



ANDE India Member Showcase

February 2021

The latest highlights from ANDE Members working in India

Shell Foundation | 

Powering
Livelihoods
A CEEW-VILLGRO INITIATIVE

develoPPP.de



IDEX
accelerator

Shell Foundation

Shell Foundation (SF) is a UK-registered charity, founded by Royal Dutch Shell in 2000, that creates and scales business solutions to enhance access to energy and affordable transport.

OUR APPROACH: SF supports innovators to test new technology and enterprise models that can contribute towards the SDGs, achieve financial independence and operate at scale. Once demand for a new product or service is proven, we co-create supply chain intermediaries, blended funds and non-profit institutions to support replication and growth. We use grant funding and non-grant instruments as appropriate, alongside extensive business support, and allocate a third of their budget to build a stronger enabling environment for social enterprises in India and Africa.

WHAT ARE YOU WORKING ON?

- **Gender inclusive interventions:** The [FCDO \(UK Government\)](#) and SF created the [POWERED](#) (Promotion of Women in Energy Related Enterprises for Development) Program in 2018 to promote gender inclusion in the Indian energy development sector by creating jobs, supporting women-led businesses and undertaking research on the sector. Since 2020, we have also been supporting “[Powering Livelihoods](#)”, a CEEW & Villgro initiative aimed to scale up the penetration of clean energy-powered appliances for livelihoods in rural India, through an integrated gendered lens and use the evidence generated to catalyse the sector.
- **Accelerate energy solutions in agriculture:** We deployed grants to support existing partners S4S and Inficold in 2020, to accelerate their innovative solutions in solar based food processing and cooling solutions respectively for low income farmers. 2021 will see us working with NavAlt Solar & Electric Boats and CEEW to conduct market scoping for application of e-mobility solutions, to benefit marine fishers in India.
- **Improving credit availability to low income customers:** Through interventions on customer financing by their portfolio companies in mobility and energy, we have been supporting availability of energy products and mobility solutions for consumers. In 2020, we kickstarted two pilots: one for credit deployment in rural logistics value-chain and another for financing e-rickshaw buyers with an integrated market linkage.
- **Strengthen governance:** To support our portfolio enterprises prepare for growth and instill confidence in potential investors during fundraises, we are supporting our scale-up ready partners to set-up functioning boards with desired competencies. Additionally, we are advising startups on how to formulate and implement policies in anti-bribery & anti-corruption, whistleblower protection, conflict of interest, safeguarding and health, safety & environment.

NEED

- Scouting for scalable solutions for Access to Energy in:
 - productive use of energy through gender inclusive models
 - supporting smallholder farmers to improve livelihoods and productivity by enhancing access to finance, insurance and markets
- Advisory on market scoping and develop pipeline for incubation in “mobility beyond cities”:
 - enterprises addressing mobility needs of low-income end customers or commuters in small cities/towns, to access place of work, education, healthcare and market
 - scalable solutions driving safe commutes for women

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- To collaborate with early stage investors/donors to:
- To share learnings from portfolio companies in access to energy and mobility ([insights from our work](#))
- Exchange of information on due-diligence and pipeline, for supporting investments into the enterprises
- Open to exploring “blended finance” mechanisms and partnerships for early stage enterprises, where there is a mutual fit



Powering Livelihoods – A CEEW-Villgro Initiative

Powering Livelihoods is a CEEW-Villgro initiative that aims to catalyse India's rural economy through clean-energy based solutions. To scale penetration of clean-energy appliances for livelihoods in rural areas, the initiative will support selected enterprises in the large-scale deployment of their solutions.

OUR APPROACH: The programme looks to ignite market transformation by providing financial and technical assistance to enterprises with field-tested technologies to undertake large-scale commercial deployments. The programme provides financial and non-financial support to six core enterprises to undertake large scale commercial deployment of their solutions and use the resulting evidence to catalyse the sector. We focus on two livelihood sectors- (i) agriculture and allied activities and (ii) textiles, for the next two years.

WHAT ARE YOU WORKING ON?

The programme aims to achieve its objectives through the following key streams of activity:

- **Financial support to enterprise (grant):** 'Tranched' grant support is provided to each enterprise to undertake commercial pilot and to have financial leverage for further fund raise in the form of equity/debt. The programme has earmarked budgets for piloting gender-inclusive business models to have a greater base of women customers.
- **Capacity-building support to enterprise (Technical assistance):** Needs-based support is provided to enterprises on areas such as mentoring, business modelling, financial modelling, go-to-market strategy, and fundraising support to effectively undertake the commercial pilot. This would include an integrated approach to involve women as employees, value chain partners and customers in the business.
- **Sectoral growth support:** We will create sectoral momentum by gaining gender-disaggregated evidence from the pilots at a meaningful scale and by disseminating the evidence among key stakeholders such as financiers, policymakers, investors and other market enablers.

