

Cross border intermediaries that contribute to inclusive innovation

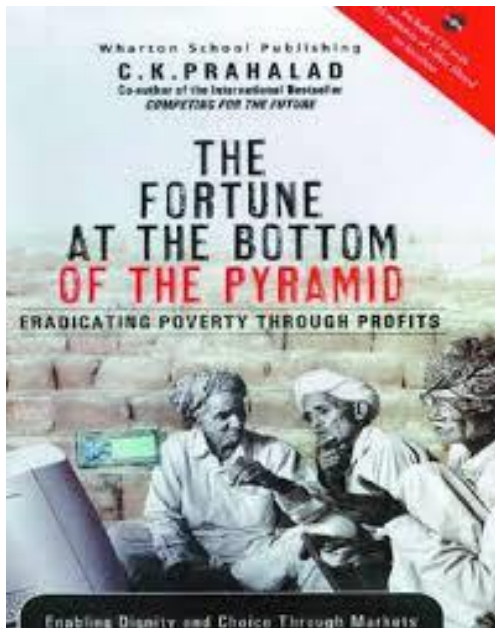
Myrtille Danse, Laurens Klerkx, Kelly Rijswijk



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Inclusive and frugal innovation

- Inclusive & frugal innovation often focuses on low-tech and developing countries
- Links to concepts such as 'Bottom of the Pyramid' thinking



Examples



Lots of recent academic and policy attention

Leiden•Delft•Erasmus
Centre for Frugal Innovation in Africa



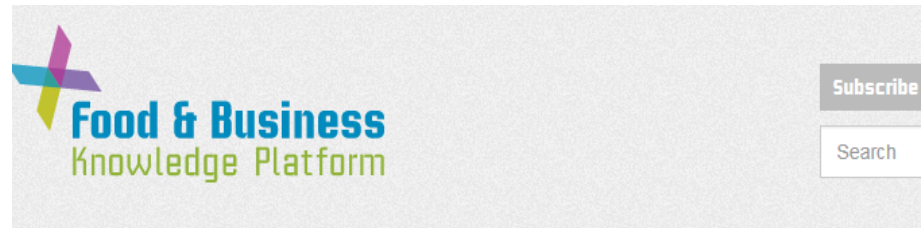
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KNOWLEDGE PLATFORM ON INCLUSIVE DEVELOPMENT POLICIES



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Inclusive Business for Food Security

To achieve food security for a growing world population and at the same time support smallholder farmers to feed themselves and produce marketable surpluses, increased agricultural productivity and access to inclusive markets are essential. Inclusive business refers to sustainable business solutions that expand access to goods, services and livelihood opportunities for low-income communities in commercially viable ways. Agribusiness companies use diverse inclusive business strategies to productively engage smallholder farmers at various stages in the value chain.

[Read more](#)

Inclusive innovation intermediaries

- Facilitating inclusive innovation and inclusive business has become a key objective for several organizations

