

Designing a Climate Innovation Center (CIC) in Vietnam

Accelerating clean technology innovation and entrepreneurship in Vietnam

Day 1: "The Next Generation of Business Incubation in Vietnam" Workshop Series

Tuesday 15 November 2011, 8:30-16:30, Sheraton Hanoi Hotel

Register at: <http://hanoi15to17november.eventbrite.com>

Context:

Innovation in new technologies will be essential to reduce the long-term cost of climate change and achieve green growth in Vietnam. *infoDev*, a global partnership of the World Bank Group, is designing and launching a network of Climate Innovation Centers (CICs) around the world to accelerate the innovation of locally relevant climate technologies. CICs address barriers to innovation by offering venture financing and other services that support domestic small and medium enterprises (SMEs).

Objectives:

Based on host country demand, *infoDev* is investigating the feasibility of rolling out CICs in a number of countries including Ethiopia, India, Kenya, South Africa and Vietnam. The CIC design process is conducted via extensive stakeholder engagement with public and private sectors, to ensure each Center is adapted to local circumstances. This workshop, *Designing a Climate Innovation Center (CIC) in Vietnam*, will bring together over 70 stakeholders to help design the CIC. Expert panels and working groups will identify barriers and propose solutions to scaling climate technologies in Vietnam. Participants will address issues relating to:

- I. **Technology development:** What technical challenges are researchers, technologists and entrepreneurs encountering when developing and adapting new technologies? What technical roadblocks and bottlenecks are they facing?
- II. **Access to finance:** What are the gaps in financing new climate technology ideas, products and companies? What type of financing is needed to bridge these gaps?
- III. **Company growth & entrepreneurship:** What barriers are companies facing in growing their climate technology businesses? What business models, knowledge and skills are needed? What gaps are there in developing entrepreneurial and human capital?
- IV. **Market transformation:** What are the barriers to market entry and what is preventing consumers from adopting new cleantech products and services?
- V. **Policy and regulation:** What policies are conducive to scaling up climate technologies in Vietnam? Are there lessons from other sectors? What policies have been most successful?

Outcomes:

The panel sessions and working groups will spark lively debate and discussion on the challenges and barriers to supporting climate innovation in Vietnam. Participants will have the opportunity to interact with industry experts to help identify over 50 barriers and gaps preventing and/or slowing domestic climate innovation in the above five areas. Participants will also have the opportunity to propose their

own solutions to addressing the various gaps. The content generated from the workshop will be used to design and develop the implementation model for the Vietnamese CIC.

Draft Agenda

Time	Session
8.30	Registration
9:00	Key Note: Vice Minister MONRE (TBC)
9.15	Workshop Introduction: Linh Phuong Pham & Anthony Lambkin, <i>infoDev</i> , World Bank
9.30	<p>Session 1: Vietnam’s green growth, technology & innovation potential – A policy perspective.</p> <p>Participants will engage with a high-level panel of policy-makers and development partners that play a role in the country’s support of domestic climate industries. Panelists will debate the challenges and opportunities of the various programs and policies that will shape Vietnam’s green growth.</p> <p>Participants – Representatives from various Ministries and international organizations(TBC)</p>
10.45	Tea/Coffee Break
11.00	<p>Session 2: Climate innovation in Vietnam – Private sector experience, barriers, and successes.</p> <p>The private sector, and especially SMEs, is considered a key driver and source of green growth and climate technology innovation. Vietnam’s emergent private sector and entrepreneurial culture highlight this potential however there are also significant barriers that must be overcome. This session will showcase climate innovation from the SME perspective – how entrepreneurs are overcoming challenges, creating opportunities and what support they need from the CIC.</p> <p>Participants – Climate technology entrepreneurs and SMEs working in Vietnam (TBC).</p>
12.30	Lunch
13.30	Address from Donors: AusAID and Finland (TBD)
13:45	Overview of Working Groups: Linh Phuong Pham & Anthony Lambkin, <i>infoDev</i> World Bank
14.00	<p>Working Group Sessions</p> <p>In the afternoon session, participants will break-out into working groups to brainstorm, identify and discuss bottlenecks to climate innovation in Vietnam. Working groups will also design creative solutions to overcoming these barriers and will present their findings back to the workshop audience. This ‘gaps-needs’ analysis will be conducted in small groups that will be assigned the following topics:</p> <ol style="list-style-type: none"> 1. Technology development 2. Access to finance 3. Company growth & entrepreneurship 4. Market transformation 5. Policy & regulation <p>Working groups will be led by topic leaders to moderate discussions.</p>
15.30	Tea/Coffee Break
15.45	<p>Working Group Presentations</p> <p>Working groups will present their findings back to the workshop participants for further discussion and debate.</p>
16.15	Closing Remarks: Linh Phuong Pham, <i>infoDev</i> World Bank