

**SANKALP +
Unconvention
Summit 2014**

BUILDING A
**GLOBAL
DIALOGUE**

ON INCLUSIVE DEVELOPMENT

Exploring impact through
Business and Capital



Combining
Intellect, Capital &
Networks to
Shape Outcomes



**SANKALP
FORUM**

AN INTELLECAP INITIATIVE

**Sankalp Unconvention Summit 2014
EVENT SUMMARY**

Summit Overview |



The 6th annual Sankalp Unconvention Summit took place in Mumbai from April 9-11, 2014 with over 100 speakers and over 20 sessions. It featured critical launches of tools and reports for the social enterprise and impact investment industry. Cases in point - PRISM (India's first impact fund rating tool); StartupWave (a virtual incubator for social enterprises); and, Invest. Catalyze. Mainstream (Intellicap's report to take stock of impact investments in India since 2004). In addition, Monitor Deloitte also used the Sankalp platform to launch its new report 'Beyond the Pioneer', which was also launched at the Skoll World Forum a few hours later.

The Summit was attended by over 422 organizations including corporates like Google, investors like Omidyar Network, and social enterprises like Rangstru. Meaningful engagements, interactions in person and on social media, as well as outcome-focused huddles allowed the Summit to culminate into over **100 mentoring connections for social entrepreneurs and over 17 commitments for due diligence by investors.**

Among the most talked about sessions were:

- The Global Enterprise Showcase, which saw elevator pitches from 30 social enterprises from India and Africa.
- The Reverse Pitch, where large corporates – Google, Cisco, Bosch and Unilever – told social start-ups why they should work with them.
- Financial Inclusion Debate that talked about how to bring India's 60% unbanked population on to the map.

All in all, the Summit brought together varied development practitioners and industry players on one platform building a bigger and better ecosystem for inclusive development.

Click [here](#) to watch the Summit Overview video.

**THE
SUMMIT
In numbers**

20
Knowledge
Sessions

800+
Delegates

200+
Social
Enterprises

6 Networking
Side Events

300+
First
Timers

107
speakers

5
Report &
Product
Launches

4 Pre-Summit
Workshops

\$90000
Prize
Money
Disbursed
via Sankalp
Awards

30
Global Enterprise
Pitches

15 exhibited
social
enterprises

**Representation
from 21
countries**

2 Grand Winners for Sankalp Awards

170+
Investor
Connections

4 High-
impact
Keynotes

100+ Mentoring
Connections

17+
Due Diligence
Commitments

6 Crowd-
sourced
Session
Ideas

Summit Media Highlights |

Indian social entrepreneurs spell out wishlist for new government

Source: Tue, 15 Apr 2014 05:05 PM

Author: Nita Bhalla

MORE ON SOCIAL INNOVATION



A Kashmiri farmer plucks damaged plants from a rice field in Narbal on the outskirts of Srinagar August 23, 2012. REUTERS/Fayaz Kabli

NEW DELHI (Thomson Reuters Foundation) - Millions of Indians are going to the polls this month to choose a new government which they hope will stem graft, reign in inflation and boost the pace of development in the country.

Despite India's stellar economic growth over the last two decades, one-third of the country's 1.2 billion population still live below the poverty line.

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Social enterprise in India



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"Menstrupedia" aims to break taboo over periods in India

TOPICAL CONTENT

THE POWER OF IMPACT INVESTING
How to unlock millions of dollars for social good

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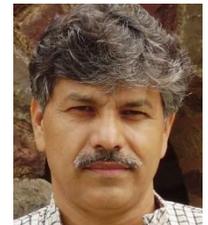
BoP Hub @BoPHub - Apr 11

Decoding #socent and #socinn at #SUS2014 @SankalpForum #wickedproblems



TESTIMONIAL

“ Sankalp is a very useful event for impact investment community to know about new emerging trends around the world. This event brings all stake holders on single platform for working together to betterment of bottom of the pyramid community with professional approach. ”



Dr. Ravindra Pastor,
Secretary, Panchayat
& Rural Development
& Commissioner,
MGNREGS,
Government of
Madhya Pradesh

- Hindu Business Line Article on launches at Sankalp Summit - <http://ow.ly/vQ5iJ>
- MINT article on the Impact Investing Report released: <http://ow.ly/vQ5ro>
- Reuters article on the need for a robust social enterprise ecosystem: <http://ow.ly/vQ5zI>, another article on wish list from the new government: <http://ow.ly/vQ63V>; the need for Indian-African collaboration here: <http://ow.ly/vQ6cx>; and article on Pollinate Energy: <http://ow.ly/vQOM9>

Summit Awards Winners |

The Grand Prize Winners of Sankalp Awards were **Swayambhu Biologics** and **Spatial Ideas** who took home 40000 USD.

