

# Evidence Action

## Strategy Internship Opportunity – Jan/Feb 2014

### About Evidence Action

There is a gap between what research shows is effective in development and what happens in practice. Evidence Action bridges the gap, translating research into tangible results at scale.

A sister organization of [MIT's Poverty Action Lab \(J-PAL\)](#) and [Innovations for Poverty Action](#), [Evidence Action](#) is a new organization committed to scaling up proven, cost-effective, and sustainable interventions. Evidence Action was just selected by GiveWell as one of the [top 3 charities of 2013](#).

Dispensers for Safe Water is one of Evidence Action's two major initiatives. Dispensers for Safe Water combines an innovative chlorine dispenser technology with on-going service delivery to provide safe water in East Africa, reducing diarrheal disease by 40% and costing less than \$0.50/person at scale. Dispensers reach over one million people now, and the program plans to scale to 25 million people by 2018 through innovative financing mechanisms.

### Intern Qualifications & Role

We are looking for a **motivated individual who is passionate about using their business acumen, ingenuity and analytical skills to recommend approaches to two discrete and high priority projects at Evidence Action**. Applicants might be **MBA or JD students** looking for opportunities during their January break. The projects we want an Intern(s) to take on are:

1. **What would an endowment financing model for dispensers look like?**
  - a. **Context:** Chlorine dispensers cost less than \$100/year to operate at scale, each serving 200+ people. Is there an attractive financing strategy around creating endowments for dispensers? Who would fund the endowment? What would the marketing/communications strategy be? What would be the legal structure?
  - b. **Deliverable:** Outline well-researched options along with decision-oriented financial analysis, recommendation on opportunity, and, if an endowment financing option is recommended, next steps to develop financing mechanism. Presentation on recommendation to Executive Director.
2. **How would we set up a quasi-equity investment structure and contract?**
  - a. **Context:** Dispensers for Safe Water is building a carbon financing program for long-term financial sustainability. The 1-2 year lag in receiving carbon revenues after incurring up-front costs results in a working capital gap. One solution that has garnered enthusiasm is an up-front investment tied to future carbon revenue-based payouts (some similarities to an equity investment/dividends in a for-profit). What are the options for a non-profit to structure such an investment?
  - b. **Deliverable:** Outline of investment structure that will be shared with a real potential investor, and draft investment contract (which would be subsequently reviewed by a top attorney)

We estimate that researching, analyzing and making recommendations these topics will **take 2-4 weeks of full time engagement**. We are open to either having one intern take on both projects, or having two separate Interns.

**If interested:** send your CV and a few sentences describing your interest and availability to Christina Riechers, Director of Strategy and Business Development at [christina.riechers@evidenceaction.org](mailto:christina.riechers@evidenceaction.org) as soon as possible. Interested candidates will be considered on a rolling basis.

**ROLE:** Strategy Intern  
**LOCATION:** Cambridge (could work in Cambridge Innovation Center with team) or remote  
**REPORTING TO:** Director of Business Development and Strategy  
**TIME COMMITMENT:** 2 – 4 weeks full-time (or longer part-time) in January and/or February 2014  
**SALARY:** None, volunteer/credit opportunity\*

*\*While no financial remuneration is available, the intern would have the opportunity to gain an insider's perspective on growing a [top rated](#) new social enterprise, wrestle with an intellectually challenging and high-impact issue, and obtain professional development feedback from senior management.*

Learn more about Evidence Action at [www.evidenceaction.org](http://www.evidenceaction.org).