

# Sankalp Summit 2012

[www.sankalpforum.com](http://www.sankalpforum.com)

## Post-Event Report





# + The Sankalp Forum

## An Overview of the Platform

**What We Do.** The Sankalp Forum is a platform designed to create a holistic ecosystem to support and link key actors working on innovative business solutions at the intersection of social and commercial business. The Sankalp Forum is the first environment of its kind designed to catalyze investments for social enterprises. The platform connects over four hundred social enterprises, four hundred investors and funders, and an additional ten thousand other stakeholders from across the globe. The Sankalp Forum accelerates a deal flow pipeline for investors and allows social enterprises to achieve scale faster and more intelligently.

**The Sankalp Summit** is the pinnacle of The Sankalp Forum's work. The Sankalp Summit is the largest social enterprise conference in Asia and consists of a three-day conference

that showcases approximately thirty sustainable and scalable enterprises from across India and South East Asia. It consists of closed-door sessions for select enterprises to pitch to experts in their sectors, a series of speaker sessions on critical needs sectors, as well as side-sessions designed to give enterprises opportunities to speak to mentors and investors.

**Why We Do It.** The Sankalp Forum focuses on supporting businesses that work in the critical needs sectors of the economy: Agriculture, Food and Rural Development, Clean Energy/Technology, Education and Vocational Training, Technology for Development, and Health, Water & Sanitation. We believe that with the right network, mentorship, knowledge, and capital, social entrepreneurs can successfully tackle the world's most challenging problems.

# Critical Needs Sectors



## Why Clean Technology/Energy?

In 2010, 1.4 billion people did not have access to electricity; and 2.7 billion lacked access to clean cooking fuels. The vast majority of those living without clean cooking fuels live in Asia. To achieve energy for all by 2030 cumulative investments of thirty-six billion USD per year are required. We seek to recognize and highlight innovative enterprises that deliver cutting edge solutions in the clean energy space. These enterprises provide or are developing solutions to communities that lack access to affordable and uninterrupted power.

## Why Agriculture/Food/Rural Business?

Approximately one billion people go hungry everyday. With 500 million smallholder families supporting two billion people's food supply on highly at-risk terrain, food production is unstable. Moreover, as the population grows – global food production must increase by 50% to meet global food demand by 2050. In order to achieve these targets an annual net investment of eighty-three billion dollars in investment in developing countries is required. The SMEs that are highlighted by the Sankalp Forum are an integral part of feeding the future.

## Why Education?

In 2009, 67 million children of primary school age are out of school. Moreover, those enrolled in schools are not learning. In India, for example, 50% of children enrolled in Class 1 to 5 in public primary schools could not solve two-digit subtraction. 56% of the world's unemployed youth are educated, but still cannot find employment.

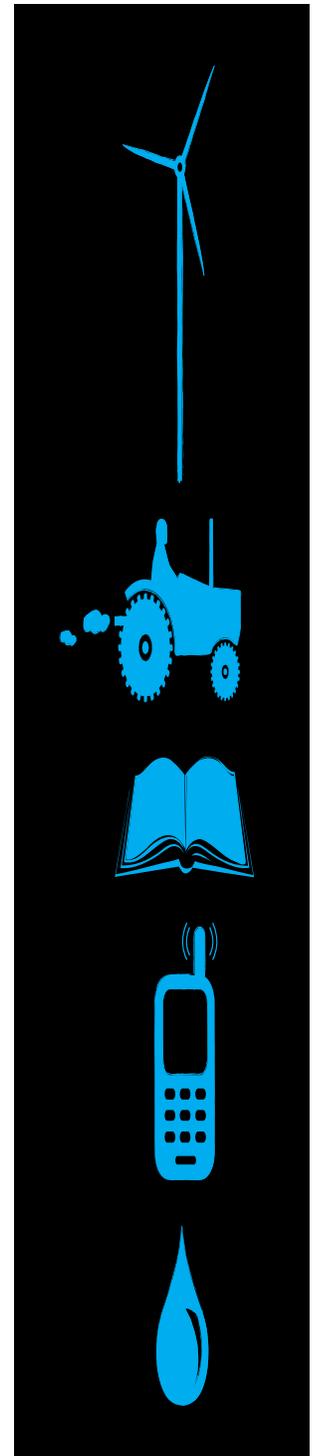
Sankalp Forum recognizes the importance of delivering affordable education and vocational training to underserved markets and seeks to provide for-profit education models working with the Bottom of the Pyramid capital raising opportunities and technical guidance.

## Why Technology for Development?

Other critical services, like mobile financial services and technology that empowers the disabled can greatly impact those living at the Bottom of the Pyramid. 2.5 billion people do not have access to quality, affordable financial services providing market infrastructure, innovative delivery models and improving access to capital to underserved markets are critical pieces to creating economic equality. The "Tech4Dev" sector recognizes the critical need to use technology as an enabler for economic development.

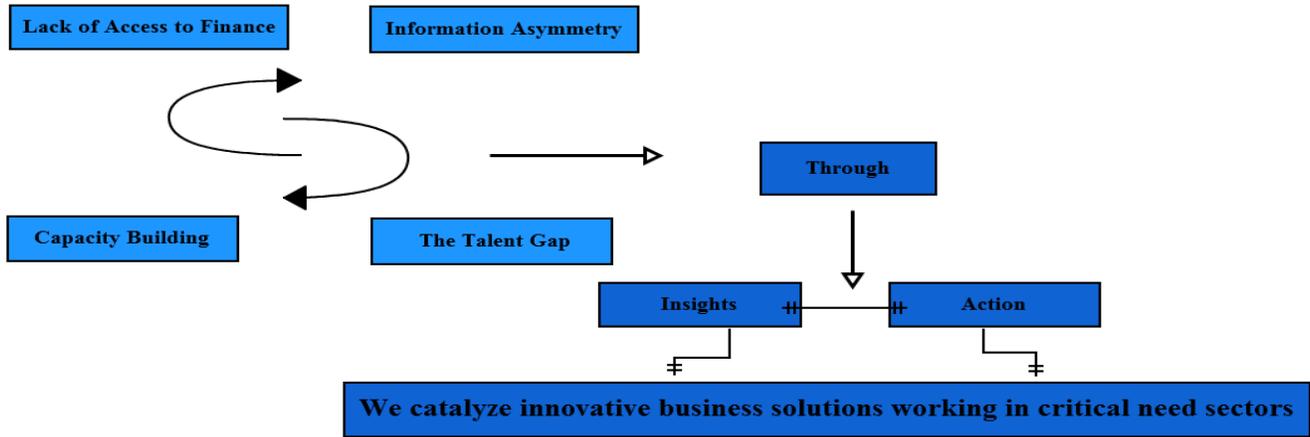
## Why Health, Water and Sanitation?

7.6 million children under five died in 2010. 99% of the 358 000 women who died during childbirth lived in developing countries. Unsafe water causes 4 billion cases of diarrhea and results in 2.2 million deaths each year. Moreover, 1.5 million deaths each year are attributed to poor sanitation. Providing capital and knowledge to innovative, cost-effective solutions to health/water/sanitation issues are a strong driving force behind the enterprises at the Sankalp Forum.



How We Do It.

By Addressing



**INSIGHTS**

Expert Panel discussions  
 Research reports

ONLINE: Blog, Twitter Chats,  
 Monthly newsletter



**ACTION**

Investor-entrepreneur Boot camps, Mentoring pit stops, Collaboration with incubators, I3N network, Enterprise recognition, peer-peer online community

# Products and Services:

- Panel discussions
- Track discussions
- Side Workshops
- High impact networking
- Source scalable and sustainable enterprises
- Assessment and Recognition
- Sankalp Awards



- Investor-Entrepreneur Clinics
- Dedicated Investor-Investee Meets
- I3N – Intelicap Impact Investor Network
- Access to Sankalp Community of Investors
- Monthly Newsletter
- Twitter Chats
- Thematic/Panel Discussions
- Blog
- Intelicap Research Papers

- MSME Workshops
- Impact Rating Workshops
- Residential Bootcamps

# SANKALP SUMMIT 2012

April 12-13 2012, Taj Land's End Mumbai India

## PARTICIPANT BREAKDOWN

### 687 Attendees Representing

- 20 countries
- 168 Social Enterprises from across the globe.
- 167 Investors/Donors/Philanthropic Lenders
- 160 Service Providers/Consultants
- 71 Students /Academicians
- 111 NGO/Other Organizations

View the complete list of attendees [here](#)



## IMPACT

**35** Sankalp Finalists over the past three years have received close to **50 Mn.** USD in investments, proving Sankalp's ability to source and select highly investible social enterprises.

**1758** Tweets on #SankalpChat reaching **110 439** Twitter Accounts prior to the Summit

**45** Enterprises Mentored at "Mentoring Pit Stop"

A total of **37** Enterprises Received one-on-one attention and pitch opportunities at the "Investor-Entrepreneur Clinic" or Jury Sessions

**71** Private Meetings Scheduled on SankalpConnect

# SANKALP SUMMIT 2012

April 12-13 2012, Taj Land's End Mumbai India

## TWEETS FROM THE SUMMIT

As mobile technology and social media permeates modern society, the Sankalp Summit reached into the "twitterverse" to spread awareness on the cutting edge knowledge being discussed during the panels. Participants were encouraged to tweet throughout the sessions and the "Technology for Development" panel accepted questions from twitter, during the discussion.

### On Healthcare...

Entry barriers need to be low and access to healthcare easy for the 80% of Indians who have health problems but don't seek care. [#Sankalp](#)

The urban poor pay a lot more for services than the rural poor or urban middle class. [#Sankalp](#)

### Urban Poor...

### On Rural Clean Energy Solutions...

Scalability needs to be discussed on Global Carbon Markets add up to a grand total of 144 Billion USD

[#Sankalp](#)

more of a macro level; there is no one size fits all approach for the energy sector. [#Sankalp](#)

## More great tweets...

You don't need 20 products.  
You need the right product.

[#Sankalp](#)

How do we move from degrees without jobs to jobs without degrees? - Dilip Chetty, CEO, NSDF

The rural sector is going to be the largest employment provider in [#India](#). Period. - Dr. Biksham

Being an entrepreneur means having a relentless mindset to absorb risk. - Ronnie Screwvala. Founder. UTV

Gujja, Founder, CEO, Agri Sri [#Sankalp](#)

India has 55 billionaires whose

# + Sankalp Awards

Since 2009, the Sankalp Awards have identified and recognized India's, and this year, South East Asia's most sustainable and scalable businesses. Over 100 enterprises applied to the 2012 Sankalp Awards from across India and South East Asia. Of these hundred enterprises, thirty-one were selected as Sankalp Award Finalists. The Sankalp Award Finalists are determined by rigorous metrics to address their scale, viability as a business and social impact. Once chosen as a finalist, each enterprise had the opportunity to pitch to esteemed jury members during the closed-door jury process on April 11, 2012 (See Annexure 2). The Sankalp Finalists were categorized by the critical need sector or region in which they work.

**For details on all finalists see Annexure 1**



## Sankalp Award Winners



**Rural/Agri Business** -Vijay Reddy, Vinfinet Technologies



**Health/Water/Sanitation & Grand Prize Winner** - Vinod M.S, Eram Scientific



**Tech for Development** – Sameer Wagle Avaz/Invention Labs



**South East Asia** - Mark Ruiz, Hapinoy



**Education & Vocational Training** – Parminder Gill, Edusports



**Clean Energy/Clean Technology** - GIBSS, Mandar Kaprekar

To Watch the "Journey of a Sankalp Finalist" Click [HERE](#)

# Benefits of Being a 2012 Sankalp Finalist



## *Innovation Workshop by The Innovation Co-Creation Lab at the London School of Economics on April 11, 2012*

- Targeted and practical recommendations based on enterprise pre-analysis and growth plans
- Global visibility through special features on the LSE - ICCLab's Website and published articles
- Complimentary and personalized consulting services to seven finalists for one month culminating to a half-day workshop on April 11, 2012



## *Grand Prize of 40 000\* USD by the Artha Platform, Awarded to Sankalp Finalist Overall Winner*

- Grant Support of 40 000 USD
- Opportunity to leverage impact investments through the "by-invite only" Artha platform
- Identify new partners and co-investors for due diligence process



## *Six Month Capacity Building Opportunity worth up to 15 Lakhs by Dasra Social Impact Cohort, Awarded to Sector and Regional Sankalp Award Winners*

- Skill building to scale the enterprises' business
- Opportunities to pitch to Dasra's and Social-Impact International's funding network
- Networking with other entrepreneurs and funders



## *Sankalp Forum 2-Day Residential Bootcamp at Indian School of Business*



- Accessed personal consultation on business model by investors from over ten different investment banks.
- Participated in peer-to-peer learning with India and South East Asia's most promising social enterprises.
- Mentored by leading social entrepreneurs who have proven scalable models in emerging markets.

\*Taxable

# Benefits Accessible to Sankalp and Non-Sankalp Finalists



## *DFID Samridhi-Sankalp Recognition for Women Empowerment Enterprises (Pre-Selected Enterprises Pitched on April 11, 2012)*

- 500 000 Rupees Grant Support
- Consideration for further equity investments from Sarva-Samridhi Fund
- **Sukrut Systems and Vindhya Infomedia** (each received 250 000 Rs. respectively)

## INTELLECAP IMPACT INVESTMENT NETWORK (I<sup>3</sup>N)

India's first focused angel investment network.

## *Intellectap Impact Investment Network (I3N) - (Selected Enterprises Pitched on April 11, 2012)*

- Expert facilitation of negotiations, due diligence and deal structuring by Intellectap Pvt. Ltd. if there is investor interest
- Networking and pitch opportunities to high net worth and ultra high net worth individuals.
- Mentorship opportunities from successful entrepreneurs and executives



## *Mentoring Pit Stop (April 12 & 13, 2012)*

- Eleven enterprises received One-on-One mentorship for 30 minutes from experts in the social enterprise space
- Business plan review
- Opportunity to ask questions that are specific to enterprise



## *Investor Entrepreneur Clinic (April 12 & 13, 2012)*

- Six enterprises had opportunity to pitch for 20 minutes to select group of investors
- Collaboration of 13 different Investment Houses providing diverse and numerous perspectives
- Opportunity for 10 minutes of Q & A with investors

### **Participating**

#### **Investment Houses ...**

Lok Capital, Mumbai Angels, Accion Partners, Ennovent, India Innovation Fund, Sankhya Capital, Ankur Capital, Villgro, 1to4, Unitus Impact, KFW, AVPN, Spark



# Sankalp Summit 2012

## Agenda & Session Summaries

April 12 - DAY ONE OF SANKALP SUMMIT

Start Time	End Time	Session	Speakers
8.30 AM	10.30 AM	Registration	
10.30 AM	10.45 AM	Welcome Address	Aparajita Agrawal, Co-Founder, Intellectap
10.45 AM	11.30 AM	<b>Opening Plenary</b>  Reimagining Capitalism: Exploring Alternatives to the Single Bottomline Business Model	Moderator: Richard Weingarten, Managing Director, Intellectap  Vijay Mahajan, Group CEO and Chairman, BASIX Pravesh Sharma, Managing Director, SFAC Ravi Reddy, Chairman & CEO, Quest Industries Jayesh Parekh, Founder, Sony Entertainment
11.30 AM	11.40 AM	<b>Report Launch</b>	<b>On the Path to Sustainability and Scale: A Study of India's Social Enterprise Landscape</b>
<b>PARALLEL SECTOR SHOWCASES</b>			-
12.15 PM	1.30 PM	<b>Agriculture, Food and Rural Business</b>	<u>Short Film</u>  2012 Sankalp Award Finalist Enterprises in the Agriculture, Food and Rural Business Sector  <u>Sector Focused Panel</u>  <b>Bolstering Rural Livelihoods through Effective Collaboration</b>  Moderator: Dr. Biksham Gujja, Founder, CEO, Agri Sri  Arindom Datta, Sr. Director and Head of Rural and Development Banking, Rabo Bank  Mark Kahn, Venture Partner, Omnivore Capital  Dhiraj Dholwani, CEO, B2R Technologies  Sumita Ghose, Founder & Managing Director, Rangсутra
12.15 PM	1.30 PM	<b>Clean Energy/Technology</b>	<u>Short Film</u>  2012 Sankalp Award Finalist Enterprises in the Clean Energy / Technology Sector  <u>Sector Focused Panel</u>  <b>Freeing Energy from the Grid: Fostering Off-Grid Solutions to Power Rural India</b>  Moderator: Vivek Mehra, Managing Director, Aloe PE  Harish Hande, Founder and Managing Director, SELCO  Andreas Schroeter, Founder, Sunlabob Renewable Energy  Vinay Jaju, Founder, ONergy  Pravan Malhotra, Cleantech Investments, South Asia, International Finance Corporation  Ibrahim Rehman, Director, Social Transformation Division, TERI
12.15 PM	1.30 PM	<b>The Media's Role of</b>	

