



SANKALP FORUM INDIA 2011

AN INTELLECAP INITIATIVE

Sankalp Social Enterprise & Investment Forum India | 2011

Post Forum Report

*Catalyzing impact investing into
sustainable & scalable businesses globally*

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SANKALP SOCIAL ENTERPRISE & INVESTMENT FORUM 2011



Sankalp Forum: An Introduction

What is the Sankalp Forum?	The Sankalp Awards
<p>Sankalp Vision - Catalyzing Impact Investing into sustainable, scalable businesses globally.</p> <p>Established in 2009 with support from the Rockefeller Foundation the Sankalp Forum is designed as a collaborative platform with 25+ network partners to <i>discover, support and connect sustainable and investible social business models</i> with investors.</p> <p>Sankalp has been successful in showcasing dynamic enterprises with strong financial and social bottom-lines attracting impact investors globally. It achieves this through 3 large forums in India, Africa and the US; capacity building workshops for entrepreneurs; a strong mentoring component; and an online community connecting stakeholders. The success of Sankalp can be measured by the collaborations & investments it has catalyzed between enterprises, incubators, investors, networks and thought leaders.</p> <p>The Sankalp Forum has been built primarily for social entrepreneurs and investors. The platform also actively engages the participation of policy-makers, think tanks, corporations, service providers and academicians.</p>	<p>Aim - Conferred upon innovative, dynamic and sustainable social enterprises each year, the prestigious Sankalp awards recognize the impact that entrepreneurs are creating through viable businesses.</p> <p>6 High Impact Sectors The Sankalp Awards are geared towards enterprises that operate in 6 high impact sectors:</p> <ul style="list-style-type: none"> • Agriculture, Food and Rural Innovations • Clean Energy • Education • Health, Water and Sanitation • Technology for Development • Financial Inclusion <p>Nominations are accepted from enterprises that have been in operation more than 6 months, and are either an emerging business or a growth stage business.</p> <p>More than 25 Sankalp alumni enterprises have successfully secured investments to scale their operations and increase the impact that they are creating.</p>

Sankalp Ecosystem



'The National Innovation Council (NIC) is focused on creating an Innovation Roadmap for India for the decade with a focus on inclusive growth. We especially want to encourage platforms such as Sankalp which are engaged in driving innovation and entrepreneurship at the bottom of the pyramid'
-Sam Pitroda, Chairman of the 1000Cr. National Innovation Fund focusing on inclusive businesses as addressing the Sankalp audience as the Key Note Speaker

The Impact

in numbers:

640 Social Enterprise Enthusiasts Attended Sankalp 2011 including **114 Investors** and **180 Enterprises**

3 Years, **314+** Investors, **312+** Entrepreneurs, later...

Over **Two Dozen** Sankalp Alumni have received investments in the past two years, including BabaJobs, Under the Mango Tree, SABRAS, D. Light Design & Artin Dynamics.

150+ Sankalp Enterprises have been mentored

*"this is really the Woodstock of social investing in India"
-next billion on Sankalp 2011*

what people say...

"I loved the opportunity to network with the most important players in the sector, the learning experience was very good and I wish that Sankalp Forum initiatives grow as much as the sector itself in the future."

Diego Andres Fereiro Subi, Barrier Break Technologies



"Sankalp is a unique platform that provides an unmatched opportunity for gauging market activity for investors who seek multiple bottom-line returns."

Mona Kachhwaha, Caspian Advisors



"Sankalp has provided us a platform to meet social investors. We are close to getting an investment by an investor we met at Sankalp. The award gave us a lot of recognition and helped us hugely in terms of networking. We have been approached by several other social enterprises to collaborate in areas of rural distribution, solar lighting, and stoves after getting the Sankalp award."

Yogesh Chaudhary, Director, Jaipur Rugs



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6 May

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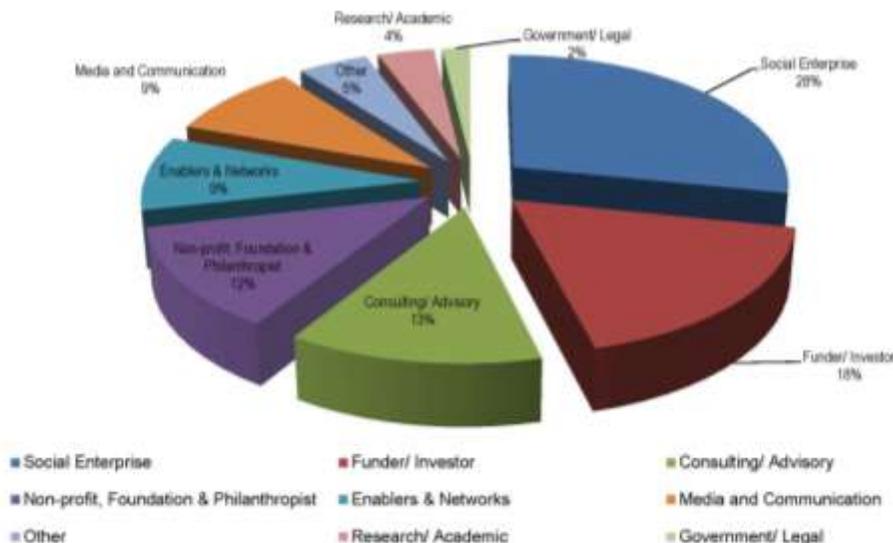
SANKALP FORUM: BUILDING THE SOCIAL ECOSYSTEM

Who attended the Sankalp Forum 2011 in India?



Social Enterprise Awards and Investment Forum
May 5-6, 2011 | Mumbai, India
www.sankalpforum.com

PARTICIPANT CATEGORIZATION



View the Complete Attendees List [Here](#)

Sankalp Awards 2011

Since 2009, the Sankalp Awards have identified & recognized India's most sustainable and scalable businesses. More than 90 enterprises applied to the Sankalp Awards 2011 and these enterprises went through a thorough 2 stage independent jury process. The Sankalp Grand Jury 2011 comprised of highly eminent and successful business people from across sectors (for a complete list, please view Annexure II). The evaluation process culminated in the Sankalp Awards ceremony on May 6, 2011 during which the winners were announced & felicitated.



Agriculture, Food & Rural Business

Increased government focus and accessible advancements in biotechnology, rural technology and farm management has enabled the sector to play a greater role in today's economy. India's villages and rural economies are now moving beyond and creating innovative enterprises, be it rural BPOs, mobile platforms, organic farming, rural ATM's and many more. The Sankalp Awards recognize and highlight the achievements of these enterprises while giving them the opportunity to be a part of the larger Sankalp ecosystem.

Emerging category winner: KNIDS Green

Emerging category runner up: Native Conbac Bamboo Products

Growth category winner: Star Agri

Clean Energy

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. Sankalp provides a platform for these enterprises to engage within our ecosystem and build upon their capabilities, thereby serving their customers more efficiently.

Emerging category winner I: Carbon Clean Solutions

Emerging category winner II: P2 Power Solutions

Education

Access to affordable education remains a challenge in most developing nations. As BoP communities look to meet basic needs, it is undeniable that access to education remains one of their top priorities. Today, there are a growing number of enterprises dedicated to delivering affordable education to underserved segments. Sankalp provides a platform for these enterprises to engage within our ecosystem and build upon their capabilities, thereby serving their customers more efficiently.

Emerging category winner: Level Field Schools

Growth category winner II: Sudiksha Knowledge Solutions

Health, Water & Sanitation

The Health, water and sanitation sector deals with sustainable and scalable business models that provide access to affordable healthcare, clean water and better living conditions.

Emerging category winner: E-Healthpoint Services

Growth category winner: Waterlife India

Technology for Development

Technology has always played a key role in the delivery of products and services to communities across the region, especially less accessible areas. Enterprises are utilizing technology as an enabler for development in sectors such as healthcare, rural banking, clean energy to just name a few.

Emerging category winner: Forus Health

Emerging category runner up: SMV Wheels

Growth category winner: FINO



Sankalp 2011 Session Summaries

May 5, 2011 | Day I



'The National Innovation Council (NIC) is focused on creating an Innovation Roadmap for India for the decade with a focus on inclusive growth. We especially want to encourage platforms such as Sankalp which are engaged in driving innovation and entrepreneurship at the bottom of the pyramid.'

