

A photograph of the MIT dome at night, illuminated from below. The dome is a large, white, circular structure with a smaller dome on top. The building's facade is lit up, showing the columns and the inscription 'MASSACHUSETTS INSTITUTE OF TECHNOLOGY'. The sky is dark blue with some clouds. The foreground is a dark green lawn with some trees on the left and right sides.

A CATALYST FOR INNOVATION

**2019 MIT Startup Ecosystem
Conference**

**Desh Deshpande
May 30, 2019**

Economic and Social Impact

Developed Markets

2 Billion People with disposable income



Developing Markets

5 Billion People with no disposable income



Government

Entrepreneurs

Universities

Industry

Impacting People with Disposable Income



INNOVATION

+

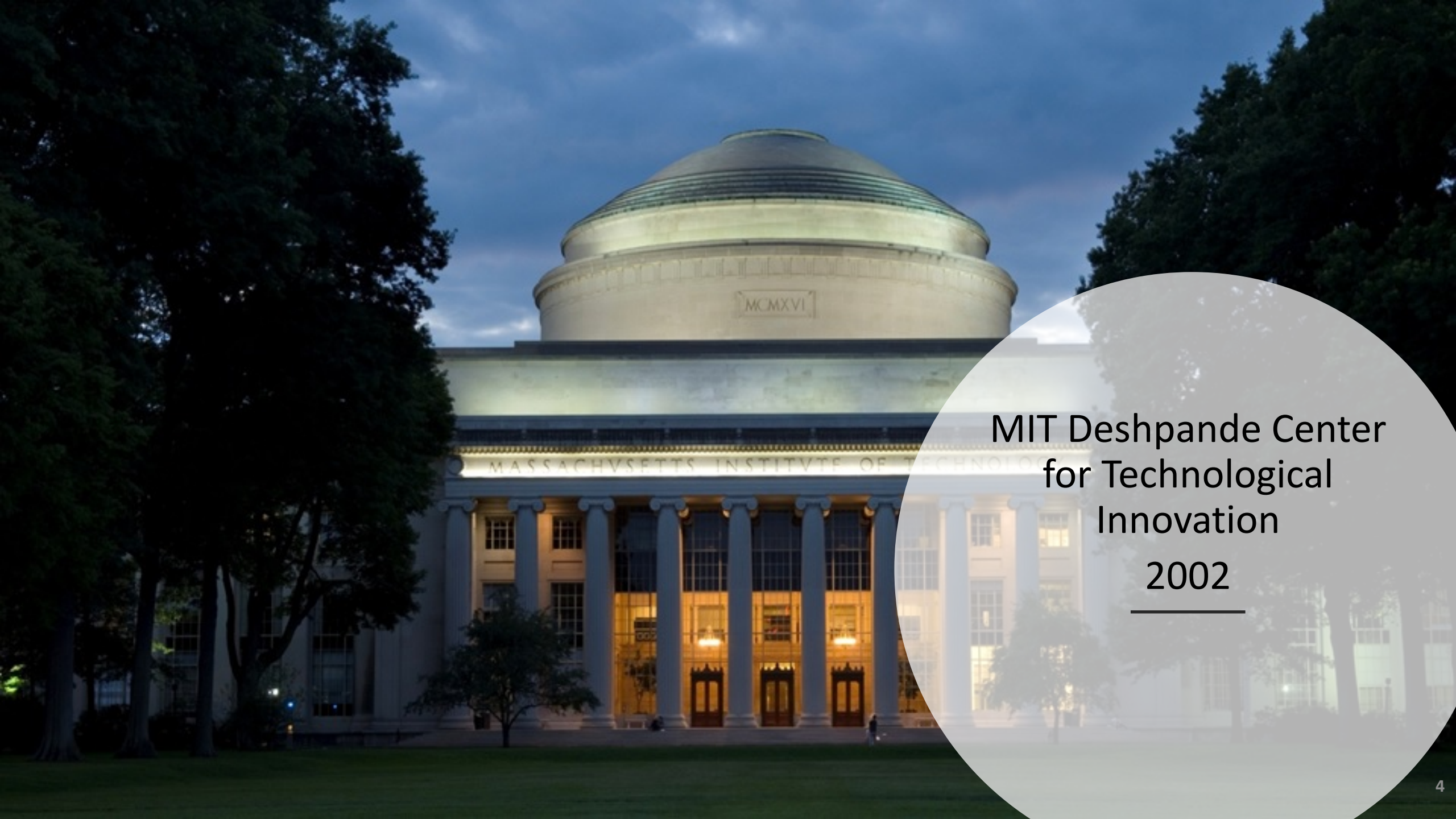


RELEVANCE

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IMPACT



MIT Deshpande Center
for Technological
Innovation

2002

MIT Deshpande Center

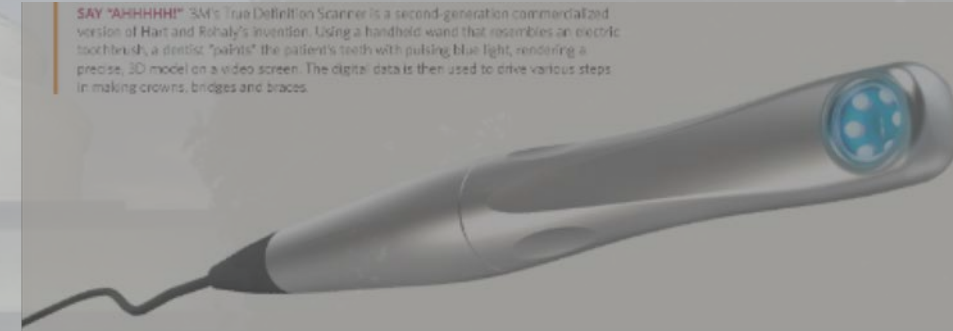
- Founded in 2002
- Provided the framework for what will become NSF I-Corps
 - A team of entrepreneur lead, principal investigator and mentor
 - Ignition grants of \$50,000 for first year customer discovery
 - Strong mentoring from industry veterans
- Cumulative impact