12.15 PM	1.30 PM	<b>The Media's Pick of Sankalp</b>	Moderator: Sudhir Syal, Associate Producer, ET Now Sarith Naru, Managing Partner, Venture East Surya Mantha, Director, Investments, Omidyar Network India Advisors Vineet Rai, Founder and CEO, Aavishkaar Venture Management Services
<b>PARALLEL THEMATIC SESSIONS</b>			-
3.00 PM	4.30 PM	<b>The Urban Business Model Conundrum</b>	Moderator: Samit Ghosh, CEO & MD, Ujjivan Microfinance Geeta Goel, Director Microfinance, Michael and Susan Dell Foundation Anil Mehta, CEO, India Shelter Finance Corporation Ltd. Paul Sathianathan, CEO, Guardian
3.00 PM	4.30 PM	<b>Technology for Development Open House</b>	Co-Moderator: Audrey Selian, Director, Artha Initiative Co-Moderator: Kunal Upadhyay, Chief Executive, CIIE - IIMA Co-Moderator: Anurag Agrawal, COO, Intellectap Co-Moderator: Unmesh Bramhe, CEO, SustainabilityCXO Partners Worldwide
3.00 PM	4.30 PM	<b>Building an India - South East Asia Social Enterprise Corridor</b>	Shalaka Joshi, Managing Director, Unitus Impact Atul Joshi, Head Marketing, Envirofit India Private Limited Scott Lawson, CEO Sow Asia Mark Ruiz, Founder and CEO, Hapinoy
3.00 PM	4.30 PM	<b>Debt Finance for Small and Growing Businesses</b>	Simon Desjardins, Business Manager, Shell Foundation R S Mani, CEO, IntelleGrow
5.00 PM	6.00 PM	<b>Gurumantra I</b>	Ronnie Screwala, Founder Chairman, UTV Group
		<b>Gurumantra II</b>	Vikram Akula, Founder & Ex-Chairperson, SKS Microfinance Ltd.
5.00 PM	7.00 PM	Jury Deliberation - DFID Samridhi-Sankalp Recognition for Women Empowerment Enterprise	
7.00 PM	9.00 PM	<b>10th year Intellectap Celebration and Dinner</b>	<i>By - Invite Only</i>
8.00 PM	10.00 PM	<b>Think Sankalp at Tote, Mahalaxmi Race Course</b>	

#### April 13 - DAY TWO OF SANKALP SUMMIT

Start Time	End Time	Session Type	Session Details
10.00 AM	10.30 AM	<b>Micro Key Notes</b>	Phanindra Sama, Co-Founder & CEO, Red Bus Ajay Balakrishnan, Project Manager, Ammachi Labs
10.30	11.30	<b>Day 2 -</b>	

12.15 PM	1.30 PM	Sanitation:	<p>2012 Sankalp Award Finalist Enterprises in the Health, Water and Sanitation Sector</p> <p><u>Sector Focused Panel</u></p> <p><b>Frugal Innovation - Driving India's Healthcare Boom</b></p> <p>Moderator: Mayur Sirdesai, Director, Somerset Indus</p> <p>K Chandrasekhar, CEO, Forus Health</p> <p>Murli Mohan, CEO, Maestros</p> <p>Terri Bresenham, CEO, GE healthcare, India</p>
		Education and Vocational Training	<p><u>Short Film</u></p> <p>2012 Sankalp Award Finalist Enterprises in the Education and Vocational Training Sector</p> <p><u>Sector Focused Panel</u></p> <p><b>Digitizing Education: Technology as an Enabler for Higher Education</b></p> <p>Moderator: Kamalika Bhattacharya, AVP, Investment Banking Group, Intellectap</p> <p>Meena Ganesh CEO and MD, Pearson Education Services</p> <p>Rajul Garg, Co-Founder &amp; Director, Sunstone Business School</p> <p>Amit Ratanpal, Director, Kaizen Management Advisors Private Limited</p>
12.15 PM	1.30 PM	Impact Investing Open House	<p><b>Impact Investing: Potential World Changing Movement or Current Development Fad?</b></p> <p>Moderator: Patrick Foulis, India Business &amp; Finance Editor, The Economist</p> <p>Sadeesh Raghavan, Member - Global Investment Committee, Acumen Fund</p> <p>Bob Pattillo, Founder, Gray Ghost Ventures</p> <p>Amit Bouri, Director Strategy and Development, GIIN</p>
PARALLEL THEMATIC SESSIONS			-
2.30 PM	4.00 PM	Talent Challenges: Finding & Retaining Social Intrapreneurs	<p>Moderator: Dr. Balaji Utlal, Corporate Sustainability, Piramal Healthcare</p> <p>Rajeev Kher, Founder, 3S Shramik</p> <p>H.S.D. Srinivas, Chief HR Officer, LV Prasad Eye Institute</p> <p>Pari Jhaveri, Co-founder &amp; Director, Third Sector Partners</p> <p>Vivianne Naigeborin, Strategic Advisor, Potencia Ventures</p>
2.30 PM	4.00 PM	Taking Risks & Investing Early: Supporting start up entrepreneurs	<p>Moderator: Atreya Rayaprolu, Co-Founder and Vice President, Intellectap</p> <p>Pankaj Jain, Principal, Impact Law Ventures</p> <p>Vinod Keni, CFO, Aavishkaar Venture Management Services</p> <p>Richard Alderson, Co-Founder, Journeys For Change</p> <p>Rajesh Sharma, AVP, Brand Capital (invited)</p> <p>Neera Nundy, Co-Founder, DASRA</p> <p>Gaurav Mehta, CEO &amp; Founder of Project Dharma, Gajam India</p> <p>Randall Kempner, Executive Director, ANDE</p>
2.30 PM	4.00 PM	Climate Smart Series: PWC & Intellectap	<p>Arjun Bhoopal, Manager, Sustainability &amp; Climate Change, PWC UK</p> <p>John-Mark Zwyko, Manager, Sustainability &amp; Climate Change, PWC UK</p> <p>Devyani Parameshwar, Engagement Manager, Business Consulting, Intellectap</p>

2.30 PM	4.00 PM		Pari Jhaveri, Co-founder & Director, Third Sector Partners Vivianne Naigeborin, Strategic Advisor, Potencia Ventures
		<b>Taking Risks &amp; Investing Early: Supporting start up entrepreneurs</b>	Moderator: Atreya Rayaprolu, Co-Founder and Vice President, Intellectap Pankaj Jain, Principal, Impact Law Ventures Vinod Keni, CFO, Aavishkaar Venture Management Services Richard Alderson, Co-Founder, Journeys For Change Rajesh Sharma, AVP, Brand Capital (invited) Neera Nundy, Co-Founder, DASRA Gaurav Mehta, CEO & Founder of Project Dharma, Gajam India Randall Kempner, Executive Director, ANDE
2.30 PM	4.00 PM	<b>Climate Smart Series: PWC &amp; Intellectap</b>	Arjun Bhoopal, Manager, Sustainability & Climate Change, PWC UK John-Mark Zwyko, Manager, Sustainability & Climate Change, PWC UK Devyani Parameshwar, Engagement Manager, Business Consulting, Intellectap
4.30 PM	6.00 PM	<b>Sankalp Awards</b>	Key Note Address DFID Address & Award 5 Sector Awards Sankalp - Artha Grand Prize
6.00 PM	6.15 PM	<b>Closing Remarks</b>	



*Sankalp Finalists during the Residential Bootcamp at the Indian School of Business*

## PLENARY SESSION: **Reimagining Capitalism**

**Panelists:** Pravesh Sharma (Managing Director, SFAC), Ravi Reddy (Chairman and CEO, Quest Industries), Vijay Mahajan (CEO & Chairman, BASIX Group), Jayesh Parekh (Founder, Sony)



The opening plenary at the Sankalp Summit focused on the current paradigmatic shift surrounding a new form of capitalism. The movement begs the questions: Is capitalism working? What might the alternatives be? What is the role social enterprise can play? And is there a new economic order emerging?

The Sankalp Summit attendees had the privilege of hearing from Richard Weingarten, Vijay Mahajan, Pravesh Sharma, Ravi Reddy, and Jayesh Parekh. Richard set the context and moderated for the panel stating that although capitalism has resulted in large amounts of growth in the past four decades, more than has ever before, it has also created a large degree of inequity. Pravesh Sharma provided a historical perspective, stating that “capitalism has a unique DNA in which it can re-invent itself.” He stated that capitalism has re-invented itself many times and that the process, which is occurring at present is an example of said re-invention. Like the emergence of the welfare state, a new type of capitalism is a continuation of this regeneration.

Vijay Mahajan, an icon in the Microfinance space, suggested that in order to reimagine capitalism we much take on the ambitious task of re-imagining the analytical framework of economics. Mr. Mahajan proposed that economics as it stands now is fictional. Take for example, exchange rates and the worth of the Indian rupee in contrast the worth of the American dollar. An American dollar is exchanged for 50 Indian Rupees, however the purchasing power of a “one-dollar” product in the US, take a chocolate bar, is in reality worth 12 Rs. in India. So is one dollar 12 or 50 Rs? And which analysis is more accurate? Mr. Mahajan went onto say that the true cost of products and services are unclear to many people, as prices are either over inflated or under-valued. Farmers in the Indian province of Uttar Pradesh are not aware of how much their crop seed really costs, or their fertilizer, or even their own produce. Mr. Mahajan proposed that in order to solve this discrepancy a triple-bottom lined analysis of a product can provide a clearer understanding. How many kilometers did this product travel to reach me? What is the environmental effect of the product? What is the social impact of this product I am buying?

Mr. Parekh in response to an audience question on executive perks as a source of issue in the capitalist system, noted the importance of paying people for their worth to the company. If a senior level executive is bringing a large amount of worth, then they should be correspondingly compensated. Mr. Ravi Reddy expressed the importance of being responsible to your community. A community-minded business will have a “social” element naturally. Being aware of how your business affects your community is the first and simplest step in a responsible business model.

## **SECTOR SHOWCASE: Agriculture, Food and Rural Business: Bolstering Rural Livelihoods Through Effective Collaboration**

**Panelists:** Arindom Datta Sr. Director RABO Bank, Sumita Ghose Founder and MD Rangсутra Dr. Biksham Gujja Founder Agri Sri, Mark Kahn Omnivore Capital, Dhiraj Dolwani CEO B2R Technologies



Dr. Gujja moderated the discussion on building collaboration amongst Agricultural stakeholders in rural India. Mr Arindom Datta Senior Director of Rabo Bank said two things have changed the way agriculture is practiced around the country: technology making the sector less labour intensive and influx of capital creating inclusive structures for development. Each panelist was able to give on-the-ground perspectives on the challenges facing scaling and optimizing the Agriculture business in India.

Sumita Ghose founder of Rangсутra said her organization works in coordination with different stakeholders: artisans, social investors, management, board of advisors and others to support financial sustainable models and at the same time impact create livelihood opportunities.

Mark Khan said Omnivore was launched by Godrej to invest in farm productivity and agricultural sustainability, build linkages and create job opportunities for the youth of rural India. The rural youth he says is moving out of agriculture to take up white collared jobs, one solution to this problem would be to bring social enterprises in their vicinity and create opportunities, locally. The idea is to build on the strengths of smaller cities. The problem with agricultural interventions is that funding for agriculture is conservative. The question facing entrepreneurs in the agriculture space is how do you get the right kind of investment flowing into innovative farming? Venture capital (VC) is not always a one size fits all solution; it is often the most expensive form of credit and requires an organization to have a solid and sustainable internal rate of return (IRR) for investment. Mr Dhiraj Dolwani from B2R said that companies should not shy away from focusing on IRR in order to ensure sustainability.

Dr Biksham Gujja summarized that there is an immense potential for a number of crops to create income for many people, however there needs to be adequate investment to develop these crops. Agriculture in rural India is still going to be the largest livelihood-generating sector. The hurdles to overcome are improvements in the productivity of land and labour and on the potential to sell more produce rather than on buying more inputs.

Solutions? Mark believes the reason why yields from agriculture is low is a complex question, decreasing overuse of pesticides and other chemicals will be imperative. Sumita believes that food processing, which is part of the “agriculture allied businesses”, is profitable and should be encouraged to create job opportunities as well. Mark said that rapid industrialization has drawn more people towards cities and that issue is combatting the growth of the agriculture sector. Arindom said that politicizing migration has worsened the problem.

The first question for the panel from the audience was “How to bring social enterprises to rural areas?” Sumita said Forums like Sankalp should come to smaller towns where there are more grassroots innovations, to raise awareness and build networks. The panel concluded the discussion by stressing on the urgent need to find a solution to unemployment. It suggested that the processing sector has huge potential to give more returns to investors and employ a large number of people. However that being said social enterprises need to have scalability plans in place for them to seem attractive to investors. A product that has a market is more important than a fancy business model.

## **SECTOR SHOWCASE: Clean Energy and Clean Technology: Freeing Energy From the Grid – Fostering Off-Grid Solutions to Power Rural India**

**Panelists:** Vinay Jaju (Founder, ONergy), Pravan Malhotra (Cleantech Investments, IFC), Andreas Schroeter (Founder, Sunlabob Renewable Energy), Harish Hande (Founder, SELCO), Ibrahim Rehman (Director, Social Transformation Division, TERI) **MISSING ONE PANELIST NAME**



This panel looked at the barriers of entry to off-grid power solutions in India. It showcased five panelists who have accelerated rural access to power either through support of MINI programs or through their own entrepreneurial pursuits. Vivek Mehra a pioneer in creating funding solutions for climate change and sustainability projects led the discussion on the solutions being explored to light rural India and South Asia. The current state of the energy crisis is as follows: twenty-two percent of people in the world do not have access to power. Pakistan and Bangladesh constitute more than 90% of those lacking access to electricity. What are the key challenges for private enterprises providing off-grid power in India?

Harish Hande, esteemed entrepreneur and founder of SELCO, stated that finding appropriate young people to implement off-grid solutions is a challenge. He said that for the clean energy sector to reach scale there needs to be a push for non-English speakers to gain access to capital and for young people to receive appropriate pay so that they will stay and work in rural areas. Vinay Jaju, from ONergy, a company that supplies decentralized energy solutions to rural households, agreed that getting the right talent into these types of positions would move the sector ahead in terms of scale. When asked about the access to and challenges to private capital in the off-grid energy sector, the group was under a consensus that capital was not the challenge, creating products that the poor will spend their limited cash flow on is the real challenge. Pravan Malhotra a representative from the International Finance Corporation said that understanding the need of customers is integral to solving the access to energy problem.

Where does the government come into the picture? Can the government and policy support energy access to the masses? Ibrahim Rehman, Director of Social Transformation at the Energy and Resources Institute responded, informing the audience that there are two challenges that the government faces when taking on energy access. Firstly, customization of programs is timely and costly, and as India is a large diverse country, catering to each state's differences is difficult. Secondly, is the affordability of products that are energy producing for the low-income BoP customers. A policy gap that can be filled is facilitating entrepreneurship amongst youth and women. A lot of entrepreneurship is happening in spite of this policy gap, but the government can take on more of a facilitative role in aiding entrepreneurs who want to solve social challenges.

In line with the question of policy, what are the institutional mechanisms that can be implemented to support clean technology? And what are the challenges behind providing this kind of institutional change? Pravan mentioned that there is disconnect between policy and the private sector's desire to invest capital. Andreas Shroeter from Sunlabob, an energy solution company, provided a South East Asian solution. As Microfinance Institutions are not as prevalent as in India, South East Asian enterprises rely on public-private partnerships (PPP) to fund and scale their businesses. The PPP model according the Andreas is the "only way to bring energy services to the people." As the rest of the world does not have an MFI system as developed as India, government subsidies become increasingly important. Harish agreed with Andreas that in India it is easier to finance as a result of MFI ecosystem.

## **TELEVISED PITCH SESSION: Media's Pick of Sankalp - With ETNow**

**Judges:** Sudhir Syal (ETNow), Surya Mantha (Director, Investments, Omidyar Network India Advisors), Sarath Naru (Managing Partner, Venture East), Vineet Rai (Founder and Director, Aavishkaar )



The companies presented one by one followed by an opportunity for the investors to question the entrepreneurs.

**Avaaz**, a technology based social business developed a device for people with speech disabilities to communicate. In Ajit Narayanan's (founder) ten-minute pitch he highlighted the need and demand for his product in India, the patent and the relationship between his product and touch screen tablets. He also showcased case studies of benefited parties from their product. Ajit informed the investors the plan for a 4 Cr. investment, which he plans to launch a series of similar applications in other countries. He summarized with the various awards and recognitions the application and he had received for their work.

The experts unanimously agreed that the product was both innovative and of high impact. Some of major questions about the product were regarding the relatively high pricing and the scope for scale. Ajit also mentioned that one of the challenges to the company were the lack of awareness on issues surrounding disabled communication and products addressing these problems. Some suggestions given by the experts were to protect intellectual property and prepare a wider portfolio of products. Overall the experts gave Avaaz a score of 23 Points out of 30.

**Ampere Vehicles Pvt. Ltd.**, a company that sells electric powered vehicles pitched their lower cost vehicles created by the company have capital cost 25% cheaper than petrol and also 1/10<sup>th</sup> the running cost. The company has made battery operated 3 wheelers in Tamil Nadu and wish to expand to Kerala with investor support of 15 Cr. (Already invested 12 Cr.) with an estimated turnover of 100 Cr. by 2050.

