

JULY 24-26, 2018

THE SAVING LIVES AT BIRTH DEVELOPMENTXCHANGE



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OVERVIEW

The U.S. Agency for International Development (USAID), the Government of Norway (Norad), the Bill & Melinda Gates Foundation, Grand Challenges Canada, the U.K. Department for International Development (DFID), and the Korea International Cooperation Agency (KOICA) hosted the 8th annual DevelopmentXChange event for Saving Lives at Birth: A Grand Challenge for Development.

The DevelopmentXChange is a key feature of the Saving Lives at Birth (SL@B) program, a community of diverse innovators who are reducing maternal and newborn mortality through advancements in science and technology, improved service-delivery models and novel demand-generation approaches. Over the last seven years, SL@B has sourced and supported 115 distinct innovations and seen many receive global accolades for their achievements.

Below is a look into the 2018 DevelopmentXChange in Washington, DC. The event brought together some of the most cutting-edge innovators in the sphere of maternal and newborn health for capacity building sessions, networking, and meetings with experts and potential collaborators. On the last day, we invited the public to join us for an inspiring Plenary, lively Pitch Competition, performance of scenes from BUMP, and our signature Innovation Marketplace.

LEARN - CONNECT - INSPIRE

LEARN

The DevelopmentXChange seeks to build capacity and provide innovators with tools to accelerate the development, implementation, and scaling of their projects.

Capacity Building & Shared Learning

Grouped in teams, innovators worked with common hospital supplies to create a new invention to solve a **'Grand Challenge'** in maternal and newborn health. Focused on human-centered design mindsets, teams developed, prototyped, tested, and iterated on their interventions. The best part? Sharing their creative solutions with the group and pulling out key learnings on applying design thinking to their innovations.



Learn

The remainder of the day focused on understanding an innovator's ecosystem and was split up into three sections: The Innovation Ecosystem, The Financing Ecosystem and the Data Ecosystem:

The Innovation Ecosystem

provided innovators with the opportunity to do a deep dive on their markets and customers. They heard from fellow innovators on how to assess their markets, understand their customers, and key steps of the country planning process



Learn

During the Financing Ecosystem, innovators learned about how to assess their organizational “archetype” within the funding landscape, know when and how to seek private investment and most effectively leverage grant capital, while hearing from investors and more traditional funders in the room about what they look for when making investments.



Learn

The Data Ecosystem examined the growing global consensus pointing toward a new “digital health agenda” whose hallmarks include national and regional digital health strategies, coordinated and country-led digital health architectures, reuse and adaptation of global goods, and support to the enabling environment. These hallmarks along with a better understanding of how to effectively collect, analyze and monitor data will improve countries’ ability to collect, analyze, and use data for decision-making and improve innovators’ capacity for scale and impact.



CONNECT

The DevelopmentXChange aims to spark relationships and strengthen connections between innovators and potential collaborators.

1:1 Mentoring Meetings

Innovators had the opportunity to meet with experts and potential collaborators in various fields including but not limited to: maternal & newborn health, introduction strategy & scale planning, regulatory, setting up clinical trials, and marketing & branding. They also met with potential collaborators and investors working in pharmaceuticals, bio/medical technology, manufacturing, non-profit sector, and more.



"Before attending, we were currently struggling as to what are next steps should be to proceed. The mentor/partner meetings really helped us to talk through our issues and come up with a good forward plan." -SL@B Innovator



Connect



Over **200** curated partnering and mentoring meetings in 1 day in between our innovators and over **40** organizations represented by partners and mentors.



Connect

Innovation Marketplace

This year's Marketplace offered hands-on access to promising innovations that have the potential to improve global maternal and newborn health in significant ways, now and in the future.

- **52** innovator teams showcased their solutions; including 10 finalists
- **~750** participants in attendance



Connect

Peer Choice Award

Innovators voted for their favorite solution among their peers. **Malaria Research and Training Center, University of Science Techniques and Technologies of Bamako** was named the winner for their project proposing to test the safety and efficacy of PfSPZ Vaccine for pregnant women and unborn children.



People's Choice Award

Kybele Ghana won the majority of the 1,700 votes for the People's Choice Award. They are proposing to scale up an Obstetric Triage System to Reduce Delay and Improve the Quality of Care in High-Risk Referral Hospitals in Ghana.



INSPIRE

The DevelopmentXChange showcases ground-breaking solutions to address some of the world's most challenging problems.

Voices from the Frontlines: Scaling Up Innovation across African Markets

The Plenary on July 26th featured an inspiring discussion on transforming innovative solutions to tackle maternal and newborn mortality into sustainable life-saving interventions through scaling in Malawi, Kenya and beyond. Panelists, including Monica Oguttu, Executive Director, Kisumu Medical and Education Trust and Queen Dube, Pediatrician, Queen Elizabeth Central Hospital, moderated by Koki Agarwal, Director, Maternal and Child Survival Program (MCSP), shared the successes, challenges and lessons learned of validating innovations, driving demand, engaging stakeholders and leveraging partnerships to achieve impact.



Inspire

"Innovators are risk takers. Once you take the risk, you have to learn in the process. Be open, be able to share about the negative and positive... The negative results will help you think outside of the box." -Monica Oguttu

“With the introduction of the bCPAP in #Malawi, there is a demand to do more to save newborns after seeing the difference that technology can make. The communities are making noise & demanding change from policymakers” -Queen Dube

“Innovators must focus on the evidence behind the innovation, ensure there is country ownership & buy in, & think through the partnerships & people who need to be involved. “No one can take an innovation to scale by themselves.” - Koki Agarwal

Inspire

Pitch Competition

Entrepreneurs, implementers, and pioneers showed how they are pushing the boundaries of innovation during our live Pitch Competition featuring 10 of our most promising current SL@B grantees. SL@B grantees had the opportunity to pitch some of the most groundbreaking new developments in the field in front of a live audience including investors and potential partners, and compete for exciting prizes. In anticipation to the event, innovators were paired with business consultants who coached them through the components of a strong pitch and helped them for the competition.



Inspire

Gradian Health Systems took home the first prize and won sponsored trip to the Grand Challenges Meeting in Berlin in October to present their innovation. Simprints was named the runner up and will receive in-kind strategic PR/communications consulting from Fenton.

"Going through the process of crafting our pitch has been one of the most influential exercises we've been through in terms of our development as an organization. Getting the opportunity to be coached - and more importantly, to be forced to think through difficult questions about our model - helped us crystallize our narrative and ask, which we will use indefinitely."



Click [here](#) to read NPR's coverage of the event.

Inspire

BUMP: Performance from Ensemble Studio Theater Mainstage Production

This year's mainstage production of the EST/Sloan Project inspired by Jorge Odón, the Argentinian car mechanic and innovator behind the SL@B-supported Odon Device



"The BUMP performance brought the story of the Odon device to life."



Inspire

Following the BUMP production, a panel of special guests joined us to discuss the inspiration behind the play, the role of innovation at the intersection of art & science, and the importance of partnerships to make it happen. Moderated by David Milestone, Acting Director, Center Accelerating Innovation and Impact at USAID, panelists included Courtney Chang, Business Designer, IDEO.org; Gary Cohen, Executive Vice President of Global Health - Becton, Dickinson and Company (BD); President - BD Foundation; Linsay Firman, Director of Play Development and Associate Director of EST/SLOAN Project; and Jorge Odón, Creator of the Odón Device™



Thank You

The Saving Lives at Birth Partners would like to extend our sincerest thanks to all of the sponsors and supporters who assisted in making this year's DevelopmentXChange a success.



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