Incubation Differs Between SME & Enterprise
Purpose Does Not

40K Plus – Aussie SME

Tabletised, peer-led education, where there are no qualified teachers
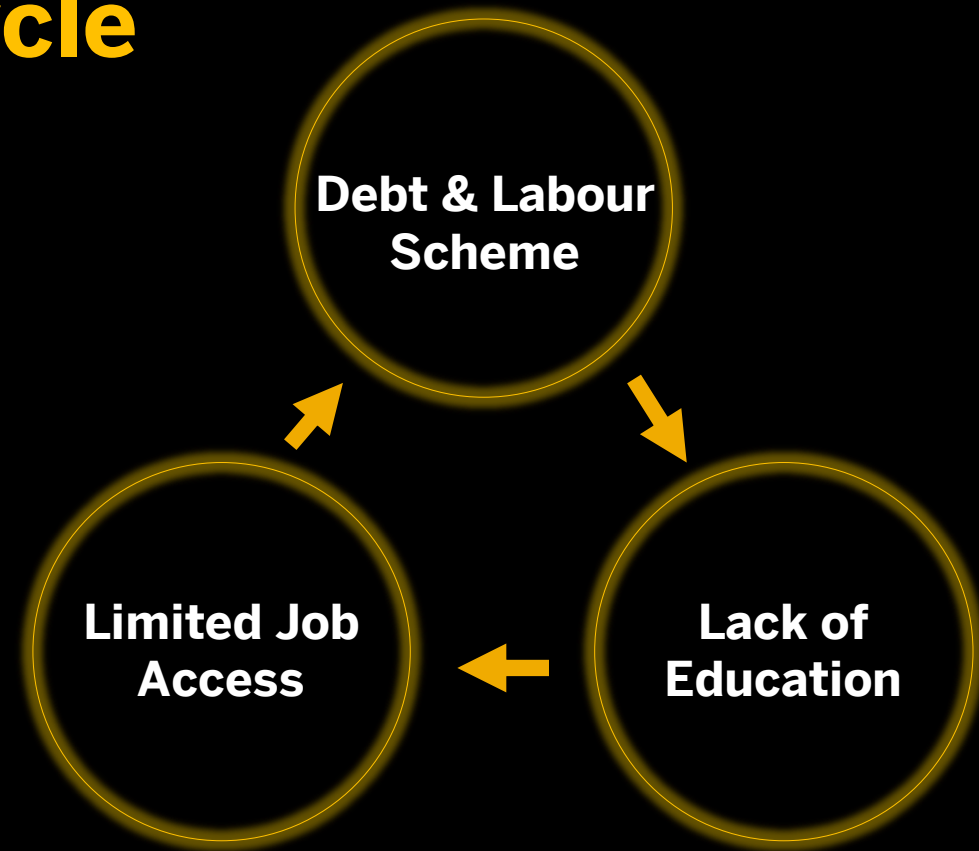
SAP

Using intelligent technologies to help seniors continue living independently at home

SAP   e`ffect

Breaking the Poverty Cycle

Debt & Labour Scheme

Lack of Education

Limited Job Access

Reflecting on Success & Failure:
Sustainability

Candle Manufacturing For Employment

Vs.

Village-led Plus Pods For Sustainable Education

Failed after we left

Growing Still Today

1BLives: Impact at Scale Through SAP

1B LIVES TO BE IMPACTED BY 2020 THROUGH MULTIPLE VENTURES

TEAMS ARE TRAINED IN SOCIAL IMPACT & INTRAPRENEURSHIP

DIGITAL AGED CARE FUNDED 2017 AUSTRALIA'S CHOICE VENTURE

Idea & Team Competition

↓

Dragon's Den

↓

Intense Training

↓

Funding Decision

Past Projects

CLINICAL DATA COLLECTION AND RESEARCH **FOR CANCER**

SEISMIC SAFETY **POWERED BY SAP HANA**

PROJECT MARS: MEDICAL ASSISTANCE MADE RESPONSIVE AND SIMPLE

SAP   effect

Talk is Cheap. To build, you need a village and time.

Select the Right Idea

Research & Design the Business Model

Recruit the Passionate

Pitch to Safe Audiences

Compliment Gaps with Partners

Test the Viability

Test the Feasibility

Test the Desirability

Work with the Government

Work with Universities

Lessons from incubating purpose innovations

Select Teams Well

- Team > Idea
- Cross-functional & cross-market
- Can research & use feedback

Executive Sponsorship

- Overcome legal & compliance protocols designed for BAU
- Unlock resources & networks

Train & Allow for Growth

- Entrepreneurship skills
- How to innovate in your org.
- How to build & keep teams

Rapid Tests & Pivots

- Run small tests quickly
- Some tests require scale of sample size or technology sophistication
- Encourage pivoting outside of the core purpose

Hesitation Kills Success

- If there is a well thought out business case and model, scale it quickly
- Leverage executives to overcome hesitation or barriers

Value = Social Value

- Don't be shy about commercialising social good.
- People will pay for social value
- Revenue allows for growth of impact through you and partner orgs.

SAP   èffect