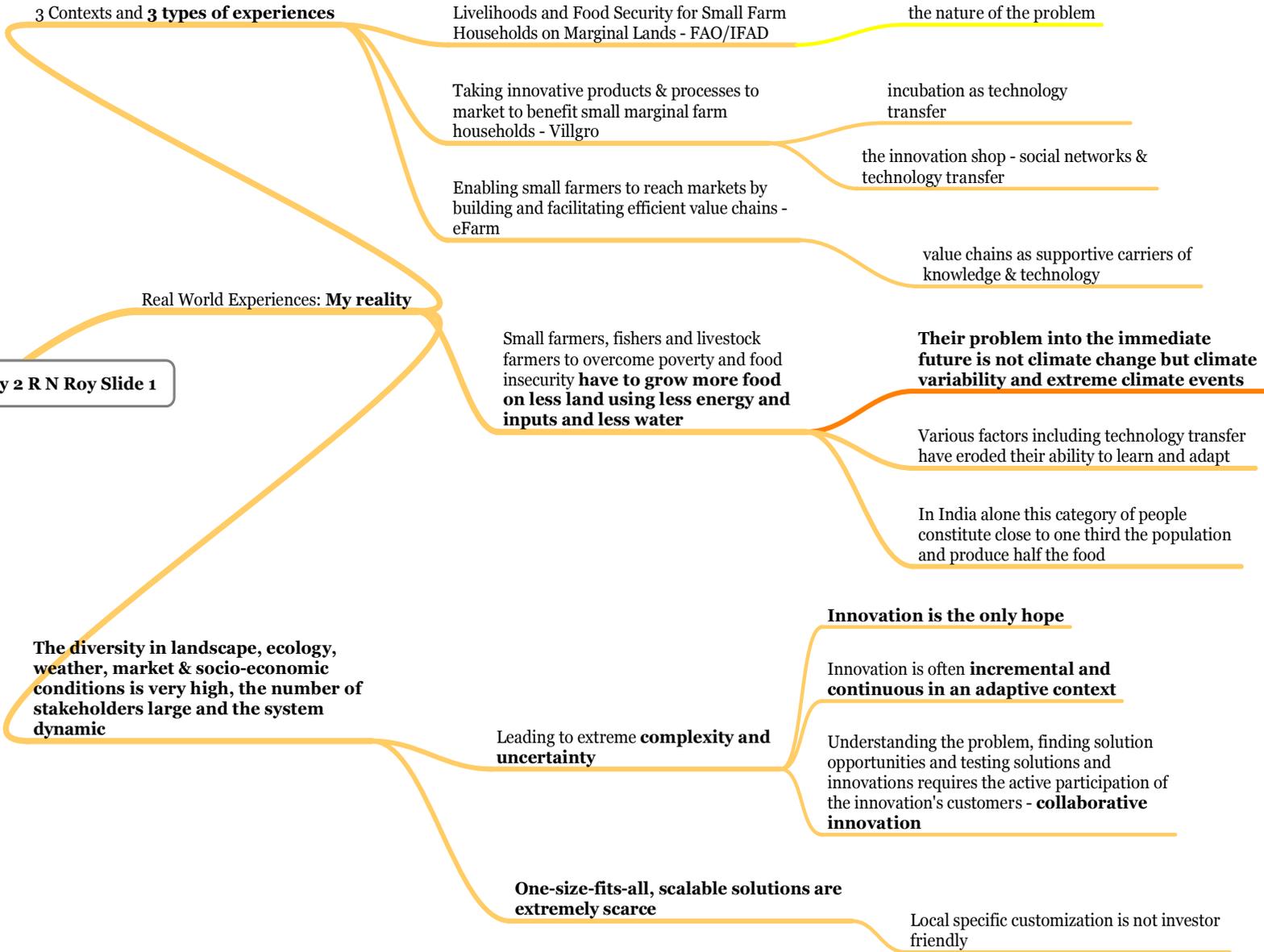


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3 Contexts and 3 types of experiences

Livelihoods and Food Security for Small Farm Households on Marginal Lands - FAO/IFAD

the nature of the problem

Taking innovative products & processes to market to benefit small marginal farm households - Villgro

incubation as technology transfer

Enabling small farmers to reach markets by building and facilitating efficient value chains - eFarm

the innovation shop - social networks & technology transfer

Real World Experiences: My reality

Small farmers, fishers and livestock farmers to overcome poverty and food insecurity **have to grow more food on less land using less energy and inputs and less water**

Their problem into the immediate future is not climate change but climate variability and extreme climate events

Various factors including technology transfer have eroded their ability to learn and adapt

In India alone this category of people constitute close to one third the population and produce half the food

The diversity in landscape, ecology, weather, market & socio-economic conditions is very high, the number of stakeholders large and the system dynamic