- Mr. Sam Pitroda, Chairman of the National Innovation Council

Keynote Address: Mr. Sam Pitroda, Chairman of the National Innovation Council 9.30 AM – 10.00 AM

Mr. Sam Pitroda, an internationally respected development thinker credited with having laid the foundation of India's technology and telecommunication revolution, delivered the keynote address via videoconference from Chicago. He spoke at length about development and innovation in India. Early in his address, Mr. Pitroda posed the following question to the audience: How can India expedite the process of development? The INR1000 Cr. National Innovation Council, established six months ago, seeks to provide answers to this question. Innovation is one driver to continue advancing India's development. "We need innovations from health, government and many other areas," Mr. Pitroda stated. He noted that India has seen tremendous innovation, but the country has not been able to scale these innovations. "More capital, more connectivity and more education are needed to promote innovation and entrepreneurship in India," asserts Mr. Pitroda. Technology has a large role to play; Mr. Pitroda proclaimed that ICT is the "technology of the young," but that in and of itself promotes further engagement from the country's youth to keep the country moving forward. "We need to help people innovate." Mr. Pitroda spoke at length about development and innovation in India, also mentioning that *'The National Innovation Council (NIC) is focused on creating an Innovation Roadmap for India for the decade with a focus on inclusive growth. We especially want to encourage platforms such as Sankalp which are engaged in driving innovation and entrepreneurship at the bottom of the pyramid.'*



Opening Ceremony: Saluting the spirit of Indian entrepreneurship, Bollywood style 10.00 AM – 10.40 AM

Ms. Sumita Ambasta, Founder of the Flowering Tree, delivered a talk driving at the importance of entrepreneurship in India. The different stages of innovation and entrepreneurship form a narrative, and she emphasized the importance of this narrative in her talk.

Ms. Ambasta began her session by showing clips from a Marathi-language film called *Harishchandrachi Factory*, a biopic about the man who brought cinema to India. The film takes the viewer from the birth of an idea to the challenges of delivery to success. It is interesting to note that while the depicted filmmaker found critical acclaim abroad, he did return to India to continue bringing movies to the general public. This is the true spirit of the Indian entrepreneur.

After showcasing the film clips, Ms. Ambasta stated: "The entrepreneur is the artist of the business world." The entrepreneur is creative and enterprising, much like how an artist must be.

To highlight the importance of innovation and creativity, Ms. Ambasta continued her talk by asking the following question three times: "What kind of world do we want to live in?" This

question informs both the innovator and the entrepreneur.

In her concluding comments, Ms. Ambusta alluded to the important piece of financing into the entire puzzle. "Venture capital is the search for untold stories," which was an excellent thought to segue into the next session on scale.



Opening Plenary: Maintaining the Balance – Speed Scaling vs. Scaling for Impact

10.40 AM – 11.45 AM

In Intellectap CEO K. Sree Kumar's welcome address, he noted the following question: "How is the need to scale, commensurate with the sheer scale of our challenges, to be balanced against constraints?" The opening plenary session, moderated by CNN International correspondent Ms. Mallika Kapur, sought to discuss and answer this question.

The participating panelists were: Mr. Harold Rosen, Executive Director of Grassroots Business Fund; Ms. Sumita Ghose, Founder of Rangсутra; Mr. Ashwin Naik, Co-Founder & CEO of Vaataalya; Mr. T. Vijay Kumar, Joint Secretary of the Ministry of Rural Development; Mr. Shankar Narayanan, Managing Director of Carlyle India; and Mr. Srikant Sastri, Chairperson of VivaKi India and Chair of Social Enterprises at TiE.

Each panelist had the opportunity to make a few opening statements. Mr. Rosen started and said: "Microfinance is by far the most successful story in the history of development."

The microfinance crisis in India of the last six months has gotten plenty of media attention, most of it not flattering. Mr. Rosen, however, was driving at the point that today's problems are due to mismanagement. Microfinance is not a flawed model – no other development model has been able to reach so many different people in need, and that is why he qualifies it as a success.

The discussion progressed and emphasized the point that scaling up is not a linear process. As the panelists discussed scaling up and impact investing, it was agreed that in the absence of

'How is the need to scale, commensurate with the sheer scale of our challenges, to be balanced against constraints?'

- Mr. K. Sree Kumar, CEO, Intellectap

passion and integrity, a business will not get off the ground.

With regards to India, it was also agreed that access to capital is key to the country's development. It was noted that poor people are extremely innovative because they have to be. This drives back to the importance of institutions like the National Innovation Council, which encourages innovation at and for the BoP.

As the discussion came to a close, the following point was emphasized: a market-based model is important seeing that the government is failing. It is not enough for India, or any developing country, to rely on external aid.

All of this ultimately leads to the 'food for thought' question left in the minds of the audience at the end of the session: how can people at the BoP create scale?

Parallel Sector Showcases:

12.15 PM – 1.45 PM



Education Sector Showcase: The Edupreneur, the Investor & the Government – Achieving a Productive Coalition

The past few years have seen many changes in the education sector in India: the Right to Education act; increase in private-sector investments; and the rise of the affordable private school movement to name a few. The education sector showcase provided attendees with an honest discussion about the current state of education in India, which the panelists deemed as "urgent."

As AtreyaRayaprolu, Vice-President ofIntellectap's Investment Banking group, said in his sector overview, education in India has always been an elitist enterprise. But that is changing. In the financial year 2010, \$10bn was spent on private sector education in India. Many of these are affordable private schools that charge less than \$12 (INR600) per month.

The five finalists in the Sankalp Awards – Level Field Schools, Bookbox, Basecamp, Sudiksha Knowledge Solutions and St. Angelo's Computer Education – presented their elevator pitches and were featured in a video presenting the education challenges and how the enterprises were tackling those.

The education sector panel was moderated by GovindrajEthiraj, Head - Industry Outreach, UIDAI. The panelists included Gopal Jain, Founder and Managing Director, Gaja Capital Partners; VishalVasishth, Founder and Managing Director, SONG Investment Advisors; AkhilShahani, Managing Director, Kaizen Private Equity; ShantanuPrakash, CEO & Managing Director, Educomp Solutions Ltd.; and LinaAshar, Chairperson, Kangaroo Kids Education Ltd.

The private sector's role in education is one of the key issues in the sector as demonstrated by the make-up of the panel. Jain said, "Government education is an idea that has run its time." Shahani said, "We need to start viewing the parents and children as consumers rather than beneficiaries."

From the investment point of view, Vasishth said that private schools on the lower end of the fee spectrum – INR 300-600 a month – don't make investing sense because there's little room for innovation. However, when monthly fees are in the INR 700-1500 range, schools have more room to innovate and investments are more practical.

The panel then went on to talk about India's Right to Education act. While all panelists eventually agreed that the legislation sent the right message and was a signal in a good direction, they agreed that the act itself is flawed. Following this, Prakash pointed to the stipulation that 25% capacity of private schools be set aside for government students. Since the students will be at such different levels, the overall quality of education will take a downturn.

The panel made it obvious that the sector cannot wait, that the time to act is now. As Jain so eloquently put, "there's no time left." He urged session attendees to "stand up and walk in a different direction than they came from."

'Government education is an idea that has run its time. We need to start viewing the parents and children as consumers rather than beneficiaries.'

- Akhil Shahani, Managing Director, Kaizen Private Equity

Watch the Sankalp Education Sector video!



Clean Energy Sector Showcase: The Power Struggle: From Potential to Production (of Renewable Energy)

The Government of India has ambitious plans for the country that, if successful, would make itself a global leader in clean energy. Mr. Vineet V., Founder and Editor of Panchabuta, served as moderator for the panel discussion entitled "The Power Struggle – From Potential to Production of Renewable Energy."

The showcase commenced with a video documentary of the sector nominees for the Sankalp Awards 2011. The finalists this year were: P2 Power Solutions, ONergy, Carbon Clean Energy Solutions, Azure Power, NandanBiomatrix and Envirofit. Elevator pitches delivered by representatives from each nominated enterprise followed the brief documentary. All nominees steered the

audience towards the same conclusion with their respective innovations: renewable energy is essential to bringing energy to underserved areas.

The participating panelists were: Mr. Alan Rosling, Chairman of Kiran Energy Solar Power Pvt. Ltd.; Mr. NakulZaveri, Investment Manager of Global Environment Fund; Ms. RupaHattangadi, Vice President of Nereus Capital; and Mr. R. Chandrasekhar, Group CEO of It Power at Sustainable Energy Consultants.

One of the early comments made in the discussion was that clean energy scalability in India will be a function of land.

Mr. Rosling went on to emphasize that of all renewable energy sources, solar has the most potential in India. He also went on to say that, "I do not think the government should be making energy choices."

While solar energy seems to be the most favorable, costs involved in setting up mini-grids are expensive and players are banking on favorable policy environment to subsidize capital costs. For instance, Gujarat state policy has a far more favorable policy for solar mini-grids than that of central government. Key investor concerns that came up were power plant set up and implementation capability and the policy environment. Another interesting point that was discussed was the telecom's propaganda for greening of towers which is more driven by the lack of electricity in the remote locations than by clean energy. Mini-grids in such remote locations could become sustainable soon as they have an anchor client in the telecom towers

As the discussion came to a close, emphasis was put on the challenge of finding the talent to support energy. People are more interested in IT, but energy needs quality people.

A key audience question to wrap up the session was: what kinds of business models will scale up? Ms.Hattangadi answered, "A long-term sustainable model will include community ownership."

Watch the Sankalp Clean Energy Sector video!



Sankalp Forum | May 5 & 6, 2011 | Mumbai, India

'I do not think that the Government should be making energy choices.'

- Alan Rosling, Chairman of Kiran Energy Solar Power Pvt. Ltd



Agriculture, Food & Rural Business Sector Showcase: Engaging with Producer Based Companies: The Rise of Investible Models

The Indian Agriculture sector has always been fragmented. Crippled by myriad regulatory, infrastructure and resource challenges, the sector has long been considered 'non-investible' by many. The sector's risk concerns have always outweighed its immense market potential. In spite of these challenges, there are many producer models that have achieved scale and have managed to create wealth for all its stakeholders.