 - Over 600 grant proposals
 - Funded over 125 projects with \$17 million in grants
 - 400+ faculty, grad students and post-docs
 - 100+ Mentors
 - 39 startups spun out of the grants, \$700 million raised
- MIT Dean Subra Suresh (IIT M 77) moves to NSF
 - 2011 Launches NSF I-Corps program with initial \$1 Million grant from Deshpande Foundation



From Engineering Lab to Acquisition

3D dental imaging

- Started with a 3D camera for experiments
- Looked at over 40 market segments
- Finally settled on dental imaging
- Acquired by 3M for \$95 million in 2006
- Now a mainstream part of all dental offices



I-Corps outcomes

- 1300+ teams since FY 2012
- 3,745 individuals, 271 universities, 664 companies
- \$300+ Million total raised
- 98% positive influence on Entrepreneurial Lead/Principal Investigator in career and research
- 54% have new collaborations with industry
- 28% have new collaborations with government
- 26% have new collaborations with investors as a result of the I-Corps award

Deshpande Network



MIT
Cambridge

2002



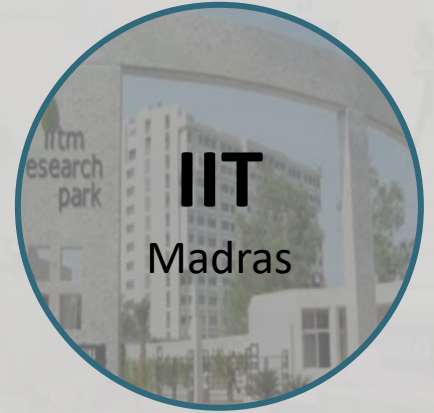
UNB
Canada

2011



Queen's
Canada

2016



IIT
Madras

2017



NSF
I-corps
National

2011

1,200+ teams
240+ universities
543 startups
(as of 6/18)



