



ASPEN NETWORK
OF DEVELOPMENT
ENTREPRENEURS

SOUTH ASIA

ANDE MEMBER SHOWCASE

MARCH 2025

Featuring highlights from:



The Administrative Staff College of India (ASCI) is an autonomous, self-supporting, public-purpose institution with the objectives of a think-tank for policy inputs and to build the capacities of practicing professionals in the management of government and business enterprises.



WASH INNOVATION HUB (WIH) AT THE ADMINISTRATIVE STAFF COLLEGE OF INDIA

The WASH Innovation Hub (WIH), based at India's Administrative Staff College in Hyderabad, is the country's first platform dedicated to incubating and scaling WASH (Water, Sanitation, and Hygiene) innovations with a climate focus. Drawing on ASCI's expertise in urban governance and sustainability, WIH fosters, implements, and accelerates solutions while strengthening municipal capacity for lasting impact. It collaborates with local and state governments to build an innovation-driven ecosystem. WIH advises startups, government missions, CSR initiatives, international NGOs, financial institutions, and researchers working toward SDG 6. Its support spans business facilitation, financing, policy, impact assessment, and technical assistance. WIH's portfolio encompasses over 900 innovations across WASH, climate resilience, and waste management.

MAIN APPROACH

WIH's core approach is connecting innovators, government, financial institutions, and industry to develop and scale impactful WASH solutions. By bridging policy and implementation, it fosters collaboration across sectors, aligning technology, policy, and funding to accelerate transformative change in urban water and sanitation.

OUR WORK

WIH is currently focused on several key initiatives to improve water and sanitation in India:

- **Circularity Division** – WIH promotes sustainable waste management and plastic pollution solutions, piloting technologies to cut waste, improve recycling practices, and protect water systems.

- **AMRUT Startup Challenge** – WIH leads the India Water Pitch-Pilot-Scale Startup Challenge as the Ministry of Housing and Urban Affairs (MoHUA)'s designated Project Management and Technical Support Unit. This AMRUT Startup Challenge program supports MSMEs, startups, and innovators in urban water through training, mentorship, and networking. A key focus is enabling pilot projects with utilities, showcasing innovations, and easing business engagement.
- **Financial Management for WASH Startups (with Water.org)** – WIH and Water.org launched a training program to help WASH startups tackle financial hurdles, equipping them with fundraising and financial management skills to scale and attract funding.
- **Transformative Technologies in Water & Sanitation** – In partnership with the Bill & Melinda Gates Foundation, WIH supports startups in developing and scaling advanced water and sanitation technologies, driving long-term and sustainable impact.
- **Aspirational Districts Program (with IndusInd Bank)** – WIH and IndusInd Bank collaborate to improve WASH outcomes in India's Aspirational Districts, deploying innovative solutions to improve water and sanitation in underserved areas.

ASKS

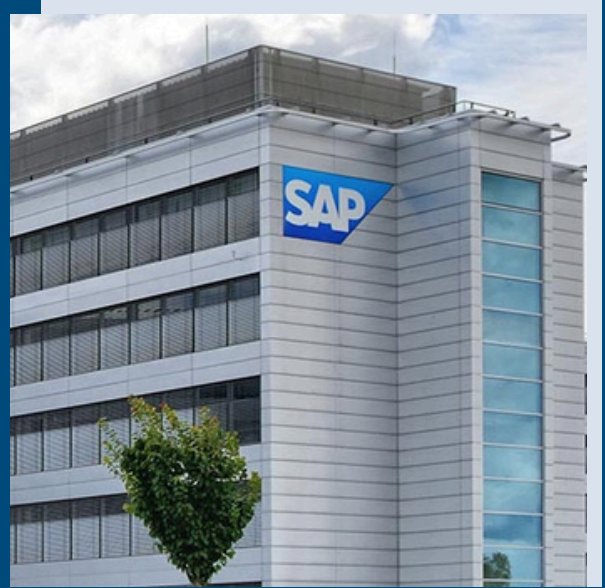
- **Philanthropic Organizations & Impact Funds** to secure funding for scaling promising WASH innovations and expanding their reach.
- **Leveraging the network** including connecting with potential beneficiaries, partners, and stakeholders.
- **Collaborate in Events, Exhibitions, and Hackathons** to promote innovation in the WASH sector and engage a wider audience.
- **Knowledge and Best Practices Sharing** in supporting small and growing businesses (SGBs) in the WASH sector
- **Advocate for Risk Capital** to boost investment in waste management and plastic pollution, developing innovative financing mechanisms to bridge the funding gap.