Following a sector overview presentation, the finalists The finalists were GrameenInfra, Native Konbac Bamboo Products, KNIDS Green, MASUTA Producers Company, Star Agri, Tirumala Milk Products, Champion Agro, Janani Foods.

The panel discussion was moderated by Paul Basil, founder of Villgro Innovation Foundation and Anil Sinha, head of the International Finance Corporation in New Delhi. The panelists for the session were E. N. Rao, Executive Director, Tirumala Milk; Bjoern Witte, Managing Director, Desai Foods and Vegetables Pvt. Ltd; Hemendra Mathur, Managing Director, SEAF India Agribusiness International Fund; and Rudrapratap Singh, CEO, FreshoVeg Pvt. Ltd. Agriculture, whose contribution to India's GDP has been steadily declining through the decades and now accounts for less than 20 percent, is generally not considered a "sexy" subject like,

say, technology or renewable energy. And yet, the panel on 'Agriculture, Food and Rural Businesses' at Sankalp Forum 2011 was standing room only, a clear indicator that the sector is looking increasingly attractive to both businesses and investors alike. As SatishPai, Associate Vice-President at Intellect's investment banking division, pointed out in his sector overview, only 14 of the 369 private equity deals done in fiscal 2010 were in the agri-business sector. This is despite the fact that India is the world's second largest grower of vegetables, the largest producer of dairy products and accounts for 10 percent of global fruit production. Clearly, the gap was exciting enough for Sankalp attendees to crowd the room, and to watch the eight finalists make their elevator pitches and hear the panelists talk about the state of the industry. The key challenge in the agri-business sector today, pointed out Singh, was the aggregation of land, production and infrastructure, pointing out that even without marketing or technology, his firm had a 8 percent return. And now, particularly, he said a serious initiative is required as agriculture business makes economic sense. Consolidators are working backwards, including *mandi*(wholesale Agri markets) players. Mathur, for his part, pointed out that the food supply chain in India provides a "tremendous opportunity", as much as \$500 billion over the next 10 years. A farmer in a small business is more interested in the upstream than the downstream, he said. In the dairy sector, Rao noted the importance of quality, saying that despite India's large production capability, dairy products were not accepted overseas because of quality issues. "Productivity and quality is very important," he said, adding that aptitude was also crucial for a successful dairy business. Witte, who has doubled banana production annually and has gone from two crops to six in a year at Desai Foods, said farmers need to reduce their risk by going into different geographies. This, he said, guards against both production side and climate side risks. Basil added that contracts also help farmers guard against risk. Overall, the session made it clear that Agri business in India, while still fledgling, offers a huge opportunity for social entrepreneurs and investors alike.

'The entrepreneur should be agile and change with the environment. They need to have a good understanding of unit economics.'

- Meghna Rao, Country Director, Acumen Fund

Watch the Sankalp Agriculture, Food & Rural Business Sector video!



The Garage - Parallel Workshops: 2:45 PM – 4:15 PM

Workshop I: The Future of Impact Investing in India: Investor Perspectives | Conducted by: Global Impact Investing Network (GIIN)

Impact investing is growing quickly – of the 192 funds claiming to be impact investing funds, 100 have started in the past five years. India is one of the hotspots for investors such as this to spread their wings, even though there are very few impact investors based in India as session moderator Giselle Leung, Manager, Investor's Network, GIIN pointed out.

Panelists were Brian Cayce, Principal, Gray Ghost Ventures; JasjitMangat, Director Investments, Omidyar Network; and MeghnaRao, Country Director, Acumen Fund. It was pointed out during the panel that all three of the funds represented used philanthropic money from outside of India to invest in Indian social enterprises. So far, no fund similar to these "big three" has been founded within Indian borders.

The session began by attempting to pinpoint what makes a good social entrepreneur. However, all of the panelists agreed that the entrepreneur is more important than the business plan. You can improve and change a business plan easier than an entrepreneur.

"The entrepreneur should be agile and change with the environment," said Rao. "They need to have a good understanding of unit economics.

As far as what investors look at in an enterprise, Cayce said it's very simple. "If there is not a real

simple analogy, I'm probably not going to get comfortable with that investment."

The panel also talked about what would constitute success for impact investing. Leung offered an interesting benchmark: impact investing will have succeeded when journalists write articles that ask the hard questions like they do of other asset classes rather than just the celebratory pieces that exist now.

An audience member brought up the fact that the investors all alluded to making exits but declined to explain them. Cayce admitted that they're shy about publicizing exits because they "still have a portfolio to manage."

Workshop II: Using an Innovation Approach to Create New Products and Services | Conducted by the Centre for Knowledge Societies (CKS)

There has been much been said and written about the importance of innovation in serving the BoP. How can entrepreneurs harness the spirit of innovation to create new products and services?

In the workshop "Using an Innovation Approach to Create New Products and Services," Dr. Aditya Dev Sood, Founder & CEO of the Center for Knowledge Societies, sought to make his audience think about innovation more directly.

There are three phases in the innovation process: understand, develop and enhance. Dr. Sood has developed a set of leading questions to the entrepreneur or each phase.

In the "understand" phase, the questions are:

- What is the market need or user challenge that your business caters to?
- Who are the end users of your product or service solutions?

In the "develop" phase, the questions are:

- How do you collect information about your end users and make use of this information?
- How does your venture creatively meet the needs of end users?

In the "enhance" phase, the questions are:

- How do you envision user's responses towards your products and services?
- How do you ensure that your idea, product or solution will remain valid and useful two years from now?

Dr. Sood took some time to discuss each phase in more depth. He noted how ethnographic data is important because it allows us to "drill down" in great specificity to identify meaningful solutions to problems that can be solved by businesses, either via a product or a service.

'Rangсутra was set up to reduce poverty and to create opportunity.'

- SumitaGhose, founder of Rangсутra

Where does pricing fit into the innovation process? Dr. Sood gave the example of if innovation was a 24-hour day, only the last 15 minutes are devoted to price analysis – this point was made to highlight how entrepreneurs and innovators may be working out of sequence to best sell their products and services.

Dr. Sood continued his workshop by saying how a lot of the time when people talk about innovation, they are really talking about "idea diffusion," where the latter is basically taking an idea from one place and setting it to work elsewhere.

Dr. Sood gave the examples of Nokia's Life Tools and of Prezi.com to impress the importance of user experience in the innovation process. Understanding user experience is essential for innovation delivery. The discussion then turned to market research and how it is a tool that can help innovator's change the mindsets of conventional thinkers.

Workshop III: Impact Investing for Poverty Reduction & Inclusive Growth | Conducted by Asian Development Bank and IIX Asia

This workshop, moderated by Robert Kraybill, Managing Director of IIX Asia, the first impact investing exchange in the continent, focused primarily on the role of impact investing in reducing poverty, providing inclusive growth and the role of social enterprises. After the customary introductions by Mr. Kraybill, Bart Edes, director of the Poverty Reduction, Gender and Social Development division at the Asian Development Bank, announced that the bank would divert half of its funding resources to the private sector or towards private sector development by 2020.

Acknowledging that the social enterprise area was still new for the bank, Edes questioned who was filling the role for impact investors. "The opportunities provided by the IIX, if we seize them, will see continued and historic growth in this region in addressing problems," he said.

SumitaGhose, founder of Rangсутra which helps rural artisans earn from their work based on the fair price model, cautioned that there exists a tension between those who have opportunity and those who don't. "Rangсутra was set up to reduce poverty and to create opportunity," he

said of the organization that works closely with rural artisans.

There is a difference, she said, between the charity perspective and the empowerment perspective. The latter, said Ghose, believes that there is inherent value that is benefiting the people who have it.

En Lee, director of Impact Partners, IIX Asia, provided more details about the two IIX platforms – one private, which went live in March, and a public one that is due for launch in the second quarter of next year. Outlining the role of IIX, Lee said it would connect members and channel capital to social enterprises. “For us, social enterprises can be for profit, or non-profit,” he clarified. VinajJaju, COO at ONergy added that opportunities need to be created in rural areas.

The workshop was interactive with each panelist being part of a roundtable group involving the audience that discussed a list of issues pertaining to impact investing and inclusive growth and their ideas on what’s next.

Guru Mantras: Experts Speak **5:00 PM – 6:30 PM**

The Guru Mantras was a dynamic session lead by three successful social entrepreneurs who each spoke for a few minutes followed by a candid round of Q&A from the audience. The expert speakers were Mr. Anand Kumar, Founder of Super 30; Nick Hughes, Co-Founder of mPesa and Managing Director of Signal Point Partners; and Mr. Vijay Mahajan, Chairman of the BASIX Group.



Mr. Hughes, Co-founder mPesa and Managing Director, Signal Point Partners, delivered his talk first. mPesa was launched in 2007 in Kenya, and today has 14.5 million users in that country

‘Though this is the Golden Age for India, in ten years it will all turn to dust unless we do a thing like Sankalp.’