Experts had a lot of questions pertaining to the technical functionality, financing and cultural aspects related to the company's product. Vineet Rai supported the venture saying that such businesses required the investors to take a leap of faith to reap positive results in rural India. The investors gave the company an overall score of 21 out of 30.

**DripTech**, provides affordable drip irrigation systems for small plot farmers. It has a scope for 100 million such farmers in India. The product helps double the water efficiency and costs 10,000 Rs./acre compared to the typical drip irrigation product costing 50,000 Rs./acre. The manufacturing unit can be set up for less than 25 lakhs. The company uses existing supply chains to market products and has a direct retail channel of 100 dealers in India. The company also has operations in China and Africa. The social impact being improved food security. The company since its establishment in 2008 has reached out to 10,000 people with plans to expand to A.P., Karnataka and Gujarat. The company has a reputed international management team.

The experts thought that the company is functioning very well as of now and most of the questions were regarding competition and scalability. The experts gave the company an overall score of 24 out of 30.

**Eram Scientific**, a company that focuses on sanitation sells fully automatic public toilets, which are pending patent. This technology helps save energy, water and is also connected via GPRS to generate health reports. It is customized to Indian conditions and sewage treatment. This product is the first ICT connected sanitation product in India. With an average unit cost ranging from 2-4.5 lakhs, the company has generated 54 Crores in revenue last year and estimates revenues to grow to 88 Crores next year. The Company has seen much success in Kerala with successfully implementing this technology in Schools and Government Public Toilets.

The major questions posed by the experts were in relation to the scalability, affordability and longevity of the product. Overall the experts agreed that it was a very profitable and growing business. They gave the company a score of 27 out of 30.

## **THEMATIC SESSION: Urban Business Model Conundrum**

**Panelists:** Mr. Anil Mehta (CEO, India Shelter Finance Corporation Ltd) Samit Ghosh (CEO & MD, Ujjivan Microfinance), Mr. Paul Sathianathan (CEO, Guardian), Geeta Goel (Director Microfinance, Michael and Susan Dell Foundation



Mr. Samit from Ujjivan initiated the discussion as moderator, stating that out of the 600 Mn. poor 100 Mn. are urban and are neglected by NGOs and MFIs. Ujjivan Microfinance is directed at the “invisible poor” based in urban centres. “It is ironic that we look at reaching out to distant villages when there is poverty all around us in the very cities we live in,” he says. Mr. Mehta from Indian Shelter Finance Corporation Ltd. agrees, however, he feels it is difficult to address the problem of documentation for migrants; it is this that leads to exclusion.

A couple of the panelists spoke of their own projects attempting to tackle urban poverty and the challenges. Mr Paul from the Guardian talked about how the Guardian has implemented the SHG model to implement pay and use toilets run by women to address the health and sanitation issues in the Trichi district of Tamil Nadu. Ms Geeta from MSDF said there are pros and cons to working on urban poverty. The pros are that the distribution costs are lower and opportunities for business are much more, additionally there is a higher level of awareness among the urban poor. The cons are that there is more competition so the opportunity cost increases, in addition there is the issue of space constraint.

Samit described an urban slum as an enterprising hub of activity. Anil noted there that business can learn from the urban poor. There are a number of innovative models that spring up from time to time, but the very unorganised nature of them makes it difficult to evaluate for credit lending. There is need to spend more time to better understand these models which will lead to some form of standardization in the credit evaluation process. Samit said that there are some misconceptions that creep into the loan evaluation process when it comes to housing, Ujjivan research suggested that slum dwellers restrict their mobility to within their community centric slum. Other areas that slum dwellers require credit lending is for clean water.

Samit concluded the session by suggesting that impact investors need to be much more patient when it comes to returns on social investments and that lending money to the poor is not enough to get them out of poverty. He spoke about funding people who borrow to spend on quality education or their children and how this is a long term investment that would prove beneficial to the family as well as the country at large. Combating the social and political status quo is the key for business operating in this space, he says.

The audience was then invited to ask questions to the panelists: “do you think finance is an entry route to other (private) services like water, sanitation, education, clean energy?” Geeta answered saying that finance is very important but can’t cover everything. Samit said that although finance is important education is the key. He believes the government should get out of scamming schools and instead consider say a coupon system, which gives consumers ability to afford and choose their own educational standards. Geeta added that there needs to be a focus on incorporating vocational skills.

The second question asked was, “do religious or caste issues act as barriers in urban business functioning?” Samit answered saying Ujjivan does not collect caste related information, but then was asked to do so by the government. This upset customers as they had in a sense escaped caste when shifting to the urban areas. Geeta said the issue becomes more neutral in urban areas. However, regulations keep bringing it up, hindering market based solutions.

The final question asked was, “Will the UID help?” The panel seemed to suggest it could help with identification and documentation provided it became truly pervasive.

## **THEMATIC SESSION: Technology For Development Open House**

**Moderators:** Dr. Audrey Selian  
(Director, Artha Initiative) & Kunal  
Upadhyay (Chief Executive, Centre for  
Innovation Incubation and  
Entrepreneurship (CIIE – IIMA)



The technology for development session was an open house session where persons from the audience were encouraged to participate and share their experiences in using technology for bringing about change.

The discussions started off with Mr. Dhiraj Dholwani of B2R stating that there is a need to differentiate between tech users and tech creators and that B2R is a tech user that looks for opportunities to make use of the best available technology. Audrey stated that tech creators themselves sometimes do not know how their ideas can have far reaching impacts.

Mr. Siddharth from GMC shared his experience of how GMC has used technology in the field of education while Mr Ravi from Mandeshi Bank spoke about how an individual, with the help of technology was able to open up a bank account in spite of not being recorded under the census.

Shilpi Kapoor from Barrier Break Technologies gave the discussion a new outlook. She spoke about how sometimes technology can become a barrier for differently enabled people. There is a need to keep in mind people with disabilities while coming out with new technological innovations so that there is no exclusion because of technology.

Elango the panchayat leader from Tamil Nadu said that most of the discussion has been around service based technology interventions when the real need in rural India is products that use innovative technology, like a solar powered refrigerator that can store perishable commodities of the farmers for a day or two.

Brenda from Milaap was of the opinion that because of so much pressure to create innovations, create solutions and then look for problems to apply these solutions most techies focus on creating apps for people they do not understand fully and as a result the people are unable to use these apps. Thus, the idea/innovation should be to keep it simple. Audrey agreed with this point saying there is a tendency to lose the big picture while focusing on details. Hema from Ampere Vehicles, and a Sankalp Award Finalist, argued that most engineers take up IT related jobs even though IT is not the stream they graduated in, which is why it has become difficult to find engineers to work at Ampere where there needs to be continuous innovation on two wheeler engines and batteries. Sami from Artoo said they write android apps for the poor that help improve efficiency and that the work that they do is also quite important and that engineers cannot be blamed for this.

Audrey then spoke about how the Artha Initiative has developed a common platform for due diligence making it easier for investors to track smaller social enterprises. She then asked the audience and the practitioners about what they felt were the roadblocks. Dhiraj was quick to point out his struggles with government red tape and bureaucracy, while others disagreed with him saying that the government can be an enabler many a time and a case in point would be NABARD, an institution that constantly looks out for innovations and supports them. Yes they may take time and are quite slow at getting things done, but they can become great enablers.

## **SECTOR SHOWCASE: Building an India-South East Asia Corridor**

**Moderators:** Unmesh Brahme (CEO, Sustainability CXO Partners Worldwide), Mark Ruiz (Founder and CEO, Hapinoy), Atul Joshi (Head Marketing, Envirofit, India), Shalaka Joshi (Managing Director, Unitus Impact), Scott Lawson (CEO Sow Asia), Anurag Agrawal (COO, Intellecap)



Unmesh, as moderator, initiated the discussion by asking the panel to inform the audience on the current status of social enterprises in the Philippines. Mark Ruiz said the environment for social enterprise in the Philippines is not very wide. The three main social initiatives are Micro Finance Institutions, NGOs and Corporate Social Responsibility initiatives, but slowly a series of social enterprises are coming together and forming a network as they seek investment. Shalaka said the Indian landscape of impact investing is more mature than South East Asia's, but a mature market can be a deterrent to new entrants as most of the market space may be taken away by established players. However from an investors point of view, a mature market may be a safer place to invest in.

Scott Lawson from Sow Asia, an Asian impact-investing firm, said there were a lot of investors looking for investees and vice versa and this knowledge gap should be addressed in a professional manner. Shalaka said there is no significant bar where investors should or should not invest in SE Asia, but there are two significant differences the first being scale of enterprises and the second being lesser competition, there exists a first mover advantage in SE Asia.

Mark spoke about the Hapinoy business model is robust in order to serve more people and that as a social entrepreneur one must be ready to learn continuously.

Scott talked about a gathering of 1000 social entrepreneurs in Hong Kong were most entrepreneurs defined social businesses differently, hence the corridor can help to define what is a social enterprise.

Shalaka said the SE Asia corridor is about how to use the ecosystem and how to open source for other countries. The value learned should be shared across the geography. A social enterprise should know the policy of other countries before starting their business there. Many of the social enterprises in SE Asia have learnt from their mistakes and other social enterprises can also learn from these businesses.

The social enterprise sector in India is formalizing. Unmesh mentioned that business schools in India are working with social enterprises and Anurag mentioned that corporates are adopting social enterprise models and people who changed into social entrepreneurs from the other end of the spectrum, NGOs are shifting their models as well.

A member of the audience asked if an exchange program for students of different countries in SE Asia was possible. Anurag responded by saying the IDEX fellowship is one such initiative. Shalaka had a slightly different view, saying that such initiatives may not be the best way to understand businesses of other countries and it takes at least 2-3 years to understand their business.

Unmesh concluded the session with the final question on what the panelists could do to expand the SE Asia- India corridor. Shalaka said Unitus compact could look at exiting opportunities to invest in India. Atul said the sharing of knowledge and communicating the experiences would be a step forward. Scott also suggested that Sow Asia would look at investing in India. Anurag spoke about Intellecap becoming a global organisation expanding to SE Asia, Africa and the US.

## **THEMATIC SESSION: Debt Finance For Small and Growing Businesses**

**Moderators:** and Simon Desjardins  
(Business Manager, Shell Foundation),  
RS Mani (CEO, Intellegrow)



This panel focused on Intellegrow's new business Intellegrow. It was a way to showcase a new non-banking service provided by the Intellegrow.

Intellegrow is Intellegrow's debt lending arm. During the accelerated growth of microfinance, and the continuation of private equity capital inflow a growing number of businesses are finding themselves graduating from MFI level debt, but do not yet qualify for private equity. The Shell Foundation along with Intellegrow are building a lending institution that will lend to the mid-level business. The debt is customized debt financing for small and growing businesses. The lending approach is different from banks as Intellegrow funds based on the viability of the business rather than the collateral. An unserved market exists where between the VCs and the MFIs. What Intellegrow is trying to build is a lending arm for those businesses. Intellegrow estimates a 107 billion dollar credit gap in the SME sector. The demand is largely for working capital and 61% of businesses want to receive working capital from debt. The reason that the debt space is not growing is because the lenders are not viable for all businesses. Intellegrow targets businesses that are in their crucial twelve to thirty-six month growth stage.

Intellegrow lends to registered for profit enterprises with a turnover of up to 50 Cr., and have credited financial statements. The loans are processed usually between three to four months in length, at around 30 lakhs and are given at a 17% interest rate. Intellegrow is taking lessons from Africa where MFIs have not seen as much success as they have in India.

### **Loans disbursement Process**

- Feasibility → sector fit, use of funds, team quality, business viability
- Application → questionnaire, certificate of incorporation, latest financials
- Diligence → in-person evaluation of loan proposal, reference checking
- Term Sheet → loan terms, mutually agreed
- Disbursement → credit committee approval

The audience asked the question "What is constraining commercial banks from lending to SMEs?" For commercial banks they work within restrained regulations and high operating costs. Other lenders are attempting to give loans in a similar fashion to Intellegrow, but as result of financial constraints processing time could take a long six to twelve months. Intellegrow processes loans much faster.

## GURUMANTRA SESSIONS

**Speakers:** Ronnie Screwvala (Founder, UTV Group) and Vikram Akula (Founder, SKS Microfinance)



### Ronnie Screwvala (Founder, UTV Group)

Ronnie Screwvala the man responsible for bring cable television to India gave a fifteen-minute talk on the secrets to being a successful entrepreneur. Mr. Screwvala emphasized the importance of loving what you do and to bring that passion to work with you everyday. He also informed the audience of the risk-taking factors that come along with being an entrepreneur. He said that if one does not have the ability to absorb risk then being an entrepreneur will be difficult.

### Vikram Akula (Founder, SKS Microfinance)

Vikram Akula, MFI legend, gave a 15-minute talk on his learning from the fall of SKS. He told the audience they needed to learn from social entrepreneurs who had come before them. His famous 3 C's (lack of capital, capacity and high cost of lending) have evolved to now be: control, code of conduct and culture. With these three values one can build a social enterprise that does not risk losing ones ethical code and still make a profit.

## MICRO KEYNOTES: Insights into Innovation

**Speakers:** Phanindra Sama (Founder, RedBus.in), Ajay Balakrishnan (Ammachi Labs),



### Ajay Balakrishnan (Ammachi Labs)

Ajay Balakrishnan is a young entrepreneur and part of the pathbreaking team at Ammachi Labs. Ajay is a Project Manager for Content Development with Ammachi Labs, the computer-human interaction research wing of Amrita University. Amrita Multi Modal Applications Using Computer Human Interaction is a center of technological innovation breaking new ground in the field of computer-human interaction, developing applications designed to improve quality of life for the Base of the Pyramid. The idea is that what is taught in colleges is not what industry needs. Ammachi Labs is one solution to the large demographic dividend that India currently holds - 244 million skilled job requirements over next ten years.

### Phanindra Sama (Founder, RedBus.in)

Phanindra is the Founder and CEO of RedBus, India's first online bus ticket booking service. Started in 2005, today Redbus is the largest online bus ticketing company in India. It has the largest network of bus operators (350+ and growing). RedBus was started to address a pain point in the informalized nature of bus systems. Phanindra believes that India is a great place for Entrepreneurship because of its population allowing business to scale.

## PLENARY SESSION: Reaping the Demographic Dividend

**Panelists:** Manish Sabharwal, CEO, Teamlease, Muralidhar Rao CEO, Future Learning, Sanjay Bahl, President, NIIT-Skill Building Solutions, Dilip Chenoy, CEO, NSDC



The discussion commenced with Dilip Chenoy remarking that in India three years ago there were more jobs than there were people to fill those jobs. The current scenario is the reverse. The demand side of jobs is larger than the supply. Dilip also made note that “in 2022, when India completes 75 years, it is important to see what the demography of the country looks like – the country will have 700 million working age people. Of these only 200 million would be graduates. The rest needs to be skilled.” Dilip and the NSDC are committed to making that change. The NSDC was setup to coordinate skill development and enhance industry and employer participation in skill development. NSDC was given a mandate of skilling 150 million people by 2022 by catalyzing private sector involvement in sustainable training ventures in 20 sectors. The focus of the NSDC is how do we prepare the workforce for skilled jobs.

Manish Sabharwal then had an opportunity to speak. He commented that although India has seen high levels of growth over the past decade that growth has not led necessarily to poverty eradication. The market failure is the lack of skill development alongside high levels of growth. India’s unique challenges are the scale at which skilling needs to occur, the lack of policy innovation and the patience required to tackle such a demanding task.

Sanjay Bahl is the President of NIIT’s Skill Building Solutions (SBS) business, a new initiative launched by the company that focuses on providing industry specific training to the unemployed youth of India, to make them employable. Sanjay provided the audience with the stark reality of India’s future demographics: The population of India is going to be 1.4 billion by 2025. Of this, 65% will be in the working age group. 30% of the people will be in the age group 16-24. The marketing challenge is a need to redefine and position skill education in India and to establish it as a global currency by which the industry, labor, and government will benefit from this. If the demographic dividend can be harnessed then there will be a significant rise in per capita come.

Overall, the panel agreed that more work needs to be done to skill India; a lot of that skilling will be catalyzed by making skilled labor an aspiration - the mindset of people needs to shift. As Dilip Modi remarked on the subject, “we need a change from a degree without jobs, to jobs without a degree.” Manish disagreed with Dilip and said that the social stigma is not the problem; the lack of skill development opportunities is the problem.

## SECTOR SHOWCASE: Health, Water and Sanitation – Frugal Innovation – Driving India’s Healthcare Boom

**Panelists:** Mayur Sirdesai (Director, Somerset Indus), Murli Mohan (CEO, Maestro), K. Chandrashekar (CEO, Forus Health), Terri Bresenham (CEO, GE Healthcare India), Dr. R. Panda (Director, Asian Heart Institute)



Mayur Sirdesai, the moderator of the panel started with a very brief overview of the healthcare sector. He explained how the industry needs more services compared to just hospitals and pharmacies, such as Diagnostics. He then posed the question for the need of product innovation in the industry. To this Chandrashekar explained that the low patient to doctor ratio in the country required us to replace or substitute innovation with new products which can deal with such issues. Also that the technology can't be just picked up from developed countries as they would not serve the purpose of catering to the masses. Therefore he said that we need preventive functions instead of curative functions in hospitals today. Terri added to Chandrashekar's argument and stated that we would also need to leverage on the industry right now with more number of partners in the space, higher government involvement, higher disposable income being earned by the poor, higher awareness standards than before etc.

