



Technology, Social and Market Innovations in **Social Enterprises:**

THE BPI SINAG ACCELERATE INITIATIVE

DR. EDUARDO A. MORATO, JR.

Technology, Social and Market Innovations in Social Enterprises: The BPI Sinag Accelerate Initiative

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**CEZAR "BONG" P. CONSING**

President, Bank of the Philippine Islands

I have often said that BPI aims to be the most inclusive bank in the country. Inclusive growth will help foster a competitive economy and a resilient society. BPI Foundation, the bank's social innovation arm, has an important mission to improve the social and economic well-being of Filipinos through programs like BPI Sinag, which advocates social entrepreneurship.

Social entrepreneurs are a special breed of business people in that they aim to achieve success for profits, people, and the planet. They have financial and social objectives that, if achieved, would empower the country's marginalized sector. I continue to be amazed by the positive impact of BPI Sinag, which has run for several years now, in our markets. The program's social entrepreneurs have seen the value and wisdom of going beyond profit. What better way to share the inspiring stories of BPI Sinag's social entrepreneurs than through a book?

Congratulations to BPI Foundation and Bayan Academy for this book. May your partnership continue to inspire and benefit a new generation of socially-oriented entrepreneurs!

**MARICRIS L. SAN DIEGO**

Executive Director, BPI Foundation

In a country with stark poverty and inequality such as the Philippines, championing the advancement of social enterprises has become a cornerstone in achieving the overarching goal of inclusive growth. With a laser-like focus to empower mission-oriented businesses in the past 4 years, BPI Foundation is proud to collaborate with Bayan Academy for Social Entrepreneurship and Human Resource Development (Bayan Academy), whose values and objectives are undoubtedly aligned with ours.

As the implementing partner for our flagship program BPI Sinag Accelerate, we have jointly amplified our efforts to empower social enterprises and their beneficiaries. Sinag, translated into English, means “light”. BPI Sinag aims to bring light to the communities in need. It also aims to enlighten the public on a new, more inclusive way of doing business and how new business models can help solve some of the societal and environmental issues today. The program targets social entrepreneurs whose enterprise are ready to scale up and expand, while deepening their impact on community and countryside development. BPI Sinag has gradually evolved into a thriving ecosystem, engaging important players – the government, NGOs, the academe, impact investors, the private sector, and other organizations who share a common objective of creating social change.

More importantly, this collaboration with Bayan Academy has allowed us to produce a book which documents the journey of disruptive social entrepreneurs with invaluable life experiences, lessons and insights. Authored by no less than the guru of social entrepreneurship in the Philippines, Dr. Eduardo A. Morato Jr., this book takes its readers to the journey of these social innovators who have successfully used technology, social and market innovations to create social impact and opportunities. Readers will see the true-to-life challenges of these social entrepreneurs and how they have helped address social problems.

We hope this book serves as an inspiration to its readers, who can learn from both the difficulties and successes of these outstanding social entrepreneurs.

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DR. EDUARDO A. MORATO, JR.

Author



With the national economy charting record growth rates, the Philippines has become an attractive place to global investors. However, despite the boom, the gap between rich and poor continues to widen.

BP Sinag enables new and innovative solutions for a more inclusive growth through the acceleration and support of social enterprises. BPI Sinag aims to empower entrepreneurs by providing the following:

- Intellectual capital: access to intensive bootcamps and mentorship programs
- Social capital: access to industry networks, impact investors, and community of social entrepreneurs
- Financial capital: access to seed grant and financing options

In partnership with Bayan Academy for Social Entrepreneurship and Human Resource Development (Bayan Academy), BPI Sinag targets social entrepreneurs whose enterprise are ready to scale up and expand, while deepening their impact on community and countryside development.



Search

Online Applications
and Roadshows



Learn

Bootcamp and Mentorship



Boost

Pitch Day and Awardings



The program is composed of three phases: search, learn, and boost. It opens up various opportunities to allow the chosen participants to grow, giving them access to grants, mentorship, and financing.

Documenting the inspiring stories of the social enterprises is a must, thus, with the help of Bayan Academy, case studies were developed to serve as future learnings of aspiring social entrepreneurs.

Moreover, Sinag Reunions are held where the social entrepreneurs get to catch up with one another, network, and learn from the mini-forums led by sought-after speakers on topics on leadership, taxation for small businesses, impact investment readiness, monitoring and evaluation, social media marketing, e-commerce and other relevant topics. The program also provides market access through our annual 2-day BPI Sinag Pasko bazaar held at Glorietta Center, Makati every December.

BPI Sinag's success would not have been possible without collaborating with key players in its flourishing ecosystem - the government, non-government organizations, the academe, impact investors, the private sector, and other organizations who champion to create social change.