OFFERS

- **Streamlines Government Partnerships and Procurement**, helping startups access funding, pilot projects, and programs while reducing bureaucratic barriers.
- **Facilitate Access to Financing** for WASH startups and innovators by connecting with investors, offering financial planning guidance, and supporting fundraising to attract capital.
- **Links Innovators with Customers and Key Stakeholders**, driving market entry and scaling opportunities.
- **Provide Mentorship & Capacity Building**, helping them refine their solution and facilitating stakeholder engagement.
- **Features Innovators in WASH POST**, boosting visibility among investors and partners.



SAP is a global information technology leader that is committed to helping the world run better and improving people's lives. Its vision is to bring out the best in every business. SAP's purpose is to "Help the World Run Better". This is part of its business DNA and the primary driver of what they do as a company. They have been on a journey for the last 15 years investing in social entrepreneurs and the ecosystems that support them.



MAIN APPROACH

SAP is committed to the communities where it operates, recognizing the private sector's role in fostering innovation, leveling the playing field, driving innovation, and building an environment that enhances education and entrepreneurship to foster economic growth. By integrating social enterprises into corporate supply networks, SAP amplifies its positive impact on people and the environment while helping organizations meet CSR, diversity, and sustainability goals.

OUR WORK

SAP believes that social procurement, the practice of purchasing goods and services from businesses that prioritize people and the planet above profit, can drive transformative outcomes for companies. This strategy supports regulatory compliance, sustainability/ESG, CSR goals, and employee retention, while also creating economic, social, and environmental impact that goes beyond what corporate philanthropy alone can achieve.

In 2025, SAP will conduct an extensive landscape analysis of the agriculture, waste, and circularity sectors to facilitate crucial discussions between impact businesses providing B2B solutions and mid-to-large-sized companies interested in engaging with them. The mission is to create a platform where suppliers and buyers can collaborate openly, forming partnerships or identifying opportunities for growth and innovation.

ASKS

- **Join the India Social Procurement Coalition** to drive social impact through strategic procurement practices.
- **Spread the Word and Invite Like-minded Organizations and Individuals** to join the coalition.

OFFERS

- **Develop a Conducive Platform** that enables secure, open collaboration between suppliers and buyers, fostering robust partnerships and identifying opportunities for enhancement and innovation.





Vera Solutions is a certified B Corp® specializing in innovative technology solutions that help social impact organizations amplify their work by providing tools and expertise to streamline data collection, management, analysis, and reporting, enabling organizations to make data-driven decisions and measure and demonstrate impact effectively. By leveraging platforms like Salesforce and Amp Impact, Vera Solutions empowers organizations to scale their operations, improve efficiency, and maximize their contribution to the Sustainable Development Goals.



MAIN APPROACH

Vera Solutions takes a collaborative and technology-driven approach to help organizations provide data solutions for social change. Vera's main focus is providing solutions relevant to client needs: from out-of-the-box solutions with minimal configuration to tailored and scalable systems using Salesforce and Amp Impact. This approach empowers organizations to better track their impact, improve transparency, and enhance decision-making. Key elements of Vera Solutions' approach include:

- **Understanding organizational needs:** Vera works closely with organizations to align data solutions with their goals and operational workflows.
- **Designing user-friendly systems:** Vera emphasizes creating intuitive tools that are accessible and easy to adopt for organizations of all sizes.
- **Enabling real-time insights:** By integrating data management and reporting, Vera helps organizations monitor their programs, measure impact, and demonstrate results effectively.
- **Promoting sustainability and scalability:** The solutions are designed to grow with organizations, ensuring long-term value and adaptability to evolving needs.

This approach supports ANDE's mission by enabling SGBs, NGOs, and funders to leverage data for measurable social change.

OUR WORK

In addition to helping organizations globally with solutions centered on Salesforce and Amp Impact, Vera Solutions is busy designing a new impact data-sharing platform and seeking Advisory Partners from the ANDE community. Workshopped at the Annual Conference in Bangkok last September, the new profile-based platform will enable funders and implementers across the globe and sectors to easily share quantitative and qualitative impact data.

- By integrating with widely used MEL tools, it aims to save the sector millions of hours of manual data aggregation, consolidation, and reporting.
- By allowing funders and portfolio managers to subscribe to and aggregate data from the organizations and projects they fund, it aims to also empower decision-makers with up-to-date insights.

ASKS

- **Sign Up as an Advisory Partner** to become early adopters of our new impact data-sharing platform.
- **Refer New Clients and Partners** to streamline their operations for program management and impact measurement.
- **Collaboration Opportunities** to exchange ideas, and resources, and work on sector-wide challenges.