The 8 Sector Winners were:

1. Swayambhu Biologics - Agriculture, Food and Livelihoods
2. Aura Herbal - Clean Energy and Clean Technology
3. Karadi Path - Education and Vocational Training
4. Kinara Capital - Financial Inclusion
5. iKure - Health, Water and Sanitation
6. Spatial Ideas - Technology for Development
7. MicroGraam - Women Empowerment
8. NoKooda - Clean Cooking Solutions

8 CRITICAL SECTORS

36 ENTERPRISES representing the greatest potential for SCALE & IMPACT

44% CO-FOUNDED BY WOMEN

800K LIVES IMPACTED

>5k NEW JOBS TO DATE

>10M lives in the NEXT 3 YEARS

1ST EDITION OF SANKALP AWARDS IN AFRICA

6TH EDITION OF SANKALP AWARDS INDIA

Learn more about these enterprises outside the Jasmine & Lotus Rooms

7 COUNTRIES

\$37M CAPITAL SOUGHT

Invest. Catalyze. Mainstream.
Indian Impact Investing Story (Intellecap)

PRISM
Impact Fund Performance Tool

StartupWave
Virtual Incubator

Launches
Apr 9-11

Critical Industry Reports
Beyond The Pioneer (Monitor Deloitte)
Impact Bangalore (Collaborative Community)

SANKALP FORUM
BY INTELLIGAM ENTERPRISES

partnerships for clean energy
LIGHTING ASIA MIFC

SANKALP FORUM
LIGHTING ASIA MIFC

Session Highlights |

Keynotes

Dr. Aravind Srinivasan, Director – Projects, Aravind Eye Care

- More money equates more problems. Financial resources are not a panacea for all problems. With more money, people get more foolish.
- Organisations must build their foundation to last 1000 years. There is no rush and no finish line. This notion brings stability to an entrepreneur's thinking.
- Benchmarking is an opportunity to move beyond expectations. Organizations need to comfortably create new ways of thinking and must be willing to create benchmarks where none exist.

Click [here](#) to watch this session online.

Sir Ronald Cohen, Chair of G8 Social Impact Investment Taskforce

- The need of the hour is to bring together capital markets, innovation and entrepreneurship to solve social problems.
- Impact Investing is part of global market flows but is predominantly local. Impact Investing along with social delivery through impact bonds which develops accountability of those who deploy the capital will revolutionise the impact of capital in developing countries.
- Social entrepreneurs who present favourable and measurable social outcomes can raise capital based on their ability to deliver (like mainstream enterprises.)

Click [here](#) to watch this session online.

Dr. Devi Shetty, Chairman and Founder, Narayana Health

- It is important to create doctors in regions that don't have enough medical care, because post training doctors return to their own regions to practice. This is especially true in northern India, since 70% of medical schools are in southern India.
- Prevention is important as India does not have the infrastructure to support prevention at an affordable price and needs to build it.
- Charity is not scalable at the level that it is required to be.

Click [here](#) to watch this session online.



Dr. Zia Khan, Vice President for Initiatives and Strategy, The Rockefeller Foundation

- Investors, entrepreneurs, and other stakeholders must congratulate themselves on having created innovation from the ground up and having changed lives of millions.
- While 400 million people don't have energy in India, they have cell phones, powered by polluting diesel towers. There is a need for scalable solutions to deal with such problems.
- It is important to make scale a priority. Too often social enterprises don't plan to be big enough, and move slowly in rolling out their operations. Instead, they should think like Silicon Valley start-ups and build scale from the very beginning.

Click [here](#) to watch this session online.