**University
Innovation
Network
National**

2012

100 + institutions
350+ attendees



**I-NCUBATE
National**

2018

40+ teams
4th Cohort

Impacting People with NO Disposable Income



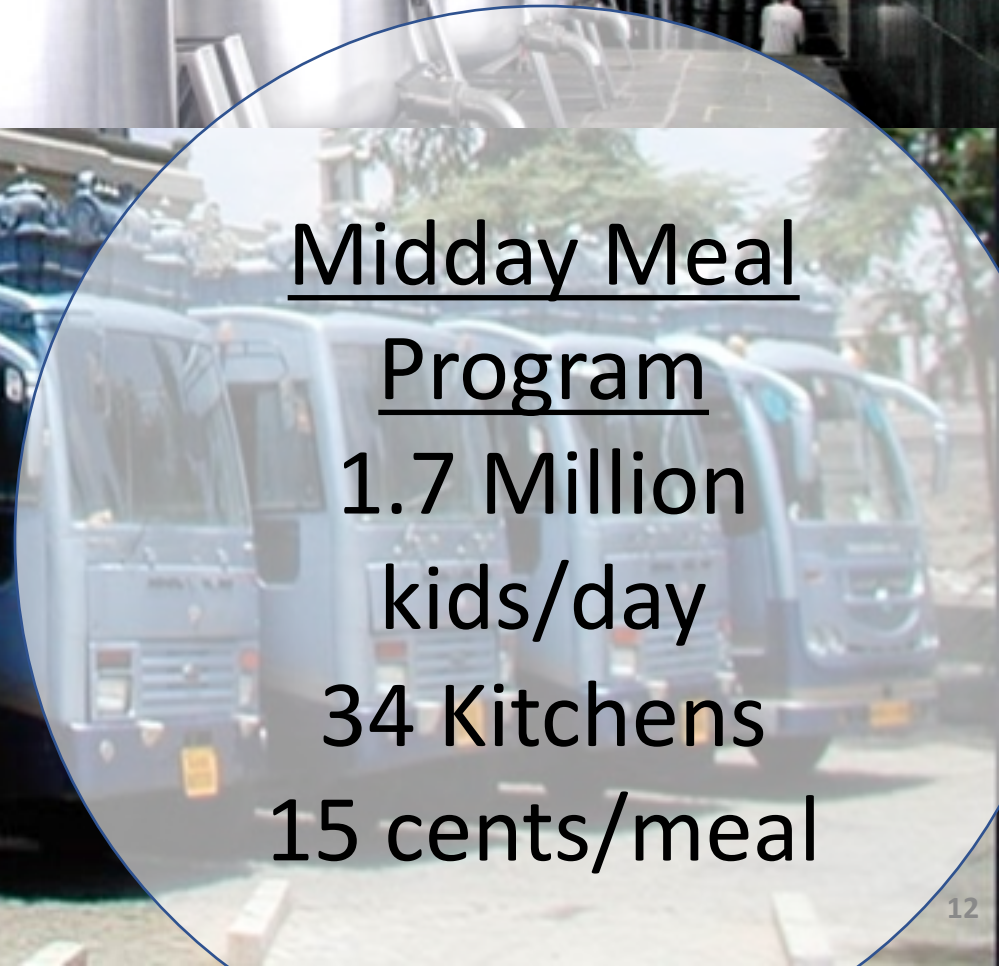


DESHPANDE CENTER
for social entrepreneurship

Center for Social Innovation India 2008

Major Learnings from the last 10 years

- **Capacity Building**
 - Need to build capacity to absorb and spread solutions
- **Co-Creation**
 - Work with the people who need it
- **Collaboration**
 - Partnerships to build scale
- Enthusiastic **Community Participation** is proof that you have something they need



