



# Case Study Resources

Compiled by Alison Hynd

The following is a compilation of references to existing case studies relating to technology and its influence in developing countries. It is a work in progress, if you have suggestions for cases to be added to the list, please e.mail them to [abs@mit.edu](mailto:abs@mit.edu).

## General Electronic Sources for Case Studies

### IRC International Water and Sanitation Centre

<http://www.irc.nl/>

Website with good information and links about water and sanitation in developing countries. Includes a database of articles, and many good articles that are available free on-line.

### Water and Sanitation Program

<http://www.wsp.org>

Website with good information and links for an international program on water and sanitation in developing countries. Includes a database of articles and case studies, many of them available free on-line.

### World Resources Institute

<http://www.wri.org/>

Website with good information and links for a variety of environmental and sustainable development topics. Includes a database of publications, some of which are available free on-line. Also has an interesting country profiles for each of their research topics.

### Digital Dividend (a project of the World Resources Institute)

<http://www.digitaldividend.org>

Website with good information and links about sustainable solutions to bridging the global digital divide. Includes case studies, all of which are available free on-line.

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## Agriculture

### *Article about sustainable agriculture in Africa*

Reardon, T and Shaikh, A 1995 [Links between environment and agriculture in Africa: implications for economic growth and policy](http://sustag.wri.org/publications.cfm) Available online at <http://sustag.wri.org/publications.cfm>

*Case related to 'India Milk'. Highlights recent IT developments that are modernizing Indian dairy cooperatives.*

Sharma, A. and Yadav, A. 2003 [What works: Akashganga's IT tools for the Indian dairy industry](http://www.digitaldividend.org/pdf/akashganga.pdf) A Digital Dividend Study by the World Resources Institute. Available online at <http://www.digitaldividend.org/pdf/akashganga.pdf>

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### Business

*Article about large businesses that are successfully selling products such as internet connections and cell phones to the world's poor*

Hammond, A.L. and Prahalad, C.K. 2004 Selling to the Poor Foreign Policy, May/June 2004 Available online at <http://www.foreignpolicy.com>

### Latrines

*Case describing a successful village sanitation project in Indonesia, emphasizing the need to use a participatory approach to development*

Sari, K. and Paramitha, P. 2004 Participatory monitoring of sanitation: the case of Wotawati hamlet, Pucung – Indonesia Downloaded from the International Water and Sanitation Centre (IRC) website, July 8th 2004 [www.irc.nl/redirect/content/download/8523/130404/file/wotawati+case+study.pdf](http://www.irc.nl/redirect/content/download/8523/130404/file/wotawati+case+study.pdf)

*Field notes on sanitation and hygiene behavior, emphasizing the need for participatory development and designing projects on a case-by-case basis. Includes examples of cultural reasons for the failure of latrine projects*

Mukherjee, N 2000 Myth vs. reality in sanitation and hygiene promotion Water and Sanitation Program for East Asia and the Pacific, Jakarta

### Microfinance

*Business-oriented case about the microfinance non-profit ACCION International and its plans for future expansion*

Quelch, J. and Laidler, N. 2003 Accion International (Harvard Business School Case 9-503-106) Harvard Business School Publishing, Boston

### Pumps

*FAO Internal and unpublished paper on treadle pump development in Africa, including the IDE and ApproTEC pumps, among others*

FAO Briefing note on treadle pumps FAO, Rome (Available by searching on the title at <http://www.wca-infonet.org>)

*Case study examining ApproTEC against the framework of good practice principles agreed by the Committee of Donor Agencies for Small Enterprise and Development*

Havers, M 1999 ApproTEC Kenya: developing technology-based business opportunities Springfield Centre for Business in Development, Rio

*Paper using the IDE treadle pump program to test a particular method of performance measurement. Note – BDS = Business Development Services*

Downing, J. and Polak, P. 2000 International Development Enterprises (IDE): The development and commercialization of the treadle pump in Bangladesh – a case of product marketing on a mass scale Paper from the BDS Conference in Hanoi, April 2000 (Available by searching on the title at <http://www.wca-infonet.org>)

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*Long report on treadle pumps and low-cost microirrigation technologies such as drip irrigation. Concentrates on the products marketed by IDE*

Frausto, Keith 2000 Developing irrigation options for small farmers Contributing paper to the World Commission on Dams Thematic Review IV.2: Assessment of Irrigation Options

*Brief case study on the methods used to assess the impact of ApproTEC irrigation technologies (particularly the Super Money Maker Pump) on the livelihoods of small scale farmers*

Pinder, C 2001 Appropriate Technologies for Enterprise Creation: ApproTEC – Kenya EDIAIS (Available from the 'case studies' section of [www.enterprise-impact.org.uk](http://www.enterprise-impact.org.uk))

*Business-oriented case about a Kenya-based appropriate technology company, its operation, funding, and plans for expansion if it received an imaginary \$5m windfall*

Rangan, V. K. 2002 ApproTEC Kenya: technologies to fight poverty and create wealth (Harvard Business School Case 9-503-007) Harvard Business School Publishing, Boston

*Supply chain case study on the development, marketing and distribution of the bamboo treadle pump by IDE*

Water and Sanitation Program 2000 The treadle pump: an NGO introduces a low-cost irrigation pump to Bangladesh Water and Sanitation Program, Washington, DC

*Supply chain case study on a successful technology transfer of an 'appropriate technology' for irrigation*

Water and Sanitation Program 2001 The rope pump: private sector technology transfer from Nicaragua to Ghana Water and Sanitation Program for East Asia and the Pacific, Jakarta

### Telephones

*Conference paper (from Business Services for Small Enterprises in Asia: Developing Markets and Measuring Performance, Hanoi, Vietnam April 2000). In depth treatment of the economics of Grameen Phone*

Burr, C 2000 Grameen Village Phone – its current status and future prospects. Available on-line at <http://www.ilo.org>

*An investigation of the Grameen Phone business model*

Cohen, N 2001 What works: Grameen Telecom's Village Phones A Digital Dividend Study by the World Resources Institute. Available online at <http://www.digitaldividend.org/pdf/grameen.pdf>

*An investigation of Vodacom South Africa's business model for providing cell phone services to poor rural communities*

Reck, J. and Wood, B. 2003 What works: Vodacom's Community Services Phone Shops A Digital Dividend Study by the World Resources Institute. Available online at <http://www.digitaldividend.org/pdf/vodacom.pdf>