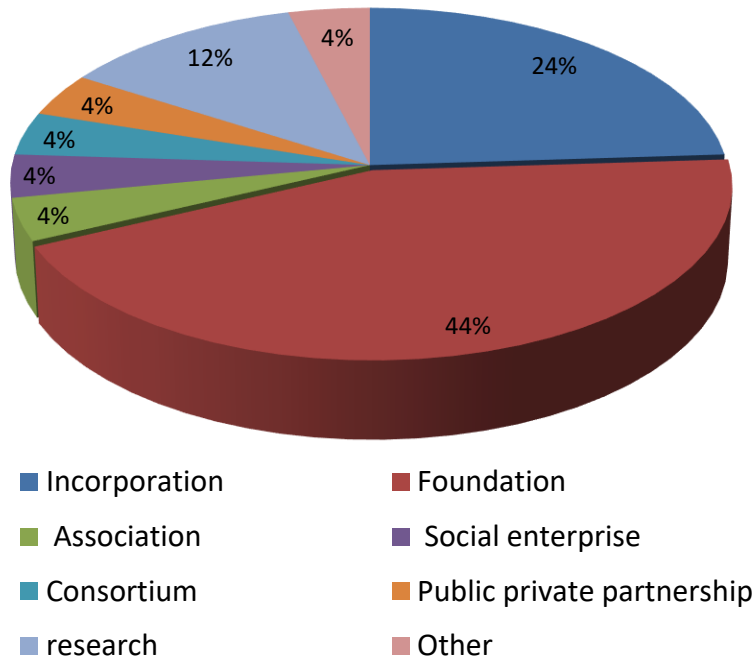


Methods

- Desk research: long list of 228 cross border intermediary organisations
- Created a short list of 53 organisations based on 6 criteria:
 - The use of the search terms on the website signified that these concepts are core to the organization and its purpose
 - The home base of the organization is either in Europe or the United States, to allow focus on the North/South relationship of cross border partnerships
 - The organization actively engages with supporting the global North/South relationship
 - The organization is involved in multiple projects related to the search terms used
 - The organization is permanent or has a long term existence (not a project or a program)
 - The organization is a legal entity
- Invitation for online survey and expert interviews to 53 organisations, N: 25 survey and 23 people interviewed



(1) Is your intermediary a private actor/organization, a public actor/organization or something else? How do you categorize it?



