

# Network Innovation Summit | May 18, 2020

## Systems Solution Pitch Competition [Overview and Directions]

**OVERVIEW.** A design sprint has three parts – Understanding, Problem Definition, and Solutions. We want to end the day working on as many solutions as possible! And to motivate the teams, we will collectively be voting on the best solutions.

**Get ready to pitch your best ideas!** Each team will have 30 minutes to put their heads together and come up with at least one solution. Attendees will pick a winner post event!

A pitch is your opportunity to demonstrate how you and your team will propose to solve the problem. You certainly do not have to cover all the options and details, but rather this is an exercise in selling your “big idea”. What makes this pitch exercise unique is that it must be a “systems solution”. That is, the solution must identify how networks play a role in the solution and/or how different parts of the system will be aligned (for example, how financing and policy systems will align) to solve the problem. Your solution can be simple, and does not have to solve the whole problem. In fact, a simple focused solution is stronger.

**The goal for this session** is to complete a systems solution pitch that include 1-3 slides that articulate: 1) the problem; 2) the solution; and 3) resources/partnerships needed to implement.



**Directions:** Time: 30 minutes. With your table members:

1. **Restate** the problem from the systems mapping exercise (i.e. how K-12 schools reopen; mitigating covid-19 outbreaks in overcrowded prisons; food insecurities; public transportation; business re-openings; health equity).
2. **Start brainstorming a systems solution.** Use the questions below to start generating ideas and potential solutions. *[Note: the table lead should download this template, share their screen, and type on to it. You should not need the whiteboard at this point, but you might want to past the image of the whiteboard in to your slide deck as a reminder.]*
3. **Pick one solution (or one part of a solution)** and complete the [3 slides from this template](#): slide 1 - the problem; slide 2 - the solution; slide 3 - resources/partnerships needed. One team member should share their screen and capture all the info. Be creative, pictures are ok, and you can choose to do anything different with your slides.
4. **Save your file** when you are done and email it to [learning@visiblenetworklabs.com](mailto:learning@visiblenetworklabs.com). These will be [posted here and voting will open](#) immediately after the event. You have until May 19 at 5pmPT send in your deck to be included in the voting.

## QUESTIONS TO GET YOU STARTED ON YOUR PITCH

1. What efforts are being tried to ameliorate the problem?
2. Who is leading them and what models are they using?
3. What government, non-profit, corporate, or citizen-led efforts have previously existed, or now currently exist?
4. Are there collective efforts?
5. What networks exist related to this issue?
6. What policies have been tried?
7. What knowledge, data collection, or research has or is being conducted which relates to this issue?
8. What role has the media played in sharing information about this issue?
9. What do local government officials think about this issue? What departments are focused on this?
10. Where does the funding for these efforts seem to be coming from?
11. What is the size of the workforce dedicated to this challenge, compared with other issues?
12. What other organizations, governments, educators, or activists have tried to work on this issue in other areas of the world?
13. Where has funding, political will, media exposure, and community or corporate will spurred from in those cases? Etc.
14. What cultural, geographic, economic, government, or other incentives might have contributed to why these efforts are favored? (For example, is there a non-profit or government fund which is promoting or supporting certain models?)

## YOUR PITCH SHOULD:

- Reveal a very high-level overview of the landscape of potential solutions.
- Describe what we do know (or what safer bets there may be) based on the research (yours and others)
- “Zoom in” on one realm of the solution space, describing an organization, policy, movement, etc. that is attempting to address the problem.
- Point out the gaps – what’s missing between the problem and solution landscape?
- Identify the potential levers of change.
- Focus on particularly powerful or promising levers of change and how they might be implemented.

Alternative link to slide deck: <https://visiblenetworklabs.com/solutions-pitch/>