Session Highlights |

Plenaries

WICKED PROBLEMS, NOBLE INTENTIONS: ALIGNING BUSINESS, CAPITAL AND POLITICAL ECONOMY FOR IMPACT



Indigenous population is 100 million more than population of Japan.
~ Anish Kumar, PRADAN

Moderator:

Suresh Venkat, Independent Media Consultant, Anchor, Columnist, Writer

Speakers:

Anish Kumar, Program Director, PRADAN

Graeme Leach, Director of Economics & Prosperity Studies, Legatum Institute

John Beed, Mission Director, USAID India

Meenakshi Nath, Deputy Head, DFID India, Head, Strategy and Private Sector programme

Sumita Ghose, Founder, Rangсутra

Vivek Rai Gupta, GenNext Ventures

- Wicked problems in India stem from social inequality and endless greed. However, in rural areas, the greed is moderated through the sense of collective (Self-Help Group model).
- India's wicked problems are unique since the state has not done enough to reduce the social inequality and that is where the role of social enterprise is significant.
- India is receiving large amount of foreign aid from DFID and USAID since it is believed that market solutions developed in India have the potential to solve the problems of other nations.
- Strong property rights regime coupled with economic and political freedom at the individual-level are the possible policy level interventions that can be made.
- India has the 'missing middle' problem wherein the growth of small enterprises is limited. Thus, there is need for greater democratization of economic opportunities.
- In rural areas, the approach for tackling wicked problems is through citizenship building and capacity building at the individual and collective level. Economic citizenship is about motivating bottom-of-the-pyramid people to invest in their own growth through sharing and collaboration.

Click [here](#) to watch this session online.

Session Highlights |

Plenaries

COLLABORATION ON SOCIAL INNOVATIONS BETWEEN INDIA AND AFRICA: ARE WE MOVING IN THE RIGHT DIRECTION?



Moderator:

Jeff Koinange, Journalist and Talk Show Host, Kenya Television Network

Speakers:

Andreas Zeller, MD, Open Capital

Dr. Aghan Oscar, CEO, Continental Renewable Energy

Anurag Agrawal, CEO, Intellicap

Sachindra Rudra, CIO, Acumen

Dr. Seema Bhatia-Panthaki, Economic Advisor, Global and National Team

DFID India

Africans need to stop looking out for help and should venture out to other countries.
~ Dr. Aghan Oscar, CEO, Continental Renewable Energy

- There is traffic between the two countries in terms of entrepreneurship, but most of it flows from India to Africa. The current situation lends itself to future expansion, due to the existence of the bridge between the two spaces which can lead to further development.
- Both Africa and India stand at very different points in their developmental stages, and there is much variation over the geographies of the two places as well. This makes collaboration tricky when both try to come together on equal footing.
- In India, rather than the government, private enterprises have lead forays into new regions. Businesses have to lead by example and governments will soon follow them.
- Investors are more than just capital. Using investor networks can help organizations expand and reach new markets.

Click [here](#) to watch this session online.

Session Highlights |

Plenaries

SOLVING CRITICAL DEVELOPMENT CHALLENGES: ROLE OF CORPORATES, PHILANTHROPISTS AND INVESTORS



Moderator:

Deval Sanghavi, Founder, Dasra

Speakers:

Anuradha Ramachandran, Director–Investments, Omidyar Network

Jinesh Shah, Founding Partner, Omnivore Partners

Monique Villa, CEO, Thomson Reuters Foundation

Paresh Parasnis, Head, Piramal Foundation

Suzi Sosa, Co–Founder, Verb

Girls' empowerment could add \$110 billion to the economy.
~ Deval Sanghavi, Founder, Dasra

- This session was conducted through the lens of the empowerment of adolescent girls, as girls' empowerment could add \$110 billion to the economy.
- What is missing in the current process is engaging with girls to better understand their true needs rather than making paternalistic assumptions about what they need.
- Both women's empowerment and rural entrepreneurship occur within the context of an ecosystem, which takes time and patience to develop. It is imperative to engage different stakeholders so that everyone understands the context. Nurturing an ecosystem mandates engagement and change on many levels.
- Encouraging entrepreneurship and community leadership at the bottom of the pyramid can be done by providing access to information on social entrepreneurship and relevant data through mobile technology.

Click [here](#) to watch this session online.

