

QUALIFICATION : GIG 1004 KEY WORD SEARCH: Sustainability, Innovation, Startup, Venture Studio, Venture Building, Product Development, Business plan, AI, Private Equity, Sydney

Summary: ICG to develop a startup business plan in sustainability & AI for a leading venture studio	
Project description/approach	<ul style="list-style-type: none"> Understand client's vision and expectation for new venture Develop key aspects of product from idea-level to concrete, investor-ready conceptualization including product features, innovation framework, customer journeys & personas Research proposed target market and competitors for new venture and confirm existing business case Create development & commercialization roadmap Develop investor-ready business plan deck
Why ICG was needed	<ul style="list-style-type: none"> Client saw this as a high-potential project but required further support They had not found the necessary capacities in other consulting brands ICG brought a proven expert with the necessary combined expertise of both sustainability and innovation/new product development
Impact delivered by ICG	<ul style="list-style-type: none"> Ability to quickly understand and further develop project from initial idea to investor-ready business plan in only two weeks
Critical insights/new ICG IP available to new clients	<ul style="list-style-type: none"> Innovation factbase/one pagers for Artificial intelligence, machine learning Expert now further experienced in the sustainability space, as well as business plan development
Client feedback "Would you use ICG again, and if differently, how?"	<ul style="list-style-type: none"> Yes, high quality SMEs, easy to work with, planning to engage again for similar projects


Client					
Industry	Private equity				
Sector	Innovation				
Geography	<ul style="list-style-type: none"> Australian based, Sydney head-quartered 				
Project period/duration					
March 2023					
ICG Contact Partner for more information					
David.Moloney@internalconsulting.com + 61 – 412 362 594					
Project Scale	USD \$0-\$50K	USD \$50K-\$100K	USD \$100K-\$250K	USD \$250K-\$1M	USD \$1M Plus
ICG contribution			X		
Total scale				X	



Innovations deep dive: AI / ML algorithms

Sanitised

1 AI / ML algorithms combine high technology novelty with a solid application track record, and are thus highly valued and requested by the market

Technology	Technology description			Market impact						
 <p>Artificial intelligence and machine learning algorithms</p> <p>Tech novelty score X</p> <p>Market impact score Y</p>	<ul style="list-style-type: none"> AI algorithms are tools that allow computers to rationalize and take optimal actions to achieve a specific goal Automated advisors are a type of AI that can assess a user's profile and recommend actions based on it, currently used in fintech for investment advisory. Examples include Betterment, Vanguard, Wealthfront Machine learning is a subset of AI that can learn from data, improving its own performance over time as it gathers increasing amounts of data 			<p>The use of AI is highly valued in the market and is often an indicator of disruption across industries</p> <p>Was the median EV/Revenue Multiple for AI & Robotics companies in 2021 according to Stanford research</p> <p>4.7x</p> <p>This has led to increasing adoption by corporates</p> <p>Of companies have adopted AI according to McKinsey's Global AI survey – it has more than doubled since 2017</p> <p>50%</p> <p>However, application to sustainability is still limited</p> <p>22% Of respondents are using AI to assist on sustainability</p>						
<table border="1"> <thead> <tr> <th data-bbox="472 815 1003 879">Use case</th> <th data-bbox="1003 815 1301 879">Sample tool</th> <th data-bbox="1301 815 1554 879">Benefits</th> </tr> </thead> <tbody> <tr> <td colspan="3" data-bbox="472 879 1554 1302">Product features sanitized</td> </tr> </tbody> </table>					Use case	Sample tool	Benefits	Product features sanitized		
Use case	Sample tool	Benefits								
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1. Natural language processing. Source: IBM, Statista, McKinsey, BCG, Accenture, CB Insights, Stanford University

Innovations deep dive: DLT Blockchain

Sanitised

2 DLT Blockchain is an emerging technology that has not been deployed extensively in the market, but key players already recognize its potential to revolutionize sustainability

Technology	Technology description	Market impact				
 <p>Distributed ledger technology Blockchain</p> <p>Tech novelty score X</p> <p>Market impact score Y</p>	<ul style="list-style-type: none"> Blockchain is an emerging technology based on distributed ledgers or records shared among nodes of a peer-to-peer network It is considered “secure by design” as it is decentralized (no one node in the network owns the totality of data and cannot therefore modify it) and has in-built validation in every block for the ones that came before It enables smart contracts (automated, validated transactions) by safely storing creation timestamp and transaction data, among others As all information is shared across the network, it is fully transparent and can be validated and tracked by any node <table border="1"> <thead> <tr> <th data-bbox="479 890 1025 943">Use case</th> <th data-bbox="1025 890 1554 943">Benefits</th> </tr> </thead> <tbody> <tr> <td colspan="2" data-bbox="479 963 1554 1283" style="text-align: center;">Product features sanitized</td> </tr> </tbody> </table>	Use case	Benefits	Product features sanitized		<p>Market interest in blockchain is still cautious given recent crypto busts – however, carbon credits are widely seen as a highly beneficial use case</p> <p>Beyond the Buzz: What Can Blockchain Do for Carbon Markets?</p> <p>With proper vetting, blockchain can shed light on the quality, quantity, and diversity of carbon credits and open new doors to climate financing.</p> <p>November 11, 2022</p> <p>World Bank backs carbon credit blockchain registry to attract crypto investors</p> <p>Published on 15/08/2022 4:23pm</p> <p>The World Bank wants to direct the NFT craze towards projects that cut emissions and improve the transparency of carbon offset markets</p>
Use case	Benefits					
Product features sanitized						

Source: IBM, World bank, Climate Home News, RMI

Emilia Díaz: Technology and Strategy-focused Financial Industries Consultant



Current Work

3+ years global consultant in services

- Supported senior leadership of business and retail banks in strategy formulation, business case development and market scans across multiple topics as part of both Boston Consulting Group and boutique firms operating in the Americas and Southeast Asia.
- Key topics: technology and market assessment, business case development, data and data platforms, new product development, organisational transformation, agile and digital transformation, digital operations, big data/analytics, corporate innovation, cybersecurity, sustainability.
- Recent case experience includes: tech and market assessment of the European & US Banking as a Service and Payments as a Service spaces for a private equity firm; data & data platforms analysis and operational model design for a leading LATAM Neobank; and digital transformation support for leading banks across Latin America.

Geographies:

- Australia, Singapore, UK, USA, Mexico, Panama, Chile, Colombia, Argentina, Peru.

Client sectors:

- Banks (Retail, Business, Corporate) including Neobanks, Private Equity, Acquirers, Telecommunications, Mining, NGOs, Retailers, Healthcare providers.

Before and Outside ICG

Consultant:

- Joined Boston Consulting Group as Senior Associate in their Santiago office. Became a member of their Financial Industries practice and was promoted to consultant in 2020.
- Currently a Consultant for ICG Singapore office.
- Prior to ICG Worked with boutique technology and innovation-focused consulting companies in her native Chile.

Entrepreneur: Founded Kaitek Labs, a synthetic biology company that developed rapid testing kits for red tide toxicity in shellfish. Executed a \$350k government grant, raised \$120k in private funding as well as \$50k in international prize money, and partnered with +40 institutions in 4 continents.

Credentials:

- Bachelors' degree, Engineering. PUC Chile.
- Exponential technologies certificate, Singularity University.
- Technical certificates including Product Owner certification, Data & Data platforms certifications among others.

Community: Founded Allbiotech, the 1st Latin American network for young biotech & life sciences leaders. The network currently acts as an ecosystem orchestrator for biotech innovation in the region with 3 main hubs in Chile, Mexico, Argentina.