Midday Meal
Program
1.7 Million
kids/day
34 Kitchens
15 cents/meal

Jio Effect

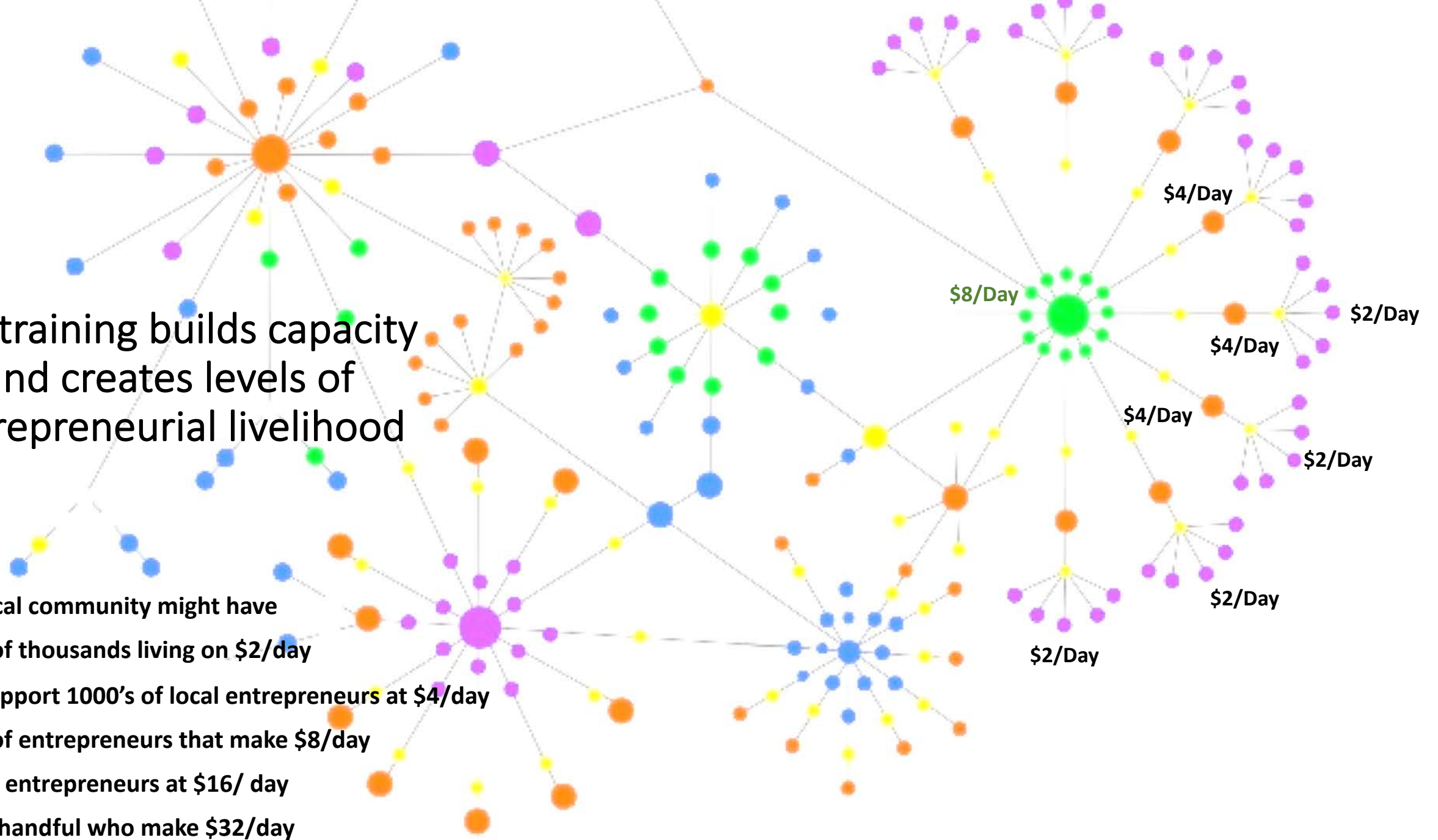
- From zero to 215 million subscribers in 2 years!
- One of the lowest data rates in the world at less than 15 cents/GB
- In two years mobile data consumption reached over 1 Billion GB/Month vs 200 million GB earlier
- 10+ GB data usage per subscriber/month, higher than US and UK
- India now #1 in data consumption in the world, surpassed USA in app downloads

India Stack

- India moving to a digital first economy
 - Identity, Authentication, E-payments, Online presence
- 1.064 Billion biometric cards issued in 6 years
- 339 million Aadhar linked bank accounts
- From 100k payment transactions/month to 76 million
- Major opportunities to leverage this infrastructure

Our training builds capacity and creates levels of entrepreneurial livelihood

A typical community might have
100's of thousands living on \$2/day
Can support 1000's of local entrepreneurs at \$4/day
100's of entrepreneurs that make \$8/day
10's of entrepreneurs at \$16/day
And a handful who make \$32/day





300,000 sq. ft.
Campus
2017

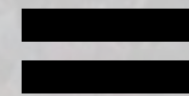


100,000 sq. ft.
Incubation
Center
2018

Summary

Impacting 5 Billion people with NO disposable income

Leading with BIG ideas has little impact. BIG ideas should follow after capacity is created to absorb them.