Session Highlights |

Plenaries

PITCH PERFECT: CORPORATES FOR INCLUSIVE GROWTH AND IMPACT



"If entrepreneurs are like humans and corporates are like gorillas, then corporates walk with their hands and legs and are absolutely grounded. Human genes and gorilla genes are 95-99% similar, so the entrepreneurs should work with corporates since they understand them. Besides, gorillas are herbivores so they won't eat the humans."
~ Harsha Angeri, Sr. GM & Lead - Strategy & Business Development, Bosch India

Moderators:

Amanda Feldman, Director – Impact & Innovation, Volans
Nisha Dutt, Director – Consulting, Intellectap

Speakers:

Ajay Krishnan, Director – Business Development, Cisco Inclusive Growth
Deepak Saksena, Head, Partnerships – Water Business, Hindustan Unilever
Gautam Gandhi, Head – New Business Development, Google
Suhair Khan, Business Development, Google Education
Harsha Angeri, Sr. GM & Lead – Strategy & Business Development, Bosch India

- This session included pitches by corporates to encourage entrepreneurs to work with them.
- Each corporate spoke about the sector that they operate in and the partnership opportunities that exist within those sectors.
- Bosch plays the role of an Incubator and Acquirer in the Health, Energy, Food & Water sectors; CISCO and Google are looking for partners in the education Sector and HUL in seeking partners in the Water Sector.
- The deal breaker for corporates is when entrepreneurs over-promise and are not transparent.

Click [here](#) to watch this session online.

Session Highlights |

Plenaries

REGULATORY SUPERVISION, CORPORATE INCLUSION OR SOCIAL INTERMEDIATION: WHOSE BABY IS FINANCIAL INCLUSION?



As of 2012, only 35% of India's adult population has access to the formal banking services.
~ Tamal Bandyopadhyay, Deputy Managing Editor, Mint

Moderator:

Tamal Bandyopadhyay, Deputy Managing Editor, Mint

Speakers:

CS Ghosh, Chairman and Managing Director, Bandhan

Deepali Pant Joshi, Executive Director, RBI

Mani Mamallan, Electronic Payment & Services

Vijay Mahajan, Chairman, BASIX

- Financial inclusion can be achieved by creating a holistic ecosystem, which includes Regulators, Banking Institutions, Corporates and Social Intermediaries who craft products that meet the requirements of the final consumer. It is imperative to include consumer representatives in the decision-making process.
- Financial Inclusion isn't limited to holding a bank account. It also includes accessing services like credit, insurance, pension at an affordable price.
- Financial literacy is the need of the hour. MFIs need to build a trust-based relationship with consumers by educating them about the benefits of using formal financial tools rather than traditional ones that are much more expensive.
- Social Intermediaries and Banks need to build viable business models that encourage financial inclusion and not just treat the cause as charity.
- The cost of financial inclusion has to be borne by all the beneficiaries – consumers, bankers and corporates – at affordable rates.

Click [here](#) to watch this session online.

Session Highlights |

Parallel Sessions

SYNERGIZING PUBLIC-PRIVATE RESOURCES FOR MAXIMIZING DEVELOPMENT IMPACT

Moderator:

Munish Gupta, Chairman, PIO TV

Speakers:

Alay Barah, Country Director, ICCO Cooperation

Anupama Rajaraman, Office Director - PI Office, USAID

Balasubramaniam Munuswamy, Private Sector Development Advisor, DFID

Chinmay Sengupta, Chief Operating Officer, ICICI Foundation

H.K. Mittal, Adviser, Member Secretary, National Science & Technology

Entrepreneurship Development Board (NSTEDB)

Nirankar Saxena, Senior Director, FICCI

- Panelists were optimistic about the potential of the Public Private Partnerships for social issues, especially in the context of social entrepreneurship.
- Key challenges include a lack of trust as well as research on models suitable for PPP in India.
- Strengths of the private sector are innovation, efficiency and jobs-led development while those of the public sector is subsidies. Cross sectorial collaborations are a must where PPP moves beyond traditional sectors like infrastructure to benefit the BOP.
- Government is open to collaboration and the time is ripe for private sector to approach the government and work together.
- There exist various barriers on both sides including issues of trust between the sectors, lack of an appropriate business model for PPP, absence of role clarity and issues of long term sustainability of PPP initiatives.

Click [here](#) to watch this session online.

FOCUS ON SOUTH ASIA: ENABLING VENTURE ECOSYSTEMS IN UNDER-SERVED REGIONS OF SOUTH ASIA

Moderator:

EN Venkat, Partner, Aavishkaar

Speakers:

Asif Saleh, Senior Director – Strategy, Communications and Capacity, BRAC & BRAC International

Baela Raza Jamil, Founder & Director, Idara-e-Taleem-o-Aagahi (ITA)

Douglas Clayton, CEO, Leopard Capital

Satoko Kono, President, Arun

- Practitioners need to think about how technology fits into the larger system. Technology can help analyse and visualize data for social purposes. For example, SMS technology facilitated high voter turnout in the Pakistani elections. Unfortunately, the tremendous potential of using technology and social media in classrooms has not been fully explored in South Asia.
- The time is not right to create a venture ecosystem in the whole of the region, as individual countries have not yet succeeded in creating such ecosystems. An ecosystem can only emerge when people have access to information and know that there is a system in place.
- Moving forward, it is imperative that South and Southeast Asian nations begin opening themselves up to communication, collaboration, and alliance-building. This lack of integration and communication is largely internal and self-imposed, and therefore can be amended.
- Government to government alliances have to be accompanied by partnerships that are organic, focus on relationships, and occur on an individual basis.

