



GSBI®



GSBI ACCELERATOR INVESTMENT PROFILES



Santa Clara University

Center for Science, Technology, and Society

ebay inc™
FOUNDATION



**APPLIED
MATERIALS®**



GLOBAL ALLIANCE FOR
CLEAN COOKSTOVES



GSBI is SCALING SOCIAL IMPACT

This booklet features investment profiles for the 14 members of the GSBI Accelerator Class of 2014. Each profile highlights that they do, their impact, their growth plans, and their financing needs.

About The GSBI®

GSBI believes innovation and entrepreneurship provide a path out of poverty. We build the capacity of entrepreneurs dedicated to solving the world's most pressing issues. Executive mentorship combined with structured curriculum are the foundation of our theory of change. GSBI offers a unique combination of Silicon Valley acumen and Jesuit ethos that support social entrepreneurs around the world through their entire lifecycle.

GSBI provides programs designed to serve the entrepreneur at every stage of the enterprise development cycle. GSBI offers three distinct capacity development programs for social entrepreneurs and on-going support for alumni. Each program involves high engagement among entrepreneurs, Silicon Valley mentors, and program staff.

Traditional capital formation methods are rarely available to social enterprises because of the number and type of risks inherent in start-ups in the developing world. Impact Capital's innovative quasi-equity, structured exit funding vehicle addresses this most pressing and persistent problem by providing the entrepreneurs with capital at a critical time and simultaneously reducing investor risk.

As part of Santa Clara University, all GSBI products and services are open source and made freely available to Jesuit Universities, NGOs, and other network partners. Students and faculty have access to GSBI alumni for research and internships, a transformative experience that trains the next generation on the benefits of social entrepreneurship.

Eliminating preventable infant mortality in resource constrained hospitals worldwide

Investment Required

Seeking grants to develop new appropriate technologies, debt to scale up operations in Africa, and public-private partnerships to gain access to local medical and engineering resources.

Description

MTTS is a social enterprise that develops, manufactures, and distributes medical devices for intensive newborn care, specifically tailored for the needs of low-resource countries, to ensure that all children, irrespective of their place of birth, have the chance of a healthy upbringing.

Headquarters Hanoi, Vietnam

Established 2004

Impact Areas South East Asia & West Africa

Type For-profit

Sectors Health

Staff Size 22, 3 volunteers

Annual Budget \$750,000

Major Funders East Meets West, ADM Capital Foundation Ltd, Lemelson Foundation

Stage Revenue

Management Team

CEO Luciano Moccia

COO Gregory Dajer



Medical Technology Transfer and Services (MTTS)

Target Market

Every year over 3.1 M infants die, accounting for 45% of all under-5 deaths. 98% percent of those deaths occur in the developing world and many of them are easily preventable. The Global Neonatal Intensive Care equipment market represents a USD 1.9 billion market opportunity by 2016.

Value Proposition

For babies who are born sick, MTTS equipment is an appropriate solution that provides affordable therapy. Unlike expensive high-end machines, our products do not require costly consumables and are easy to use and maintain.

CONTACT US

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"We are a social enterprise that dreams of a world where all infants have the same chances of survival, no matter where they are born. Our machines are designed to be simple to use and maintain. They are efficient, cheap to run and can serve hospitals even in the most remote regions of the world."

GREGORY DAJER,
CHIEF OPERATING OFFICER

Eliminating preventable infant mortality in resource constrained hospitals worldwide

Impact to Date

250 + hospitals equipped

150,000 + patients with Hypothermia treated

260,000 + patients with Respiratory Distress Syndrome treated

310,000 + patients with Jaundice treated

Milestones Achieved

2006 Provided equipment to 75 hospitals in Vietnam

2008 Distributed equipment in East Timor, Laos, and Cambodia

2010 Reached 50,000 infants treated per year

2011 First machine delivered to Africa (Ethiopia)

2011 First commercial distributor appointed (Malaysia)

Growth Plan

2015 sell 550 units in 12 countries

2017 sell 900 units in 22 countries

2019 sell 1,800 units in 35 countries

Key Awards

2010 Economist Intelligence Unit: Frugal innovation saving babies in Vietnam

2011 WHO New and emerging health technologies

2013 Firefly Phototherapy: Edison Awards – Gold Award 2013

2014 PBS NewsHour Social Agent for Change



“Before MTTs equipment we had nothing to help our patients. Western equipment which was usually donated was too complicated, expensive to use and when it broke, nobody knew how to fix it. MTTs does meet the hospital’s requirements because it has low running expenses. In addition, it is easy to use, comes with convenient warranty and maintenance doesn’t take much time.”

DR. TRAN DIEU LINH,
NATIONAL OBSTETRICS AND GYNECOLOGY HOSPITAL, HANOI, VIETNAM