Murli stated that to customize new machines to India's need, we would need to figure out a way to make new machines work with lack of power, tough weather conditions, low production costs, rural environment etc. as these machines would be majorly used in diagnostics in rural regions. To still further reduce the gap between specialists and people in remote areas, we would need to leverage from the cheap Internet & mobile penetration and make healthcare a closed loop linking who has the capability of prescribing and treating medical needs.

The next major query posed to the panel was regarding ways of making our delivery system more affordable. Murli explained that there are 3 stakeholders in the system, the caretaker, the care receiver and the Innovator/reach facilitator. Our present need is to work on the compensation of the reach facilitator so that we can provide a continuous motivation for them. Terri spoke about how the high NGO activity was helping this issue, but it needed to be organized, linked and made more sustainable to be replicated. Furthermore, that increased knowledge needs to be developed and deployed at the lowest levels as high intelligence machinery is required there due to low skilled operators. Chandrashekar concluded by adding that the industry delivery model required to be democratized like a healthcare pyramid with a Hub and Spoke model.

Mayur then posed the question of making the delivery system more connected through collaborations. To this Murli explained that to get to the ideal stage where we can start collaborating, we first would need to sort out regulations, standardize equipment, protocols, legal aspects etc. that we are far from achieving. Terri to this argued that private to private collaborations with effective models could indeed help improve the scenario when looking at Tier III and Tier IV cities. Chandrashekar sees opportunities in collaboration in a pyramid model with small and medium player aligning with the larger private players who again align with the Government.

Mayur summarized by saying that large opportunity is available but we still need innovative and unique, flexible models and solutions. However, standardization and regulation needs to provide level playing platform to give smaller players support. Chandrashekar discouraged the role of middlemen in supply of medical products for start-ups. Murli while talking about maintaining quality in rural India with the lack of competition, stressed on the need for long term outlook, intrinsic development of products, R&D and setting the right priorities. Terri added that the standard would be kept in check with sustainability and survival. As good service tends to attract good people and that would be the necessary motivator to maintain standards.

On discussing ways of avoiding people from abusing the system, Chandrashekar stated that it was a never-ending circle that can only be stopped by creating smarter solutions. Chandrashekar encouraged entrepreneurs to first concentrate and work with the people who have technical and operational expertise and later look at managing money for scaling up. Terri concluded by stating that more federal/stage initiatives were required to help scale.

## **SECTOR SHOWCASE: Education and Vocational Training – Digitizing Education: Technology as an Enabler for Higher Education**

**Panelists:** Kamalika Bhattacharya (AVP, Intellecap Investment Bank), Rajul Garg (Co-Founder and Director, Sunstone Business School), Amit Ratanpal (Principal, Kaizen Management Services), Meena Ganesh (Managing Director & CEO, Pearson Educational Services)



The session was moderated by Kamalika Bhattacharya, Associate Vice President, Intellecap's Investment banking Division. Meena Ganesh opened the discussion speaking on the need to provide services to the education sector. She elaborated by explaining the services that were possible through the internet giving the example of the "VSAT" model. The VSAT model has helped reach out their services in a number of schools for Pearson Education, especially in the interior village areas.

Amit Ratanpal on the other hand disagreed that the VSAT model was the solution. As an investor, they encourage an online approach rather than the distance education. Their services ranging from One-day courses, customized lecture assignments, objective based assessments, online based assessments etc. These services over a 9 month period had doubled the level at which students progress. This online approach has received inquiries from across the world. Rajul Garg suggested that we should leverage through the use of innovative gadgets - which have seen rapid growth over the past few years. Rajul also stressed the importance of pedagogy and creating a strong pedagogy for online learning.

While discussing ways of creating a market for Higher education, Meena stated that there is a lack of access to good educational institutions in India, due to which even the semi-adult population of the country is contributing more towards household income instead of pursuing higher education. Amit added to discussion by supporting the use of technology in the Public-Private Partnership model where the private sector could take responsibility for the content and Government could support in funding. Rajul supported Amit's statement and added to this saying that there is a need to rectify the suspicion towards technology.

On elaborating on the Public Private Partnership model for technology for education, Amit stated that we would need to give incentives to people for developing technology for educational purposes such as online libraries etc. Meena spoke about the need to curb on the wastage of infrastructure and better utilization of resources, for example computer labs that are unused in schools. The panel also discussed the need to maintain basic policies when dealing with technology and necessary precautions required with it. The panel mutually agreed that usage of technology can be leveraged to reach out to larger section of India.

The panel agreed that there was still a lot more focus required on education in India. Amit stressed on the lack of collaborations and the need for attention towards improving core competencies and specialization of niche courses. Rajul also added that we needed to streamline the supply chain more effectively.

Some of the other suggestions given by the panel included incorporation of life skills in K-12 level and collaborations between businessmen and academicians in finding innovative solutions to challenges in education.

## **THEMATIC SHOWCASE: Impact Investing Open House – Potential World Changing Movement or Current Development Fad?**

**Panelists:** Patrick Foulis (Mumbai Office Head, Economist), Sadeesh Raghavan (Global Investment Committee, Acumen Fund), Bob Patillo (Founder, Grey Ghost Ventures), Amit Bouri (Director Strategy and Development, GIIN)



Impact Investing, the panel agreed was presently a fragmented & disaggregated space, which has faced its own share of successes and failures. Thousands of entrepreneurs today are looking towards materializing their dreams and several talented & experienced people are helping in sowing these seeds for new businesses. Investors should look upon this opportunity more seriously, as it can lead to mutually beneficial results.

Patrick Foulis, The Economist Mumbai office head, moderated this session.

The Discussion started with how we could realize the potential of business for Impact Investing? To this, the panel explained that it is very difficult for Investors to find businesses having both “Good Potential” and are also “Scalable”. They explained that the entrepreneurs should also have the capacity to build from what Investors think about their business and their expectations from it.

The Panel then debated the need for a “Capital Limited Policy” in the Industry. To this Amit explained that this policy helps predict where the money is coming from. There are Social Entrepreneurs and Some Big Businesses, what Investors get confused about is when both come to them simultaneously for funding. For example in MFIs, privileged long time customers can pressurize loan officers for better and fast services, the same relation should be between banks (MFIs) and investors.

On discussing the methods of expanding potential of Impact Investing in India, the panel explained that in a country like India the potential for growth is high. One needs to be focused for serving the poor and that then can be extrapolated to trillions. Amit was of the opinion that Opportunity and Demand can be seen for Impact Investing, but we would need to study the dynamics of the business and its potential to reach trillions.

The panel then moved on to discuss the challenges faced by Social Entrepreneurs in getting investments. The Panel summarized it saying that if the Promoter is clear about their business, scale, capabilities and their impact then investments will follow, as they will be able to identify suitable Investors in the same sector work and experience.

Preparing the Entrepreneur is also a crucial element in Impact Investing. At most if the Social Businesses work in under-privileged areas, they not only lack funds, but also lack access to technology, the right business model etc. To solve such issues, the Investors not only have to spend their money, but also their time. Nowadays the perceived risk is higher than the actual risk. Therefore, the investors should keep the Risk, Returns, Transaction cost and Scale of the business in mind before investing.

## THEMATIC SHOWCASE: Talent Challenges Finding and Retaining Social Intrapreneurs

**Panelists:** Vivianne Naigeborin (Strategic Advisor, Potencia Ventures) H.D.S Srinivas (CHRO, LV Prasad Eye Institute), Pari Jhaveri (Co-founder & Director, Third Sector Partners), Rajeev Kher (Founder, 3S Shramik) Dr. Balaji Utlal (President- Corporate Sustainability, Piramal Healthcare)



'Talent Challenges: Finding and Retaining Social Intrapreneurs' was the subject for the panel discussion held on the 13<sup>th</sup> of April at the Sankalp conference. The discussion was centered around one of the main challenge that Social Enterprises face, which is finding and retaining talented employees.

Dr. Balaji Utlal, President- Corporate Sustainability, Piramal Healthcare moderated the debate.

While many young industries and start-ups have similar challenges in finding the right human talent that can help them scale their businesses, for-profit social enterprises are riddled with a few unique challenges of their own like unique business models, and vague employee profiles. The Intrapreneurial Streak – start up social enterprises don't need employees they need intrapreneurs with hard functional skill sets - the ability to work with little in terms of resources or information, the ability to thrive in ambiguity and wear multiple hats, often at the same time are few of the expectations that these businesses have of their employees. The social enterprise space has done little to position either its mission driven business or its high 'challenging job' quotient to potential hires. People are still unaware of that there is an alternative career in social enterprise.

Mr. Kher was of the opinion that social enterprises need to pay their employees well in order to attract and retain talent. Paying low salaries will attract people with a suboptimal level of skill sets.

Ms. Jhaveri was of the opinion that although salaries play an important role in attracting talent it is also important for social enterprises to position themselves differently and tactfully as today's gen are also interested in taking up 'challenging' and 'different' work assignments. She believes that there are ample number of talented people in India, who may not be aware of opportunities in social enterprises, a formal institution that bridges this information gap would work well.

Mr. H.D.S Srinivas believes that it is important to be honest with your employees about future growth prospects and that one must always giving employees the clear picture.

The audience was largely comprised of young people who were interested in how to gain work experience in the social enterprise sector. The panel informed them that passion was equally important to experience, as well as the ability to give a strong time commitment.

## THEMATIC SHOWCASE: Taking Risks and Investing Early – The Importance of Supporting Start-Up Social Entrepreneurs

**Panelists:** Rajesh Sharma (Head, Market Development, Brand Capital), Neera Nundy (Co-Founder, DASRA), Atreya Rayaprolu (Co-Founder and Vice President, Intellectap), Gaurav Mehta (CEO & Founder of Project Dharma), Randall Kempner (Executive Director, ANDE), Richard Alderson (Co-Founder and Director, UnLtd. India), Pankaj Jain, (Principal, Impact Law Ventures), Vinod Keni (CFO, Aavishkaar)



Atreya Rayaprolu Co-Founder of Intellectap moderated the discussion. Mr. Keni started off the discussion by saying most funds migrate from small to large. However, even when they move up small funds fill up this gap. There is definitely a challenge to find funding for start-ups but small funding is not absent. Funds are available but they are not available when start-ups want to takeoff.

Mr. Sharma added there exists a gap between what the investor wants and the business plan of the start-ups, such as how to make money for the enterprise, how to make money for the investor and what is the exit option of the investor. He also advocated that at the start-up stage, it is very important to bring in a strong team - such as a CEO and qualified professionals, every investor looks for marketing strategies so the marketing team must be also be strong. It is important to treat the investor as a customer he says. Mr. Mehta believes that the struggle the start-ups face is much beyond finance and there is a need to accurately define a social VC and differentiate them from other VCs

Another interesting question raised that was related to the other funding alternatives that exists for start-ups. Mr. Jain said that Angel Investments are an important alternative. Existence of this is very much required and at present is at a nascent stage, domestic capital in Angel investing is also negligible, developing angel funding would be interesting. Other important sources that are viable include – venture debt and venture capital.

Mr. Rayaprolu focused the debate around the challenges faced by startups and asked if should there be an incubator system in India. Ms. Nundy was of the opinion that the ecosystem of business incubators is weak in India. Dasra has been able to help a handful of enterprises but a lot more needs to be done Dasra sees a big role that philanthropy could play in funding incubators. Mr. Kempner says he sees two value additions incubators have: the first is that incubators act as a coach that can work with entrepreneurs who face the same problems and the second is funding.

The panel also deliberated on the use of shared support model such as shared HR services, and shared Financial services that could be helpful in bringing down the costs of startups. The panel noted that shared services have worked on a piece basis in the non-profit sector and that it could also be used by start-ups in India. Talent Acquisition was noted as another important challenge faced by start-ups.

Ms. Nundy was of the opinion that entrepreneurs should have skill-training programs for leaders, as well as the team. Most importantly, social enterprises should know their requirement and then should develop and adopt peer learning, which could then be most useful for start-ups. She also mentioned the using action forms in India to bring about a change in the policy.

Mr. Alderson was of the opinion that most startups do not have answers to questions such as what skill areas they lack and where that talent will come from. Journeys for Change is working on this. Mr. Jain believed that there exist gaps in social innovation.

Mr. Kempner noted that without a good business model – funding would continue to be a problem Mr. Sharma said there is a need to understand the difference between a vision of start-up and the vision that is scalable, which is more exciting. In the same way, the difference between debt and equity must be clearly understood before looking for funding. Rajesh believed that growth of a startup could be possible only through collaboration even when the resources are limited.

**THEMATIC SHOWCASE: Climate Smart Series – PricewaterhouseCoopers and Intellectap**



**Panelists:** John-Mark Zwyko (Manager, Sustainability and Climate Change, PWC UK), Devyani Parameshwar (Engagement Manager, Business Consulting, Intellectap), Arjun Bhoopal (Manager, Sustainability and Climate Change, PWC UK)

Mark started the session by sharing some startling facts about the present climate change scenario. He explained that as of now we are 90% certain that greenhouse gases causes climate change from vehicles and economic activities - these include Kyoto gases and Montreal gases. If we are unable to control climate change, even a 2% increase in temperature could lead to the extinction of 20-50% of the species on the planet. Our present challenge therefore, is to get to under 550 ppm by 2050.

Mark continued to explain that India though faring well in carbon reduction has yet to be able to achieve its target of 450 ppm set during the Climate Change Conference in Mexico. India has already seen an average of 4 degree Celsius rise in temperatures, increase in sea level, droughts, floods, melting glaciers etc. It is also estimated that we will have to deal with a loss in crop production by 10-40% by 2080. Mark also spoke about our other major concerns such as increase in land area, Malaria and shifts in forests.

After this opening by Mark, Devyani explained that several businesses today are climate proofing themselves. By doing so, they are reducing the climate risks across the supply chain. We have also seen a shift in the consumption of Microfinance users from Kerosene to solar lamps.

Arjun then contributed to the session by sharing some more very valuable details and facts. Arjun explains that the present energy supply is being affected by the climate change. Even drivers for businesses are opting for more climate compatible options, including risks and opportunities.

Arjun also pointed out that India's carbon emissions are under the global average and is constantly making an effort not to cross it. India's energy intensity will continue to decline in the coming years. Arjun then explained that Absolute emissions have risen by 58%. Different missions for climate change are needed so that we can tap funding. Arjun also pointed out that presently the low carbon industry is estimated to be USD 294 Billion.

The panel while discussing ways of decreasing greenhouse gases concluded that certified markets aren't the right markets for us and that donor funding should be considered as an option for such technology development. The panel also discussed how countries like Russia, China and India are pushing companies at policy level to opt for more climate proofing solutions.

While discussing penalty taxes for the non-compliant companies, everyone agreed that there was a need for a clear policy for climate change to move ahead. The panel also pointed out that the firms who fare well on emissions and cut on emissions, would lobby for concentrated policies to support climate proofing.

# **Sankalp In the Media**

## **Sankalp Award for Eram Solutions |**

### **IBN Live | Indian Express**

Eram Scientific Solutions has been chosen for the Sankalp Award, instituted by the Sankalp Forum, for 2012. The company will take home a cash prize of Rs 20 lakh for its innovation in creating Delight e-toilet, an automated public sanitation unit for urban citizens in developing countries. To read more click [here](#).

## **Eram Solutions Wins Sankalp Award |**

### **The Hindu | Business Line**

The company takes home a cash prize of Rs 20 lakh for innovation in creating the 'Delight' e-toilet, an automated public sanitation unit for the urban areas, a company spokesman announced here. Sankalp Forum is an annual platform for social and sustainable ventures initiated by the Mumbai-based advisory firm Intellectap. To read more click [here](#).

## **The Education of Vikram Akula | Forbes India**

"I am not going to talk about Microfinance," said the Kurta-clad Akula. You know that an era has come to an end when the man who was once the face of an industry chooses not to talk about it. The ballroom at Taj Land's end which hosted Sankalp 2012 — arguably India's biggest social entrepreneurship do — was packed to the rafters. To read more click [here](#).

## **The return of Vikram Akula, this time as sugarcane messiah | First Post**

Making a rare public appearance for the first time since his November 2011 exit from SKS amid the wave of controversy, Akula held a packed audience spellbound at the Sankalp Summit 2012 organised by Intellectap in Mumbai, where he admitted he made 'many, many, many mistakes' in his journey as a social entrepreneur. To read more click [here](#).  
read more click [here](#).

## **Social enterprises sector regains as investors shed cautious outlook |**

### **The Economic Times**

Initiated by Intellectap, in partnership with Rockefeller Foundation, Sidbi and Nabard among others, new initiatives such as Sankalp forum connects over 400 social enterprises with over 400 investors and funders, and 10,000 other stakeholders across the globe. To read more click [here](#).