Click [here](#) to watch this session online.

Session Highlights |

Parallel Sessions

FINANCING INNOVATIVE APPROACHES FOR ACCESS TO CLEAN ENERGY

Moderator:

Tripta Singh, Deputy Director, Energy Access, United Nations Foundation

Speakers:

Andrew Lieberman, New Programs Director, Global Social Benefits Institute, Santa Clara University

Noshir Colah, Partner/Executive Director, Aavishkaar

Piyush Jaju, Co-founder and CEO, ONergy

Rahul Shah, Asia Project Manager, Mobile Enabled Community Services Program, GSMA

Stephanie Valdez, Senior Associate, Impact Investing & Market Development, Global Alliance for Clean Cookstoves

- Energy-providers can opt for either grant funding available for research and development or investments from angel investors or HNIs who are willing to take the risk, satisfied with limited growth and aren't time bound like other commercial investors.
- The industry isn't ready for commercial financing. There is a need for a hybrid model between grant funding and commercial funding, which takes into account the impact factor to reduce the return expectation.
- Having a steady cash flow is helpful in improving credit score and gaining investor confidence. Energy access providers can opt for either a Lease-to-Own Model, where the customer pays in increments until they have paid off the product, or the Perpetual Lease Model, i.e. the pay as you go model which monitors the usage through meters or mobile technology even in remote areas.

Click [here](#) to watch this session online.

IMPACT BONDS – A REVOLUTION IN DEVELOPMENT FINANCE

Moderator:

Atreya Rayaprolu, Director, Investment Banking, Intellectap

Speakers:

Anish Kumar, Program Director, PRADAN

Gul Mukhey, Board Member, Educate Girls

Ravindra Pastor, Commissioner (MGNREGS) & Secretary (Rural Development), Government of Madhya Pradesh

Simon Desjardins, Programme Manager, Shell Foundation

- There is a need to shift our focus from inputs and outputs to real outcomes. It is also important to attribute values to the outcomes.
- By introducing impact bonds, we are introducing more intermediation which results in a larger need for co-operation/transparency.
- Shell Foundation is interested in backing an outcome linked to the amount / no. of kw hours of electricity provided to low income households in India.
- Some aspects of impact are completely measurable while other aspects are more challenging to measure. Impact Bonds can be easily implemented with the measurable outcomes immediately.
- The need of the day is to create innovative funding models by leveraging the measureable impacts of various projects. It is also important to innovate in design to establish metrics to study impacts.

Click [here](#) to watch this session online.

Session Highlights |

Parallel Sessions

INTERNALIZING IMPACT BEYOND ANGEL INVESTING: CAN INDIANS INVEST INTO BUILDING AN EQUITABLE INDIA?

Moderator:

Sutapa Banerjee, ex–CEO Private Wealth, Ambit Capital, and Senior Advisor, Intellectap

Speakers:

Aditi Shrivastava, Head, Intellectap Impact Investment Network
Amarendra Pathak, Director, Private Banking, Credit Suisse
Naveen Kshatriya, Founder and MD, Kshatriya Ventures
Pranay Vakil, Chairman, Praron Consultancy
Satya Narayan Bansal, CEO, India Barclays Wealth Management

- The key means to widening the base of HNIs is by focussing on people driven by emotional need coupled with rational need. HNI investment is thus based on their mind-set.
- According to Indian traditions, philanthropy is considered as *Dhan ki Shuddhi*. This concept of purification of wealth can be used to motivate further angel investment.
- Risk appetite for Indians is different from that in US/Europe. Indian HNIs prefer to invest where they can closely monitor investment and understand the business. IT, e-commerce and technology for development are more preferred by Indian HNIs while investment in agriculture, poultry and unknown geographies are less preferred. A key means through which this situation can be modified is by the enhanced use of technology. If the HNIs can directly interact with farmers through use of technology, they would gain trust and in turn could be motivated to make investments.
- There is a need to develop a structure for investment into social enterprises. If 10% of investment is obtained from a popular HNI or other trusted source, the rest of the investment can be easily obtained through other sources. Creating a trusted 'leader' class of investors is the priority.