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- Grant support to the programme, as there are still some funding gaps
- Partnered to co-create guarantee mechanism for end-user financing
- Go-To-Market partners for our [core enterprises](#)
- Mentors with experience in Agri-Business and Textile

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- Opportunity to support market-driven models of green recovery and resilient livelihoods
- Investment opportunity in Powering Livelihoods core and affiliate enterprises
- To share learnings from Market Assessment for DRE-powered livelihoods solutions
- A platform to engage with the relevant stakeholders



[DeveloPPP.de – A programme for private sector cooperation](#)

Is your organisation working with companies or enterprises that are

- investing and generating sustainable profits?
- piloting innovative technologies?
- raising standards in your supply chain?
- improving the quality of training?

whilst making an effective, long-term contribution to local development? If so, develoPPP.de could be an interesting programme to explore. develoPPP.de has been facilitating private-sector commitment in developing countries for the last 20 years. The develoPPP.de programme was set up by the German Federal Ministry for Economic Cooperation and Development (BMZ) to foster the involvement of the private sector in areas where business opportunities and development policy initiatives overlap.

To this end, BMZ offers financial and technical support for companies that invest in developing and emerging-market countries. We are responsible for covering at least half of the overall costs. Companies work with one of the two public partners commissioned by BMZ to implement the programme on its behalf: DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH and ANDE member Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH.

OUR APPROACH: The facility helps companies harness available opportunities, open-up new markets and compete successfully. In turn, these companies create skilled jobs, generate an income for local people, boost economic growth and maximise the local contribution to the value chain.

The scheme is open to companies with viable project ideas that wish to use their investment resources and capacity for innovation in order to expand their operations in one or more developing countries on a long-term basis.

The company should meet our minimum criteria:

- minimum annual turnover of EUR 800,000
- at least two years on the market
- at least 8 employees

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- Sustainable business initiatives in developing countries in areas where business opportunities and development goals overlap

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- Financial and technical support of up to 50% of project budget
- Access to local networks and policy makers



IDEX Accelerator

The IDEX Accelerator is a US-based non-Profit organization, that runs a global career accelerator, called the IDEX Fellowship, for professionals looking to train to be social enterprise practitioners, supporting the impact sector.

OUR APPROACH: The Fellowship is a 6-month virtual programme, designed to enable professionals to acquire the tools and resources to navigate and succeed in the impact sector through immersive learning experiences. So far, we have trained over 350 professionals from diverse geographical (North America, Europe, Africa, Asia, Latin America, Australia & Middle East) and professional backgrounds (nonprofit, social enterprise, IT, engineering, finance, consulting, academia, etc.). In 2020, we successfully implemented the virtual model of the fellowship programme and supported mid to senior professionals navigate the aftermath of the pandemic. This helped create a safe space for organisations and professionals to address their challenges and pivot their offering by using tools of social innovation and business with a human lens. Additionally, IDEX initiated its fellowship for employees from governments in Africa and South East Asia with a specific focus on youth and social enterprise development.

WHAT ARE YOU WORKING ON?

- **2021 Fellowship:** This includes onboarding the incoming cohort, providing hands-on experiential learning to Fellows that will enable them to solve problem statements of socially focused enterprises, and equipping Fellows for the future of work.
- Managing a **peer network** of fellows, alumni and impact sector experts through various online platforms.
- Supporting public and private sector organisations to increase impact by
 - **training mid to senior level professionals** to reskill and addressing the learning needs of organisations by implementing capacity building for staff keen on thriving in the social impact space
 - **reviewing toolkits and frameworks** for improvement and alignment with the changing time
 - **providing professional experiences to staff in various governments** for them to effectively lead socially focused initiatives at a large scale

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- Passionate professionals transitioning to the social impact sector, or interested in upskilling in order to thrive in their social impact career to sign up for the next round of applications
- Industry leaders knowledgeable in the areas that fall at the intersection of impact, business and technology to serve as mentors, speakers, etc.
- Small grassroots organisations, medium sized enterprises, start-ups, non-profits or social enterprises seeking for real workable solutions with regards to impact measurement/monitoring & evaluation, human-centered design or resource mobilization to sign up as case challenge partners
- Organisations looking to host fellows remotely in order to provide strategic and meaningful professional experiences that will enable them to thrive in the social impact sector
- Social impact networking forums/events that will provide a platform for interaction with IDEX team and related stakeholders

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- Prospect of being a Case Challenge Partner to be engaged virtually with IDEX in either of its learning labs namely; to impact measurement/monitoring & evaluation, human centred design or resource mobilisation
- Prospect of being one of IDEX's mentors to provide the needed expertise and experience in either of the knowledge areas relating to IDEX's learning lab
- A tailored programme to address the professional development needs of your organisations
- Any partnership that helps us advance our mission
- Training support for organisations keen on upskilling their staff in order for them to lead the work of socially focused initiatives within public, private or non-profit sectors



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](#).*