## **Investing in Social Enterprise: Lessons from the 2012 Sankalp Summit |**

### **NextBillion**

Last week's conference brought together impact investors and social entrepreneurs to discuss how the field has moved forward and where it is likely to go; and of course, the conference serves as an opportunity for investors to identify rising stars and make new investments. To read more click [here](#).

## **Reimagining Capitalism | Yourstory.in**

The opening plenary at The Sankalp Summit 2012 focused on the revolution of Capitalism. It raised the questions: Is capitalism working? What might the alternatives be? What is the role social enterprises can play? And is there a new economic order emerging? To read more click [here](#).

## **A journey for change in social enterprise space | The Hindu | Business Line**

"Most social businesses are in the micro-space. For us, it is one which works with a small profit initiative coupled with a strong social mandate catering to the bottom-of-the-pyramid market." Said Aparajita Agrawal, Intellectap's Co-Founder and Vice-President (Knowledge and Insights). To read more click [here](#).

## **Don't Find The VC, Let The VC Find You | Yourstory.in**

The title sounds awkward, doesn't it? Look up the Internet, and you will find hundreds of articles about elevator pitches, how to reach out to VCs, how to trace them in events, most effective ways to get introductions to VCs etc. And you can't blame authors for writing on these topics – early stage risk capital is scarce and with a handful of top-tier global VCs controlling most of it, it's no surprise that entrepreneurs end up doing most of the chasing. To read more, click [here](#).

## **Eram Scientific Chosen Winner of Sankalp Award 2012 | Yourstory.in**

Eram Scientific which aims to develop innovative and utility solutions by combining cross platform technologies and domains has been chosen the winner of Sankalp Awards 2012. Sankalp Forum is an annual platform for social and sustainable ventures by advisory firm Intellectap. The Grand Prize winner is awarded USD 40,000. To read more, click [here](#).

## **Vikram Akula tells his side of the SKS story. Almost. | STARTUPCENTRAL**

Vikram Akula almost did not make it to the Sankalp Summit in Mumbai last week. The founder and former chairperson of SKS Microfinance was wary of being hounded by newsmen present at the annual conference for social entrepreneurs, following his recent, highly publicised departure from the company. But he did make it, trademark cotton kurta and cue cards in place, to his first public talk in India after stepping down from the BSE-listed SKS. To read more, click [here](#).

## **Trivandrum's Eram Scientific Sweeps 2012 Sankalp Awards | STARTUPCENTRAL**

Trivandrum-headquartered Eram Scientific Solutions, an arm of the \$1 billion Eram Group, swept the 2012 Sankalp Awards, which were announced in Mumbai last evening. The company takes home a cash prize of \$40,000 for its innovation in creating Delight, an automated public sanitation unit for urban citizens in developing countries. To read more, click [here](#).

## **[Photos] Sankalp Summit 2012 – Day 1 | STARTUPCENTRAL**

Sankalp Summit, a platform to bring together social enterprises, impact investors, policy makers, academicians and other market makers, kicked off this morning in Mumbai. The event featured speakers such as Vijay Mahajan, group CEO and chairman of Basix, Ashwin Naik, co-founder and CEO of Vaatsalya Healthcare, Ronnie Screwvala, founder chairman of UTV Group and Vikram Akula, founder and ex-chairperson of SKS Microfinance. To view post, click [here](#).

## **Sankalp Forum recap: a gathering of the growing social enterprise sector | ThinkChange India**

About 650 people from 20 countries gathered in Mumbai on April 12 and 13 for the Sankalp Forum, bringing together all aspects of the inclusive business spectrum from across India. If Sankalp is any indication, the social enterprise sector is growing in size and maturing in terms of the conversation and types of issues facing the industry. To read more, click [here](#).

## **Pioneers ahead of their time: reflections from the Sankalp Summit | Alliance Magazine**

Ronnie Screwvala stepped up on stage. As a highly successful entrepreneur who built UTV Group into an Indian media empire and then sold it to Disney in 2011, Ronnie knows a thing or two about building a great business from scratch. To read more click [here](#).

## **Mumbai Social Enterprise Journey: Meet and Learn from India's Social Entrepreneurs | SocialEarth**

The Journeys for Change/ Sankalp Journey is a unique 3-day immersive journey, to visit some of Mumbai's most exciting social enterprises, designed to help participants create greater profit and impact in their work. The journey will incorporate site visits to meet a variety of Mumbai-based social enterprises – businesses whose purpose is to create both profit and impact. To read more click [here](#).

## **Meet the Clean Energy and Clean Technology Finalists of India's Sankalp Forum | ecopoint.asia**

Sankalp Forum is India's leading platform for social and green enterprises. This year Sankalp has expanded geographically to include South East Asia and 6 ventures from the region will be presenting during the forum. Over the past 3 years, the forum has connected over 400 social enterprises, over 400 investors and funders, and 10,000 other stakeholders from across the world. To read more click [here](#).

## **Sankalp, Stitching Together the Social Enterprise Mosaic in India | NextBillion**

Sankalp Forum was initiated by Intellectap in partnership with Rockefeller Foundation, SIDBI, NABARD, and others, with the belief that social entrepreneurs have a role to play in development and inclusive growth. In those early years our founding team learned the first lessons in the importance of building an ecosystem. The entrepreneurs, funders, policy makers, academicians, service providers and grassroots organizations that were chasing common goals had to be brought together; and an environment that it made it easier for them to work together had to be built. To read more click [here](#).

## **5 Tips to Improve Your Chances of Receiving Capital | Yourstory.in**

As an entrepreneur, scaling your business is both an exciting and difficult task. You have a great idea, a great team, and an interesting business model but moving from five thousand customers to five hundred thousand and then five million is a complicated and capital-intensive process. To read more, click [here](#).

## **Live Twitter Chat on 28 March: Reimagining Capitalism | Yourstory.in**

Sankalp Forum Twitter Chat on 'Reimagining Capitalism'. To view post, click [here](#).

## **Meet the Indian and South East Asian Finalists of Sankalp Forum 2012 | Yourstory.in**

Sankalp Forum, an annual platform for social and sustainable ventures by Intellectap has announced this year's finalists. This year Sankalp expanded to South East Asia and 6 ventures from the region will be taking part in the summit. To read more, click [here](#).

## **Applications for Sankalp Awards 2012 are now Open (India and South East Asia) | Yourstory.in**

Sankalp Forum, a platform for social enterprises, announced that it is now accepting applications for the Sankalp 2012 Awards. The awards will recognize emerging enterprises across 6 categories, including the newly launched South East Asia Award for the most innovative social enterprise in the region. Micro, Small and Medium Enterprises (MSMEs) with a social impact focus, also known as 'social enterprises' are encouraged to apply in order to access finance and capacity building services. An initiative by the social advisory firm Intellectap, Sankalp Forum has connected over 400 enterprises and over 400 investors in the last three years. To read more, click [here](#)

## **Sankalp Social Enterprises Summit 2012 | Yourstory.in**

The Sankalp Social Enterprise Forum by Intellectap is one of the most important events in the annual calendar for investors and social entrepreneurs alike. Sam Pitroda had delivered the keynote address at Sankalp Forum 2011, last year. To read more, click [here](#).

## **[Sankalp Finalist] Bombastic Plastix's Supercycling Process | STARTUPCENTRAL**

Bombastic Plastix makes a material from discarded polyethylene shopping bags and sews it into fashion accessories. It calls the process 'Supercycling™', as the plastic material is made from local plastic by local labor. This adds value at the source of the problem, not at the end of a long haul transport supply chain used by traditional recyclers. To read more, click [here](#)

**[Sankalp Finalist] How Kautilya Phytoextracts makes arid land profitable | STARTUPCENTRAL**

The basic idea behind the company was to start a social enterprise aimed at making business a medium for rural development, encourage other entrepreneurs to return to rural India and focus their attention on rural development. The company's business is to process and sell medicinal plants or herbs and aromatic oils. To read more, click [here](#).

**[Guest Post] Creating jobs for young India | STARTUPCENTRAL**

Over 2.3 billion millennials (individuals born after 1981) constitute the world's population today. The jury is out on whether they represent a huge economic opportunity and a potential demographic dividend, or whether they are the inheritors of loss, of broken and inequitable systems and are a looming economic nightmare. To read more, click [here](#).

**[Sankalp Finalist] Bhushan Agro Seeks to Reduce Rural Migration | STARTUPCENTRAL**

The company uses modern farming methods to increase farm yield in Madhya Pradesh on a sustainable basis. It aims to introduce a third crop across the state and increase the income of farmers. The company leases agricultural land from farmers for about three years and improves the quality of farming using methods such as soil testing, chiselling for higher rainwater absorption and systematic crop selection and management. Farmers are invited to work alongside the company on a revenue/ cost-sharing basis. To read more, click [here](#).

**[Sankalp Finalist] How Marine Gifts Empowers Women in Vietnam | STARTUPCENTRAL**

Marine Gifts is a social enterprise that seeks to empower women living in and around the Vietnam coastline and simultaneously help conserve the marine ecosystem. The company trains local women to make handicrafts, using marine generated by-products.

It buys the products and makes them available to tourists through its offline stores and online distribution channels. It also teaches the women to provide community-based tourism services. To read more, click [here](#).

**Guest Post: Five Fundraising Tips for Startups | STARTUPCENTRAL**

As an entrepreneur, scaling your business is both an exciting and difficult task. You have a great idea, a great team, and an interesting business model but moving from 5,000 customers to 500,000 and then five million is a complicated and capital-intensive process. For enterprises that aim to create social impact, an added component is that the product or service also serves to impact a social issue. To read more, click [here](#).

**Photos: Sankalp Forum Bootcamp | STARTUPCENTRAL**

Mumbai-based Intellectap's flagship initiative Sankalp Forum organized a two-day bootcamp for founders of 31 social entrepreneurs at the Indian School of Business in Hyderabad earlier this month. The bootcamp was a run-up to the Sankalp Awards that will be held on April 11-13 in Mumbai, as part of the annual Sankalp Summit. To view post, click [here](#).

**Sankalp Forum Partners with Journeys for Change | STARTUPCENTRAL**

The Sankalp Forum has entered into a partnership with Journeys for Change to offer participants of its upcoming Sankalp Awards a unique three-day immersive journey with Mumbai's social enterprises. The Sankalp Journey, to be held between April 8 and April 11, will incorporate site visits and interactions with founders of social enterprises and their beneficiaries. To read more, click [here](#).

### **Guest Post: noNasties Designs T-Shirts for Sankalp Finalists | STARTUPCENTRAL**

The Sankalp Summit has entered into a collaboration with noNasties, a 100 per cent organic, fair trade and designer clothing brand. The Mumbai based start-up teamed up with the Sankalp Summit to create customized t-shirts for the 31 finalist Sankalp entrepreneurs who got together at the Sankalp Bootcamp on March 9 and 10 at the Indian School of Business in Hyderabad. The finalists will go on to pitch to the Sankalp Grand Jury at the upcoming Sankalp Summit on April 12-13. To read more, click [here](#).

### **Sankalp Awards: 31 Finalists from India and South East Asia | STARTUPCENTRAL**

Sankalp Summit, Asia's largest collaborative platform to bring together social enterprises, impact investors, policy makers, academicians and other market makers, returns on April 11-13. The event will be held in Mumbai and a key feature of the summit this year is the expansion of focus to business models being used in the larger Asian region. The summit is organized by Intellectap, a Mumbai-based advisory firm that works in underserved markets. To read more, click [here](#).

### **Sankalp Soundbites: With Vinay Jaju of ONergy | ThinkChange India**

Punam Energy Pvt Ltd (ONergy) is an renewable energy enterprise established in Kolkata (2009), led by a strong mission to provide solar energy to 1 million lives by 2016. ONergy is led by a team of young professionals and has won various awards and been recognized by institutions such as IIM, IIT, TiE and internationally by Yale University, Santa Clara University etc. The ONergy team's work has been covered in over 100 media articles globally. To read more, click [here](#).

### **Journeys for Change in association with Sankalp Forum organizes Mumbai Social Enterprise Journey | ThinkChange India**

The Journeys for Change / Sankalp Journey is a unique 3-day immersive journey, from 8-11 April 2012, to visit some of Mumbai's most exciting social enterprises, designed to help participants create greater profit and impact in their work. To read more, click [here](#).

### **Sankalp 2012 to be held on April 11-13 in Mumbai | ThinkChange India**

The Sankalp Forum, an annual conference that aims "to catalyze impact investments into sustainable and scalable social enterprises globally" will be held this year from April 11-13 in Mumbai. Sankalp is an Intellectap initiative that brings together all the relevant stakeholders in the social enterprise ecosystem, and awards the achievements of those who have succeeded in the last year. Details on the 2012 finalists can be found [here](#). To read more, click [here](#).

# ANNEXURE I

## Sankalp 2012 Finalists

### CLEAN ENERGY AND CLEAN TECHNOLOGY

#### AMPERE VEHICLES PRIVATE LIMITED



<b>Founded</b>	2008	<b>Snapshot</b>  Ampere's vision is to empower i customers' life by increasing their mobility using battery operated electric vehicles. Ampere manufactures retro-fitte electric two wheelers specially designed to suit the needs of people with locomotive disorder. The company primarily focuses on rural markets in the electric cycle segment, however has plans to spearhead the creation of new markets.  Ampere is India's first company to indigenously manufacture the key components of a battery operated vehicle such as motor, controller and charger, thereby customizing product design to meet Indian roads and rural environment. They have conducted extensive research and development on batteries and developed a unique low cos device to revive batteries.  People in small towns and villages need a simple affordabl mode of transport for their daily local commute. The potential market size of electric cycles is 4 million in the next 3-5 years; estimated market size for Utility
<b>Operational Region</b>	India	
<b>Investment Requirement</b>	INR100m(~US\$1.9m)	
<b>Product/Services</b>	<p>Ampere Vehicles manufactures cost-efficient, low-maintenance; light battery operated two wheelers and special purpose three and four wheeler vehicles for differently-abled residents in rural India. Its product portfolio consists of 5 main products:</p> <ul style="list-style-type: none"> <li>• Angel (E-cycle)</li> <li>• Abhi (Entry Level E-scooter)</li> <li>• Bobo (Mid-level E-Scooter)</li> <li>• V 60 (High end E-Scooter)</li> <li>• Asva (High End registered E-Scooter)</li> </ul>	
<b>Social Impact</b>	<p>Ampere has revived roughly 2000 electric bike batteries, thereby saving an estimated INR 3Mn (~US\$59,600) for rural customers who otherwise would have to depend on petrol. Around 10,000 electric cycles have been sold in the last 4 years. The cost savings by electric vehicles when compared to petrol vehicles in a period of one year is INR18940 (~US\$370). Ampere has also supplied 1200 vehicles to the Tamil Nadu Government from 2009-2011 for differently-abled individuals.</p>	

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Vehicles and Special Purpose Vehicles is around 0.17 million by 2020; and market size of scooters and low end motorcycles is 1 million in the next 3-5 years.

**ECO RECYCLING LIMITED**

<b>Founded</b>	2007	<b>Snapshot</b> Ecoreco has created a business model wherein it buys the e-waste in large volumes, recycles it to extract raw materials and sells them in respective markets. Apart from economic viability, the company delivers huge environmental benefits.
<b>Operational Region</b>	India	
<b>Investment Requirement</b>	NA	
<b>Product/Services</b>	Ecoreco purchases e-wastes from companies, recycles it to extract raw materials and then sells the collected material. It has also developed a technology, currently under commercialization and scalability trials, to extract precious metals from Printed Circuit Boards (PCB).	Ecoreco provides unique opportunity of Environmental Social & Corporate Governance – by leveraging e-waste generated to complete CSR; and provides branding opportunity to establish their customers as a GREEN enterprise. The process and technology which the company uses to extract precious metals from Printed Circuit Boards (PCB) is a first of its kind, not just in India but across the world.
<b>Social Impact</b>	Ecoreco serves 300+ corporate customers across India and has helped reduce an estimated 10 million CO <sub>2</sub> emissions and about 4 million CO <sub>2</sub> emissions every year. In addition to creating awareness for responsible recycling of e-waste, it redistributes usable components and makes computer parts and equipment affordable to the base of the pyramid segment. It has created 3000 jobs in 3 years.	In India, about 1 million metric tons of e-waste is generated every year and is disposed through the unorganized sector. The market size of e-waste

		recycling is estimated to be US\$1.2bn and for data destruction services is estimated to be US\$400m. The market growth for this segment is estimated to be 30-50%.
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## GREENTECH AQUA PRIVATE LIMITED

<b>Founded</b>	2010	<b>Snapshot</b> Greentech conceptualized and implemented the 'PSC Process and System' technology for generation of 'high purity' water from seawater using waste heat present in fossil fuel (coal) fired thermal power plant flue gas. Greentech's revenue streams include licensing of patented technology for large scale projects to established companies, and selling the excess grade potable water. In addition, the company receives 'Royalty' payment.
<b>Operational Region</b>	India	
<b>Investment Requirement</b>	INR20m (~US\$398,000)	The unique and patented 'PSC Process and System' technology helps to generate high purity water not only from seawater but also from brackish water, municipal waste water, industrial liquid effluent, mine water etc. at lower cost compared to water generated by other well-known and established seawater desalination technologies like 'Reverse Osmosis' Technology (unit cost per liter is 6 paisa).The company also helps thermal plants with ISO 14000 certification.
<b>Product/Services</b>	Greentech's Pneumatic Saturation and Condensation (PSC) process and system' generates water with high purity levels from sea water at low-cost, primarily using waste heat that is emitted from coal fired thermal power plants. The unit cost of water generated from seawater using the PSC process and system is about 3 paisa per liter.	
<b>Social Impact</b>	Currently, around 80 coal fired thermal power plants use this technology to produce large quantities of water from sustainable sources like seawater. Besides this, GreenTech is also engaged in cleaning the exhaust gas of thermal plants that has helped in improving the efficiency of these plants. This has led to a number of environmental benefits such as reduced ground water depletion and effluents released, and has also helped in earning carbon credits.	Given that, coal fired thermal power plant projects with a generation capacity of more than 40,000 MW will be installed in the
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next 20 years in India, the market potential for this technology is huge. In addition, there is huge market potential for this technology in other countries such as Singapore, China, Israel and South Africa.

