



Driving innovation in social, economic, and environmental development across the globe

Root Change is an innovator in capacity development best practices for leadership and organizations, and along with our professional network of international partners, has worked to advance pattern-breaking capacity development approaches worldwide.

Our innovations include Organizational Capacity Assessment, capacity building accounts, Organizational Network Analysis , Idea Markets for Development, regional and global grassroots crowd-sourcing programs for innovation discovery, web-hosted collaborative competitions, and local service provider market development. Root Change's capacity building tools and strategies are widely deployed in international and local NGOs operating across the world.



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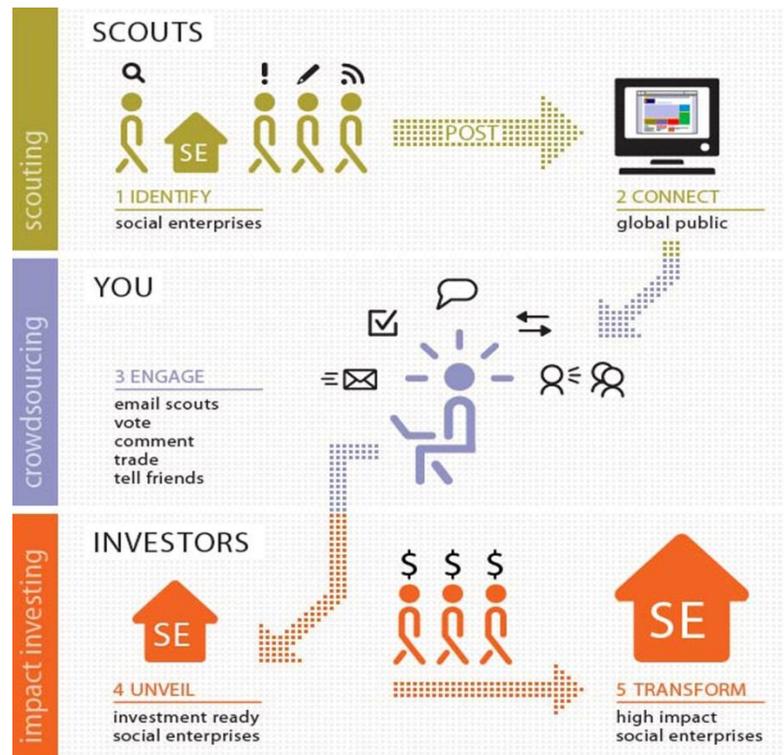
innovation scouts

## Scouting, crowdsourcing, impact investing.

What if you could have a network of well-trained men and women on the ground in the developing world, searching for just the small and growing social businesses you'd like to support? Root Change has developed a global program that does just that. Innovation Scouts provide you with the eyes and ears you need on the ground to discover and vet pattern breaking social initiatives.

It all starts with Innovation Scouts, a growing network of business development providers trained by Root Change to identify new investment opportunities in the social enterprise space in developing countries. Root Change Scouts look for enterprises that can generate a return on capital, grow by a factor of at least 5 over the life of the investment, and provide breakthrough insights in the fields of health, energy, water, and agriculture. Scouts are already active in Tanzania and Vietnam.

Not only do Innovation Scouts connect you to screened, commercially-viable, high-impact social businesses around the world, Root Change gives you \$20,000 dollars in virtual cash to test your potential investments in a social impact investment stock exchange. Here, impact investing meets stock trading tournaments. On the Exchange, you'll compete in virtual investment and trading games. Our goal is to generate real-time market data and information that will help impact investors find and support high impact social businesses.



# 1

**Innovation Scouts**, recruited and trained by Root Change, identify opportunities for investing in small and growing businesses with a social value. Scouts rely on their local knowledge of the social enterprise sector to screen promising businesses and are trained to lead Opportunity Screening Workshops

# 2

**Scouts host investment opportunity screening workshops** where local social entrepreneurs present the merits of their social enterprise through a rigorous self, peer, and professional screening process. The profiles of the best social enterprises are presented to the general public through the Innovation Scouts web platform. Less successful enterprises

# 3

**Scouts post promising social enterprises on the Root Change Innovation Scouts web Platform**, which includes a social Enterprise Stock Exchange. The web platform turns transforms visitors into traders who are invited to review and comment on social enterprise investment opportunities, pose questions to

entrepreneurs, and buy or sell shares in enterprises that they believe have the greatest potential for social impact and financial return. Traders are invited to spend their virtual currency at the innovation scouts store.

# 4

**Root Change taps the collective intelligence of the social impact investing sector.**

Potential investors can watch as the public value of certain investment opportunities, traded as stocks, pre-investment phase, and by building sustainable local markets of BDS and capacity building providers. rise and fall with the release of new information or news of recent performance results. Investors can choose to engage directly with the entrepreneurs, work through preferred Innovation Scouts on the ground, or work with other investors to explore possible collaboration on investment portfolios that meet their strategic needs.

# 5

**Social businesses scale their enterprises** by tapping local business development and capacity building professionals with knowledge of financial

management, operations, and local markets. The Innovation Scouts Initiative fills the local capacity gap by providing technical assistance during the pre-investment phase, and by building sustainable local markets of BDS and capacity building providers. Investors can choose to engage directly with the entrepreneurs, work through preferred Innovation Scouts on the ground, or work with other investors to explore possible collaboration on investment portfolios that meet their strategic needs.