



ASPEN NETWORK
OF DEVELOPMENT
ENTREPRENEURS

SOUTH ASIA

20
24

ANDE South Asia

Collaboration Showcase

Featuring





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ANDE Member Collaborations: By the Number

Data from 2023 ANDE Member Survey Analysis
- 102 unique organizations

143

unique collaborations with
other ANDE Members

20% of these collaborations were
facilitated or supported by ANDE

65%

of members collaborated
on events or trainings

20%

of members co-funded, or shared
pipeline with another member

13%

of members co-developed or
conducted research together

9%

of members received advisory
services from another member

8%

of members provided advisory
services to another member

5%

of members partnered on an advocacy
or communications campaign





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COLLABORATION HIGHLIGHT #1

GBI



About GBI

Global Business Inroads (GBI) is an international business, technology and innovation management consultancy, based in India, Europe, UK and USA that is specialized in technology access and deployment. GBI has expertise in technology transfer and project management with focus in technology, life sciences and ICT sectors. GBI has supported over 200 institutions, corporates, MNCs, SMEs and startups from around the world in various capacities - to internationalize in emerging markets by representing and managing their services and programs, developing ecosystems with both global and regional stakeholders including building local capacities, government liasoning and strategic financing & investment consulting.

To help facilitate innovation and technology access into and out of India, Global Business Inroads has developed online-offline strategy process and trademark tools, and research and program management capabilities, that can be leveraged by governments, private sectors companies, corporates, SMEs, start-ups, investors and financial institutions. GBI has expanded its services beyond India in to other markets like Sri Lanka and South East Asia.





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COLLABORATION HIGHLIGHT #1

GBI

Type of collaboration

Strategic Partnerships:

ANDE recognized GBI's value to ESOs and SGBs through its expertise in global market opportunities, global market access, global network and linkages, understanding international regulations, training on regulatory aspects, access to innovative technologies, and access to international funding avenues. ANDE connected GBI with members and programs to co-leverage expertise and enhance value-added services for ESOs and SGBs.





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COLLABORATION HIGHLIGHT #1

GBI



What's the story?

The ANDE team facilitated GBI's integration into the ANDE ecosystem by connecting GBI with various collaboration opportunities and inviting GBI to share and collaborate on a number of GBI-initiated programs and projects. Through these opportunities, a deep respect and understanding developed between GBI and the ANDE members.

As new ANDE members since 2022, the GBI team has progressively gained a deeper understanding of the ANDE ecosystem, which is now evident. The ANDE team has recently introduced GBI to relevant programs and projects in India and South Asia, and GBI has been sharing innovative global circularity start-ups with the ANDE network of investors.





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COLLABORATION HIGHLIGHT #1

GBI

ANDE' s role in the collaboration

The most recent direct networking opportunity arose when ANDE introduced GBI to Upaya Ventures, Enviu, and Technoserve, among other connections. GBI has been able to create interesting programs and projects together as a result of these introductions. This type of facilitation by ANDE South Asia Head enabled Upaya and GBI to connect, leverage its strengths to partner with each other, and submit a successful proposal for the ANDE Investment Innovation Fund, also in collaboration with Repurpose Global.



It took me a long time to convince my management as well about what ANDE brings to the table and now I have it – It is people at ANDE who just do a great job each day to take ideas into reality so we can create great impact for our beneficiaries– the SGBs and the ecosystem.

Leena Pische Thomas, Director, Global Business Inroads





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COLLABORATION HIGHLIGHT #2

TechnoServe



About TechnoServe

TechnoServe is a pioneer in leveraging the power of business and markets to create sustainable pathways out of poverty. Unlike typical giveaways or subsidies, its approach uses your donations to achieve lasting impact. TechnoServe empowers individuals and communities to lift themselves out of poverty, helping them fulfill their dreams of a better life.





COLLABORATION HIGHLIGHT #2

TechnoServe

Type of collaboration

Ecosystem Partner for Network Expansion:

Facilitating SGB financing and impact investing to support small and growing businesses and promote entrepreneurship.



Impact at a certain speed and scale rarely happens through one person or organization. Collaboration and convening amongst a group of like-minded organizations is a necessity to deliver collective impact. Together, with ANDE, we have not only envisioned this but also executed it.