**GREEN INDIA BUILDING SYSTEMS & SERVICES PVT. LTD (GIBSS)**



<b>Founded</b>	2009	<b>Snapshot</b> GIBSS aims to enhance lives through sustainable approaches. It helps businesses reduce costs and raise productivity through compelling “triple bottom line” energy efficiency products and solutions in their buildings. Its clients include five star hotels, embassies and specialty restaurants.
<b>Operational Region</b>	Mumbai, India	
<b>Investment Requirement</b>	INR80-100m (~US\$1.5m-1.9m)	
<b>Product/Services</b>	GIBSS’s portfolio includes - Geothermal Heat Sink Products for buildings that replace cooling tower with 40% energy savings; boiler replacement heat pump products for hotels is 10 times more energy efficient than conventional boilers and does not use fossil fuel to heat; Lighting (LED/Cold Cathode/ Induction) Products is 60-90% more efficient and lasts 10 to 25 times longer than other products; and “Climafresh” indoor air quality products for buildings offers IAQ improvement plus 50-60% energy savings. GIBSS has value based pricing approach and in most cases offers ‘pay-from-savings’ basis.	GIBSS operates on a zero initial investment or Pay from Savings model and performance bank guarantees, and has made state of the art disruptive technologies commercially viable to Indian clients with low payback periods. In addition, products are customized to meet needs of vertical markets and managed accounts, unique sales approach and constant innovation.
<b>Social Impact</b>	GIBSS energy-saving products and solutions have generated savings of over 5 million electrical units in buildings across India. It has also reduced 75 million liters of water usage and 6000 tons of carbon footprints, which is equivalent to planting 500,000 fully grown trees every year.	Lighting, air conditioning and hot water account for 70% of energy consumption of a building. There is a huge gap in demand and supply of energy in India and energy efficiency is one way to meet this demand & reduce this gap. Green building systems has a huge market especially with

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<p><b>NextGen Project Management Systems Pvt. Ltd.</b></p> 		
<b>Founded</b>	2009	<b>Snapshot</b>
<b>Operational Region</b>	India	NextGen provides sustainable and economically viable clean energy solutions to telecom tower companies in rural India by
<b>Investment Requirement</b>	INR 100m (~US\$1.9m)	the use of its in-house waste to energy technology. It aims to power roughly 5000 telecom towers in rural India in the next three years.
<b>Product/Services</b>	NextGen's uses its in-house waste to energy technology to convert - the agro-wastes collected from local communities in the rural areas - into bio-CNG for powering telecom towers.	NextGen's in-house technology was developed in collaboration with the best technical institutes such as IISc Bangalore & BITS Pilani, which is capable of utilizing over 900 types of agro wastes for conversion into biogas. Biogas based power is the best clean energy solution in a price sensitive sector like telecom towers, and provides an edge over other competing technologies like solar.
<b>Social Impact</b>	NextGen provides opportunities for local entrepreneurship and women employment. It generates up to 50 tons of bio-fertilizer per year, which is sufficient to cultivate 10 acres of land in rural areas. In addition, enables enhanced tele-connectivity in rural areas by helping them achieve as high as 40% cost reduction by switching to biogas based energy generation.	Around 350,000 telecom towers in India fulfill 60% of their power requirements through diesel generators. Telecom towers consume more than 2 billion liters of diesel annually, being second only to Indian Railways. This provides huge market opportunity for renewable energy, especially bio-CNG as their economic viability is better than high diesel price.
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## AGRICULTURE, FOOD AND RURAL BUSINESS

### BHUSHAN AGRO TECHNOLOGIES



<b>Founded</b>	2010	<p><b>Snapshot</b></p> <p>Bhushan Agro leases land from farmers on a revenue sharing model, based on the income generated from the produce. It initiates forward-linkages by networking with government bodies and retail outlets to sell the agricultural produce. It also aims to establish a brand to increase retail.</p> <p>Under the business model, modern scientific methods are used to increase farm yields on a sustainable basis. The Fertilizer Placement Machine, which is patented by CTO, Mr. R Madhavan, has been tested in a small area to cultivate soybean plants. The company plans to expand this to all its crops.</p>
<b>Operational Region</b>	Madhya Pradesh, India	
<b>Investment Requirement</b>	INR50m (~US\$1m)	
<b>Product/Services</b>	Bhushan Agro leases land from small farmers based on a revenue sharing model and implements modern farming practices. It initiates contract farming and provides farms inputs like seeds, finance and knowledge resources, amongst others.	
<b>Social Impact</b>	Currently, the company is farming on 36 acres of leased lands in Madhya Pradesh and has helped triple the revenues for small farmers in a span of 3 years. In addition, it has managed to significantly increase the groundwater levels and productivity of crops.	
<b>Contact</b>	Chandra Dubey <a href="mailto:cbdubey@bhushanagro.com">cbdubey@bhushanagro.com</a> <a href="http://in.linkedin.com/in/chandrabdubey">http://in.linkedin.com/in/chandrabdubey</a>	

### DRIPTECH INC.



<b>Founded</b>	2008	<p><b>Snapshot</b></p> <p>Driptech developed a low-cost and reliable technology for small-plot farmers, allowing for local customization of the systems; the technology is</p>
<b>Operational Region</b>	USA, India and China	
<b>Investment Requirement</b>	N/A	

<b>Product/Services</b>	Low-cost drip micro-irrigation systems for small-plot farmers; costs INR2.5m (~US\$50,000)	distributed primarily through local governments, corporate partners and NGOs in India and China.
<b>Social Impact</b>	Driptech has sold more than 2,000 systems. In India, farmers using the system have seen yield increases of up to 75% and saved 25% of water, thereby allowing farmers to save time and money.	Driptech's cost of production and pricing by of its drip irrigation systems is at least 50% lower than its nearest competition. The design is suitable for very low water pressures, including gravity feed from buckets and tanks; higher uniformity of water application than any other low-cost products.
<b>Contact</b>	Peter Frykman <a href="mailto:Peter@driptech.com">Peter@driptech.com</a> <a href="http://www.driptech.com/">http://www.driptech.com/</a>	Market size for traditional drip irrigation is US\$660m in India, and total market for low-cost irrigation is estimated at US\$8.5bn annually.

#### VINFINET TECHNOLOGIES PVT. LTD.



<b>Founded</b>	2007	<b>Snapshot</b>  Kisan Raja technology model provides a comprehensive end-to-end irrigation automation solution through local language IVRS (Interactive Voice Response System). It builds a strong network of channel partners to deploy this system in villages. Vinfinet plans to expand operations across 45 districts in Andhra Pradesh, Karnataka and Tamil Nadu in the next one year and across India in the next three years.
<b>Operational Region</b>	Karnataka and Andhra Pradesh, India	
<b>Investment Requirement</b>	INR50m (~US\$1m)	
<b>Product/Services</b>	Vinfinet offers Kisan Raja Remote Motor Controller, an innovative technology that allows farmers (with irrigated land holdings >1 hectare and more than 1 pump set) to remotely control their motors by mobile phones or landline, using IVRS technology; Costs INR5000 (~US\$100) lesser than competitors.	

		The technology costs INR5000 (~US\$100) lesser than the market price. Besides low cost of technology, farmers are provided with alerts on faulty power supply, motor not starting, lack of water in the well/bore, and attempt of device/ motor theft. The technology is continuously improved based on user feedback received through channel partners.
<b>Social Impact</b>	Around 153 Kisan Raja motor controllers have been installed across 5 districts of Andhra Pradesh and Karnataka. The technology has improved profit margins for farmers, with reduction in labor, fuel, equipment maintenance and fertilizer costs. Additionally, it has reduced carbon foot print per ton of crop production	On an average, agriculture constitutes 31% of the electricity consumption in India; a large part of the electricity is consumed to pump water. The market growth rate is estimated to be 13.3%.
<b>Contact</b>	<b>Vijay Bhaskar and Reddy Dinnepu</b> <a href="mailto:vijay@vinfinet.com">vijay@vinfinet.com</a> <a href="http://www.kisanraja.com">www.kisanraja.com</a>	

## SAFE HARVEST PRIVATE LIMITED



<b>Founded</b>	2009	<b>Snapshot</b>  In addition to minimizing financial risks for farmers by helping them save roughly INR2200- 5000 (~US\$44-100) per acre, the Safe Harvest brand manufactures affordable 'safe food' products that are available in Tier 1 & 2 cities. It follows a stringent safety certification
<b>Operational Region</b>	Pan-India	
<b>Investment Requirement</b>	INR70m (~US\$1.4m)	
<b>Product/Services</b>	Safe Harvest trains small and marginal farmers through the Non-Pesticide Management Initiative (NPMi) to produce crops using bio-pesticides instead of synthetic pesticides, resulting in increased soil	

	health and produce. Besides this, it helps in building market linkages for agricultural produce and establish transparent systems for procurement and assessment of quality.	system under the Non-Pesticide Management Initiative (NPMi).
<b>Social Impact</b>	The initiative minimizes farmer's financial risk and reduces debt through the Non-Pesticide Management Initiative; a farmer saves roughly INR2200 – 5000 (~US\$44-100) per acre.	This initiative is implemented by eight rural developmental organizations – Chetna, CCD, Chirag, SPS, Satvik, Samuha, Samartak Samiti and WASSAN that work with dryland farmers. They aim to manufacture 'safe food' that is comprehensive and affordable under the Safe Harvest brand, and distribute through retail stores across India.
<b>Contact</b>	Sameer Valdiya Madhavan madhavan@chirag.org <a href="http://www.thesafeharvest.com">www.thesafeharvest.com</a>	Given the growing popularity of 'safe food' alternatives in urban India, the market growth rate for this category of food products is estimated at 30% year-on-year.

#### KAUTILYA PHYTOEXTRACTS PVT. LTD.



<b>Founded</b>	2008	<b>Snapshot</b>  Vedic Krishi utilizes waste land to cultivate medicinal and aromatic plants, and crude drugs. They work closely with local farming communities to promote the cultivation of botanical plants suitable for production of herbal extracts and essential oils.
<b>Operational Region</b>	Bihar	
<b>Investment Requirement</b>	NA	
<b>Product/Services</b>	Vedic Krishi cultivates various medicinal & aromatic plants on 289 acres of farm land near Malbazar in the district of Jalpaiguri in West Bengal. It also undertakes contract cultivation in 15 districts in Bihar.	
<b>Social Impact</b>	Kautilya uses waste farmland to ensure economic upliftment for small and marginal farmers approximately six times per crop. They also ensure that the farmers get quality, quantity and timely supply of	

	raw material and help reduce the risk of under-utilization..	holding to ensure quality of the product.
<b>Contact</b>	Sanjeev Srivastwa sanjeev@groupkautilya.com www.organicbihar.com	Kautilya's processing units are in close proximity to the farms enabling technological and competitive advantage and saves almost two-thirds of raw material cost through direct farmer procurement and transport.

## EDUCATION & VOCATIONAL TRAINING

### CLASSLE KNOWLEDGE PRIVATE LIMITED



<b>Founded</b>	2009	<p><b>Snapshot</b> Classle is a cloud-based social learning network that facilitates both private learning environments (sharing among members of a school or institution) and public environments (global sharing of educational materials). Its revenue stream is generated by using captured data. E.g.: PlacementNet – a recruitment and talent identification service.</p> <p>More than 85% of its user base is from rural India. It brings innovations to bridge the digital divide through affordable or no-cost solutions to include BoP customers into the user base. Classle offers reliability and insight for talent identification and acquisition process for corporates.</p> <p>Classle has the potential to tap the complete campus recruitment market in India – roughly about 4million students per year. It aims at targeting company HR departments as market for PlacementNet product.</p>
<b>Operational Region</b>	Tamil Nadu, India	
<b>Investment Requirement</b>	INR100m (~US\$2m)	
<b>Product/Services</b>	Classle offers PlacementNet, the insight based fresher talent identification and recruitment service. It launched the social learning network about 11 months ago and today has over 100 thousand members and 60+ partnering institutions growing at about 10-12% per month. It offers the entire cloud based platform to students/colleges for a fee.	
<b>Social Impact</b>	Classle provides rural students the opportunity to demonstrate their ability and get due recognition for it by giving access to global learning networks through collaboration with international bodies of professors and students from US universities. Around 50 rural students received internships through this platform & 250 received recognition from leading MNCs.	
<b>Contact</b>	Vaidya Nathan V <a href="mailto:vaidya.nathan@classle.co.in">vaidya.nathan@classle.co.in</a> <a href="http://www.classle.net">www.classle.net</a>	

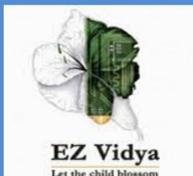
### EDUSPORTS PRIVATE LIMITED



<b>Founded</b>	2009	<b>Snapshot</b> EduSports was founded
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<b>Operational Region</b>	India	<p>with a vision to 'make sports an integral part of every child's education and upbringing'.</p> <p>EduSports program builds off the best practices that exist in the classroom and extends the same into the playground. It charges schools a fee of INR100-150 (~US\$2-3) per child per month for all the services offered. The EduSports programs covers more than 130,000 children and works with more than 160 schools in 60+ cities across India.</p> <p>The EduSports program consists of components over and above the sports/ physical education (PE) curriculum. A majority of schools across India have limited spaces for sports/physical activity and the teacher-to-students ratios are quite low. The program was designed to overcome India specific constraints.</p> <p>At present, Edusports boasts of 85-90% share of the market on the school sports/PE enterprise market. In the short term, it targets to reach out to 15,000 prospective private K-12 schools charging a fee of at least INR1250 (US\$25) per month. In the long run it aims at covering 1.1m low-income government schools.</p>
<b>Investment Requirement</b>	INR150m (~US\$3m)	
<b>Product/Services</b>	EduSports provides a structured physical education (PE) and sports program that fits into the schools context with respect to limited time and space for a large number of kids. The curriculum is inspired by NASPE, world leader in the area of physical activity and sports for children & youth. The program is designed to gel with the school time-table & covers all its students; cost per child per month INR100-150 (~US\$2-3).	
<b>Social Impact</b>	Edusports helps in developing healthy and fit children, ensuring, in the process, that they have fun and enjoy the sports/ physical education experience. In a nationwide survey across 44 schools in 26 cities covering over 9200 children, there is a significant improvement (5 to 7 percent) in the health levels of the children (measured by right BMI%) under the Edusports program.	
<b>Contact</b>	VenkatMandalam <a href="mailto:info@edusports.in">info@edusports.in</a> <a href="http://www.edusports.in">www.edusports.in</a>	

## EZ VIDYA PRIVATE LIMITED



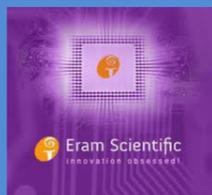
<b>Founded</b>	2001	<p><b>Snapshot</b> EZ Vidya develops affordable technology-based learning tools that can be integrated into the present school curriculum. It directly partners with schools and works with its management, correspondents, principals, students and parents.</p> <p>Its innovative content is indigenously produced. A relatively new concept in Indian schooling, EZ Vidya has pioneered in introduction of what they term, '21st Century Skills' for urban, as well as rural school students and teachers. These skills include creativity, critical and logical thinking, collaboration, and social computing for students. The components of their products and teaching modules, though valuable and necessary, are unavailable in the Indian B.Ed. and M.Ed. courses.</p> <p>The market size for the supplementary courses/ programs to improve curriculum is estimated to be around INR10bn (~US\$200m) and EzVidya has 15 percent of the market share. It plans to expand markets for Chrysalis Curriculum and Chrysalis Techmate to cover remote schools in Tamil Nadu, Kerala, Karnataka, Uttar Pradesh, Haryana, Rajasthan and Puniab.</p>
<b>Operational Region</b>	India	
<b>Investment Requirement</b>	INR100m (~US\$2m)	
<b>Product/Services</b>	EZ Vidya's flagship product 'Chrysalis Curriculum' is for KG 5 segment and ICT K10 segment to schools and individual students from partner schools. It provides both student and teacher training through ICT system for K12 curriculum. Its 'Chrysalis Techmate' provides teachers an opportunity to share and interact with the same content that students have in their printed materials, plus audio and video content and online assessments that are built-in the Chrysalis learning program.	
<b>Social Impact</b>	EZ Vidya's products and services are aimed at the marginalized sections of the society as their clientele profile includes a majority of such schools. Its products directly benefit about 800 ICT teachers and 4000+ other subject teachers enabling them to become creative, responsible and role models.	
<b>Contact</b>	Ms. Chitra Ravi <a href="mailto:chitra@ezvidya.com">chitra@ezvidya.com</a> <a href="http://www.ezvidya.com">www.ezvidya.com</a>	