Leading to extreme **complexity and uncertainty**

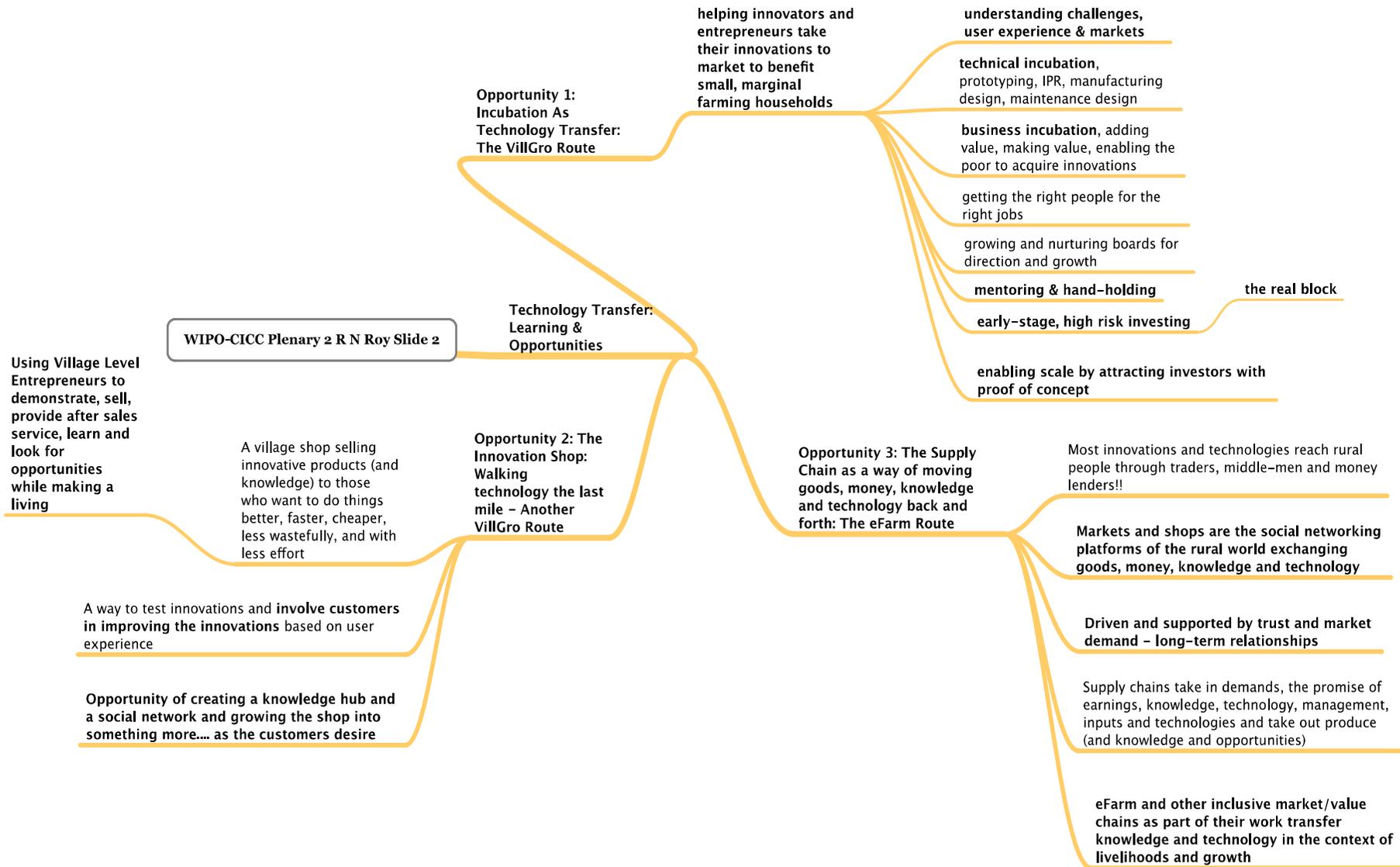
Innovation is the only hope

Innovation is often **incremental and continuous in an adaptive context**

Understanding the problem, finding solution opportunities and testing solutions and innovations requires the active participation of the innovation's customers - **collaborative innovation**

One-size-fits-all, scalable solutions are extremely scarce

Local specific customization is not investor friendly



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Some Issues, Some Opportunities and Some Concerns

Innovations need Incubation

Early stage investment in incubation is high risk and often has long gestation periods and is difficult to come by

Once proof of concept exits investors are available to scale

Investing in incubation can leverage many times the investment from the private sector and create huge impact

To go from being an interesting idea with potential to a product or a service

that generates value for the user and generates enough value for the producer to keep doing it

Innovative products and services that go to market are sustainable as long as they add value and are value for money... people can hold them accountable by voting with their wallets

Incubation needs an Ecosystem

a pipeline of innovations

educational & research organizations of excellence

Investors

Social Entrepreneurs

Policy to Promote and Nurture Innovations to Market

Mentors

Innovations are rarely disruptive, earth-shaking events

Innovations are often incremental, contextual, collaborative

Whose property is it after all?

Innovation can be in products, services, in business plans and in the ways of making it possible for the poor to own and use them

Problems, people and their situations are diverse

The solutions need to be as diverse and many

How do we go to scale?? The Investor's Dilemma!

Given the numbers how do we cope without requiring those who have to reduce their consumption so those who don't can improve their livelihoods and wellbeing???

The biggest challenge in innovations to address climate change is to change the way we think

Enabling the poor to overcome poverty & food insecurity requires them to expend more energy and consume more

You can't win

You can't break even

Stuart Kaufmann's Laws of Thermodynamics

The rules of the game keep changing

And, you can't walk away from the game.