

switchasia



# ACMFN Cleantech Finance Lab



PUPUK  
Pusat Pengembangan Usaha  
Kecamatan untuk pemerintah dan swasta



绿色创业汇  
GREEN STARTUPS

A '**prototype**' is an early version of what could develop into a bigger and long-term change project. Prototypes are instruments to start a process of learning-in-action, engaging relevant stakeholders and generating valuable feedback within an organization or system.

- ✓ *Must be **realistic** and shall later develop into a **long-term** change project*
- ✓ *Addresses aspects of **urgent challenges** in the field of financing small and growing eco-inclusive businesses overcoming the deal flow challenge*
- ✓ *Aims at triggering changes in organizations that go **beyond business as usual***
- ✓ *Must allow for **testing***
- ✓ ***Short implementation time***

## Prototype Developer

- *The Prototype Developer in each working group develops a prototype for his/her specific organisation.*
- *The prototype developer provides the context and provides relevant background information.*
- *The Prototype Developer provides the case and starting point for the group work applying and completing the Prototype Blueprint.*

## Advisors

- *The remaining participants of the group act as Advisors under the overall guidance of the group Moderator.*
- *Their role is to ask questions, to analyse the information provided by the Prototype Developer, to provide initial ideas and to provide initial feedback on the ideas*
- *Thereby adding personal experiences and best practices to the development process.*

## Flow of the Session

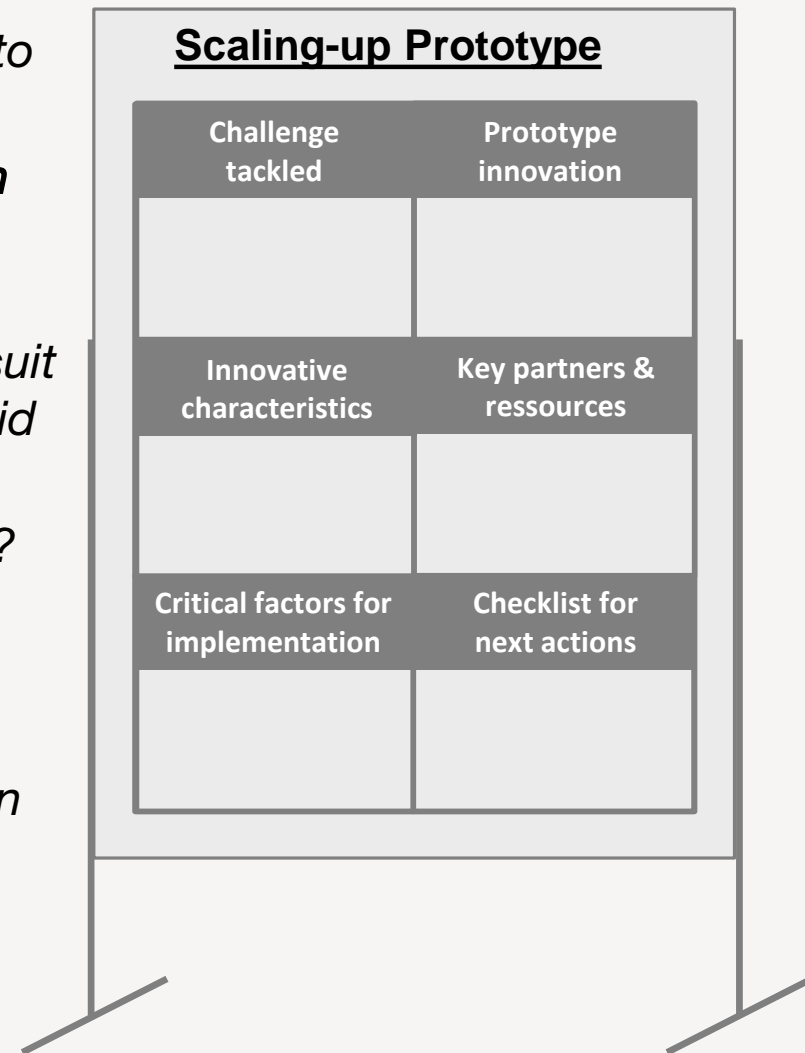
- *Part 1: Defining the key challenges and initial solutions (20 min)*
- *Part 2: Developing a prototype (50 min)*
- *Part 3: Sharing and reviewing prototype ideas (20 min)*

## Part 1: Defining the key challenges and initial solutions

- **Challenges:** *What are key challenges in scaling up your existing financing solution for the cleantech SME market?*
- **Solutions:** *How can mechanisms and instruments look like to fill the gaps in the current financing landscape?*

## How to scale existing financing solutions?

- 1) Which **challenge** is the prototype aimed to tackle?
- 2) The prototype is based on which **solution idea**?
- 3) Which innovative **characteristics** of the instrument or mechanism ensure the pursuit of filling the gap that existing structures did not cover?
- 4) Which **partners and resources** are key? (internal/external etc.)
- 5) Which factors are critical for a successful **implementation** of the prototype?
- 6) Which **next steps** have to be taken to turn the prototype into reality?



## Flow of the Session

- *Part 1: Defining the core and innovation spot (20 min)*
- *Part 2: Developing a prototype (50 min)*
- *Part 3: Sharing and reviewing prototype ideas (20 min)*

## Part 1: Defining the key challenges and initial solutions

- ***Solution Core:*** What is the **core** of your cleantech financing solution that fuels your impact?
- ***Innovation Spot:*** What is the **most innovative spot** in your cleantech financing solution?



## How to replicate lessons on financing solutions?

- 1) *What is the **core of your cleantech financing solution that fuels your impact?***
- 2) *What is the **most innovative spot** in your cleantech financing solution?*
- 3) *Who **drives the solution** and is essential for the replication?*
- 4) *Who are **potential partners** elsewhere that can replicate the solution?*
- 5) *Which **local conditions** can be found elsewhere?*
- 6) *Which **local conditions** are specific to your context?*
- 7) *What's the **approach** for the replication of your financing solution?*

