



ASPEN NETWORK
OF DEVELOPMENT
ENTREPRENEURS

INDIA

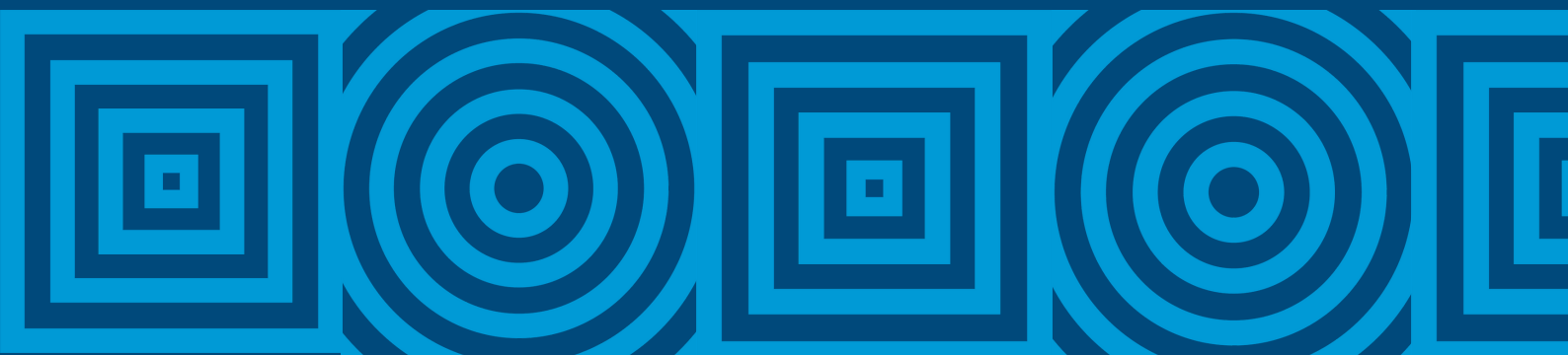
Collaboration Showcase 2021

Featuring stories from:

MITD-Lab



enviu we build
world changing
companies



ANDE Member Collaborations: By the Numbers

DATA FROM 2019 GLOBAL ANDE MEMBER SURVEY - 116 RESPONDENTS

85+

projects, initiatives and campaigns were implemented through member partnerships

13%

of members co-developed or conducted research together

41

members received funding from another member

13

members provided advisory services to another member

19%

of members collaborated on events or trainings

17

members shared their pipeline with another member



MIT D-Lab and Upaya Social Ventures

Type of collaboration

Partnered on implementation of a program.

What's the story?

MIT D-Lab, located at the Massachusetts Institute of Technology, is building a global network of innovators to design and disseminate technologies that meaningfully improve the lives of people living in poverty. The organization is one of the grantees of the Advancing Women's Empowerment Fund (AWEF) in the region. Upaya Social Ventures is an impact investor and capacity development organization that works to build scalable businesses and help create dignified jobs for the world's poorest populations.

As part of their AWEF project, MIT D-Lab sought to identify a new pipeline of female SGB founders to participate in a co-created accelerator program to tackle the investment gap from bottom up in India. The organisation collaborated with Upaya Social Ventures to implement the 'Scale-Ups Accelerator,' an innovative six-month accelerator targeted around the needs of women-led businesses in India.

The cohort consists of nine women entrepreneurs leading early-stage enterprises focused on creating livelihood opportunities for people living in extreme poverty. The program seeks to build capacity beyond fundamentals of fundraising by supporting the entrepreneurs to unlock new opportunities and equipping them with the tools to access different pools of investment and scale their ventures for greater impact.

ANDE's role in the collaboration

ANDE India helped facilitate strategic introductions between the organisations.

"ANDE has been great at facilitating conversations and connections with other stakeholders in the SGB space."

- Amit Antony Alex, Former India Country Director, Upaya Social Ventures



Enviu

Type of collaboration

Partnered on implementation of a program; received/given funding.

What's the story?

Enviu Global has been a member of the ANDE network since 2015. Enviu India, however, became actively involved with ANDE India since 2018. In the early years of expanding their organizational presence in India, ANDE helped play a crucial role in facilitating strategic conversations and supporting Enviu by providing a platform to help increase visibility of their work.

What started off as strategic introductions at a roundtable focused on blended finance in 2019, which helped introduce Enviu to key stakeholders in the space, has since blossomed into a long-term partnership with a large Indian corporate foundation. The foundation has since supported Enviu with relevant advice on the financial inclusion sector and related products.

Since then, Enviu has been actively participating in various ANDE convenings. Recently, through a closed-door funder roundtable conversation, they were able to follow up with interested funders and are currently in the final stages of finalizing a grant towards their India-based textile circularity program with a large global foundation focused on circular economy.

ANDE's role in the collaboration

ANDE India held various convenings where Enviu played an active role, helping the organisation grow its presence in the country and connect strategically with the right stakeholders at pivotal moments.

"ANDE's biggest impact has not just been, helping to connect with different members of the eco- system but to strengthen relationships. Collaborative action leads to a lot more.."

- Gigi Mathews, India Country Director, Enviu





Have a story for us to highlight?

Contact [Saipriya Salla](#) to be featured in an upcoming collaboration showcase. ANDE members can also request a feature in our Member Showcase, which highlights current initiatives members in India are working on, how they are building the entrepreneurial ecosystem in India, and what support they are looking for.



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 **aspen institute**

