



ANDE India Member Showcase

February 2020

The latest highlights from ANDE
Members working in India



Amani Institute

Amani Institute's mission is to develop professionals who create social impact through new models of education and training, and this is done through talent and capacity building services provided to organizations that address social problems.

WHAT ARE YOU WORKING ON?

- **Social Innovation Management**: The Certificate in Social Innovation Management is a 6-month intensive program where one will learn by doing, train with master practitioners to unlock their potential, gain skills and build networks for a career in the social impact sector. This blended program runs twice a year, with a 2-month Foundation online, followed by a 4-month Immersion phase in a global hub for Social Innovation. One can choose whether to do their immersion in São Paulo (Brazil), Nairobi (Kenya) or Bengaluru (India)
- **Leadership for Growth**: This is a 5-month, modular, training & development program to build business and leadership skills in managers across India. It is an inspiring and highly engaging learning program combining classroom-based courses, business application, online learning, as well as a strong emphasis on networking. Currently, we are running the first cohort of the program in India in partnership with ANDE and the program has seen participation from 24 senior and middle managers from 15 organizations
- **Customized Training**: We work individually with each organization to develop the type of professional training they need. So far, we have worked with over 75 clients in South America, North America, Europe, Africa, Asia and the Middle East. We would welcome the opportunity to do the same for you, depending on your needs and aspirations for your team or clients
- **Professional Skill courses**: Besides our Global Social Innovation Management program we also run professional skill courses for individuals in Bengaluru (India), Nairobi (Kenya) and São Paulo (Brazil). Building professional skills and engaging in life-long learning is important for career success and advancement. We periodically open a few seats in our shorter skill courses for anyone who would be interested in building new relevant skills

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- Looking for organizations who would be interested in taking part in the next cohort of the Leadership for Growth program which will take place in the second half of 2020
- Open to doing in-house customized training programs as per the needs of the organization
- Looking for innovators who would benefit from our Social Innovation Management program

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- Support to both entrepreneurs and intrapreneurs to create lives of meaning and impact through a new model of higher education - We are not just training a highly skilled workforce, but are also helping organizations work more effectively in pursuing social change
- Collaborations with innovative universities towards shaping a new approach to higher education.



Asha Impact

The Asha Impact Trust is a 'smart-tank' to (a) **identify and overcome policy bottlenecks** to scale inclusive business models and (b) **build the market for impact investment**, engaging with the government on one side, and industry on the other. The Trust draws insights from the on-ground lessons of leading social enterprises funded by the Asha Circle (a network comprising of some of the most well-known investors and philanthropists in India), the expertise and networks of these senior business leaders in leveraging market principles for development, and the cumulative experience of its leadership in building the impact sector in India.

WHAT ARE YOU WORKING ON?

- **Impact Investing Market Building:** The ecosystem-building work of the Trust consists of engaging with a broad range of philanthropic and impact investors, aligning the industry on impact measurement standards and practices, supporting the development of the blended finance market (e.g. setting up the India Education Outcomes Fund, evangelising DIBs/SIBs and Social Success Notes), and actively engaging government on capital enablement regulations (e.g. AIF Regulations, CSR Outcome Funding, Social Stock Exchange Guidelines). Asha Impact Trust is an elected board member and chairs the Research Committee of the Impact Investors Council and co-chairs the ANDE India SGB Finance Learning Lab
- **Targeted Policy Advocacy:** The policy work of the Trust is focussed on urban-development, specifically affordable housing, waste management and circular economy based on: (i) Identifying the most critical and actionable bottlenecks in a sector for scaling impact, (ii) Engaging with policymakers and regulators at central, state and local levels directly and through partnerships with other civil society organisations; and (iii) Catalyzing tri-sector collaboration to enable practical and meaningful action based on a neutral and well researched point of view – working with start-ups, foundations, corporates and credible NGOs – and sharing the lessons with relevant decision makers

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- Seek to partner with ANDE members who have deep expertise and relationships, or can provide funding and capacity development support to our market building initiatives in
 - *Impact Management:* Developing an impact filter and rating for social enterprises and NGOs, driving adoption of global best practices (IMP, IRIS, SDG) in India and evaluating the impact performance of enterprises across different asset classes
 - *Blended Finance:* Knowledge products, funding platforms or specific financing arrangements for new Development/Social Impact Bonds or Social Success Notes in India
- Looking to partner with like-minded organisations to further our work in policy initiatives in circular economy and waste management specifically in Extended Producer Responsibility (EPR) and roadmaps for ULBs to implement effective policies at the city-level

