**Participants:**

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| --- | --- | --- | --- |
| Nnamdi | Abraham-Igwe | Emerging Markets Access Lead | Google |
| Manu | Bhardwaj | Special Advisor, Internet and Telecom | US State Dept. |
| Gary | Fowlie | Chief, Media Liaison at United Nations | ITU |
| Paul | Garnett | Director, Affordable Access Initiatives | Microsoft |
| Waguih | Ishak | Vice President | Corning Labs |
| Mary Lou | Jepsen | Host March 31st, on behalf of Wire the World | Wire the World |
| Yael | Maguire | Team member | Internet.org |
| Monique | Morrow | CTO-Evangelist, New Frontiers Development & Engineering  | Cisco |
| Ayman | Naguib | Senior Director of Engineering | Qualcomm |
| Brooke | Partridge | CEO Vital Wave Consulting  | Vital Wave  |
| Kannan | Pashupathy | Director, Research | Google |
| Beth | Robertson | Emerging Market Entrepreneurship and Venture Capital | Endeavor |
| Subhas | Subramanyan | Special Assistant, OSTP | White House |
| Chris | Weasler | Director of Global Connectivity, Internet.org | Facebook |
| Scott  | Wu | Investment Partner | Omidyar Network |
| Greg | Wyler | Founder | OneWeb |
| Breanna | Zwart | Counsel | Google |
| Steve | Denning[[1]](#footnote-1)\* | Author, Independent Management Consulting Professional  |
| Kristin | Peterson\* | Chair & Co-founder | EveryLayer |

**Organizers – Vint Cerf – Meeting Chair**

**Gary Bolles[[2]](#footnote-2), John Ryan[[3]](#footnote-3) and Mei Lin Fung from People Centered Internet**

**Key takeaways**

1. Focus more on people centricity – *how do our actions affect outcomes for people?*
2. We need to give *the people at the grassroots, the means to make* their own choices
3. There is power in the private sector – *we can do more to enable it*

**Next Steps**

* IEEE-World Bank meeting April 13 (first of 10 meetings planned through 2020)
* Secretary Kerry convening Finance Ministers Meeting April 14
* Reconvene Tech Community in May 2016 – People Centered Internet follow through

**Three Recommendations for IEEE-World Bank April 13 Workshop**

*How can we set up a roadmap…*

1. **For a holistic approach to invest in improving people’s lives involving the Internet?**
2. **To ensure Universal Access?**
3. **To empower people to solve on a small scale, and network to spread for global impact?**

***Backup Details on each***

1. **How can we take a holistic approach involving Internet to invest in improving people’s lives**

The first breakout group discussed both the idea of creating a holistic approach to measuring impact from Internet investment and developing a holistic set of messages around improving people’s lives.

The group’s starting point is that while several studies[[4]](#footnote-4) have asserted a connection between increased Internet penetration and growth in the GDP, these are seen as lacking sufficient detail as to enable implementation. The fact that connectivity is an enabler of at least 15 or the 17 SDGs[[5]](#footnote-5) contributes to the uncertainty. It is not clear, for example, whether a newly-connected society’s benefits accrued through improvements in trade and finance, or through improved health or educational outcomes. This makes it difficult to predict with investment-level certainty that a connectivity project, plus the associated ICT endeavors on the ground, actually will improve lives. The spectacular success of m-Pesa in Kenya has not been replicated elsewhere, just as microloans have succeeded in some environments, but not others.

Some countries that have succeeded in creating energetic, focused programs to expand Internet connectivity include Costa Rica, Kenya, Rwanda, Thailand and Malaysia. There are other factors involved: Costa Rica by attracting private factories making and packaging integrated circuits had instilled broad computer literacy into the country at many levels, creating fertile ground for broadband. Thailand and Malaysia, similarly, have long been the sites of assemblers of storage disks and other electronics, so many developed ICT skills which formed a base for using the Internet to further build out capability.

The group discussed the challenges of including connectivity in major infrastructure projects – many emerging economies are looking at large-scale infrastructure projects – water, power, roads, etc. Each of these could be easily expanded to add a broadband infrastructure component, we recommend IEEE work with the ministries in each country and MDB’s to look for such opportunities to increase synergy and produce results across engineering silos.

ITU can play a role in driving dialog to measure meaningfully in ways that can be compared: Private sector: Technology community and NGO’s and industry, creating categories that allow UN SDG and World Bank data to create a big picture we can all see.