- Vijay Mahajan, Chairman, BASIX Group

alone. Through its mobile money framework, mPesa sees more than \$200m moved every day via small transactions. Mr. Hughes spoke about how when mPesa was first coming to be, Vodafone did not want to invest in the enterprise. He went on to speak about the importance of putting together a proposition that lets consumers do what they want to do. mPesa started with money transfer services, but has grown in the last four years to include more functionality and enabled financial services. Today, it brings savings, energy and healthcare products to underserved communities.



Mr. Kumar, Founder of Super 30, was the next guru to speak. Super 30 is a highly ambitious and innovative education program created to transform the lives of 30 children chosen from economically backward sections of society by shaping them for India’s most prestigious institutions, the Indian Institutes of Technology. He delivered his impassioned presentation in Hindi. He shared stories of how his organization is making elite higher education accessible to the BoP. He shared a video clip with the audience of a proud, poor woman whose son went onto IIT to study physics and wants to be a lecturer – these possibilities opened up for him because he attended Super 30. Mr. Kumar emphasized that there are 212 inspiring stories he could share about how Super 30 alumni have been able to take their educational goals far.



‘Sankalp can be an ideal ground for building the 21st century socio-economic development system in India’

- Dr. APJ Abdul Kalam, Former President of India

The last to speak was Mr. Mahajan. He shared his views on the five types of capital: financial, natural, physical, human and social. Mr. Mahajan noted that “Super 30 is an example of how human capital has been garnered, has been nurtured, with great returns.” He also went on to say, however, that while we applaud people like Anand Kumar, we should also be ashamed of all the human capital that is being neglected in India. “Though this is the golden age for India, in ten years it will all turn to dust unless we do a thing like Sankalp.”

May 6, 2011 | Day II



Opening Session: The PURA Initiative (Providing Urban Amenities in Rural Areas) – Engaging the Youth in India’s Inclusive Growth

9.30 AM – 10.00 AM

Dr. A.P.J. Abdul Kalam delivered his opening comments on Day 2 of Sankalp via videoconference. Seeing that a majority of the Indian population is under the age of 25, how can India’s youth become more involved in the country’s development?

Addressing this question, Dr.Kalam spoke about the PURA initiative, a project to bring urban amenities to rural India. He spoke about the

importance of such an initiative and how it will change the way the country moves forward.

“The rural economy will be run by renewable energy,” was Dr. Kalam’s final thought before turning the stage over to Mr. Srijan Pal Singh, Officer on Special Duty.

Mr. Singh noted that the focus of PURA is empowerment, not the trickle-down effect. “We have to talk about comprehensive economic development,” he stated.

He went on to describe the four kinds of connectivity identified by PURA: physical, electronic, knowledge and economic. Mr. Singh gave the example of Chitrakoot in Madhya Pradesh, which achieved transformation via PURA where the focus was on sustainable and replicable solutions. Chitrakoot’s problems were water management and crime, but as of February 2011, Chitrakoot PURA has made 500 villages self-reliant.

“We need much more than investment – we need knowledge,” said Mr. Singh.



Plenary: The Curious Case of Missing Indian Impact Investors

10.30 AM – 11.45 AM

All the well-known impact investors of the world come from outside India. Even though India is the hub of social enterprise, where are the Indian impact investors and how can they engage more directly with his growing space?

Ms. RohiniNilekani, Chairperson of Pratham Books and Arghyam, moderated the panel discussion on “The Curious Case of Missing Indian Impact Investors.” The participating panelists were: Mr. Rashesh Shah, Chairman of the Edelweiss Group; Mr. SrikumarMisra, CEO of Milk Mantra; Mr. P. Pradeep, CIO of Aavishkaar India; Mr. Sasha Mirchandani,

Founder of Kae Capital; Ms. Padmini Somani, Director of the Salaam Bombay Foundation; and Mr. Mahesh Murthy, Founder of Pinstorm and Managing Partner of SeedFund. Impact investing is about conscious capitalism. “An entrepreneur is an entrepreneur...social impact is a label that we’ve created,” said Mr. Pradeep.

Mr. Murthy then spoke about the return on investment from a fund’s point of view. “Once you get past social impact, every consideration after that must be financial,” noted Mr. Murthy of investment evaluation. All investors on the panel made the following obvious, yet critical, point: A fund must be able to answer the question of how it will exit an investment – if the exit strategy is not clear, then no investment will be made.

The panel discussion then turned to the idea that all early-stage businesses are, by nature, more social so the distinction between social and commercial becomes more complex. Social entrepreneurs cater to the BoP markets, and BoP customers demand superior quality of products at the best price. The entrepreneurs face a number of hurdles to ensure low cost delivery to this segment including time taken to raise funds which impacts business operation; debt, that is not easily accessible under Priority Sector Lending (PSL); and the quantum of equity where available, is almost inadequate.

Mr. Pradeep made the interesting point to: “Leave defining impact to the entrepreneur,” not to the fund. The fund should be concerned with financial returns and the social entrepreneur should focus on how his business is making social impact.

The panel discussion ended with the idea that reciprocity of value is the real issue; investors care about returns and entrepreneurs should be concerned about impact – common ground needs to be found and then investors will not be missing from the space.

Parallel Sector Showcases: 12.15 PM – 1.45 PM



‘By definition, Public goods are not commercially viable.’

- Usha Thorat, Former Deputy Governor,
Reserve Bank of India

Health Water and Sanitation Sector Showcase: Innovative Delivery Mechanisms – Time for Convergence?

The last mile delivery of healthcare and healthcare finance is a great challenge in India. Like many other areas in India, the private sector has an increasingly important role to play. This also opens the door for many social enterprises.

Prachi Mathur, Associate Vice-President Intellectap’s Investment Banking Division, evaluated the makeup of private and public sector hospitals and healthcare in India in her sector overview.

The five finalists in the Sankalp Awards – E-Healthpoint Services, Daily Dump, Jayshree Industries, G.V. Meditech and Waterlife – presented their elevator pitches and were featured in a video presenting the challenges facing the health, water and sanitation sector and how the enterprises were tackling those.

This session was moderated by Gautam Ivatury, Managing Director, Signal Point Partners. Panelists were Nandu Madhava, CEO & Founder, MDhil; Sameer Sawarkar, CEO, Neurosynaptics; Anil Swarup, IAS, Director General Labour Welfare & Joint Secretary, Ministry of Labour and Employment, Government of India; Ashwin Naik, Co-Founder & CEO, Vaatsalya; and Rajat Goel, Founder & CEO, Eye Q.

Swarup explained the Rashtriya Swasthya Bima Yojana (RSBY) scheme that uses smart card payments to provide health vouchers. This program is encouraging hospitals to be set up in the rural areas because those residents now have money to spend. Swarup said that private hospitals have started to realize that rural residents have money in their pockets to spend on healthcare and have begun to set up shop. RSBY has been a success because of four key design elements: a cashless system to cater to poor, paperless to serve the illiterate, paperless, ability to obtain treatment across India to benefit migrant labourers and a business case for all the stakeholders involved: hospital, insurance provider and diagnostic service provider.

The panel also debated the difference between appropriate healthcare and top-of-the-line care with two opposing viewpoints. Naik argues for

appropriate care without the newest, fanciest gadgets but that is offered to the poor at a price they can afford. Goel, whose eye care hospitals offers top-of-the-line care for the BoP, disagrees saying that the poor deserve healthcare with all of the frills.

Madhava introduced mDhil, a mobile platform for articles and videos about health aimed toward youth, who use their phone to look up controversial information because it offers them more privacy. The initiative has been successful and has gone from 100 to 30,000 Facebook fans in just four months.

Watch the Sankalp Health, Water & Sanitation Sector video!



Technology for Development Sector Showcase:

12.15 PM – 1.45 PM

Technology for Development Sector Showcase, co-hosted by ET NOW, aimed to recognize and reward one of the sector finalists with a direct entry into Super Angels: a special series with a format that ensures a startup gets funded on the show.

Every enterprise was given two minutes to present their elevator pitch to a panel, during which they elaborated on how the enterprise leveraged technology to better the impact of their actions. Embrace Global emerged as the winner of Super Angels. The esteemed panel included Mr. Mahesh Murthy; SeedFund, Mr. Sasha

The **Economic Times Now (ETNow)** did an 11 minute **Sankalp Special** on their popular show – **Starting Up** featuring a **Sankalp Super Angel** who won entry through Sankalp!

Mirchandani; KAE Capital and Mr. Sudhir Syal; ET NOW.

Watch the Sankalp Technology for Development Sector video!



180 Degree Debate: Analyzing the Government & Social Enterprise Overlap
3.45 PM – 4.45 PM

Like private and public initiatives working to dissolve social inequities, social entrepreneurship seeks to do the same. It can be argued that social entrepreneurship and like-minded models exist because of the inability or failings of the government. That is why understanding where the government and social enterprise sphere overlap is important.