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- Provide support to ANDE Members on initiatives relating to blended finance (impact bonds, social success notes etc) or impact measurement and reporting in India
- Knowledge and resource sharing on different sectors covered by the Asha Impact Trust (Waste Management, Affordable Housing, Energy Access) and provide insights on the impact investing landscape in India based on our investments, knowledge repository and industry relationships
- Open to explore funding by Asha Circle members in specific blended finance transactions for India



Global Alliance for Mass Entrepreneurship

Founded in August 2018, Global Alliance For Mass Entrepreneurship (GAME) is India's first national-level organization to pioneer the movement of mass entrepreneurship in the country. Through learning and advocacy, GAME will galvanize the ecosystem for youth-led mass entrepreneurship at the local level, helping create 10M entrepreneurs, of which 50% are women, who create 50M jobs by 2030. It envisions a thriving environment for mass entrepreneurship (ME) in India, resulting in large-scale job creation.

WHAT ARE YOU WORKING ON?

- By galvanizing the ecosystem for mass entrepreneurship, GAME aims to develop a thriving environment for job creation. To achieve GAME's mission of creating 10 million mass entrepreneurs, it is working to address the barriers through the **5 pillars of opportunity**. These include
 - 1) Making Mass Entrepreneurship aspirational
 - 2) Nurturing entrepreneurial mindsets early
 - 3) Converting job seekers to entrepreneurs
 - 4) Growing single and micro-entrepreneurs
 - 5) Enabling women entrepreneurs
- By engaging with the alliance, GAME is working to achieve **4 breakthroughs that will unlock the mass entrepreneurship ecosystem**:
 - 1) *Entrepreneurial Skills and Mindsets*: Leveraging learnings and expertise from organisations who have worked on supply-side entrepreneurship development, for entrepreneurial training, mentoring and domain (technical) expertise
 - 2) *Financial Linkages*: Creating solutions to support micro-entrepreneurs that involve de-risk, reducing opex of loan servicing, and identifying new pathways to access capital (e.g. micro-equity)
 - 3) *Market Linkages*: Developing solutions towards building a strong demand side network to support entrepreneurs while building entrepreneur's ability to recognise and serve local demand.
 - 4) *Technology and Tools*: By working with technology partners, looking to disseminate knowledge, increasing mass entrepreneurs' productivity and operational efficiencies
- GAME is integrating all the breakthroughs to **develop a value chain in a particular geography – sector target group**. This synthesis is implemented through a place-based model, which is used to develop a localized pilot that can be replicated across regions. Currently GAME is implementing these models in 2 regions, with the following objectives
 - 1) *Bangalore*:
 - i. Create strong support networks for urban women entrepreneurs
 - ii. Develop market linkages and financial models for women entrepreneurs
 - iii. Build an enabling environment for both potential and existing entrepreneurs, in collaboration with other National Taskforces
 - 2) *Meghalaya*:
 - i. Create an enabling environment for entrepreneurs (solo/nano/small) to grow businesses
 - ii. Disseminate a replicable model in one sector/value chain in consensus with partners
 - iii. Test new models of mass entrepreneurship creation in two sectors/value chains
 - iv. Build a local Meghalaya GAME Chapter / Operation to enable implementation of programs



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- Seek partnerships with nonprofits, academic institutions, multilateral organizations, industry alliances, and others to build a robust outreach and support ecosystem:

- We are testing demand and financial linkages in India with entrepreneurs in Eri-silk, food, beauty & wellness, and education; we would love to partner with demand side actors and financial institutions to understand what it takes to scale businesses in these sectors.
- We would like to support and amplify research linked to scaling 'job creating' entrepreneurs, both first time entrepreneurs and solo/nanopreneurs

- Research on

- Studies concerning themes related to GAME objectives.
- Measurement and evaluation of programs
- For policy development, concerning: The graduation question: How do micro-businesses scale to small businesses? What does it take? What inputs are needed; Market linkages and Aspirations

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- Collaborations within & outside the alliance that will be beneficial to the partner

- Looking to generate and disseminate knowledge assets and learning

- Invite partner representatives to the convening and workshops organized by the alliance

- Open to incorporating partner's ongoing work, thus learning insights on particular contexts and advocating for member solutions

- Through the network, support partners' resource needs for funds, talent, know-how and technology, as per the merit of the scope of work, and the alignment with the mass entrepreneurship mission



Villgro Innovations Foundation

Villgro is India's oldest and one of the world's largest social enterprise incubators, pioneering social impact incubation in India, supporting innovators and social entrepreneurs in their early growth stages.

