

THE OPEN SEVENTEEN CHALLENGE

Spring 2018

Demo Day Feedback Report

TEAM SANITATION

Naga Trinadh Burra, Philip Lu, Nay Lin Tun

Dear Naga, Philip and Nay Lin,

Thank you again for all your efforts and the energy you invested in our program. Your project received additional feedback from 9 special guests. Their feedback was anonymous. Please find below the overall results and comments.

CRITERIA	AVG SCORE (OUT OF 5)
How compelling do you find the problem they are trying to solve?	4.6
How relevant/innovative is the solution they propose?	3.6
In your opinion, how likely is the project going to be successful?	3.6
How would you rate the overall presentation skills?	4

Overall General Feedback:

We asked the guests to provide feedback on three aspects of your presentation:

1) What aspects they liked most; 2) Your areas of opportunity; 3) Strongest moment in during the presentation.

- I would appreciate a concrete innovative solution , the problem is known and has a lot of political support but dont see the solution
- I like the realistic approach
- I like how you defined the problem, quantifying it and connecting it to relevant actors. You did a great evolution during these weeks. Your combination of solutions are adequate. However, I suggest you to incorporate an explanation about the sustainability of your solutions. You can have a look to "Alianza Shire Partnership", in their webpage you will find a nice example of introducing this sustainability dimension linked to the training toolkit they are offering.
- 1) The very well-focussed deployment scenario 2) working with gender equality organizations (UN Women) 3) Handled the Q&A very well.
- Open defecation is a very important issue to be addressed in India. There are a lot of very good NGOs in India working on this issue - The Water and Sanitation Collaborative Council based in Geneva is one such agency, in addition to UNICEF that works on these issues and has member partners. Do look them up!
- 1. engagement of the local community; 2. opportunity to greatly improve sanitation

- I think the problem is very important for people to solve, especially for the developing countries. I think the very good point is that they consider how the toilets will be used later.
- #1 - Aspects Most Liked: Worthy problem with discrete, well-thought out solutions. Potential to involve/engage many voices in both the design and implementation processes, which can help with the success and sustainability of solutions.
- #2 - Areas of Opportunity: Share empirical data that shows whether and how much affected people support the work. Need to make the case for why this particular intervention is worth pursuing.
- #3 - Strongest Moment - Good explanation for why this problem matters and how its connected to other area such as education and safety, for example.
- Very compelling. Presentation can improve, by adding more images, less text. Concept is well developed but you need to work out the actual plan of action: How will it work? How will you crowdfund? What will be the communication campaign? How long will the toilets take to build? What will be the cost of maintenance? How will you measure impact to know that the pilot worked and you should scale it?
- Liked the compelling story of the little girl who won't drink water.
- Toilet crisis in India leads to school drop out is an important problem and you can do more going forward to explain why this is the root of the problem as opposed to other things.
- Needs data to define the problem with more specificity
- Good idea to narrowly scope and do at a district level- pilot good idea but what about creating competition between Panchyats?
- For the educational content, what examples do you have for how to do the education? What are you building on?
- Also - can you think about an RCT to test doing the toilets without the education What else has been done in this space? My major problem with this is that, by not taking the time to tell us what else is out there, it makes your pitch less compelling.

Any other feedback that can help them improve their pitch and their storytelling

- A compulsive innovation associated would be the key
- not too clear who will make the toilets (buy them? or make them?)
- Reduce the text, add more images
- Very good presentation and ground level knowledge - it will take a lot of hard work to convene the community at the village level for this issue- all the best!
- I think the fundraising part can be more specified for people to get to know who is going to fund and be responsible for the project.
- Great story telling. Could recognize the humanity behind the data. Need to establish earlier in the pitch the challenges of trying to implement proposed solution in a male-centric society. Context is always good.
- A few points that speak to how solutions will get implemented is also good. Helps to take the suggestions out the realm of theory into a more practical and applied arena. For example, I would have loved to hear more about the proposed Girl Collectives -- what they are, what they do, how they get formed and operate.