



# ANDE India Member Showcase

June 2019

*ANDE members are leaders in their field. There are many ways we can learn from and help each other as we seek to create a more prosperous India through small and growing businesses.*

*We want to make it easier for you to share what you are working on, where you can help others, and in what areas you are looking for support.*

**Here are latest highlights from four ANDE members working in India.**

*If you would like to get in touch with any of the organisations below, please let us know and we can make a connection!*



## Centre for Cellular and Molecular Platforms (C-CAMP)

### WHAT ARE YOU WORKING ON?

- **Anti-Microbial Resistance (AMR):** To tackle the rising and deadly menace of AMR, C-CAMP has been nurturing innovations in the form of preventive measures, rapid and early diagnostic solutions, and novel therapeutic drugs. Through its collaboration with CARB-X, C-CAMP will seek to amplify and accelerate these efforts throughout India and the Asia-pacific region. (<http://www.ccamp.res.in/amr>)
- **Agri Innovation:** With support from Govt. of Karnataka, and in collaboration with the University of Agricultural Sciences (GKVK), C-CAMP has set-up the Centre of Excellence for Agri-Innovation. Through this centre, C-CAMP aims to address the many pain points that plague the Agri-sector in India, which would, in turn, lead to the creation of more rural-centric jobs and economic prosperity in the country. (<http://www.ccamp.res.in/coe-agri>)
- **'Ageing & Health' and 'Maternal & Child Health':** Through an immersion program aimed at identifying Geriatric assistive technologies, C-CAMP, in collaboration with BIRAC, is trying to improve the expectancy and quality of elderly Life. Similarly, C-CAMP is also encouraging the development of solutions which address specific issues related to newborn and maternal health in India. (<http://www.ccamp.res.in/seed-funding-siip>)

### NEED

C-CAMP seeks partners, who could be corporates, philanthropists, institutions, or individuals, for supporting its efforts in creating deep science-based technologies for human benefit.

### OFFER

C-CAMP offers budding entrepreneurs the opportunity to transform their scientific vision from an idea into an actualized impactful technology useful to society.

CCAMP has announced its [2019 Funding Rounds](#) for product developers around the world working in various domains of Antimicrobial Resistance in partnership with CARB-X. With up to US\$550 million to invest, CARB-X funds the best science from around the world.



## WHAT ARE YOU WORKING ON?

- **Circular Economy:** Despite textiles being the third largest source of waste in most Indian states and the enormous quantities of water needed for production of cotton, the concept of circular economy is near absent in the country. In Khaloom, Enviu and partners saw an opportunity to come up with a business case for large-scale recycling of textile waste into apparel-grade fabrics via handcrafting. In the last year Khaloom has managed to set up a small production unit, streamline supply chain, arrive at high quality fabrics after extensive R&D on recycled materials, and built capacity for production quantities of 2000 meters per month. There is immense potential to scale Khaloom globally. Especially in East Africa and Asia have a tradition of handloom weaving engrained in their cultures.
- **Financial Inclusion:** Lakshy is an Enviu co-created social enterprise with a unique business model to provide underserved urbanized Indians with access to simple, suitable, and affordable financial products and services through use of new technologies, a network of on the ground financial planners and micro entrepreneurs from the underserved community. Lakshy looks at reaching out to 20000 leads in 2020 through micro entrepreneurs and finance planners. Lakshy commenced activities in October 2017, with funding support, amongst others, from a Netherlands based Foundation and a Dutch Family office. At that point of time, Lakshy will approach social impact investors for further funding.
- **Increasing Student Employability through Student Lending:** A social enterprise to improve employability score of engineering & healthcare students in under-served communities, by giving them access to student loans & curated list of skilling/training institutes. Enviu plans to provide better suited student financing options to improve the employability score of engineers & healthcare professionals This will be done by being a fin-tech and a marketplace of skilling/training providers, NBFC/FIs and possibly potential employers.
- **Convert Leather Sludge into Energy:** Enviu is working on a 'zero solid waste discharge' technology to convert hazardous and hard-to-treat industrial sludge (textile dyeing, leather, pharmaceutical) into energy and useful chemicals, using a patented and advanced form of microwave pyrolysis to transforms 100% of the sludge. It is much more energy efficient than other alternatives and can also be commercially deployed at small scale industrial units or wastewater treatment plants. Enviu's aim is to bring positive change in the leather sector through the belief that business principles can be applied to solve larger societal and environmental issues.

### NEED

Enviu looks at harnessing ANDE's empowered global network of organizations and seeks i. collaboration, funding, and networking opportunities; ii. knowledge sharing; iii. co-designing workshops & brainstorming sessions on solutions to common challenges

Enviu is kickstarting the research phase of their initiative around '*increasing student employability through student lending*' and welcomes ideas, knowledge, collaborations, leads, and support from the ANDE network (and around all other thematic areas at Enviu that others are engaging in!)