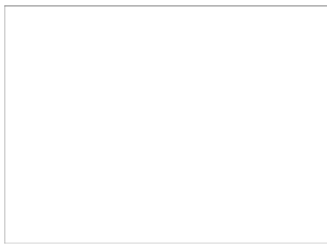


RELEVANCE

INNOVATION

BIG IDEAS

IMPACT



Strengthening Communities through Inclusive Entrepreneurship

Inequality Appears in Other Areas: **A Tale of Two Cities**

Lawrence, MA:

- 15% unemployment rate
- 25% speak English at home
- Median house condo/value: \$219k
- Very little investment



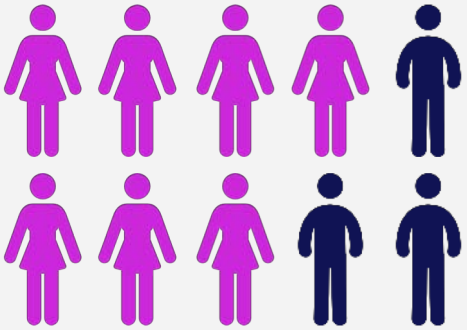
New York City:

- 6.2% unemployment rate
- 51% speak English at home
- Median house/condo value: \$478k
- Thriving tech ecosystem
- Construction boom (residential and commercial)



INCLUSIVE ENTREPRENEURSHIP

73% women



52% immigrants

57% minorities



59% unemployed when entering accelerator



“These programs are hustling to broaden their applicant base in a way that should be a model for others. EforAll has shown up in barbershops in New Bedford and Fall River to spread the word about its existence”

The Boston Globe



Impact of our Entrepreneurs



339 entrepreneurs



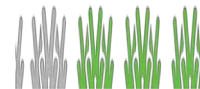
626 jobs created



\$18,800,000 annual
revenues



\$20,958,968 capital
raised



83% still in business

Vision for Growth

Cumulative Impact: 50 Cities



25,000 Jobs



10,000 Businesses



\$500,000,000 Value

Summary

Impacting 2 Billion people with disposable income

INNOVATORS, INDUSTRY & ENTREPRENEURS have to come together early in the Innovation Supply Chain



INNOVATION

RELEVANCE

IMPACT

Summary

Old Paradigm:

- **Apply Innovation to solve problems that you are facing**

New Paradigm:

- **In addition to the old process**
- **Look for ideas that are coming at you from no where and redefining the problem itself**