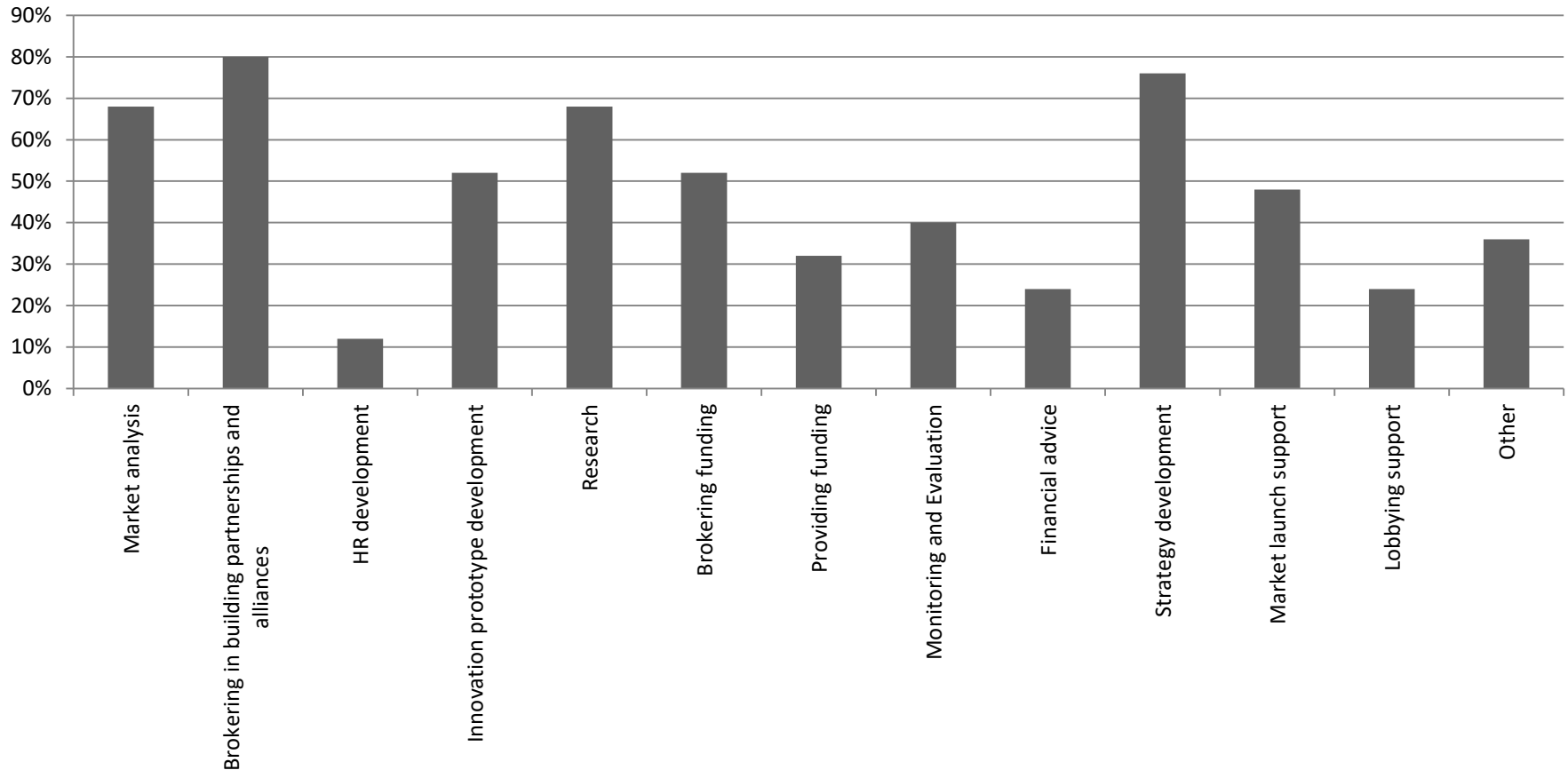
Judicial entity

- 44% foundations
 - 24% private entities
 - 12% research institutes
 - 20% other
-
- Categorization is based on judicial entity registered
 - Social enterprise is a category but is in practice difficult to find as in many countries this judicial entity doesn't exist.