OFFERS

- **Salesforce QuickStarts:** This offering is designed for small to medium-sized nonprofits looking to get started with Salesforce. We offer three tailored Quickstart packages covering Portfolio Management and Impact Measurement, Program Delivery, and Fundraising. Our affordable packages simplify operations and boost efficiency. In as little as six weeks, we can help you get Salesforce up and running, whether for program management, impact measurement, or fundraising.
- **Impact Data-Sharing Platform:** We're creating an impact data-sharing platform that enables funders and implementers to easily share quantitative and qualitative data. This profile-based system seeks to eliminate manual data aggregation, integrate with widely used MEL tools, and save the sector millions of hours annually. Developed with input from the ANDE community, the platform will foster collaboration and enhance global impact reporting efficiency. To become an early adopter and Advisory Partner, start by completing [this form from the 2024 event](#).

OFFERS

- **Amp Impact:** Our flagship product, Amp Impact, is a program management and impact measurement tool built on the Salesforce Platform. Leveraging the platform's flexibility and friendliness, Amp Impact is used to manage over \$12 billion of development programs and grants. Designed to track progress on goals and indicators across geographies and projects, it provides organizations with real-time insights and robust features. From managing portfolios to tracking outcomes, Amp Impact simplifies data management, empowering organizations to make informed decisions that drive more impact.





Founded in 2009, Village Capital is a global nonprofit that supports early-stage impact-creating entrepreneurs tackling social, environmental, and economic challenges. By unlocking access to funding and resources, VilCap helps these entrepreneurs grow their impact sustainably.

To date, Village Capital (VilCap) has supported nearly 1,800 startups in over 70 countries, along with 230+ organizations that support entrepreneurs. Through its affiliated funds, VilCap has invested in more than 150 companies, including 110 peer-selected startups, and their alumni have raised over USD 7.5B in investment capital.

Over 25,500 users actively use **Abaca**, Village Capital's web app that equips early-stage, impact-creating entrepreneurs with essential tools. Its latest feature, **Capital Explorer**, helps founders identify the most suitable funding options for their businesses.

In South and Southeast Asia, Village Capital has delivered **24 accelerator programs across 14 countries, including Bangladesh, Malaysia, India, Indonesia, Sri Lanka, Thailand, and Vietnam**. Through these programs, Village Capital has supported more than **250 locally-based startups** working in sectors such as civic tech, climate change, financial health, and the future of work.



MAIN APPROACH

- **Investment-Readiness Programs for Entrepreneurs:** Village Capital helps early-stage entrepreneurs grow sustainable, high-impact businesses by unlocking social and financial capital for solutions tackling global social, economic, and environmental challenges. Our programs cover a range of emerging sectors, including climate innovation, healthcare access, and economic mobility. In South and Southeast Asia, we are currently running: [Greentech Asia 2025](#) – an investment-readiness accelerator designed to support startups in Malaysia and Vietnam that are developing innovative solutions for sustainable development across the region.
- **Strengthen Ecosystems with ESO Partners:** Village Capital supports locally-led Entrepreneur Support Organizations (ESOs) with tailored curricula and tools while partnering with them to identify and support early-stage, high-potential entrepreneurs developing transformative, impact-creating solutions. Through our **CoDelivery+ model**, we co-deliver world-class startup support programs while building sustainable, long-term partnerships. This approach goes beyond training to strengthen ESOs, amplifying startup success and maximizing economic and social impact.

Recent & current examples include:

- [Empowering Sustainable Entrepreneurship Africa](#) – A transformative program designed to strengthen ESOs and climate-focused early-stage startups in Ghana, Kenya, Malawi, Mozambique, and Tanzania, enhancing their capacity and long-term impact.
- [Resource](#) – Now in its third iteration, this initiative supports community-led ESOs by providing capacity-building resources, capital, and networks, helping them increase their effectiveness in accelerating early-stage startups and founders within their local communities.
- **Impact Investments:** Village Capital has invested in more than 150 impact-creating startups through various investment vehicles and strategies. Through our work, we've recognized that our investment approach and structure can't be a one-size-fits-all approach. That's why we've embraced **purpose-suited capital**, tailoring investment structures to meet startups' unique needs.

For example, we've adapted **convertible notes** to align with **Islamic finance principles** in one case, and in another, structured repayment terms to function like a **term loan upon maturity** instead of a bullet payment. These adjustments weren't radical but provided **greater flexibility**, ensuring startups could scale sustainably while still offering a clear path to investor returns.

At its core, the purpose-suited capital approach involves carefully assessing factors like growth potential, market size, founders' ownership goals, and exit strategy to determine the most appropriate capital structure – whether traditional (equity and debt) or “innovative finance” models.