Click [here](#) to watch this session online.

BUILDING RURAL ECONOMIES: ROLE OF CORPORATES, ENTERPRISES AND TECHNOLOGY

Moderator:

Madan Padaki, Co–founder, CEO & MD, Head Held High

Speakers:

Ankur Shah, Head of Sector Strategies & Education Portfolio Lead, Acumen
Mahesh Venkateshwaran, Principal – Innovation & Engagement, NSDC
Mark Kahn, Founder Partner, Omnivore Partners
Neelkanth Mishra, Managing Director, Equity Research, Credit Suisse
Rangan Varadan, Founder, MicroGraam
Vishnu Swaminathan, India Country Director, Ashoka

- Most public information about rural India consists of distress data, such as farmer suicide or poverty rates. There is an urgent need to collate and publicize positive data regarding the increasing potential for job creation emerging in Indian villages.
- There is less of a rural-urban divide and more of an inter-rural divide. Villages are likely to have more knowledge about India's metropolitan areas than neighbouring villages. Connecting villages would increase a rural entrepreneurs' customer base and give them greater liberty to specialize their services.
- Improving rural infrastructure is near impossible without fixing agriculture first. This involves focusing on 'YAPE' – yield, automation, processing and exports. Since most aspiring rural entrepreneurs are currently employed in agriculture, it would be logical to create careers for them in food processing so that they may make use of their existing skills.
- Another existing obstacle for rural entrepreneurs is poor skills development. Though there is increasing private school enrollment and willingness to pay for education and skills training, most rural youth emerge from these institutions without the knowledge and skills expected of them. It is necessary to develop an outcome based model which assesses skill levels post graduation so that gaps in skills training could be filled by developing corporate training programs.
- Just as microfinance has customized lending models to suit rural needs, current equity investment models require customization to suit the rural entrepreneur.

Click [here](#) to watch this session online.

Session Highlights |

Parallel Sessions

LOW COST HEALTHCARE DELIVERY – IMPACT VS SUSTAINABILITY

Moderators:

Gagandeep Bakshi, VP, Intellectap

Shama Karkal, Director, Swasti Health Resource Center

Speakers:

Ankur Pegu, Co-Founder, Swasth India Services

K. Chandrasekhar, Co-Founder, Forus Health

P. Pradeep, Executive Director and CIO, Aavishkaar

Dr. Santanu Chattopadhyay, Founder, NationWide

T P Devarajan, Director, InvAscent

- The key factors of successful healthcare enterprise are infrastructure, manpower, drugs and technology. Also, business models that have built a support system in the target markets – i.e. partnership with NGOs and local organizations – to reduce the overall cost of delivery have been successful in creating sustainable enterprises.
- Since business models can't be designed exclusively around preventive services, they will have to be offered along with primary services. Enterprises can employ devices/technology that are able to diagnose illnesses before the person needs to be treated at secondary or tertiary level.
- Fixed overheads can be reduced by multi-tasking of roles to increase productivity of manpower. A hub and spoke model with specialized doctors at the centre and general physicians in 'spokes' can also be adopted.
- Unit economics is very important for scaling and ensuring long-term sustainability.

Click [here](#) to watch this session online.

INCUBATING SOCIAL ENTERPRISE: NEW STAKEHOLDERS, NEW STRATEGIES

Moderator:

P.R. Ganapathy, COO, Villgro Innovations Foundation

Speakers:

Harsha Angeri, Sr. GM & Lead – Strategy & Business Development, Bosch

Nirankar Saxena, Senior Director, FICCI

Pamela Roussos, Director of Strategic Alliances, Global Social Benefit Institute, Santa Clara University

Rema Subramanian, Founding Partner, Ankur Capital

- The discussion touched on innovative models for corporates to partner with startups and detailed the major problems faced by startups.
- Mentorship is a challenge and a rating system with metrics must determine who is a good mentor for whom. A process of expectation setting is critical for successful mentoring.
- Social startups struggle with access to markets. Distribution channels don't exist and hence have to be created. Corporates can assist in this area.
- Corporates could also contribute by establishing an incubator that can help ventures with distribution and then invest resources necessary to ensure that the incubator succeeds.
- Virtual incubators depersonalize mentorship when entrepreneurs want personal contact. However, incubators have a limit to their resources and a virtual model fills this gap. Additionally, entrepreneurs have to be vocal about what they need when engaging with incubators.