Ways to ease the problems that the group discussed included:

* Using the Internet itself to create live dashboards: there is no particular need to stick with one-year-long cycles for reports on projects, when the Internet itself should enable live data fields
* Find effective and plausible means to include connectivity components in all large infrastructure projects, while complying with local political realities.
* Harmonization of requirements – some organizations may prefer to only count dedicated connections within the profiles of the 3GPP roadmap: are only connections at the speeds of 3G or higher worth noting?
* Policies should be harmonized to support expanding coverage; this will likely include harmonizing definitions (e.g. speeds, access to devices, etc.), and creating economic benchmarks (example for wholesale costs) and business definitions (neutrality, etc.)
* Leverage the lessons of similar countries that have succeeded.
* Create a target for funding – example, doubling the funding enabling connectivity
* We need in all cases to enable recipient countries to fully understand the total costs of infrastructure and plausible economic returns – data need to be credible, technically accurate and fresh.
1. **How can we ensure Universal Access?**

The second breakout group explored ideas related to a large-scale RFP process. Greg Wyler outlined his suggestion for a “solution-scale model bid,” which would create “buying groups” of multiple countries that would aggregate their rural broadband demand to increase the scale of purchasing. The intention of these “mega bids” is to generate business opportunities large enough to attract the attention of larger vendors, while attempting to ensure comprehensive programs to include all rural areas.

One possible initial mega bid could focus on schools; another on all rural households. Mega bids would include requirements for visibly-published metrics, baselines for connectivity quality, etc. As suggested by Greg, mega bids would be “all or nothing” proposals, requiring a country to commit to, say, connecting every single school.

There was healthy discussion about the historical challenges of involving large telecommunications and equipment suppliers in such initiatives, and the high costs often associated with the solutions they offer. Several participants wanted to ensure that there would be a range of providers, rather than just the typical “beltway bandit” approach, which essentially encourages one or more mega-contractors to manage massive bidding processes, virtually guaranteeing that money will be spent inefficiently.

Vint offered an idea for an earlier step: Rather than jumping to an RFP, begin with an RFI process that would allow countries to make their needs known, and to hear from a variety of solutions providers how they would envision a solution to meet those needs. This could still allow countries to pool their requirements, but give them the opportunity for a back-and-forth dialog with solutions providers to tailor their requirements to specific in-country needs. This process could also serve as a spur for innovative technology to provide widespread but low-cost access.

The other insight that Vint offered is that a mega-RFI/RFP process should be focused on the requirement to deliver connectivity as a service - that is, not simply as an infrastructure build out, but as a set of delivered services over a period of years. In that way, providers would need to commit to an ongoing set of deliverables for connectivity and related capabilities to ensure ongoing delivery.

The conversation ended on a question: How can we test this approach out in an actionable manner, so we can determine its potential?

1. **How can we empower people solve on a small scale, and network to spread for global impact?**

The third break out group came up with these recommendations on Solving on a Small Scale for Big Impact: How we can listen to better effect and assist people on the ground to provide services in their communities, set up network to spread the solutions to all seeking them

* Utilize local talent to drive investment in building capability- identify problem to be solved in each community, enlist entrepreneurs to run with it
* Provide structure and assistance based on what is requested and defined by people and their objectives
* Defining audience is key – it will be different in each country, for each MDB, Aid organization
* Increase opportunities for motivated youth and women entrepreneurs
* Be proactive to avoid digital or techno colonialism assuming “we know best” what others want or need or want to work on

Governments need to be part of the solution –approaches which align and work top down and bottom up concurrently – seeding and funding entrepreneurs, networks and universities – governments can remove obstacles, provide investment funding to make it happen. Countries themselves can figure out the top down, bottom up appropriate to get to the results they seek – the big We = the big THEY.

Public Private Partnerships: Accountable, effective and supported by tools that enable local and global partnerships to deliver outcomes for all, especially the most vulnerable

Engage and enlist the Diaspora and Re-aspora - the Diaspora that returned to Vietnam. Powerful untapped resources can bring back knowledge, capital, contacts – help their families: Intellectual remittance combined with financial remittance multiplies impact to benefit people’s lives.

1. \* Remote [↑](#footnote-ref-1)
2. Gary Bolles helped organize the Broadband Coalition and is a co-founder of SoCAP [↑](#footnote-ref-2)
3. John Ryan is CEO of Wire the World, Mei Lin Fung co-founded the People Centered Internet [↑](#footnote-ref-3)
4. A 2015 study from BCG [LINK HERE](https://www.bcgperspectives.com/content/articles/telecommunications_connected_world_growth_global_mobile_internet_economy/) connected a $700B in annual revenues to the mobile Internet; but focused on developed countries. A 2014 Facebook-sponsored study by Deloitte, at [THIS LINK](http://www2.deloitte.com/ie/en/pages/technology-media-and-telecommunications/articles/value-of-connectivity), reports “findings (that) suggest that if developed countries could bridge the gap in Internet penetration to reach levels developed economies enjoy today, they would experience large increases in GDP growth and productivity and improvements in health conditions and education opportunities.” [↑](#footnote-ref-4)
5. The goals from the UN 2030 Agenda for Sustainable Development, set out at www.undp.org/content/undp/en/home/sdgoverview/post-2015-development-agenda.html [↑](#footnote-ref-5)