— Ajay Menon, Senior Practice Lead at TechnoServe India and Program Director of the Green Sustainability Accelerator Program





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COLLABORATION HIGHLIGHT #2

TechnoServe

What's the story?



TechnoServe's Green Sustainability Accelerator Program, supported by the IKEA Foundation and Visa Foundation, is one of the largest sustainability accelerators, focused on nurturing high-growth businesses making significant strides in the environmental action space. Throughout Technoserve's journey, ANDE has served as its Ecosystem Partner, playing a crucial role in its mobilization efforts and helping Technoserve get some quality partners and applications for both cohorts. Technoserve also collaborated on the Mumbai and Bangalore roadshows where ANDE's support was instrumental in facilitating strategic networking, and conversations and supporting the program to help increase the visibility of its work.

During the Mumbai roadshow, ANDE co-led a segment featuring Elevator Pitches from 13 climate-focused investors, including 3i Partners, Acumen, Beyond Next Ventures, Caspian Debt, Sattva Capital - Peak Ventures Advisors, and Upaya Social Ventures, among others. Over the last year, this played a crucial role in facilitating strategic conversations around green financing and the role of VCs.





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COLLABORATION HIGHLIGHT #2

TechnoServe



ANDE' s role in the collaboration

As members of ANDE, Technoserve has been able to leverage ANDE's convening strength to further its mission in sustainability, for a future that is economically and ecologically more stable, powered by green entrepreneurship.





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COLLABORATION HIGHLIGHT #3

Villgro



About Villgro

Villgro is India's foremost impact-first incubator with expertise in 4 sectors – Healthcare, Agriculture, Climate Action, and Gender Inclusion. At Villgro, they are addressing pressing social and environmental challenges by rapidly mobilizing innovations in India. They engage with early-stage inventors and entrepreneurs, across the country, to build their ideas and create impact at scale. They do this in two ways:

- 1) They maximize the potential of social enterprises building disruptive solutions through our highly customized, hands-on approach to incubation, and
- 2) They enable innovative partnership models and financing solutions that bring all stakeholders in the marketplace to actively engage and support these innovations.





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COLLABORATION HIGHLIGHT #2

Villgro

Type of collaboration

Capacity-Building Collaborations:

Villgro and ANDE partnered to curate and deliver a SCALE workshop as part of the National Incubators Capacity Building Program. The workshop utilized evidence-based tools and peer learning to foster incubator growth.

What's the story?

Villgro spearheaded the National Incubators Capacity Building Program to support incubators in scaling their operations and fostering sustainability. As part of this initiative, Villgro partnered with ANDE to deliver a focused workshop on the SCALE tool. This tool, developed by the Argidius Foundation, provides a framework for identifying cost-effective and impactful Business Development Services (BDS).

Held during the bootcamp in Bangalore, the workshop, facilitated by ANDE, combined insightful presentations, real-world case studies, and interactive roundtables. Incubators explored the SCALE methodology and received hands-on experience with diagnostic tools to assess and enhance their practices.

Villgro integrated the SCALE tool as a bonus module in its Incubation Playbook, a comprehensive guide for incubators to build capacity and improve their services. The program report also highlighted the workshop as a key element in the capacity-building journey. This collaboration empowered incubators to adopt data-driven approaches, leverage peer learning, and scale their impact effectively.





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COLLABORATION HIGHLIGHT #2

Villgro

ANDE's role in the collaboration

ANDE curated and delivered the SCALE workshop, leveraging its expertise in BDS research and incubation strategies. It facilitated peer learning through roundtable discussions and introduced diagnostic tools to enhance the capacity of participating incubators. ANDE also provided post-workshop resources, including the SCALE module, for sustained application of the learnings. This partnership complemented Villgro's broader program objectives by bringing in global insights and actionable methodologies. This workshop also paved the way for SCALE 360 where ANDE is working with other partners to further build the entrepreneurial ecosystem.



ANDE's collaborative approach empowers incubators with cutting-edge tools and networks, enabling them to scale their impact effectively.



Sharun A, Manager of Program Partnerships, Villgro





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Have a story for us to highlight?

Contact Vineetha Venugopal 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.

