions / Tree monitoring, etc.
  - Smart farming
  - Agritech solutions – IoT, AI, etc.

## Deployment Strategy – Focus is on Local Entrepreneurship and Jobs

### Opportunities for Corporates, NGOs and Investors:

- Understanding deployment model.
- **Co-creating business models and exploring financing options**
- Involve Local Entrepreneurs - local business partners
- Integrating with support infrastructure (markets, business environment and supporting local institutions)
- Develop and implement viable business cases



Example: BlueMatch eco-Stove and biomass

## Benefits of the process



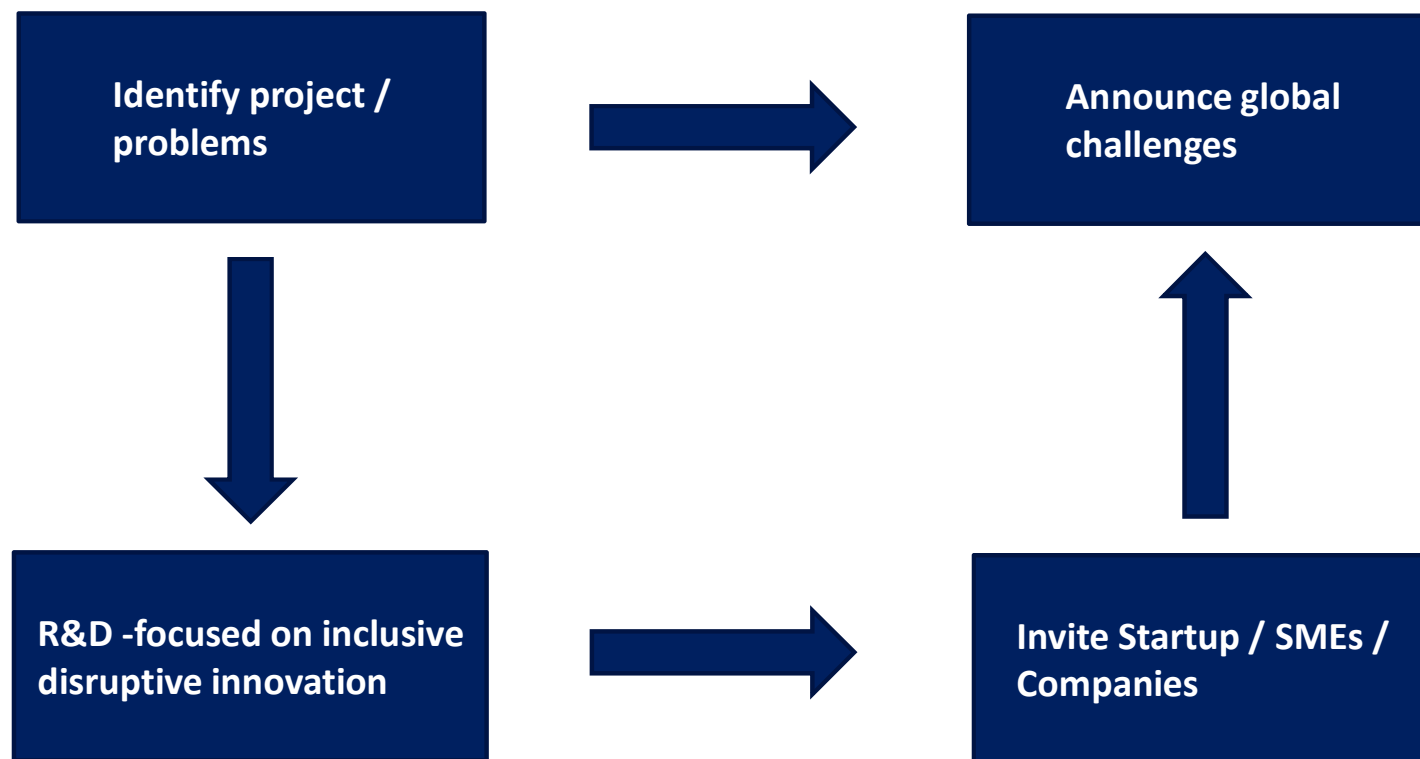
A time bound and structured process fulfilling the objectives of the Tech Scouter – this will reduce the ad hoc requests from technology companies that might approach directly

Identify innovations based on needs/problem statements – scouting is done globally across North America, Latin America, Europe, Africa, Asia.

Provide a defined rationale for the technology companies that apply and are keen to collaborate with Tech Scouter

GBI provides the first round of **due diligence** based on certain criteria provided by Tech Scouter, we also provide **technology benchmarking** services to **shortlist and recommend** the appropriate technologies identified.

# Scale, Results, Change, Impact – Vision for the future



## How can this be expanded to other countries?

identifying problems and scouting for solution and finally hand holding for deployment



### Steps for an Organization

Identification of the Project – Why the technology intervention is required in a project

Stakeholder Identification and Engagement - Mapping stakeholders & partner organizations & corporates and existing initiatives and programs

Creating of Technology Working Group – Pool of experts to identify and select the appropriate technologies, Develop a repository of technologies and rural projects

Problems statement and High Level Needs Assessment

Market Research Analysis – Viability Assessment and share findings with stakeholders

Technology Scouting – Identification of the technology and doing primary and, secondary research

Launch a widely publicized global INNOVATION CALL to invite companies to provide solutions. The call can be for few specific technologies or can be broad and generic.

With the help Technology Working Group - Select solutions and identify deployment options, including local rural entrepreneurs, localization, financing

Develop Business Case and Deploy

# Scale, Results, Change, Impact – Vision for the future



## How?

- Tech **Scouting** – focus on 100 key problems/project opportunities in specific region (Offline+Online)
  - GBI can empower deployment ecosystem / local entrepreneurs to provide blueprints of their tech needs. The methodology is in place. Now time to scale.
  - Convert these into Innovation Challenges and post online. Announce challenges to attract tech companies to business opportunities
- Tech **Discovery** – potential to showcase 1000s of tech to solve problems (online on GTI)
- Tech **Deployment** - Curate, Select and Provide 10 technologies to each of the 100 key problems to Asia. Start with 20 problems per annum across a 5 year program for example.
- Scale Connecting tech to local entrepreneurs/market/ecosystem in target region via an online – offline, timeline and deliverable based program

## Contact us

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