



Tuan Pham (AUS)

Location: Vietnam

ICats role: Accelerator Manager, Vietnam

ICats duration: Feb – Dec 2015 (full-time)

Degree: BA, BE (Env), MCom, MBA

Professional experience: 16 years experience in large infrastructure project management, engineering consultancy and commercial management in Australia and South Africa

Summary

Tuan provided business consulting support to two portfolio organizations in LGT Venture Philanthropy’s Accelerator Program in Vietnam: Ecolink and Tôhe. In addition, Tuan searched for new investment opportunities in Vietnam to build a pipeline for future investments and supported the broader ecosystem for social enterprise and impact investment.

The problem the Accelerator Program aims to tackle

- Commercializing a solution to a social problem and create a sustainable business around it is difficult. These enterprises struggle with the basics such as market assessment, strategy, business planning, etc.



Key challenges for 2015

- Finding effective ways to scale AP organizations
- Changing management mindset to consider their problems in different ways and adopt new management tools



The solution

- Provides hands-on business consulting through dedicated ICats Fellows on the ground, and financial support of USD 50’000 on average to promising early-stage social enterprises

Opportunity for an Accelerator Managers

- Strengthen the ecosystem for social enterprises and investments
- To find meaningful exits for portfolio organizations in Vietnam

“My experience as an ICats Fellow...

was a year of inspiration and learning. I am inspired by the committed, passionate people trying to make a fairer world in their own ways, by the real tangible impacts of LGT VP’s work and have learned what could be possible ”

- Tuan

Tuan's achievements ...



Business consulting for Tòhe and Ecolink:

- Developed management financial dashboard
- Coached new accounting staff on management accounting reports
- Sounding board for Ecolink CEO in exploring new strategic initiatives
- Supported Tòhe through cost reduction and a new strategic direction. Tòhe is now at break-even and recently launched a new store in Hoi An

Tuan's next challenge

Tuan will remain in Vietnam and attempting a start-up in agriculture.

...contributing to AP's impact in Vietnam



- Started Hanoi Entrepreneur Club (380 members) to promote social entrepreneurship in Hanoi
- Managed the exit of two investments in Vietnam, Tòhe and Ecolink. Tòhe is on track to reach financial sustainability in 2016. Ecolink continues to grow rapidly and expects to reach USD1M annual revenue in 2016, from USD250K in 2013.

"Tuan provided valuable consulting and assisted Tohe in business and art program activities"

Ms. Tran Thanh Loan, CEO Tohe