Mr. Vineet Rai, Managing Director of Aavishkaar Venture Management Services and Chairman of Intellectap, moderated the debate on “Analyzing the Government and Social Enterprise Overlap.” The participating panelists were: Ms. Usha Thorat, former Deputy Governor of the Reserve Bank of India; Mr. N.K. Singh, Member of Parliament; Mr. Pankaj Kandhelwal, Chairman and Managing Director of Inl Farms; Mr. Pravesh Sharma, Managing Director of the Small Farmer’s Agri-Business Consortium; Mr.

P.N. Vasudevan, Managing Director of Equitas; and Ms. RajniBakshi, Freelance Author and Journalist.

There was a general consensus that the government needs to identify its core role. Mr. Sharma noted that what is happening in the social enterprise world is informing relationships with the government.

Ms. Thorat spoke at length about how the government should provide basic services such as education and healthcare. She also said: "Public goods are not commercially viable, by definition."

The overwhelming question throughout the debate was how you root government support for successful social programs.

To read the Sankalp 2011 Newsletter by Beyond Profit – [Click Here](#)

Partner Workshops at Sankalp 2011

I. Grassroots Business Fund & Intellectap Social Business Investor Investee Meet



A key challenge that is common across most social enterprises is the lack of access to 'right' financial capital and investors. This is especially true in the case of early stage enterprises as there are few investors willing to bear the risk. Given the above context, Intellectap and the Grassroots Business Fund presented India's first Investor-Investee meet at the 3rd Sankalp Social Enterprise and Investment Forum on May 5, 2011 in Mumbai.

The session aimed to provide a platform for collaboration and co-investment between funders, a strategy which spreads the risk amongst multiple investors and also helping the enterprises achieve their potential. Intellectap worked with 9 social businesses on their business models which were then presented to the investment panel which included: *Mr. Sateesh Andra*, Partner, DFJ & Member, Hyderabad Angels; *Mr. Harold Rosen*, Executive Director, GBF; *Mr. Madhukar Sinha*, Investment Manager, Aavishkaar; *Mr. Kartik Srivatasa*, Investment Manager, Song Advisors; *Mr. Sandeep Farias*, MD and Co-Founder, Elevar Equity; *Mr. Anand Lunia*, CEO, Seedfund; *Mr. Maurizio Caio*, Managing Partner, TLComm Capital LLP.

II. Investing for Success: The Role of Collaboration | Hosted by Edelgive Foundation

EdelGive organized a roundtable event on the topic - **Investing for Success: Role of Collaboration** at the Sankalp Forum 2011. This roundtable consisted of over 25 social investors from across the world investing in India who came together to discuss the challenges faced by investors and how to initiate the collaboration amongst a group of people who share common interests.

PICTURE TO BE INSERTED

III. Roundtable Discussion on Inclusive Businesses for the Bottom of the Pyramid Markets | Hosted by Intellecip

The Inclusive Business roundtable hosted by Intellecip saw representation from corporations, social enterprises, investors, foundations and industry bodies. Initially, Intellecip presented an overview of Inclusive Business in India. In the latter half of the workshop, the participants split into groups to discuss the demand-side and supply side challenges in operating an inclusive business. The participants concluded that the BoP market presents several challenges in the design of inclusive businesses. Given these challenges, the gestation period for these markets to produce any returns tends to be high. In order to succeed in the market and avoid “eco-system fatigue”, corporations need to continuously engage with the market participants and stay long-term to improve credibility among stakeholders.



Sankalp 2011 Spotlight

Launch of I3N – Intellecip Impact Investors Network

I³n; The Intellecip Impact Investor Network launched at the Sankalp is a first of its kind network in India managed by Intellecip. It seeks to catalyze investment in early stage for profit enterprises by creating an investor network of highly motivated high net worth individuals and corporates focused on investing in high growth, early-stage enterprises that generate double / multiple bottom-line returns. Sectors identified as focus areas for investment by the network are agri / rural businesses, clean energy, education, financial inclusion and healthcare.



The Mentoring Pit Stop & Networking Lounge



50+ Mentoring Connections facilitated through Mentoring Partners | Facilitated Networking at the Networking Lounge | 3 days of High Impact Networking & Mentoring Opportunities

Sankalp in the Media

Sankalp 2011: Moving from questions of 'How?' to questions of 'How to'
Nextbillion.com | Tuesday, May 17, 2011

Abby Callard over at [Beyond Profit](#) reported the buzz word at this year's [Sankalp Conference](#) was 'ecosystem', and she's right. Sankalp, run by [Intellectap](#), is one of the primary forums for social entrepreneurs and investors to meet in India. I moved to India last year in time to attend Sankalp and this year's conference felt very familiar, like an extended family reunion showing how close knit the relationships are despite how rapidly the space is growing in India. [Read more](#)

The food of social enterprise: How we feed back is solving the global food crisis

Treehugger.com | Tuesday, May 17, 2011

Did you know over 1 billion people will be perpetually hungry in 2011? For our already overpopulated world, food prices continue to rise due to a variety of reasons, including the rising cost of petroleum. This leaves even *more people* hungry. [Read more](#)

Rashesh Shah, Chairman, Edelweiss Group at the Sankalp Forum 2011 on UTV Bloomberg

Watch his interview [Here](#)

Social businesses are opportunities for impact investments, goodwill building

Dnaindia.com | Monday, May 16, 2011

Social ventures in India have started attracting funds from investors. However, the road is still very rough for these enterprises working primarily in areas like health, education, sanitation, agriculture, etc, says Aparajita Agrawal, vice-president (knowledge and insight) and co-founder of social sector advisory firm Intellectap. In a conversation with DNA, she speaks about the shape social businesses are taking. [Read more](#)

FINO bags the growth enterprise in technology sector award

Business-standard.com | Friday, May 13, 2011

FINO Limited (FINO), leading providers of integrated technology platforms and delivery channels to enable sourcing and servicing of world's micro customers, bagged the Growth Enterprise in Technology Sector Award at the recently held Sankalp Awards 2011. [Read more](#)
Kgpians shine at Sankalp Awards

Prlog.org | Tuesday, May 10, 2011

Three companies, 2 startups and an established company, founded by IIT Kharagpur alumni have been declared winners at Sankalp Awards 2011. P2 Power solutions, an energy efficiency based startup and Carbon Clean Solutions, a clean coal technology and solution provider won in the Emerging Companies category while Waterlife, a technological platform providing Social Impact by offering Clean Water based Solutions for drinking water problems across India. Both P2 Power Solutions and Carbon Clean Solutions are among the 27 startups incubated by Entrepreneurship Cell, IIT Kharagpur. [Read more](#)

Sankalp Forum - the growing social business event in India

Discoverynotebook.blog.youphil.com | Thursday, May 12, 2011

If India is the Mecca of Social Business, Sankalp Forum could be social entrepreneurs' hajj¹. I attended the 3rd edition of Sankalp Forum from the 4 to 6 May in Mumbai. It was definitively the place to be to meet Indian social entrepreneurs and investors. [Read more](#)

Sankalp alumni making healthcare affordable, accessible and ubiquitous

Economictimes.indiatimes.com | Thursday, May 12, 2011

A small but growing band of companies wants to make healthcare affordable, accessible, and ubiquitous. Like the larger groups, their services are of a high quality, but costs are kept under a tight leash. With early models starting to scale, social investors are not the only ones being drawn to such companies. [Read more](#)

Intellectap's Sankalp Forum featured on SOCAP Europe

Europe.socialcapitalmarkets.net | Thursday, May 12, 2011

It is no secret that India's role in the emerging social capital market is significant. SOCAP/Europe will have a dedicated panel to BOP enterprise in India, while over 10 of our 50 social entrepreneurs on scholarship are from India. Taking a leadership role at the center of Indian social enterprise is [Intellectap](#), an organization dedicated to economic and social development through market based solutions to scale social change in India and beyond. [Read](#)

[more](#)

Sankalp Forum on ET Now

ET NOW, Technology for Development Media Partners at Sankalp showcased the exciting and dynamic Technology sector showcase on the show StartingUP.