### OFFER

Collaborate to build Social Ventures; Expertise on building ventures in Financial Inclusion; Circular Economy & Food Systems Knowledge Sharing; Content



## Sambodhi Research

### WHAT ARE YOU WORKING ON?

- **Sambodhi Analytics:** To respond to the changing nature of data demand and deduction, Sambodhi has created Sambodhi Analytics – a **one-stop shop for Demand-side/Consumer Data, Data Sciences, and Analytics Services**. Sambodhi Analytics leverages Artificial Intelligence, Machine Learning & Big Data technologies to build high-value solutions across multiple sectors. This initiative aims to empower organizations globally to take faster and smarter decisions and capitalize on their investment in data.
  - Sambodhi Analytics helps transform raw data into creative visualizations and actionable insights. Sambodhi has a dedicated in-house analytics team that helps clients understand and interpret data, and build informative dashboards, insightful narratives and timely reports.
- **Impact Measurement:** Sambodhi Research continues to remain deeply invested in developing solutions for effective data collection, monitoring, and evaluation.
  - In 2019, Sambodhi has intensified its focus in impact measurement services, to help stakeholders including program implementers and policymakers to course-correct programs and policies more quickly, leading to cost efficiencies and better returns on investments. They are working increasingly at the intersection of different SDGs with clients such as the World Bank, Rockefeller Foundation, IFC, DFID, GIZ, BBC Media Action, the Bill and Melinda Gates Foundation, and Wadhvani Foundation.

### NEED

We would like to offer ANDE members our services and expertise on initiatives, learning labs, focus groups, and conferences to co-host, participate, and co-design conversations relevant to our geographical and thematic interest.

We want to connect with like-minded ANDE members and professionals to co-create and explore opportunities for evidence building.

### OFFER

We can help ANDE members and SGBs by providing critical inputs and insights at different phases of their initiative/organisations' lifecycle: from analyzing feasibility and sustainability of solutions to assessing marketplace viability and evaluating impact.

Sambodhi has a team of expert trainers who can help deliver a range of skills that ensure excellence, innovative thinking, and technical diligence. We are also deeply invested in instituting forums and platforms to strengthen linkages and contribute to global discourses in a targeted way.



# Samunnati Finance

## WHAT ARE YOU WORKING ON?

- **CBO Engagement Strategy:** As part of the long-term engagement with its clients, Samunnati offers advisory services to Community Based Organisations (CBOs). This includes assessment of their short and long-term non-financial requirements while keeping in mind their long-term growth objectives.
  - Samunnati has developed an **in-house CBO engagement tool** that helps assess the CBO's requirements, both financial and non-financial. While the engagement tool was created to for internal use, Samunnati is open for discussion with organisations who would like to use/implement the tool.
  - Key parameters considered in the tool are: Aggregation on inputs and outputs; Agri rental services; Member engagement; Business plan details; Productivity enhancements; Advisory services; and, Financial and co-financial services
- **Market Linkages:** Samunnati works with FPOs on the supply-side to establish links with demand-side players (traders, processors, retailers, exporters, etc.) in local, regional, and national markets. This enables different FPOs working in different **value chains** to obtain better realization for their produce and hence benefit from economies of scale. Samunnati works with SGBs and startup ventures by integrating their services with Samunnati's network of FPOs, and also work towards **linking FPOs' outputs to agri-enterprises** (processors, modern retailers, large traders, etc.)
  - Examples of Value Chains that Samunnati is operating in and can extend support in/advise on: 1. *Commodities* (cereals, pulses, oilseeds, commercial crops, coffee, and tea); 2. *Fresh Produce* (fruits, vegetables, flowers, nuts); 3. *Farm Inputs* (seeds, fertilizers, pesticides, feed & fodder, farm machinery); 4. *Livestock* (dairy, goatery, poultry, fishery); and, 5. *Food Processing* (food processing machinery, HoReCa, grain millers).
  - Most of Samunnati's network of FPOs are based in Tamil Nadu, Karnataka, Andhra Pradesh, Telangana, Maharashtra, Madhya Pradesh, Gujarat, Odisha, Bihar and Rajasthan and Samunnati is keen to establish linkages between them and the entrepreneurial ecosystem at large.
- **Start-up Engagement Strategy:** Samunnati engages with start-ups or early stage enterprises through an engagement process to facilitate access to resources, markets, and key partnerships.
  - Samunnati offers financial products such as input procurement loans, output procurement loans, catalytic infrastructure loans, secured agribusiness loans, agri receivable finance, warehouse receipt finance, agri trade solutions, and dealer financing for equipment.

## NEED

Samunnati is looking for partnership opportunities with stakeholders engaged in the Agriculture industry to serve its network of 500+ community-based organisations (CBOs). Few areas of partnerships are: Advisory services, Farm inputs, Farm digitisation solutions, Market linkages, Value addition and Logistic solutions.

## OFFER

Samunnati provides Aggregation, Market Linkages and Advisory expertise and services to FPOs and Agribusinesses (startups, traders, exporters, processors).

Samunnati has experts in-house who would love to chat and join discussions, meetings, and conferences that are helping markets work for small holder farmers.





*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](#).*