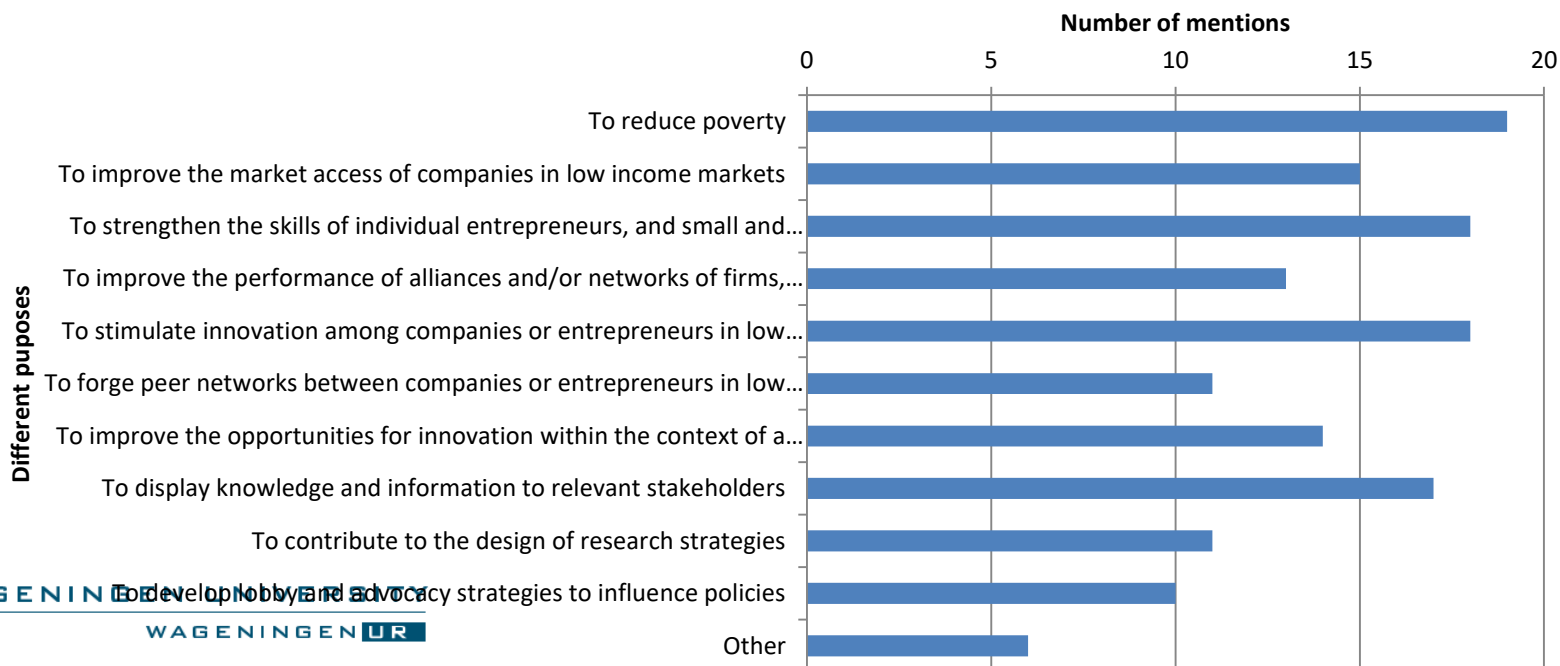
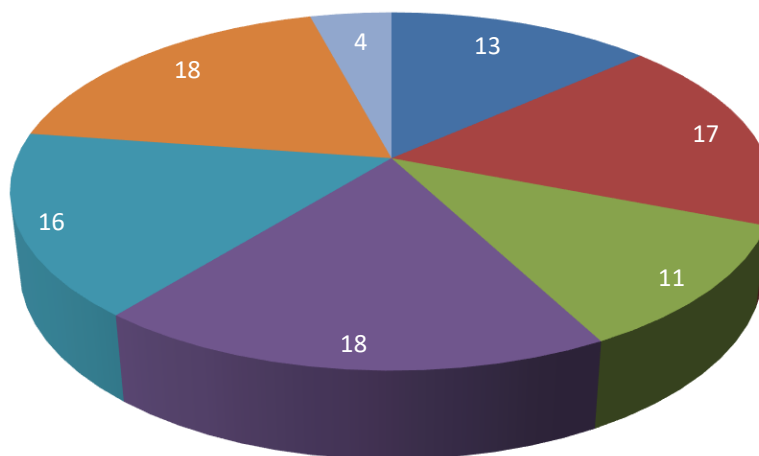
(2) What does the intermediary do that you consider to be intermediation? Why do you think that is intermediation rather than something else (e.g. input/service provision, general facilitation ...)?