Watch the event coverage [Here](#)

Watch the Technology for Development showcase [Here](#)

If I was looking for inspiration, I found it at the Sankalp Forum

Techsangam.com | Tuesday, May 10, 2011

When I was interviewing Sean Blagsvedt for [this post](#), he casually asked if I was attending Sankalp Forum. "Say, what forum??" was my response. A subsequent perusal of [Sankalp Forum's](#) site offered sufficient intrigue. A plea for registration fee waiver (on grounds that Techsangam was a non-revenue-generating blog to date) yielded partial success and I registered. [Read more](#)

IIT IIM alumni sweep Sankalp Awards

Startupcentral.in | Sat, May 7, 2011

In an interesting trend, alumni of India's premier business schools, the IITs and IIMs, dominated the Sankalp Awards for 2011, which recognize promising social entrepreneurs in India. The [Sankalp Forum 2011](#), an annual networking forum organized by Mumbai-based [Intellectap](#), a social sector advisory firm, concluded yesterday with awards. Intellectap also announced the launch of a platform called I-cube N for high-net worth individuals and corporations to invest in social enterprises at the conference. The minimum investments to be part of the platform would be \$1-2 million and investor would need to have an investment horizon of 5-7 years, said a [press release](#). [Read More](#)

Need to create infra, eco-system for innovation: Pitroda

Moneycontrol.com | Thu, May 5, 2011 at 16:28 | Source : PTI

National Innovation Council (NIC) Chairman Sam Pitroda today said there was a need to create infrastructure and the right kind of eco-system for innovation that would enable institutions to share information for inclusive growth and development. "India needs public information infrastructure, roads to connect universities and a digital knowledge network that enables institutions to share information for inclusive growth and development," Pitroda said,

while addressing a gathering of investors and social entrepreneurs at [Sankalp 2011](#) seminar. [Read More](#)

A guide to what's in store at India's largest social investor forum

Nextbillion.net | Monday, May 2, 2011 at 12:00

Yes, it's that time of the year when anyone who is even remotely interested in social enterprises/development in India experiences a strong gravitational pull towards Mumbai. The occasion, of course, is [Sankalp Forum 2011](#), India's largest social investment summit, set for May 5-6. This is also a big year for Sankalp, as the forum goes global with two forums lined in Africa and the USA later this year. [Read more](#)

YourStory talks to Vineet Rai about the Sankalp Forum 2011

Yourstory.in | Sunday, May 1, 2011 at 23:04

We at YourStory caught up with Vineet Rai, founder of Aavishkaar and Intellectap, known to be one of the pioneers in Social investments space in India. Vineet shared with us the story that led to the creation of Aavishkaar and Intellectap, and later Sankalp forum that emerged as the most compelling story telling platform in this space. If you are in Mumbai this May 5th and 6th, Sankalp is an event you should not miss! [Read more](#)

Clean energy companies to be showcased at the Sankalp Forum - Opportunity of up to 2 Crore funding

Panchabuta.com | Wed, April 27, 2011

[Sankalp Awards has consistently](#) recognized India's most sustainable and scalable businesses with the objective of channeling impact investments their way. Sankalp has shortlisted the finalists from five high impact sectors one of which is clean energy. The finalists will be showcased in the "Awards and Winners Package" which will be presented at the Sankalp Forum on May 5 & 6, 2011 in Mumbai. Apart from the Awards, Sankalp is also a dynamic that facilitates knowledge exchange, mentorship and capacity building. In 2011 Sankalp will engage stakeholders all year round through forums in India, Africa and USA, workshops, mentoring, and an online networking community. [Read more](#)

"India's still a very roti-kapda-makaan type of investment economy" on the Sankalp Forum - Mohanjit Jolly, DFJ India

Yourstory.in | Fri, March 25, 2011 at 11:46

Mohanjit Jolly needs no introduction. As Managing Director of DFJ India (one of India's leading VC funds today), he set up the Indian operations for DFJ in 2007. Currently, he manages an enviable portfolio which includes blockbuster companies like Cleartrip, MChek, Seventymm, Komli, Attero and many more. In this freewheeling chat with YourStory, he speaks about the interesting business ideas that he's been evaluating and the changes that he has seen in the startup ecosystem over the last few years. [Read more](#)

Sankalp Forum is about enabling impact investments into social enterprises - K. Sree Kumar, CEO, Intellectap talks to YourStory

Yourstory.in | Thur, February 24, 2011 at 12:37

After enjoying tremendous patronage and success in its two previous editions, Sankalp, a platform that catalyzes impact investments into sustainable and scalable social enterprises globally, is back again this year. Scheduled to happen in the first week of May, Sankalp Forum is an initiative backed by Intellectap, a social-sector advisory firm serving corporations, non-profit organizations, development agencies and governments working in developing markets. [Read more](#)

Sankalp 2010: Summer of social entrepreneurship

At first glance the bustling lobby of the Taj Lands End in Bandra last week seemed like the familiar exchange of chit-chat, business cards and firm handshakes at the fringe of every standard business conference from Bombay to Barbados. But if you'd managed to get in to India's biggest

social entrepreneurship conference [Sankalp 2010](#), and eavesdropped on the small talk, you'd have realised that this was, in fact, big talk. This crowd was meeting up to change the world, using sharp business sense and professional values. [Read more](#)

Sankalp 2010: A Showcase of Social Enterprise

The finalists for the 2010 edition have been announced - 30 organizations across 5 sectors. These include some of the established businesses like [Jaipur Rugs](#), [IL&FS Education and Technology Services](#), [TeamLease Services](#) and emerging one's like [Mirakle Couriers](#), [Husk Power Systems](#), and [SourcePilani](#) among others. This edition, like the last one, promises to be high profile event and an important one for the social enterprises ecosystem. [Read more](#)

Sankalp 2010 recognizes emerging and established enterprises

[Sankalp](#), the annual social enterprise awards and investment forum organized by [Intellectap](#), took place this week in Mumbai. The Sankalp Awards recognized many innovative and sustainable models in the following categories: Agriculture, Food and Rural Businesses; Clean Energy; Health, Water and Sanitation; Inclusive Education; and, Technology for Development. [Read More](#)

Sankalp 2010 : Social Enterprise Awards & Investment Forum

With a strong focus on double bottom (social and commercial) enterprises Sankalp, in its second edition, aims to accelerate investment in this space through the showcase of pioneering, sustainable and innovative enterprises capable of long term social impact. [Read More](#)

The Roadmap Ahead

Sankalp is now a round the year global platform!

The Local Impact:

- Sector based forums with geographical focus (such as the North East)
- MSME focused capacity building workshops
- Short term and Long term mentoring support
- Strategic tie ups network partners to catalyze the growth of social businesses
- Round the year nominations to the Sankalp Awards

The Global Footprint:

- Enterprise focused forums in Africa and gradually in other developing countries
- Investor focused forums in Europe and USA
- Sankalp Connect – the online platform connecting Sankalp stakeholders globally

Missed the Sankalp Forum 2011? [Click here](#) to see what happened

Partners: Thank you!

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



About Sankalp & Intellecap

Sankalp is an Intellecap initiative that catalyzes impact investments into sustainable and scalable businesses globally. Since 2009, the Sankalp Forum has created an eco-system of stakeholders that are interested in furthering social impact and entrepreneurship through market-based approaches.

Intellecap (Intellectual Capital Advisory Services) is a global advisory firm. It provides intellectual capital to catalyze businesses with positive social and environmental impacts and outcomes.

Intellecap offers Investment Banking and Business Consulting to clients positioned at the intersection of inclusive and mainstream sectors, including agriculture, livelihoods, healthcare, financial services, water and sanitation, education, and clean energy. It builds sector knowledge and nurtures networks through thought leading forums, publications and content management services. It also initiates and leads solutions to development issues and incubates new development ideas and innovations.

Intellecap's clients span the inclusive business spectrum. It serves the needs of entrepreneurs, investors, financial institutions, market builders and corporations by demystifying the complex interplay of inclusive and mainstream. Simultaneously, it works with governments, developmental, financial, and social institutions, bringing sound business understanding to issues concerning development.

For details visit – www.intellecap.com, www.sankalpforum.com

Contact:

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Annexure I: Sankalp 2011 Finalist Enterprise Profiles

Agriculture, Food and Rural Business:

Greenway Grameen Infra	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	India's first ecosystems services company focused on sustainable rural infrastructure
<u>Operational for</u>	2.5 years
<u>Investment Requirements</u>	INR 30 lakh (INR 3 million)
<u>Their Turf</u>	South Asia and Africa
<u>What makes them tick</u>	Developing innovative infrastructure products to serve the needs of 1.5 million people in rural areas by 2015
<u>Thumbnail Preview</u>	Greenway Grameen Infra (GGI) caters to climate change mitigation opportunities for rural communities and industries through self-developed products and targeted projects. The value proposition comprises state-of-the-art product development and creation of social engagement models for product dissemination. The present core focus is on low-cost solutions in household energy and health for BoP consumers who lack affordable and reliable access. GGI has designed an improved cook stove (Sudha) that serves as an affordable replacement for traditional mud-and-brick chulhas. The Sudha delivers fuel savings of up to 70% and minimizes harmful emissions. The potential market size for this unique single burner, high-efficiency cook stove is 160 million households in India. GGI is also developing a point-of-use, low-cost water purification device.
<u>Contact Person</u>	Ankit Mathur
<u>Email Id</u>	ankit@thinkcarbon.in
<u>Website</u>	www.grameeninfra.com

Native Konbac Bamboo Products	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Bamboo products for the luxury goods market
<u>Operational for</u>	1.5 years
<u>Investment Requirements</u>	INR 2.5 crore (INR 25 million)
<u>Their Turf</u>	India, USA, UK, Canada, Europe
<u>What makes them tick</u>	Reviving the use of bamboo for luxury furniture
<u>Thumbnail Preview</u>	The enterprise is focused on establishing vehicles to showcase and extending bamboo products to the domestic and international market segment. Native Konbac has enquiries from a USA-based company to become franchisee producers for them. BambouLuxe is a culmination of dedication to quality and obsession with design. It's a great fit for modern urban luxury settings. The Bambou Luxe brand also comes with the trust of the prestigious partners of Native Konbac. Eco-Bamboo is a proven and trusted material that has the potential to fill these ever growing demands through various products such as craft, furniture and structures.
<u>Contact Person</u>	Sanjeev Karpe
<u>Email Id</u>	native.konbac@gmail.com

