

Global Distributors Collective

Supporting last mile distribution SMEs

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Head of the GDC



HYSTRA
hybrid strategies consulting



The GDC is hosted by Practical Action, alongside implementing partners Hystra and BoP Innovation Center.

The Problem



1 bn
people
lack access to
electricity

663M
people
lack access to
clean water

815M
people are
chronically
undernourished

3 bn
people
lack access to
clean cooking
facilities

The Problem

The irony: **suitable goods and technologies already exist** but they are not easily accessible to those in need

So, why do these goods fail to reach those who need them?

Reaching low income or vulnerable communities, often in remote, sparsely populated areas, is **difficult and expensive**



The Problem

Last mile distribution (LMDs) organisations exist that:

- Sell **life changing products**
- To **underserved households**

They are often the only companies selling to the poorest customer segments, in risky and remote areas.

But they face a huge range of challenges and are dramatically undersupported

The Problem



How the GDC started

Kalpavriksha Greater Goods, Nepal
(solar lights, cookstoves, water filters)

*“Last mile distribution is the key to solving the energy access challenge but **without proper attention and support from the international community, I am limited in my ability to create impact**”.*

Sita Adhikari, Founder/CEO

Nafa Naana, Burkino Faso
(solar lights, cookstoves)

*“We love the idea of testing collective approaches to support our business and the sector as a whole as the **challenges we face are very difficult for us to overcome as an individual organisation**.”*

Sayouba Guira, CEO

Solar Sister, Tanzania/Uganda (solar lights)

*“While there have been efforts to mobilize manufacturers, **there remain urgent gaps in recognizing and addressing the challenges faced by distributors** who ultimately deliver these products to communities that are remote, poor, and/or marginalised. As a partnership based distributor platform, GDC has tremendous potential to address these gaps effectively.”*

Neha Misra, Co-Founder

The Global Distributors Collective

The logo for the Global Distributors Collective, featuring the text "Global Distributors Collective" in white on a red background. Below the text is a stylized graphic of a globe made of small dots.

The Global Distributors Collective (GDC) is a **collective** of last mile distributors around the world that reach millions of unserved customers with life-changing products.

WHY ?

To help last mile distributors make life-changing products affordable and available to all.

UNDERPINNING PHILOSOPHY:

- Last mile distributors have a vital role to play in achieving the SDGs and alleviating global poverty
- Collaborative, bottom-up and innovative approaches are what is needed to enable last mile distributors to fulfil this role

The Global Distributors Collective



The GDC will:

- (1) test ways of helping **distributors improve business performance and grow**, by **providing services** that help **save time, reduce costs, build capacity** and develop catalytic business partnerships.
- (2) **build a collective voice** for the sector by **generating and sharing learning**, raising the profile of distributors, and helping the broader ecosystem to work effectively with distributors to achieve shared impact goals.

The Global Distributors Collective

Global
Distributors
Collective

INITIAL ACTIVITIES

- 1) Pilot a **Centralised Purchasing Platform**
- 2) Facilitate **learning and collaboration events**
- 3) Run **Innovation Pilots** and disseminate lessons learned
- 4) Provide **Centralised Training Services**
- 5) Publish a ground breaking **State of the Sector Report**
- 6) Mobilise and build an **engaged community of practice**



Membership

MEMBERSHIP CRITERIA

GDC members are companies that:

- primarily focus on **distribution**
- sell **life-changing** products at **household** level
- target **underserved** households - low-income, vulnerable, remote, discriminated against or marginalised; and not reached by the mainstream private sector, in both urban and rural areas.

Membership



We have over 100 last mile distribution companies who are now members of the GDC



Visit our website to find out more and contact us to discuss membership

Governance and funding partners



The GDC is hosted by Practical Action with implementing partners Hystra and BoP Innovation Center



We are funded by DFID, P4G and others



We are working to develop an **appropriate governance structure** to ensure we can be truly led by and accountable to last mile distribution companies

**Tell us your ideas for
how we can support
sector-wide growth**

Global Distributors Collective



Thank you

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www.globaldistributorscollective.org



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