Percentage of intermediaries providing specific IB services

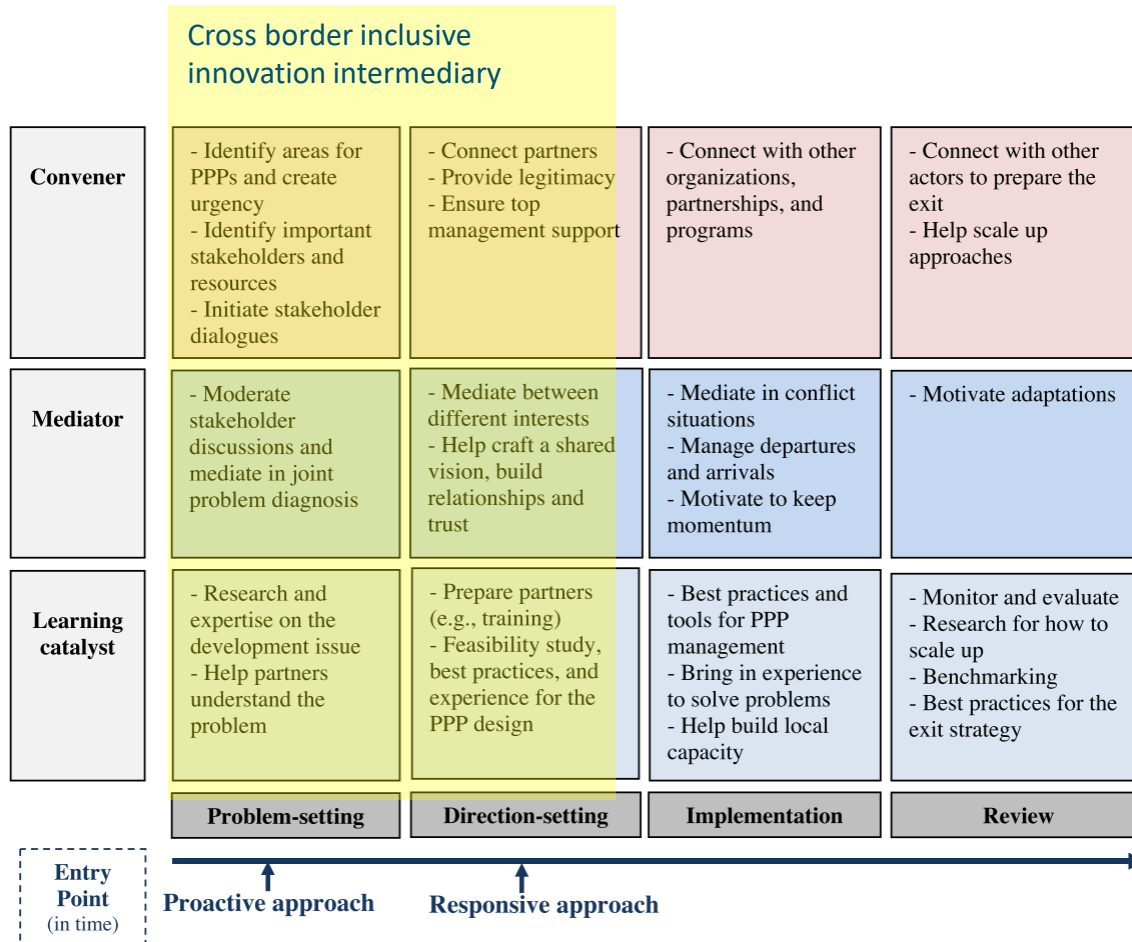


(3) Between who does your intermediary act?

- Individual entrepreneurs
- Small company in developing economies
- Small company in industrialized economies
- Medium sized company in developing economies
- Medium sized company in industrialized economies
- Multinational enterprises
- Other



(4) In what phase of the innovation or transition process is your intermediary involved (e.g. early phase vs late phase, development vs diffusion etc.)?



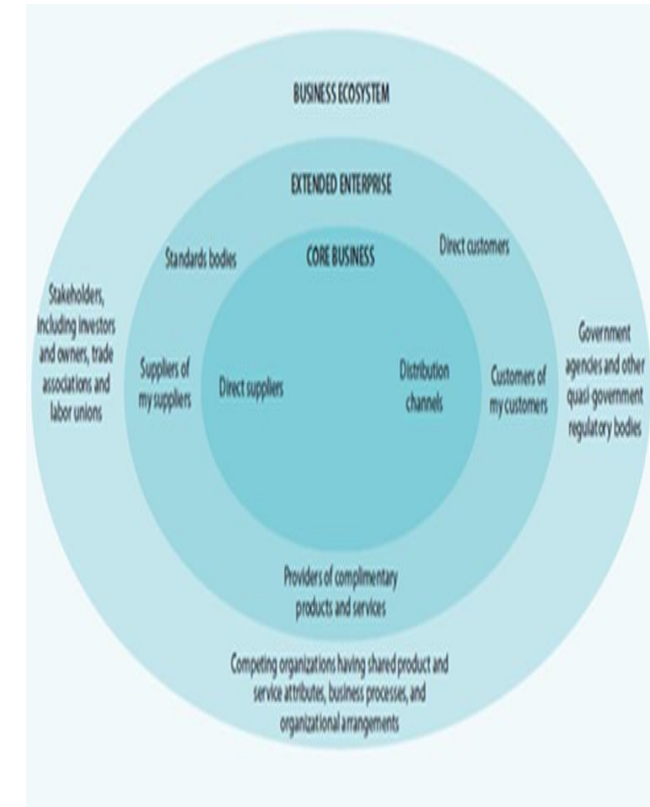
- Vast majority provides support in early stage of partnership development and innovation (problem setting and direction setting)
- Product and services adaptation of high end market solutions to low end users
- Innovation happens mainly in the business model (quality/ low cost, alliances to support market access but also to improve the inclusive innovation system)

(Stadler and Prost 2012)



(5) At what level does the intermediation take place – project level vs. system level?

- All intermediaries analysed intermediate at project level with individual companies or groups of companies. Most services relate to market analysis, network building, getting embedded locally.
- Some also intermediate at system level, e.g. developing assessment tools to stimulate graduation of SMEs towards capital market (tool for wide use)
- The system is in this case the Inclusive “business/innovation ecosystem”: the enabling environment defined by capital market, knowledge available, rules and regulations, technology, competition, market etc.



(Gradl and Jenkins 2011)