WHAT ARE YOU WORKING ON?

- **Measuring Impact:** To be launched in April 2020, the annual Impact Report marks the 20th anniversary of Villgro. The report maps the portfolio companies' impact along the SDG framework and aims to demystify 'impact' through various tools.
- **Strengthening sector-focus:** Continuing to strengthen its ability to support market-based models to alleviate poverty in the sectors of agribusiness, healthcare, renewable energy and employability by bringing in relevant sub-sectors like climate change, cleantech, assistive technologies, and water in agriculture.
- **Expanding globally:** Supporting social enterprises in Kenya, the Philippines, and Vietnam through its overseas branches. Last year, Villgro USA was launched, to fuel better support for innovation
- **Purpose-driven collaborations:** Along with Council on Energy, Environment & Water (CEEW), Villgro has embarked upon a joint multi-million dollar initiative '[Powering Livelihoods](#)', with a vision to power the rural economy through clean energy solutions. The initiative aims to provide capital, technical, and sectoral growth support to at least five enterprises—deploying clean energy-powered livelihood appliances to help them undertake large-scale commercial deployments.
With support from Hindustan Unilever Foundation, Villgro is scaling technology & market-based models to solve challenges at the intersection of water availability and agriculture.
- **Gender lens:** While reminiscing the past 20 years and looking forward to the next, Villgro commits to integrating a gender lens in its investments across geographies and within sectors in the portfolio.
- **Bolstering iPitch & Unconvention:** Currently designing the strategy for its annual deal discovery platform iPitch '20 and annual national conference Unconvention '20.

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- Enabling incubatee success: To help SGBs scale, Villgro is actively looking for corporates, go-to-market partners and follow-on investors, and subject experts to mentor the portfolio companies better
- Sub-sector partnerships: Since Villgro incubatees work in niche sub-sectors, a lot of relevant partnerships with not-for-profits, the government, etc. are sought for in the following sub-sectors:
 - *Agritech*: financial inclusion, agri financing and agri-water nexus
 - *Medtech*: maternal & child health, non-communicable diseases, mobility nexus - logistics & assistive tech, diagnostics.
 - *Employability*: skilling for blue and grey collared jobs, upskilling / cross-skilling and productivity enhancement solutions for farmers and SMEs
 - *Energy & Cleantech*: productive use of energy, EV, climate change

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- Being India's oldest incubator, Villgro offers access to a wide and deep network of social enterprises in the sectors of Agribusiness, Health, Education & Employability, and Energy & Cleantech, ever since its inception in 2001. It also provides access to a national SGB pipeline through iPitch, year on year
- Access to a network of mentors, service providers and partners in the ecosystem, to help SGBs scale
- Access to global markets through strategic partnerships with Villgro branches overseas
- Access to Villgro's knowledge of incubation and the ecosystem at Unconvention; opportunities for entrepreneurs to showcase their innovations at the national conference
- Villgro has successfully run accelerator programs for governments and for private organizations. It can help in designing and deploying mission mode programs for SGBs



- Partnerships with corporates, multinational agencies, think-tanks, etc. to run accelerator programmes with Villgro in the sectors of agritech, medtech, employability and cleantech
- Investment Partners for Villgro & CEEW's Powering Livelihoods initiative, iPitch 2020 and ecosystem and knowledge partners for Unconvention 2020

- Villgro has trained several incubators in Low Income States of India as well as in South & SE Asia. It will be happy to share its learnings over the years vis-a-vis training and capacity building of other incubators





If you would like to know more about any of the above initiatives, please write to us and we will be happy to provide you more context and connect you to the relevant ANDE members.

*In the meantime, if you want to access other ANDE resources and learn from the network, check out ANDE's **visibility page** [here](#) and the **resources page** [here](#).*

*We'd like to send out member highlights on an ongoing basis; so, **please [let us know](#) if you would like to be featured**. We would also love to hear from you on what other information you would find valuable from the ANDE network in the region.*

*To find other ANDE members working in India, see our **member map** [here](#).*