## PRIYADARSHINI TAXI SERVICES PRIVATE LIMITED

<b>Founded</b>	2008	<p><b>Snapshot</b> Priyadarshini Taxi service is an all women enterprise, including their drivers, other employees, directors and shareholders. All their women drivers contribute a fixed amount to the company towards maintenances and EMI. A woman-driver working for 10 hours a day earns a minimum take away income of INR1000 (~US\$20) per day, in cash.</p>
<b>Operational Region</b>	Mumbai	
<b>Investment Requirement</b>	NA	
<b>Product/Services</b>	<p>Priyadarshini Taxi Services offers taxi services driven by women. It is equipped with a 24 hours call center, with 50 jumping lines. Each car has been fitted with a state of the art GPS system through Map My India, which is monitored at all times from their call center.</p>	<p>Priyadarshini provides an all-encompassing comprehensive training program for 60 days at no charge. During the training program, each participant learns how to maintain and repair their taxi, acquire knowledge on places of tourist attraction in Mumbai, communication skills, self-defense techniques, basic accounting principles and first aid to handle emergencies, apart from learning how to drive.</p>
<b>Social Impact</b>	<p>Priyadarshini Taxi Service focuses on the economic independence &amp; empowerment of women. All their drivers are self-employed and work at their convenient time for 28 days in a month. Women employed are from economically backward class, minorities and from weaker sections of the society, often the sole bread winner of their family. Many of their drivers are widows, single mother and from the minority community</p>	<p>Their services are used by call centers, corporate, travel agents, hotels, etc. for their women employees and customers, since their service assures them with the safety, security and comfort. Priyadarshini has tied up with leading medical tourism service companies for providing specialized services as per the requirements of the patients coming from around the world. They plan to expand the base of such tie-ups. At present they have 20 cars on road and are hopeful to grow at the rate of at least a 25 cars per year.</p>

## HEALTH, WATER AND SANITATION

### ERAM SCIENTIFIC SOLUTIONS PVT. LTD



<b>Founded</b>	2008	<b>Snapshot</b> Eram focuses on developing solutions in alternate energy, clean technologies, and pro nature applications. It aims for an eSanitation revolution that is sustainable and cost-effective. Eram plans to enter into technology transfer arrangements in South Africa and dealership arrangements in Oman, Nigeria and Botswana.  The 'Delight Bharath' toilets are portable with a built-in electronic mechanism to facilitate self-cleaning of the toilets. Auto sterilization is enabled after each usage and ensures optimal water usage. The toilets use environment friendly bio-enzyme technique that is not only affordable but also long lasting to treat solid waste. In addition, various alerts are incorporated in the toilet system for aiding the users.  The market covers the whole Indian urban sanitation space comprising the existing sanitation facilities where automation could be incorporated. The market growth rate is estimated to be 15%.
<b>Operational Region</b>	Kerala, India	
<b>Investment Requirement</b>	INR500m (~US\$10m)	
<b>Product/Services</b>	Eram introduced 'Delight Bharath', India's first electronic public toilet, to solve the inherent challenges and issues of traditional public sanitation system. It is easy to use and maintain, and cost-effective than traditional toilet. Each e-toilet unit, on an average, is used by 130 persons per day.	
<b>Social Impact</b>	Eram's 'Delight Bharath' has improved urban sanitation infrastructure in regions with poor or no facilities. It has made water conservation techniques more efficient, optimized energy consumption, as well as led to eco-friendly waste management. The company has installed more than 50 units across various locations in and around Kerala. Another 300 is under implementation. It aims to install another 1500 toilets by the end of this financial.	
<b>Contact</b>	Vinod M.S. <a href="mailto:vinod@eramscientific.net">vinod@eramscientific.net</a> <a href="http://www.eramscientific.net">www.eramscientific.net</a>	

## INDIA HOME HEALTHCARE PRIVATE LIMITED (IHHC)



<b>Founded</b>	2009	<p><b>Snapshot</b> India Home Health Care (IHHC) is the largest independent home healthcare provider in India that provides quality clinical care at the patient's bedside through trained staff.</p> <p>IHHC medical team consists of registered nurses, associate nurses, caretakers and therapists. Major hospital groups including Fortis, Columbia Asia, Global Hospitals, and Narayana Hrudayalaya, amongst others have evaluated IHHC's quality and recommended IHHC to their patients. The company has also established guidelines and processes to ensure quality.</p> <p>The market size for IHHC in Chennai is over INR1bn (~US\$20m) per year and the estimated market growth rate is greater than 10%.</p>
<b>Operational Region</b>	Chennai and Bangalore, India	
<b>Investment Requirement</b>	INR100m (~USD1.9m)	
<b>Product/Services</b>	IHHC provides personalized and professional health care services for patients across India at their home or workplace with focus on select number of specialties / disease types, including Cardiology, Oncology and Geriatrics.	
<b>Social Impact</b>	Currently, IHHC operates in Chennai and Bangalore. IHHC comprises of a large team of full-time staff with different specializations, and is thus able to make available the right team to the patient. It provides professional documentation of care/ state of patient so that care can be suitably altered. It also provides training and fulltime employment opportunities to young people interested in the healthcare space.	
<b>Contact</b>	Frank Goller <a href="mailto:frank@ihhc.in">frank@ihhc.in</a> <a href="http://www.indiahomehealthcare.com">www.indiahomehealthcare.com</a>	

## MEDIANGELS PRIVATE LIMITED



<b>Founded</b>	2011	<p>MediAngels is the world's first global eHospital. It provides quality specialists from across the globe &amp; various other medical services at a click/ call. MediAngels provides affordable services at variable price points. MediAngels has a unique</p>
<b>Operational Region</b>	Maharashtra	
<b>Investment Requirement</b>	INR250m (~US\$5m)	
<b>Product/Services</b>	MediAngels provides comprehensive medical services, access to specialists and information to customers. Its services include consultations and	

	<p>expert opinion from super-specialists at a click/call, lab investigations with home-collection of samples and uploading digitized reports, eRecords-storage and maintenance of patient's medical records.</p>	<p>web-based platform that allows patients to consult the most specialized doctors globally. It has an extremely secure web portal following all "Health on Internet" protocols. Its panel of specialists is chosen by Neutral Health Assurance Committee &amp; credentials of doctors can be viewed, and verified online easily. MediAngels has developed most specialized healthcare panel with more than 85 specialties as compared to 30-35 specialties in other hospitals.</p>
<b>Social Impact</b>	<p>In India, patients living in tier II and tier III cities travel around 100 to 500 kms to consult a specialist. On an average, a patient spends close to INR 9,500 on hospitalization i.e. hospital bills, drugs and diagnostics. Additionally, 30% of the total hospitalization bill is spent on travel, lodging and other related costs. MediAngels reduces cost and facilitates access to specialists, lowering mortality rate, stress levels, and speeding patient recovery, thus contributing to a fitter workforce in India.</p>	<p>About 72% of Indian population lives in 638,000 villages yet 80% of the healthcare facilities and doctors are located in the urban/metro area, which opens up the potential market for MediAngels. It has tied-up with insurance and corporate companies to facilitate insurance policy holders, as well as corporate consumers to access various services of MediAngels. Insurance policy holders are offered a second specialist opinion facility for their existing illness.</p>
<b>Contact</b>	<p>Dr. Debraj Shome &amp; Dr. Arbinder Singal  <a href="mailto:office@mediangels.com">office@mediangels.com</a>  <a href="http://www.MediAngels.com">www.MediAngels.com</a></p>	

**NATIONWIDE PRIMARY HEALTHCARE SERVICES PVT. LIMITED**



<b>Founded</b>	2010	<p>Nationwide aims to cause systemic changes in the healthcare delivery process through empathetic, patient-centric</p>
<b>Operational Region</b>	Karnataka	
<b>Investment Requirement</b>	INR200m (~US\$4m)	

<b>Product/Services</b>	Nationwide Primary Health Care Services has a chain of primary care or general practitioner (GP) clinics, which provide doctor consultation, laboratory, pharmacy and vaccination services. It serves marginalized or disadvantaged families and individuals.	model based on building a personal and trusted relationship between an individual and his/her family doctor.
<b>Social Impact</b>	The service offered has led to better quality of life, lower mortality rate, longer life expectancy with decreased disabilities in case of chronic diseases amongst the population it has served. Nationwide services has decreased sickness-absenteeism at work and increased psychological well-being, and reduced several stress factors related to urban work culture. It has also brought down overall healthcare expenditure and out-of-pocket expenses on out-patient/in-patient care, lab investigations and expensive medicines for the poor.	It provides round-the-clock access to a Family Doctor through an on-call hotline. It also provides facilities like online electronic medical record, home visits, specialist training in family medicine or general practice to international standard. NationWide has been a pioneer in providing doctors both short term (fixed and performance related pay) and long term reward mechanism (ESOPs, opportunity to become a partner or franchisee in long run).
<b>Contact</b>	Santanu Chattopadhyay <a href="mailto:santanu.chattopadhyay@nationwidedocs.org">santanu.chattopadhyay@nationwidedocs.org</a> <a href="http://www.nationwidedocs.org">www.nationwidedocs.org</a>	There is a huge unmet need for easily accessible, everyday medical treatment and preventative counseling as the focus of most existing, programs is on secondary/ tertiary care. It is estimated that total primary care market in India is around US\$28bn and the overall health market is growing at CAGR 15%.

**WASTE VENTURES PRIVATE LIMITED**  
Waste Ventures India

<b>Founded</b>	2011	<b>Snapshot</b> Waste Ventures' high quality waste collection service gives access to a waste stream that will earn profits through composting, recycling and carbon crediting. It aims to generate revenue through: sale of compost to households and farmers,
<b>Operational Region</b>	Jharkhand, India	
<b>Investment Requirement</b>	INR45m (~US\$0.89m)	
<b>Product/Services</b>	Waste Ventures aims to incubate waste picker cooperatives and household collection franchisees in tier II/II cities to deliver commercially viable, integrated solid waste services including door-to-door collection, composting and recycling that triple of	

	income of waste pickers and reduce greenhouse gas emissions.	sale of plastic to manufacturers and sale of waste to scrap dealers.
<b>Social Impact</b>	Waste Ventures' longest-running project in Bokaro, Jharkhand is employing close to 250 waste pickers. Their incomes were tripled, helping them to improve living conditions and send their children to school. It has covered over 40,000 households, delivered clean streets and drains preventing spread of diseases. It supplies protective gear that prevents respiratory diseases. With the creation of composting plant with 0.5 tons per day of organic waste, Waste Ventures plans to expand its capacity to 5 tons per day by the end of 2012, which could avoid generation of ~120 tons of CO <sub>2</sub> every year.	Waste Ventures is focusing on developing its model into a blueprint for sustainable waste management. Its service is delivered with the support of an MIS that gives customers easy, direct access to offer feedback via SMS. Its US-based parent company Waste Capital Partners has been seeded with grants from Sculpt the Future Foundation and SIDA.  Urban India generates 120,000 tons of waste per day and the number is not expected to level off. Currently, almost half of the waste is not collected, and the waste that is collected is dumped in open areas. Target customers are in tier II/III cities that have populations ranging from 100,000 to 800,000. The growth rate of recycling market is 15% and that of waste collection market is estimated to be INR85bn (~US\$1.5bn).
<b>Contact</b>	Parag Gupta <a href="mailto:Parag@wasteventures.org">Parag@wasteventures.org</a> <a href="http://www.wasteventures.org">www.wasteventures.org</a>	

## TECHNOLOGY FOR DEVELOPMENT

### AVAZ/INVENTION LABS ENGINEERING PRODUCTS PRIVATE LIMITED



<b>Founded</b>	2007	<b>Snapshot</b> Invention Labs generates revenue from the sale of Avaz devices to schools and individuals across India.
<b>Operational Region</b>	India	
<b>Investment Requirement</b>	INR40m (~US\$0.8m)	
<b>Product/Services</b>	Invention Labs has created Avaz, a portable, battery-operated device which constructs messages from coarse muscle movements. These messages are then converted into speech. Avaz is thus, an artificial voice for non-verbal people.	Avaz is the only commercially available communication device, and a first of its kind in India. It is available in multiple Indian languages. Its uniqueness lies in the fact that it is portable, highly customizable and has been strategically priced for the Indian market through appropriate use of technology. The cost is just 1/6th of similar devices available internationally. Invention Labs was recognized as the “Innovator of the Year Award for 2011” by the prestigious MIT Tech Review magazine.
<b>Social Impact</b>	Avaz device is used in 20 leading schools across 9 states in India and the number is rapidly growing. With an average of at least 100 students per school, Avaz device is being used by about 2000 students.	
<b>Contact</b>	Ajit Narayanan <a href="mailto:ajitn@avaz.in">ajitn@avaz.in</a> <a href="http://www.avaz.in">www.avaz.in</a>	In terms of business potential in India, there are potentially 4.5 million speech-disabled with conditions like autism, cerebral palsy, mental disorder and other related medical conditions. The awareness and expertise of high-tech AAC devices is growing within India. With about 850 registered special schools, about 2500 speech language pathologists and thousands of individual users who will need AAC device, Avaz devices have a huge market potential.

## B2R TECHNOLOGIES PVT. LTD.



<b>Founded</b>	2009	<p><b>Snapshot</b> B2R's innovative service delivery model delivers high quality services at a low cost. The clusters of rural delivery centers in a hub-and-spoke model are built on the principle of decentralized self-reliant service centers and centralized work distribution and aggregation. It has developed specialized function areas in which the organization can specialize in a chosen vertical, e.g. insurance, telecom, banking and publishing.</p> <p>B2R provides high quality technology infrastructure at a low cost. Its robust people processes and focus on people development makes its processes efficient. Since it is village-based, it gives a cost advantage to the client through reduced direct operating costs.</p> <p>Various reports confirm that there is a huge market for these service offerings, especially since increasing numbers of organizations are moving up the value-chain &amp; on-to an online channel. Market for these services is growing rapidly with more &amp; more companies relying on online channel to expand their reach.</p>
<b>Operational Region</b>	Uttarakhand, India	
<b>Investment Requirement</b>	INR2m (~US\$0.04m)	
<b>Product/Services</b>	B2R Technologies runs a chain of outsourcing delivery centers in rural India. These rural BPOs cater to the outsourcing needs of corporates, SMEs and BPOs. Its services provided include: form handling, data entry, proof reading, and digitization.	
<b>Social Impact</b>	B2R Technologies provides work opportunities within walking distance from home for educated rural people. It has impacted 75 households, helping them double their household income. Over 50% of its employees are women. B2R also impacts surrounding rural economic ecosystem positively.	
<b>Contact</b>	Dhiraj Dolwani & R. Venkatesh Iyer <a href="mailto:dhiraj.dolwani@b2r.in">dhiraj.dolwani@b2r.in</a> <a href="http://www.business2rural.com">www.business2rural.com</a>	



<b>Founded</b>	2007	<p><b>Snapshot</b></p> <p>Eko has created an innovation around secure financial transactions using simple number dialing on simple mobile phones. Its innovative business model leverages existing retail outlets like grocers, chemists, kirana store owners as ‘customer service points’.</p> <p>Unlike other solutions, Eko's solution is service provider, device and location agnostic. It does not require any investment in special point-of-sale devices. Eko achieves this by leveraging existing contexts, behavior and infrastructure.</p> <p>About 47percent (103m) of Indian households do not have a bank account and 100m domestic migrants need remittance services. These people have a previously unmet need of access to a safe method to save their hard-earned money and to send it safe and fast to their loved ones through existing kirana stores (next-door shops) and their existing mobile phones. Year on Year, the market growth rate for remittances is 10% and for savings account is 20% which only increases the market potential for Eko.</p>
<b>Operational Region</b>	India	
<b>Investment Requirement</b>	INR1000m (~US\$20m)	
<b>Product/Services</b>	Eko's mobile phone-based platform allows low-income and financially excluded people to open their first bank account and execute a range of banking functions at next-door retail shops. Eko addresses an unmet need for fast, safe and low-cost access to financial services using existing mobile phones as an access point. It has 2 flagship products, remittance and savings account.	
<b>Social Impact</b>	Eko’s services have brought down the average transaction time to 3 minutes from 1 hour for traditional banking. For customers in lower income segment, this can mean loss of almost a day's wage.. It has eliminated travel costs, lost wages and security risks associated with traditional banking. It has reached US\$300m worth of transactions for ~1m customers.	
<b>Contact</b>	Abhishek Sinha <a href="mailto:info@eko.co.in">info@eko.co.in</a> <a href="http://www.eko.co.in">www.eko.co.in</a>	