Click [here](#) to watch this session online.

Session Highlights |

Parallel Sessions

BRIDGING THE PIONEER GAP: ARE WE MEETING THE NEEDS OF SOCIAL STARTUPS & WHAT CAN WE DO BETTER

Moderator:

Ashish Karamchandani, Partner, Monitor Group

Speakers:

Paul Breloff, Managing Director, Accion Venture Lab

Sanjib Jha, CEO, IntelleGrow

Simon Desjardins, Programme Manager, Shell Foundation

Sreejith Nedumpully, Director, Business Development, Upaya Social Ventures

- To bridge the pioneer gap, investors will have to keep a keen eye on the most important stakeholders – the entrepreneurs. They must be willing to adjust their models to meet entrepreneurs on their terms and provide support beyond capital that will allow them to achieve their full potential.
- Diversity in India was identified as a barrier to scale. Many enterprises provide solutions that work only at a local level. Pushing such enterprises to scale could drive them to fail.
- A key discussion point was the role of failure in helping a business achieve scale. Failures often provide valuable learning opportunities and a lack of failure often indicates a fear to take risks. Investors ought to consider funding conventions and platforms to allow enterprises to share their failures in order to allow for collective learning. They will have to create an incentive for entrepreneurs to overcome their desire to keep their failures confidential.
- Beyond capital, some of the key obstacles to achieving scale are underinvestment in human capital and talent, reluctance to elicit external expertise or assistance beyond funding, a non-conducive regulatory environment, a lack of consumer finance and reluctance to share failures and negative learnings.

Click [here](#) to watch this session online.

SCALING UP OF FINANCE TO CONSUMERS FOR PRODUCTS AT THE BOP

Moderator:

Stephanie Valdez, Senior Associate, Impact Investing & Market Development, Global Alliance for Clean Cookstoves

Speakers:

Ajaita Shah, Founder, Frontier Markets; President, Frontier Innovations Foundation

Manoj Nambiar, Managing Director, Arohan

Ravi Shankar, Executive Vice President – Marketing & Business Head, Fullerton India

Santosh Singh, Technical Expert, GIZ

- Products designed to serve remote areas and low-income communities are already available in the market but there is lack of awareness among customers about the products and the cost-benefit ratio over the long term. In the current ecosystem, where we have a manufacturer, distributor and financier, there is a need for another player that focuses on concept awareness of the product as well as the financing options available.
- As an innovator/manufacturer, products designed to cater to customer needs at affordable pricing is the key to success and the financing model has to be designed parallel to the MFI ecosystem.
- A microfinance institution should ensure that financing consumer products should not be disruptive to its core business.
- The key challenges include provision of after sales services and provision of product guarantee by either manufacturer or distributor.
- There is a need for product certifications that can induce confidence in MFIs and other distributors regarding the quality of products without having wasted resources on due diligence.

Click [here](#) to watch this session online.

Session Highlights |

Parallel Sessions

LOCAL NETWORKS, NATIONAL IMPACT: BUILDING SOCIAL ENTERPRISE ECOSYSTEMS ACROSS INDIA

Moderator:

Abigail Sarmac, Program Officer, The Lemelson Foundation

Speakers:

Lina Sonne, Associate, Okapi Research

Mukesh Sharma, Chief Investment Officer, Villgro Innovations Foundation

Rajiv Kumar Singh, District Project Manager, BRLPS (JEEVIKA)

- Need of the hour is to decentralize and democratize the ecosystem to include more stakeholders.
- There is a need for the vernacularization of elitist platforms where most communication is in the language of the minority.
- Social entrepreneurs should communicate with other people in their field to ensure continuity in provision of services instead of replicating efforts.