<u>Website</u>	www.nativekonbac.com
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KNIDS Green	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Professionalisation and management of vegetable supply chain
<u>Operational for</u>	3 years
<u>Investment Requirements</u>	INR 50 lakh (INR 5 million)
<u>Their Turf</u>	Bihar, Uttar Pradesh and Uttarakhand
<u>What makes them tick</u>	Organizing the produce sector market by connecting both ends of the chain and facilitating the direct link between producer groups and street vendors.
<u>Thumbnail Preview</u>	The annual vegetable market potential for Lucknow and Patna is INR 4.6 billion, yet nearly 98% of the market is currently dominated by unorganised players at every stage of the supply chain. Middlemen leach profits while growers continue to bear the production risk and vendors bear the market risk. KNIDS Green focuses on mobilising and organising the largely informal and fragmented produce industry (resource-poor vegetable growers, vendors and farm laborers) of Bihar. The enterprise has devised an inclusive business model that has seen successful growth to 3,000 farmers and 600 vendors in its first three years of operation. KNIDS has focused on reorienting the vegetable supply chain to reduce wastage, price spread and lead time of vegetables to reach customers.
<u>Contact Person</u>	Anuj Kumar
<u>Email Id</u>	anujk.kg@gmail.com
<u>Website</u>	www.kaushalyafoundation.org

Janani Foods Pvt Ltd	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	IT enabled Agri Services
<u>Operational for</u>	8 years
<u>Investment Requirements</u>	INR 2 crore (INR 20 million)
<u>Their Turf</u>	Andhra Pradesh
<u>What makes them tick</u>	Leverage technology-enabled solutions to improve Agri services
<u>Thumbnail Preview</u>	Janani's IT-enabled agri services (ITeAS) strive to fill the knowledge, supply chain and technology gap in agriculture by providing innovative, personalised and customised solutions to farmers' problems at their farm gate. Their farm-specific, integrated and comprehensive services and products increase farm profitability and improve farmers' standard of living. The company aims to improve farming and reduce poverty by personalising agro advisories, supplying quality inputs at competitive prices, providing market linkages with various channel options and supplying financial and insurance services.
<u>Contact Person</u>	S. Sundara Rajan
<u>Email Id</u>	ceo@jananigroup.com
<u>Website</u>	www.jananigroup.com

Tirumala Milk Products	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Nutritious, tasty and healthy dairy products
<u>Operational for</u>	11 years
<u>Investment Requirements</u>	NA
<u>Their Turf</u>	Tirumala distributes milk to various parts of Tamil Nadu, Andhra Pradesh and Karnataka.
<u>What makes them tick</u>	Selling a rich, varied offering of nutritious, tasty and healthy dairy products under a well-known brand.
<u>Thumbnail Preview</u>	Established in 1998, Tirumala Milk Products (P) Ltd. is one of the fastest growing private sector enterprises in India. Tirumala Milk Products is a professionally managed company that manufactures a wide range of dairy products. The company has state-of-the-art technology and has established a strong distribution network comprising 3,000 dealers and 200 distributors serving the daily requirements of 5,00,000 customers. The company, which is in expansion mode, has also established a chain of 150 parlours that offer the complete range of Tirumala products in Andhra Pradesh, Karnataka and Tamil Nadu.
<u>Contact Person</u>	Brahma Naidu
<u>Email Id</u>	enrao@tirumalamilkproducts.com
<u>Website</u>	www.tirumalamilkproducts.com

Star Agri	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	StarAgri's efforts are aim at providing a sustainable solution to the crop marketing problems that beset Indian farmers.
<u>Operational for</u>	5 years
<u>Investment Requirements</u>	INR 50 crore (INR 500 million)
<u>Their Turf</u>	Rajasthan
<u>What makes them tick</u>	Directly connecting farmers with reliable crop markets, cutting out the middlemen and easing the flow of produce from farms to commercial buyers and processors.
<u>Thumbnail Preview</u>	Founded in 2006, and headquartered in Jaipur, India, StarAgri provides integrated post-harvest management solutions including warehousing, procurement and collateral management of agri-commodities as well as a wide array of value-added services covering risk management, retailing, logistics and more. StarAgri aims to reach a stage where its valuable services and robust rural infrastructures are easily accessible to farmer community and agri enterprises and where every stakeholder in the entire agri eco-system will be more efficient and profitable.
<u>Contact Person</u>	Mr. Amith Agarwal
<u>Email Id</u>	amith@staragri.com
<u>Website</u>	www.staragri.com

MASUTA Producers Company Ltd	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Livelihood creation
<u>Operational for</u>	5 years
<u>Investment Requirements</u>	INR 5 crore (INR 50 million)
<u>Their Turf</u>	Bihar, Jharkhand and Chattisgarh
<u>What makes them tick</u>	Expand income-generating activities for women through sustainable livelihood creations.
<u>Thumbnail Preview</u>	MASUTA was established with the dual purpose of providing livelihood opportunities to women constrained by access to resources and also to bring about change in society by allowing women producers to take ownership of their organisation. As a federation of yarn producers, MASUTA creates job opportunities for rural women using Indian Tasar silk (called tropical tasar silk), a unique and highly sought-after material. India has a domestic market for 1300 Metric Ton of Tasar silk yarns, but the national production is only 200 Metric Ton. The gap in supply is catered to by the imported temperate variety of tasar yarn. MASUTA's goal is to be owned by 10,000 rural women from five states generating an average additional annual income of INR 20,000 for women by 2015.
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Champion Agro	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Rural Agriculture Mall
<u>Operational for</u>	5 years
<u>Investment Requirements</u>	INR 115 crore (INR 1.15 billion)
<u>Their Turf</u>	Gujarat
<u>What makes them tick</u>	Providing agricultural input, services, product distribution and consultancy by educating farmers on minimising their cost of cultivation without compromising on quality and yield through maximum utilization of available farming resources.
<u>Thumbnail Preview</u>	Champion Agro is an innovative effort aimed at empowering farmers and meeting the needs of rural households by providing access to agricultural products, services and consultancy. Operating in the countryside, the agro mall offers the following services to increase productivity of farmland and farmers: Quality inputs, agronomic services with teams of extension workers and agronomists like soil testing, crop inspection, weather forecasts, etc. Financial services including farm credit, life insurance, medical Insurance and crop loan, term loan, Access to output markets by helping farms produce buyback opportunities and commodity trading. Information (new development and research in agriculture, government schemes and subsidies, market prices, etc. The company aims to scale up the existing 34 agro centers in Gujarat to 400 centers all across India within the next five years.
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Health, Water & Sanitation:

