

# GARY MAO

TOTO Express

2016 Global Fellow



## BIG BOLD IDEA

Increase artisan income while keeping village traditions in tact in India by digitizing local art, providing intellectual property education, and expanding market access.

## ORGANIZATION OVERVIEW

TOTO Express uses digital technologies to increase the transparency and reliability of doing business for rural artisans in India. Our technologies reduce transaction costs of transporting, receiving money, and contracting with global buyers.

## PERSONAL BIO

Gary Mao is founder of TOTO Express. Gary built his first business at 21 and went on to build several other businesses in China, India, and the United States, from food businesses to engineer matchmaking services. In India, he and his co-founder formulated their idea for TOTO Express as they piloted an education project where they tore apart a 50-seater bus and turned it into a mobile classroom for deep jungle localities in India. It was through this project that Gary saw the power of income generation to enable things like education. Gary is also an MBA graduate from Stanford's Graduate School of Business and their 2015 Social Innovation Fellow.

### Issue area

Poverty Alleviation Economic Development

### Organization/Fellow Location

Cupertino, United States

### Impact Location

Asia

India

### Organization Structure

Nonprofit

[VISIT WEBSITE](#)