Video Link:



Dr. Aravind Srinivasan,
Director-Projects,
Aravind Eye Care

“ Sankalp is a confluence of innovative ideas from entrepreneurs who passionately address relevant social issues. The level of energy and enthusiasm was contagious and I am sure this event helps aspiring entrepreneurs to refine their plans and also get investors to back their ideas. Sankalp-like events can shape the destiny of our country and make it a just society for every individual. ”



Dr. Zia Khan,
VP, Initiatives &
Strategy, The
Rockefeller
Foundation

“ Sankalp has been instrumental in bringing about the incredible growth that we have seen in this (enterprise-led development) space in such a short time. ”

Summit INITIATIVES |

Entrepreneur Scholarships

The 2nd edition of Sankalp Unconvention Entrepreneur Scholarship shortlisted 70 high-impact social entrepreneurs who have created game changing business models across high impact sectors. All scholars were offered complimentary access and travel subsidy to attend the summit and received the opportunity to connect with innovators, mentors, incubators and investors from across the world.

Global Marketplace

The Marketplace gave social enterprises an opportunity to showcase their innovations to global stakeholders at the Summit. The exhibitors had the chance to not only generate consumer/user feedback but build connections with potential collaborators.

Mentoring Clinics

The Mentoring Clinics provided valuable insights and practical solutions to business challenges through structured one-on-one 30-minute interactions between startups and sector experts, successful entrepreneurs and leading investors.

Conversations and Collaboration

Construkt, our onsite networking partner, designed intentional spaces for quick conversations, catch ups and huddles.

RETWEETED BY
 **Andy Lieberman** @andylieberman · Apr 12

Thanks @SankalpForum for an inspired and inspiring #SUS2014!! It's wonderful that #GSBI is part of the India #socent ecosystem

RETWEETED BY
 **Richa Ramola** @RichaRamola · Apr 11

An amazing day @SankalpForum mentoring entrepreneurs in social space

RETWEETED BY
 **Rangan Varadan** @RanganVaradan1 · Apr 11

Last day of #Sankalp forum. Feeling a bit emotional today. Last three days have been amazing. Made some friends & heard some amazing ideas.

RETWEETED BY
 **Vishal Agarwal** @vishal_locobuzz · Apr 12

Thrilled to go all the way @SankalpForum Thank you so much for a great platform and opportunity! @spatialideas



R Balaji, MD,
Swayambhu Biologics
(Grand Prize Winner of
Sankalp Awards 2014)

“ Sankalp Unconventional Summit has been the best of its kind in terms of well thought out sessions covering contemporary subjects much in demand for start-ups in social enterprise space. The forum has been an excellent platform that gives lot of exposure to enterprises giving much needed impetus for them to grow exponentially in a short span of time. Sankalp’s superior capability in linking the entrepreneurs and investors is indeed commendable. ”

Summit Side-Events |

Our partners leveraged the Sankalp platform to organise the following workshops, networking meets, trainings and showcases during the 3 days of the Summit:



Summit Partners |

Strategic Partners



Associate Partners



Investment Partners



Support Partners



Award Partners



Delegate Kit Partner



Summit Partners |

Knowledge Partners



Mentor Partners



Memento Partner



CSR Partner



Outreach Partners



Networking Partner



Digital Media Partners



Connect |

What to expect at our next Global Convening in 2015?

While we go deeper into our corporate focus, we are also reaching out to other stakeholders who play a role in inclusive development agenda. These include the civil society, academia and the government.

Intellect through Sankalp, is committed to creating a more relevant discourse and present voices and perspectives from all around the globe, especially from the developing world. At the Summit in 2015, you should expect to see more entrepreneurs from all over the world, highlights from our work and interactions in Asia and Africa, and more intense discourses on how the North and South of the Globe can come together to collaborate and learn.

Subscribe to our e-updates and stay informed on Sankalp Unconvention Summit 2015's developments and other global industry news through our website – www.sankalpforum.com or follow us on twitter - [@sankalpforum](https://twitter.com/sankalpforum).

For any other questions, feedback or suggestions, write to us at sankalpforum@intellectcap.net.

We look forward to hearing from you.



Sankalp Forum, an Intellectcap Initiative, aims to influence the global inclusive development discourse through its work with entrepreneurs, impact investors and inclusive businesses in developing markets. Keeping entrepreneurs and the social impact that they create at its core, Sankalp engages Governments, corporations, influential platforms like the G8 and G20, media and civil society to drive a paradigm shift in inclusive development approaches.

Sankalp's Global Summit, held in India annually, brings together over a 1,000 of these engaged stakeholders from around the world to discuss, debate and create a roadmap for development. The Forum expanded to Africa in 2013, and is actively looking to engage with other developing markets in Asia. Since its inception in 2009, it has connected over 400 enterprises to investors and funders, and built an engaged community of over 23,000.

www.sankalpforum.com.