Our recent investments in the region include:

- [Closet \(Pakistan\)](#) – A platform enabling customers to rent wedding and formal attire at a fraction of the cost, creating income-generating opportunities for clothing owners. This investment was facilitated through Standard Chartered's Futuremakers [Women in Tech Financing Facility](#).
- [AponTech \(Bangladesh\)](#) – A startup improving the lives of factory workers by providing access to credit and discounted household essentials, addressing crucial financial needs within this vital workforce. This investment comes from Village Capital's Reducing Inequalities Investment Facility, backed by FMO's MASSIF Fund, which supports financial inclusion through innovative financial solutions and inclusive businesses.
- [Bandhu and FatakPay \(India\)](#) – Two startups that participated in Village Capital's Financial Solutions for Migrants program in 2023. Their investment will come from the Village Capital-managed Financial Health Innovation Fund (FHIF), an early-stage, globally focused investment vehicle funded by MetLife Foundation.

OUR WORK

At Village Capital, we are committed to supporting early-stage, impact-creating entrepreneurs by equipping them with the right tools, resources, and funding opportunities. Our current initiatives focus on strengthening entrepreneurial ecosystems and driving innovation in key sectors such as Climate Innovation & Adaptation, Economic Mobility, and Equitable Access to Essential Services. To further our mission, we've developed **tech-enabled tools** designed to help startups, entrepreneur support organizations (ESOs), and capital allocators navigate the funding landscape.

VilCap's Tech-Enabled Tools

1. **Abaca:** Village Capital created Abaca to equip early-stage, impact-creating entrepreneurs, ESOs, and capital providers with tools to learn, assess suitability, and expand access to financial capital. Abaca empowers a global network to achieve scalable impact.
2. **Capital Explorer:** At Village Capital, we know that growth – and the growth path – looks different for every startup. So, we built Capital Explorer to equip entrepreneurs with the necessary information to interactively explore the broader spectrum of funding options – such as revenue-based loans, redeemable equity, supply chain financing, and crowdfunding – empowering them to make strategic decisions that align with their mission and vision.

Capital Explorer is housed in Abaca, VilCap's web app.

[Watch our video here](#)

ASKS

- **Support our Mission**

As a nonprofit, we count on our partners and supporters to support our work. We've collaborated with more than 180 funders, including industry-leading corporations, development and government agencies, innovative foundations, and sector-specific investment firms, who share our belief that entrepreneurs can solve the world's most pressing problems.

For more information about **becoming a corporate or foundation partner**, please contact Costanza Beltrame, Senior Manager, Partnerships at costanza.beltrame@vilcap.com

For more information about **our Giving Circle or other individual giving options**, please contact Becca McAtee, Donor and Investor Relations Officer, at rebecca.mcatee@vilcap.com

ASKS

- **Spread the word about our programs**

Applications are now open for the second iteration of the Greentech Asia 2025: The Future of Sustainability program! This initiative will support 30-35 startups developing solutions to address the sustainability crisis.

We're seeking startups based in Africa, Asia, and Latin America that are creating solutions in the key following areas:

- ✔ Cleantech and Climate Tech
- ✔ Agtech and Food Security
- ✔ Circular and Regenerative Economy
- ✔ Water Sanitation and Health
- ✔ Natural Resource Management and Biodiversity Conservation

Interested? Learn more about the eligibility criteria!

Asia, learn more at <https://vilcap.com/programs/greentech-asia-2025>

OFFERS

At Village Capital, we believe in a **systems-level approach to ecosystem building**, ensuring that early-stage entrepreneurs have the right support, capital, and networks to scale their impact. As part of the ANDE member network, we are committed to sharing insights, resources, and tools that strengthen entrepreneurial ecosystems globally.

We invite members to explore the free tools and resources we've developed to support **entrepreneurs, ESOs, and investors** in building resilient, investment-ready businesses. Our goal is to equip ecosystem players with the knowledge and frameworks needed to drive inclusive economic growth and innovation.

Smarter Systems: With a consortium of partners, we conducted an experiment to enhance the accuracy and consistency of the investment evaluation process, focusing on due diligence and interview frameworks used by investors to assess potential opportunities. Our goal was to make the process more structured, data-driven, and fair. To address discrepancies in startup evaluations—particularly the documented tendency for investors to assess women-led and men-led startups inconsistently—we introduced three key steps to improve evaluation accuracy. Without such improvements, countless high-potential entrepreneurs risk being overlooked due to systemic biases in funding allocation.

Interested in refining your evaluation framework? Download our **Investor Implementation Guide** and **Accelerator Implementation Guide** to explore actionable insights.



**ASPEN NETWORK
OF DEVELOPMENT
ENTREPRENEURS**

SOUTH ASIA



Have a story for us to highlight?

Contact Vineetha Venugopal at vineetha.vk@aspeninstitute.org to be featured in an upcoming member showcase which highlights current initiatives members in South Asia are working on, how they are building the entrepreneurial ecosystem in South Asia, and what support they are looking for.

Contact Us



[ande-southasia](#)



[ande.southasia](#)



www.andeglobal.org



[ande.southasia](#)



andesouthasia@aspeninstitute.org