

How to Find Stakeholders and Increase Their Engagement



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CEO, The Bridge International



01 The Bridge International



- Focusing on the value and potential of people in developing countries
- Incubating local entrepreneurs in developing countries

2013. 10.
Incorporated, Korea

2016. 03.
Incorporated, United States

2017. 11.
UN DPI official partner

2018. 07.
UN CTCN member

2020. 07.
Certified Social Enterprise

2021. 11.
Selected Google Impact Challenge





- In partnership with 3859 world-wide expertise in 62 countries
- Regional offices: Korea(headquarters), USA, Ghana, Nepal
- Registered as an official member of UN DPI, CTCN and a social enterprise in Korea



사회적기업 인증서
 인증번호 : 제2020-149호 (최초인증일 2020-07-10)
 기관명 : 사단법인 더 브릿지



Countries
62

Country Trustees
279

Partners
3859



03 Managing Global Incubating Center (INNOPORT)

- Incubating Korean SMEs that seek to do business in developing countries (630 SMEs)
- Regular on/offline linkages and consulting sessions between Korean companies and experts from developing countries (50+ cases/year)
- Support for business cooperation with local partners in developing countries



04 Project Development



- The demand is clear and the necessary tech exist, but difficult for stakeholders to meet easily

Demand-driven

- Supplier-centered approach
- Costly and time-consuming to find local demands and partners
- Overly frequent trial and error

Trust-based

- Difficulty in verifying whether a partner is reliable
- Opportunities to connect with appropriate partners are very limited

Minimum Preparation

- No checklist or guideline for the necessary preparations
- Lack of capacity to implement a project (Tech, manpower, language, etc.)

1. **Pre-checklist** and **basic capability** assessment
2. **Two-way** matching of supply and demand
3. Identifying **mutual collaboration points** through a short online meeting (30~60 mins)

05 Bridging Port



Find local partners

The right partners.
Ready to act.

We help Korean companies go global through trusted partnerships and actionable support.

[Get Started](#)



Market Research &
Policy Advisory

Government & Corporate
Partnership Support

Local Business Opportunity
Discovery & Planning

Market Entry &
Local Marketing Execution

06 Project Development Cases



Solar/Hydro power with carbon credits (Nepal)

- Identifying Project and matching partners
- Meetings and agreements with Nepal government
- Developing PCP (Ministry of Finance, Environment, and Energy)

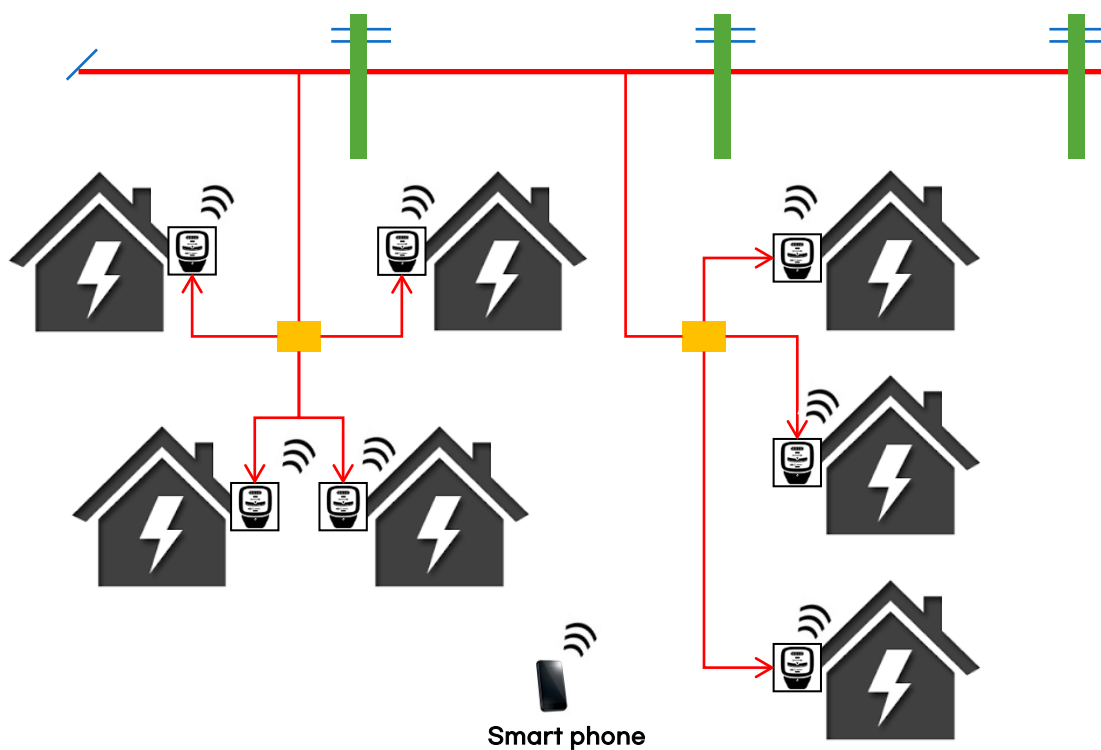
Eco-friendly cookstove (Laos)

- Research and market testing with National University of Laos
- Research collaboration with the Renewable Energy Research Institute
- Commercialization support from SME Innovation Center and Laotian Stove company

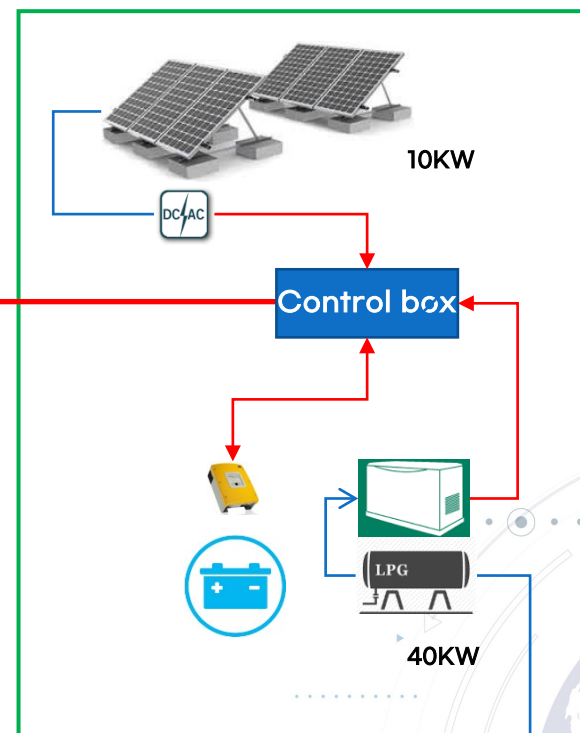
Water purification and vegetable storage (Cambodia)

- Research with Royal University of Phnom Penh
- Agreement with Cambodia Ministry of Agriculture, Forestry and Fisheries
- Business cooperation with microfinancing institutions

- Solar tech and products with low price
- Installation, operation, maintenance (Cambodian SME)
- LPG generator (Korean SME)
- Tech to measure consumption (IoT)



Distributed PV/LP Hybrid Power Plant



- Electricity use: 1kwh/day (30kwh/month)
- Electricity price: \$0.4/kwh
- Electricity bill: \$12/month

08 Next Step toward Project Implementation



Then, How do we improve stakeholder engagement throughout project implementation?

Thank You Q&A

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