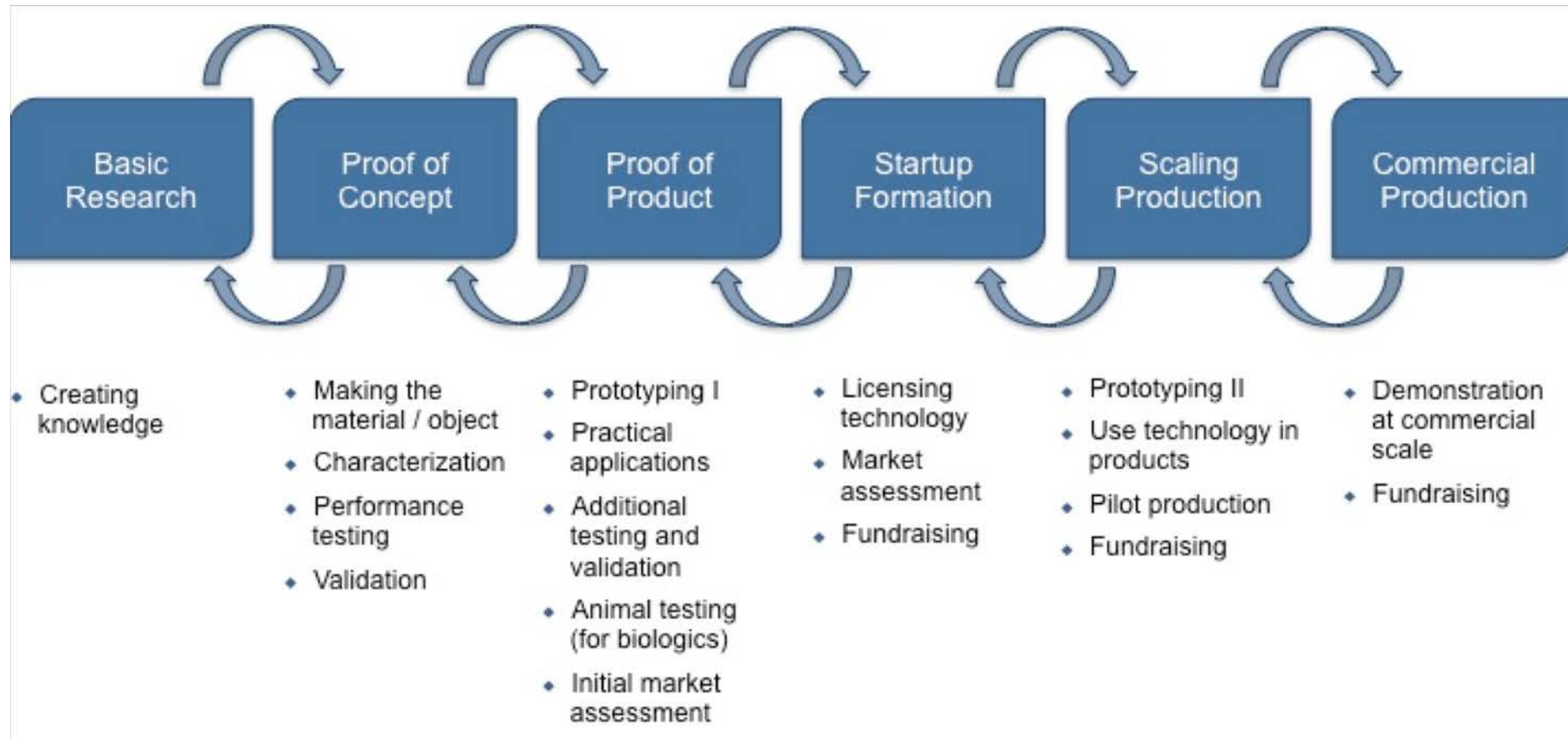
Innovation Orchard **Growth and Success**

**... result when all elements of the
ecosystem work together.**

























L. Rafael Reif President of MIT



Inventions to Market: The Steps



MIT Entrepreneurial Activities

Student	Academic	Commercialization	Alumni
 <p>MIT \$100K ENTREPRENEURSHIP COMPETITION</p>  <p>SLOAN BUSINESS CLUB</p>  <p>MIT Entrepreneurship Review <i>where Einstein meets Edison</i></p>  <p>MIT Innovation Club</p>  <p>TechLink TL</p>  <p>E-CLVB MIT Entrepreneurs Club</p>  <p>MIT Astropreneurs Creating the Future of Space</p>	 <p>MIT Sloan MANAGEMENT</p> <p>Martin Trust Center for MIT Entrepreneurship <i>formerly MIT Entrepreneurship Center</i></p>  <p>BERNARD M. GORDON MIT Engineering Leadership PROGRAM</p>  <p>LEGATUM CENTER FOR DEVELOPMENT & ENTREPRENEURSHIP</p>  <p>MIT IDEAS GLOBAL CHALLENGE</p>	 <p>MIT ILP™ Industrial Liaison Program</p>  <p>MIT TLO</p>	 <p>MIT ENTERPRISE FORUM</p> <p>External</p>  <p>Cambridge innovation Center</p>  <p>THE VENTURE CAFE</p>  <p>mass challenge</p>  <p>dogpatch LABS</p>
 <p>MIT VCPE CLUB</p>	 <p>i-Teams</p>  <p>DESHPANDE CENTER FOR TECHNOLOGICAL INNOVATION</p>		 <p>techstars</p>
 <p>VentureShips</p>  <p>MIT Venture Mentoring SERVICE</p>			

Questions?