<b>Founded</b>	2010	<p><b>Snapshot</b></p> <p>Inventure addresses barriers to self-sufficiency and growth faced by micro-businesses. It uses revenue-sharing model and mobile platform (InSight) to provide access to its capital and money management services to micro-businesses. It connects these businesses to flexible financing through revenue-sharing contracts.</p> <p>The company intends to make the industry more transparent through InSight, and more flexible and supportive through revenue-sharing contracts. The flexible financing provided, when combined with money management tools and information is the key to self-sufficiency and business growth that can be a source for job creation, hence lifting sole-proprietorships to a new level of commerce.</p> <p>The Indian market comprises 145 MFIs and 31.7 million active borrowers, with potential customer base of ~10-15%. Data from a recent McKinsey and World Bank report in October 2010 suggested that the financing gap for MSMEs is between US\$1.4tn and US\$1.7tn in developing countries. Moreover, there are an estimated 365-445 million MSMEs alone in emerging markets, and 70% of them are unserved or underserved.</p>
<b>Operational Region</b>	India	
<b>Investment Requirement</b>	INR40m (~US\$0.8m)	
<b>Product/Services</b>	Inventure provides micro-businesses access to capital and money management tools essential to grow businesses and create jobs within communities, in order to lift themselves out of poverty. It targets business owners who have outgrown small, high-interest micro-loans but lack access to the next tier of financing.	
<b>Social Impact</b>	InVenture enables micro-business owners to be a source for job creation and ultimately empower them to be self-sufficient. It creates employment and thereby fosters economy growth. InSight allows InVenture to collect data on daily spending habits and social metrics e.g. home improvements, and nutrition spending - allowing quantifiable measurement of impact on the quality of life of the individuals served.	
<b>Contact</b>	Shivani Siroya <a href="mailto:Shivani@inventure.org">Shivani@inventure.org</a> <a href="http://www.inventure.org">www.inventure.org</a>	

**MILAAP PRIVATE LIMITED**



<b>Founded</b>	2010	<b>Snapshot</b>
<b>Operational Region</b>	India	<p>Milaap raises debt capital from global social investors through its online social marketplace and field force automation, to provide “last-mile” financing at rates 50% cheaper than microcredit. It partners with grassroots organizations (field partners: non-profit MFIs, producer/artisan cooperatives, rural distribution chains) to provide affordable financing.</p> <p>It provides unsecured loans to field partners at rates approximately 50% cheaper than country’s prime lending rates. The benefit is passed on to the last segment in the value chain (customer/micro-entrepreneur) availing loans for as low as 12%. Milaap’s capacity-building tools (SMS/web-based reporting) also build transparency and accountability giving field partners a platform for global exposure and helping them seek mainstream investors in the long-term.</p> <p>About 90% of rural micro-entrepreneurs do not have financial strength to pay upfront money and about 60% end up resorting to moneylender’s often pledging their produce. Milaap is the first platform to enable global microlending to India's working poor. Milaap has the potential to offer improved services to 2 million low-income Indian households.</p>
<b>Investment Requirement</b>	INR100m (~US\$2m)	
<b>Product/Services</b>	Milaap provides credit to the poor for essentially services like quality education, affordable healthcare, clean water, safe lighting and fair markets for marginalized farmers and artisans and customizes the credit to meet the needs and cash flows of poor households.	
<b>Social Impact</b>	<p>Milaap has facilitated more than 300 water connections and toilet constructions impacting 1500 lives in Tamil Nadu. It has enabled 140 unemployed youth from rural Karnataka to avail training backed by loans and all such youth have secured jobs with an average income of INR7000 (US\$138) per month. Over 70 artisans have set up or expanded small manufacturing businesses with SME loans with a resulting overall increase of 20-25% in their income. Around 100 families in West Bengal have purchased solar home systems through credit offered by Milaap.</p>	
<b>Contact</b>	<p>Sourabh Sharma &amp; Anoj Viswanathan  <a href="mailto:shub@milaap.org">shub@milaap.org</a>  <a href="http://www.milaap.org">www.milaap.org</a></p>	

## SOUTH EAST ASIAN FINALISTS

### BALI RECYCLING (Health, Water and Sanitation)



<b>Founded</b>	2009	<p><b>Snapshot</b></p> <p>Every month, Bali Recycling recycles tons of paper, plastics, card board, metals, glass and organic waste, as well as handles hazardous materials such as used batteries, electronic waste and fluorescent light-bulbs. It extracts or produces valuable by-products from solid waste and at the same time reduces the total waste. It generates revenues through waste collections fees, sale of recyclables and sale of upcycled products.</p> <p>It is the first formal garbage company in Bali and the first organization in Indonesia to handle household hazardous waste in a formal and organized way. It is the only company that recycles and sells upcycled products from waste domestically.</p> <p>Bali generates more than 5,000 tons of waste per day with over 75% left uncollected or illegally dumped into rivers, mangroves and roadsides. At present, there are only 2 formal solid waste management companies in Bali. Current trends in population size and economic activities in Bali point toward a steady increase in waste generation. Demand for responsible waste collectors is very high.</p>
<b>Operational Region</b>	Bali, Indonesia	
<b>Investment Requirement</b>	US\$0.3m	
<b>Product/Services</b>	Bali Recycling operates an integrated waste management service that reuses and recycles the waste while also producing upcycled products from certain waste components.	
<b>Social Impact</b>	Bali Recycling ensures environmental protection and conservation by recycling waste. It helps in improving standard of living. It measures its impact through metrics like total volume waste collected, total waste recycled, reused, etc.	
<b>Contact</b>	Olivier Pouillon <a href="mailto:balirecycling@gmail.com">balirecycling@gmail.com</a> <a href="http://www.balirecycling.com">www.balirecycling.com</a>	

**BOMBASTIC PLASTIX PRIVATE LIMITED (Clean Tech, Livelihoods, Waste**



Mgmt)

<b>Founded</b>	2008	<p><b>Snapshot</b></p> <p>Bombastic Plastix utilize a short cycle process, namely, Supercycling™, to transform raw materials into finished product. Its goal is to move into affordable agricultural textiles produced from rubbish. To achieve this, the company plans to make a new type of machine with extremely low electrical requirements and install it in impoverished areas with little electrical resources.</p> <p>The Supercycling™ process used by Bombastic is unique and similar environmentally friendly processes are not available in the market to recycle plastic. Its varied processing methods allow them to convert waste plastic material in an extremely varied spectrum of textures and designs.</p> <p>Green materials are becoming very popular around the world, and the demand is large based on regulation, as well as environmental awareness. Hence the market potential of Bombastic is immense as increasing number of businesses are looking to incorporate sustainable eco-friendly elements into their model.</p>
<b>Operational Region</b>	Indonesia	
<b>Investment Requirement</b>	US\$0.02m	
<b>Product/Services</b>	Bombastic Plastix provides durable leather-like material from discarded plastic shopping bags for the manufacturer of consumer products.	
<b>Social Impact</b>	Bombastic Plastix utilizes a very low value problematic material and increases its value locally to provide an incentive for its collection and removal from the environment. It transforms unskilled labor into skilled labor and increases wages and standard of living. Its Supercycling™ process is beneficial to the local economy & has lower carbon footprint than traditional plastic recycling processes.	
<b>Contact</b>	Sam Miller & Niluh Indrawati <a href="mailto:sam@bombasticplastix.com">sam@bombasticplastix.com</a> <a href="http://bombasticplastix.com/">http://bombasticplastix.com/</a>	

## MICROVENTURES – HAPINOY PROGRAM PRIVATE LIMITED



<b>Founded</b>	2007	<p><b>Snapshot</b></p> <p>MicroVentures manages an end-to-end supply chain that coordinates the delivery of goods to micro-retail outlets by working with a centralized distribution and logistics system. It develops a layer of distribution, Hapinoy Community Stores, that service small but remotely located Hapinoy Stores. In effect, it's reaching BoP communities through a BoP network of stores. MicroVentures earns margins from retailing (services to manufacturers), distributor (% margins), and manufacturing (% share).</p> <p>MicroVentures Inc. has the only widespread distribution network for the BoP in the Philippines. Its unique business model allows for value chain integration and continuous business model innovation.</p> <p>It has a huge market opportunity since there is a large gap in formal infrastructure and market mechanisms for the BoP across developing nations. There are 800,000 sari-sari stores in the Philippines, which can be leveraged for Hapinoy. For social impact goods such as medicine, ICT solutions, water, and solar products – no alternatives to widespread distribution exist, creating market space for Hapinoy.</p>
<b>Operational Region</b>	Philippines	
<b>Investment Requirement</b>	US\$0.5m	
<b>Product/Services</b>	MicroVentures provides a scalable & sustainable platform for distribution & new business development at the base-of-the-pyramid.	
<b>Social Impact</b>	MicroVentures through its Hapinoy Program improves livelihoods of low income and rural communities by access to social impact goods and services like medicine, ICT solutions, water, and solar products. It also serves as a platform for distribution of locally produced goods and services. It provides enabling infrastructure to break the cycle of poverty.	
<b>Contact</b>	Bam Aquino And & Mark Ruiz <a href="mailto:mark@hapinoy.com">mark@hapinoy.com</a> <a href="http://www.hapinoy.com">www.hapinoy.com</a>	

## KOKOBOARD CO. PRIVATE LIMITED (Green Building, Livelihoods)



<b>Founded</b>	2008	<p><b>Snapshot</b> Kokoboard buys agricultural waste from groups of villagers, production process without formaldehyde and distributes these products globally. It employs farmers and villagers, improving livelihoods.</p> <p>Kokoboard uses a variety of agricultural waste to produce diverse textures instead of using chopped wood as raw material. It uses non-formaldehyde adhesive in the process that makes products unique in texture, colors and contains natural scent. Its unique production process makes its products moisture resistant, flame retardant and termite resistant.</p> <p>The growing demand for environmentally friendly or “green” building material, especially in the developed world widens the market scope for Kokoboard’s products. The new rules/ laws that enforce environment friendly construction further enable in expanding its market potential.</p>
<b>Operational Region</b>	Thailand, USA, Japan & Europe	
<b>Investment Requirement</b>	US\$0.35	
<b>Product/Services</b>	Kokoboard produces and distributes green building material from agricultural waste.	
<b>Social Impact</b>	Kokoboard provides a second income to farmers and gardeners in Thailand. It has contributed in reducing carbon dioxide emissions and saves about 90 trees from felling every year. Kokoboard has positive environmental impact and mitigates climate change threat.	
<b>Contact</b>	Orapin Sinamonvech <a href="mailto:orapin@kokoboard.com">orapin@kokoboard.com</a> <a href="http://www.kokoboard.com">www.kokoboard.com</a>	

## MARINE GIFTS CO. PRIVATE LIMITED (Livelihoods, Sustainable Tourism)



<b>Founded</b>	2011	<b>Snapshot</b>
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<b>Operational Region</b>	Vietnam	<p>Marine Gifts promotes a development model for women in MPA that enables them to produce crafts, provide services &amp; manage tourism activities. It provides technical assistance and financial support for women in these areas.</p> <p>It is the first and only social business in Vietnam that focuses on sustainable tourism and livelihood development in marine protected areas since operations in otherwise untapped coastal areas of Vietnam are difficult to access.</p> <p>In the first 6 months of 2011, there were over 4 million international visitors to Vietnam, of which 85% went to coastal zones, forming the potential customer base for Marine Gifts. It aims to develop its own distribution channels internationally.</p>
<b>Investment Requirement</b>	US\$0.2m	
<b>Product/Services</b>	Marine Gifts provides vocational & life skills training for women living in and around Marine Protected Areas (MPA) in Vietnam through community based tourism and handicraft business development in MPAs.	
<b>Social Impact</b>	Marine Gifts provides an alternative livelihood opportunity for women in a sustainable manner that enables them to utilize their natural resources, landscape and marine culture. It tries to balance government's conservation purposes and local's development needs. It promotes and raises awareness on marine conservation.	
<b>Contact</b>	Hong, Tang Thi Duyen <a href="mailto:contact@marinegifts.vn">contact@marinegifts.vn</a> <a href="http://www.marinegifts.vn">www.marinegifts.vn</a>	

### SUNLABOB RENEWABLE ENERGY PVT. LTD. (Clean Energy)



<b>Founded</b>	2001	<p><b>Snapshot</b></p> <p>Sunlabob sells solar packages through international competitive bids. It also conducts domestic direct sale of these packages. It has developed a BoP solution model focusing on sustainable lighting, pumping and water purification micro-enterprise packages. It ensures cross-sharing of</p>
<b>Operational Region</b>	Laos PDR	
<b>Investment Requirement</b>	US\$2m	
<b>Product/Services</b>	Sunlabob provides innovative solutions for affordable off-grid lighting and clean drinking water using renewable energy to many poor rural households in Laos. It is also a distributor	

	of all renewable energy solutions.	resources across its departments & relies minimally on grant funding.
<b>Social Impact</b>	Sunlabob provides renewable electricity and reduces reliance on kerosene & diesel generators, resulting in improved health and environment. It also makes available renewable electricity and integrated equipment, for income generating productive use, and helps combat poverty, as well as safe drinking water through locally established micro-enterprises As a result, reducing exposure to water borne diseases. It has 20,000 direct beneficiaries and 100,000 indirect beneficiaries	<p>Its packages are differentiated from the competition by the addition of sustainable micro-enterprise operating models including training and support. Its unique business model with profit making departments compensates the socially relevant departments.</p> <p>The demand for integrated solar solutions is projected to increase disproportionately over the next ten to twenty years. Multi/bi-lateral development assistance budget allocation to sustainable rural electrification and improving access to safe drinking water is projected to continue rising up until 2015 and beyond, creating demand for decentralized solution packages that Sunlabob offers.</p>
<b>Contact</b>	Andreas Schroeter <a href="mailto:contact@sunlabob.com">contact@sunlabob.com</a> <a href="http://www.sunlabob.com">www.sunlabob.com</a>	

# ANNEXURE II

## Grand Jury

<b>Agriculture, Food and Rural Business</b>	<b>Clean Energy/Technology</b>
<p><b>Archit Garg</b> Vice President Investments, Rabo Equity Advisors Pvt. Ltd</p> <p><b>Dr. Biksham Gujja</b> Founder and Chairperson, AgSri</p> <p><b>Hemendra Mathur</b> Managing Director, SEAF India Investment Advisors</p> <p><b>Jinesh Shah</b> Partner, Omnivore Capital</p> <p><b>Paul Basil</b> Founder and CEO, Villgro Innovations Foundation</p> <p><b>Dr. Sukhpal Singh</b> Professor, Indian Institute of Management, Ahmedabad</p>	<p><b>Andreas Thermann</b> Senior Project Manager, KfW</p> <p><b>Audrey Selian</b> Director, The Artha Initiative</p> <p><b>Karan Gupta</b> India Investment Manager, Insitor Fund</p> <p><b>Kunal Upadhyay</b> CEO, Infuse Capital</p> <p><b>Pradeep Bhargava</b> Managing Director, Cummins Generator Technologies India</p> <p><b>Raj Pai</b> Managing Director, Global Environment Fund</p>
<b>Education and Vocational Training</b>	<b>Technology for Development</b>
<p><b>Ankur Shah</b> Interim India Director, Acumen Fund</p> <p><b>Dilip Chenoy</b> Managing Director and CEO, National Skill Development Corporation</p> <p><b>Dilip Modi</b> Executive Vice Chairman and Managing Director, Spicei2i Global</p> <p><b>Satyam Darmora</b> Program Officer, Michael and Susan Dell Foundation</p>	<p><b>Anand Lunia</b> Executive Director, Seed Fund</p> <p><b>Brian Cayce</b> Principal, Grey Ghost Ventures</p> <p><b>Dr. Ashok Jhunjhunwala</b> Chairman, Rural Technology and Business Incubator</p> <p><b>Nandini Hirianniah</b> Co-founder, The Morpheus</p> <p><b>Sameer Wagle</b> Executive Director, Nomura Securities</p> <p><b>Sateeshh Andra</b> Venture Partner, Draper Fisher Jurvetson (DFJ)</p>
<b>Health, Water and Sanitation</b>	<b>South East Asia</b>
<p><b>Ajay Kumar Vij</b> Co-founder &amp; CEO, Asian Healthcare Fund</p> <p><b>Inderpreet Singh Chawla</b> India Head, LGT Venture Philanthropy</p> <p><b>Jim Villanueva</b> Investment Director, The Eleos Foundattion</p> <p><b>Manoj Kumar</b> CEO, Naandi Foundation</p> <p><b>Vishal Vasishth</b> Managing Director, SONG Investment Advisors</p> <p><b>Adriana Fernandes Halloran</b> Advisor, Halloran Philanthropies</p>	<p><b>Shalaka Joshi</b> Managing Director, Unitus Impact</p> <p><b>Scott Lawson</b> Managing Director, SOW Asia</p> <p><b>Govind Shivkumar</b> Principal, LGT Venture Philanthropy</p>

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We would like to thank all our partners and supporters who worked with us to build the Sankalp Summit as a dynamic and collaborative platform. Each partner's support has been invaluable and we look forward to working together in the future.

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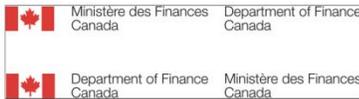


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