Introducing SEAD: A USAID Development Lab for Scaling Innovations in Global Health

Matthew T.A. Nash, SEAD Center Director
CASE Mission: Promote the entrepreneurial pursuit of social impact through the thoughtful adaptation of business expertise
USAID Higher Education Solutions Network

- New initiative of Office of Science and Technology
- Overall goals - enable USAID to:
  - Improve its understanding of development problems and solutions through better data and analytics
  - Test, evaluate, and catalyze technologies for development
  - Design, create, and incubate revolutionary approaches in addressing development problems including the incubation of new low-cost technologies and innovations
  - Promote entrepreneurship to sustain and scale these tools and approaches; and harness the enthusiasm and interest of students for development
- Total investment: $130mm over five years (7 programs)
  - Duke: $10mm over five years (cooperative agreement)
Social Entrepreneurship Accelerator at Duke (SEAD)

- Ecosystem approach to scaling impact of promising innovations in healthcare delivery and prevention
  - Spark, select, and scale *new solutions and technologies* to address global health challenges
  - Engage in building an *ecosystem* of networking support and access to investment capital to help entrepreneurs scale their enterprises
  - Assess the effectiveness of SEAD, the development problems it engages, and the solutions it supports
  - Disseminate *practical and academic knowledge* and evidence about scaling health innovations globally, especially among actors on the ground in developing economies.
SEAD links an ecosystem of groups working at the intersection of global health and innovation
SEAD cultivates a pipeline of global health innovations

**Cross-Cutting Activities**

- **Build Global Health Innovation Pipeline**
  - Select Cohort & Comparisons
  - Support Business Model Innovation
- **Develop Resources & Capabilities**
  - Provide Corporate Mentors & Peer Network
- **Leverage Investing**
  - Mobilize Private Capital & Connect Innovators

**Engage Faculty and Students**

**Develop & Disseminate Knowledge, Policy Insights**

**Assess Social Impact**
SEAD Innovators

- ClickMedix: Low-cost eye care solutions
- Uno: Tele-triage model of consultation
- NorthStar Alliance: Shipping Container Clinics for Transport Workers
- Efficient Capacity Building for Local Health Clinics
- Low Cost, Patient Centered, Primary Care Franchise
- Solar Suitcase for enabling clinics
- Maternal clinics and mobile vans
- Micro-payments for maternal care
- Low cost general and community care
- Health Loans for the Traditionally Unbankable
- Micro-insurance plans and telehealth
- Low-cost hospital chain
- Tech-enabled TB solution for slums and rural areas
- Intelligent Medical Technology
- Evidence Based Blueprint for Primary Care
- Low-cost hospital chain
- Transport for rural workers in many African nations
- SMS based anti-counterfeit for drugs

1 Headquarters in the UK (London) and US (San Francisco)
2 Headquarters in the US (Boston)
SEAD creates value for multiple stakeholders

- **Innovators and Entrepreneurs**
  - Improve effective scaling of models and solutions with regard to intended impact, and increase the pace at which this impact is achieved

- **Funding Community**
  - Enable funders to access attractive “deals” that better fit with the realistic potential for ventures operating in these markets

- **USAID and International Development Community**
  - Improve efficacy of development professionals to empower entrepreneurs to take proven innovations to scale and achieve greater impact

- **Students and Faculty**
  - Engage in experimentation, innovation and learning designed to have impact in the developing world

- **Policy and Decision Makers**
  - Develop and disseminate actionable ideas, knowledge and expertise on how to create a viable ecosystem to harness new ideas and solutions
SEAD harnesses the passion and expertise of our faculty and students campus wide

- SEAD is *virtual hub* for faculty and students interested in global health, international development, innovation and entrepreneurship, and civic engagement

- SEAD aims to:
  - enrich the student experience
  - support global health innovations
  - advance a culture of academic inquiry
  - engage faculty in evaluation and policy research and dissemination
  - promote interdisciplinary collaboration
  - inspire a commitment to change-making in global health among a new generation of students
SEAD Student Programming

SEAD increases the engagement of students and faculty in meaningful opportunities for experimentation, innovation, learning, civic engagement, and knowledge development in the field of global health

<table>
<thead>
<tr>
<th>Theme</th>
<th>Sample of Programming</th>
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<tbody>
<tr>
<td><strong>INSPIRATION</strong></td>
<td>• Duke Symposium on Scaling Innovations in Global Health (SEAD Summit)</td>
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<td>• Speakers, events</td>
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<td>• Communications</td>
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<td><strong>ENGAGEMENT</strong></td>
<td>• IPIHD/SEAD Summer Interns &amp; other internships</td>
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<td>• Fuqua Client Consulting Practicum</td>
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<td>• Duke Global Health Fellows (Geneva)</td>
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<td>• DukeEngage: Engineering World Health Summer Institute</td>
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<td>• CASE i3 projects with SEs, investors</td>
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<td>• Other courses, practica, independent studies</td>
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<td><strong>INNOVATION</strong></td>
<td>• DHT-Lab: Need-finding field trips &amp; Proof of Concept projects</td>
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<td>• Prizes (Fellowships) in ChangeWorks, Duke Start-up Challenge</td>
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<td>• Coaching of student innovators</td>
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<td><strong>RESEARCH</strong></td>
<td>• Research assistantships on SEAD</td>
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<td>• Support for student-generated research</td>
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<td>• Support for other relevant research and evaluation</td>
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<td><strong>Community Building</strong></td>
<td>• SEAD Student Advisory Council</td>
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<td>• Outreach to relevant clubs and programs</td>
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<td>• DukeGEN, alumni outreach and engagement</td>
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<td>• Promotion of other relevant courses and programs</td>
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Each year, SEAD Summit includes annual “Duke Symposium on Scaling Innovations in Global Health”

Draw 200+ students, faculty, administrators & local professionals

- Plenary Speakers
- Panel Discussions
- Lunch Discussions
- Featuring:
  - SEAD Innovators
  - USAID Staff
  - Duke Faculty
  - Investors’ Circle
- Exhibition Hall
- Capstone of Duke Global Health Week
For More Information & to Follow Us...

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Download Presentation: http://tinyurl.com/SEADhandouts