Daily Dump	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Converting bio-degradable waste to compost at home in a hygienic manner
<u>Operational for</u>	5 years
<u>Investment Requirements</u>	INR 40 Lakh (INR 4 million)
<u>Their Turf</u>	India (Kartanaka, Chandigarh, Tamil Nadu, Delhi, Goa, Andhra Pradesh, Kerela and Maharastra), Brazil, Chile and the United States
<u>What makes them tick</u>	Widely impacting availability of eco-friendly solutions to waste disposal by providing products and services that will facilitate a change in behavior about waste.
<u>Thumbnail Preview</u>	<p>Daily Dump converted the need to enable ordinary systems to circumvent the city system into a viable business by offering products, services and know-how. As a service, Daily Dump helps manage household waste and convert it into useful high-quality compost. Prior to Daily Dump, there were no affordable products available for the urban Indian home, and thus, Daily Dump monetised a market that did not exist previously.</p> <p>Daily Dump is also focused on developing the market for alternate and safe home cleaning solutions and for chemical-free substitutes in the interest of health.</p>
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Jayashree Industries	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Delivers sanitary napkins to poor women at affordable rates without compromising on the raw material used or quality of the product as compared to multinational firms.
<u>Operational for</u>	5 years
<u>Investment Requirements</u>	INR 1 crore (INR 10 million)
<u>Their Turf</u>	Pan-India
<u>What makes them tick</u>	Providing a product that enables 100% of Indian women to afford hygienic sanitary napkins.
<u>Thumbnail Preview</u>	<p>Millions of women around the world cannot afford sanitary napkins, mainly because of the manufacturing costs involved with expensive machinery and, thus, premium pricing. The result is that women resort to unhygienic alternatives, often causing infections and skin irritations.</p> <p>Jayashree Industries has designed and built a sanitary napkin-making machine that operates on a small scale. Unlike large-scale production models which require INR 3.5 crore as initial investment, this machine costs approximately INR 75, 000, allowing smaller players to adopt the business model, and thus creates both employment and wealth even in neglected sections of society and among women's self help groups.</p>
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E Healthpoint Services Pvt Ltd	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Affordable healthcare
<u>Operational for</u>	1.5 years
<u>Investment Requirements</u>	INR 5 crore (INR 50 million)
<u>Their Turf</u>	Punjab
<u>What makes them tick</u>	Transforming rural and peri-urban healthcare with a community need-based service delivery model that leverages benefits of potential technologies in healthcare, ICT and water sectors.
<u>Thumbnail Preview</u>	In rural areas without basic services, health needs are inextricably intertwined with safe water, access to medicine and availability of modern technologies and services. E Healthpoint (EHP) provide families in rural villages with clean drinking water, medicines, comprehensive diagnostic tools and advanced tele-medical services that “bring” a doctor and modern, evidence-based healthcare to their community. E Healthpoint Services uses advanced technologies to make high-quality services affordable. The E Healthpoint concept builds upon and combines proven models to achieve unique synergies and efficiencies that have the potential to transform rural healthcare and improve wellness, productivity and quality of life.
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G. V. Meditech Ltd.	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	High quality, affordable health care.
<u>Operational for</u>	8 years
<u>Investment Requirements</u>	INR 5 crore (INR 50 million)
<u>Their Turf</u>	Uttar Pradesh
<u>What makes them tick</u>	Providing world class healthcare services at a reasonable cost to cater to every strata of society
<u>Thumbnail Preview</u>	Many rural areas lack access to basic healthcare services, and, consequently, often fall victim to malpractices and exorbitant fees. G.V. Meditech Ltd. provides high-quality, cost-effective health care services and non-spurious drugs to patients in need. They also work to reduce wrongful medical practices in rural areas and increase access to care in areas lacking basic facilities. Currently, G.V. Meditech serves about 7.1 million people in 15 districts in and around Varanasi, and has been providing service for the past 18 years to eastern Uttar Pradesh, western Bihar, parts of Jharkhand state and even the neighboring country of Nepal. Recognised as one of the best medical clinics in Varanasi, the organization’s Apollo Clinic, is a franchisee of the prestigious Apollo Hospitals Group.
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Waterlife India Pvt. Ltd.	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Affordable and clean drinking water
<u>Operational for</u>	3 years
<u>Investment Requirements</u>	NA
<u>Their Turf</u>	Andhra Pradesh, Uttar Pradesh, West Bengal, Maharashtra and Pondicherry
<u>What makes them tick</u>	Develop and implement sustainable, scalable safe water solutions to impact the nearly 1 billion people worldwide without access.
<u>Thumbnail Preview</u>	Waterlife is focused on providing high quality safe water at an affordable price to underserved and challenging areas that lack access to this essential basic daily need. The water market in India is estimated at US\$4 billion and is growing at an annual rate of 15-20%. The present growth rate of bottled water is between 40-55%, exclusive of rural markets, which accounts for 60% of the population. Waterlife's innovative water station model focuses on operational and financial sustainability to ensure longterm success of the plants. Charging an affordable user fee for operation and maintenance of the water purification system enables longterm sustainability of the project. One of the key elements is providing superior service and quality checks to ensure water quality throughout the life of the project.
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Clean Energy:

P2 Power Solutions	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Technology for efficient usage of power in industries
<u>Operational for</u>	2.5 years
<u>Investment Requirements</u>	INR 12 crore (INR 12 million)
<u>Their Turf</u>	UP, IIT Kharagpur
<u>What makes them tick</u>	Developing innovative products that integrate energy efficiency, power quality and reliability to conserve depleting energy resources and lower CO2 emissions.
<u>Thumbnail Preview</u>	Poor quality and inefficient usage of power can increase operating costs by as much as 100%. All over India, there is a need for high-quality power at affordable prices. P2 Power Solutions Pvt. Ltd. works to deliver innovative engineering solutions with specific focus on energy efficiency and power quality enhancement. The enterprise eliminates grid pollution and increases the uptime as well as the overall electrical efficiency levels for the industry. The company helps the industries strengthen their bottom-line using technical expertise and modern technology.
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Onergy	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	ONergy is committed to providing access to efficient renewable fuel for cooking.
<u>Operational for</u>	1 year
<u>Investment Requirements</u>	INR 1 crore (INR 10 million)
<u>Their Turf</u>	West Bengal
<u>What makes them tick</u>	Providing complete energy solutions to rural India using appropriate renewable sources.
<u>Thumbnail Preview</u>	The energy infrastructure is a critical need in the rural areas to facilitate the requirements of agriculture and other activities such as enterprise development, healthcare, education and information technology. ONergy creates an ecosystem that connects technology, finance and grassroots organizations to manage the energy needs, aspirations and resources of rural BoP beneficiaries. They set up renewable energy centers (RECs or Shakti Kendras) that provide an efficient energy distribution and servicing channel by eliminating the middlemen. RECs operate in a sustainable and financially viable, decentralised and scalable manner with the potential for large-scale growth and impact.
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Carbon Clean Solutions	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Carbon Capture Technology
<u>Operational for</u>	1 year
<u>Investment Requirements</u>	INR 2.5 crore (INR 25 million)
<u>Their Turf</u>	Pan India
<u>What makes them tick</u>	Reducing the CAPEX and energy penalty for the carbon capture process
<u>Thumbnail Preview</u>	Carbon Clean Solutions (CCS) has a vision to help reduce CO2 emissions from the power sector that accounts for about 25% of global emissions carbon dioxide emissions. The CCS solution reduces the CAPEX and energy penalty for the carbon capture process thus making the CCS solution cost effective. The enterprise's goal is to deliver tangible technology solutions that reduce the environmental impact of CO2 and help solve the challenges of energy security.
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Envirofit India	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Design, manufacture and distribution of clean efficient cook stoves worldwide
<u>Operational for</u>	3 years
<u>Investment Requirements</u>	INR 8 crore (INR 80 million)
<u>Their Turf</u>	Global
<u>What makes them tick</u>	Systematically identify market needs, refine existing products and design new products and accessories in line with customer needs.
<u>Thumbnail Preview</u>	More than 70% of the population in India uses bio mass for cooking. Envirofit's enterprise-based model represents a new, more sustainable approach to tackling the global IAP/cook stoves problem by relying on market mechanisms to guide product development and drive consumer demand. The company believes demand is generated through a high-quality product and large-scale marketing. Improved bio mass cook stoves were previously not seen as a retail opportunity, and, instead, were provided on a subsidy or free offering. Envirofit uses multiple market feedback techniques including market surveys, customer focus groups, and dealer and distributor response to constantly create new and efficient products using innovative technology solutions.
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Nandan Biomatrix	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Sustainable energy provider and herbal nutraceutical company
<u>Operational for</u>	10 years
<u>Investment requirements</u>	INR 140 crore (INR 1.4 billion)
<u>Their Turf</u>	Pan-India
<u>What makes them tick</u>	Becoming a global sustainable energy provider by producing biodiesel.
<u>Thumbnail Preview</u>	Established in December 1999, Nandan Biomatrix Limited (NBL) is an ISO 9001-2000 certified leading sustainable energy provider and herbal nutraceutical company headquartered in Hyderabad, India. They offer Jatropha-based bio-diesel energy solutions and herbal nutraceutical products. With foresight and planning NBL has marked its presence in the Indian bio-diesel space and emerging herbal nutraceutical product market. The key to their success and growth is the innovation in R&D, published patents of Jatropha hybrid and Safed Musli patent grant for its composition and process for preparation. With a focus on sustainability, they have developed cutting-edge technologies that benefit the entire bio-diesel spectrum from seed to oil and medicinal herb panorama from farm to pharma and beyond.
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Azure Power	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Customised Clean Energy Solutions Across Customer Base
<u>Operational for</u>	3 years
<u>Investment Requirements</u>	INR 300 crore (INR 3 billion)
<u>Their Turf</u>	Maharashtra, Karnataka, Tamil Nadu, New Delhi, Goa, Kerala and Pondicherry.
<u>What makes them tick</u>	Azure Power creates innovative solutions to deliver solar energy to its utility, government and commercial customers.
<u>Thumbnail Preview</u>	Azure Power is one of India's leading solar energy developers and operators. Azure Power's team has decades of experience building industry-leading companies, executing complex infrastructure projects, and financing high-growth enterprises. Azure power helps electrify rural communities at the tail end of the grid that would otherwise suffer crippling power outages and low voltage. They also provide solutions for speeding rural development and meeting the government's ambitious objectives for driving India's economic growth with clean energy. They also specialize in providing solar as a service.
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Education:

BookBox India	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Web-based jukebox of digital books in different Indian and international languages.
<u>Operational for</u>	6 years
<u>Investment Requirements</u>	INR 5 crore (INR 50 million)
<u>Their Turf</u>	South India
<u>What makes them tick</u>	Creating a 'book' for every child in his/her language, utilising various audio-visual mediums.
<u>Thumbnail Preview</u>	Encouraging children to read is a 'near' universally accepted good. Yet books are expensive and the economics of print runs almost always favor a limited number of languages, denying many children access to this medium towards literacy. BookBox creates and adapts AniBooks in many languages and transports them to audio-visual and print media. Presently BookBox's AniBooks are available in a mix of more than 25 languages, Indian and international. BookBox uses proven methods of Same Language Subtitling (SLS). The company aims to not only enhance children's basic literacy, but also to facilitate their proficiency in foreign languages.
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Basecamp	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Integrated Adventure Travel and Outbound Training
<u>Operational for</u>	1.5 years
<u>Investment Requirements</u>	INR 2 crore (INR 20 million)
<u>Their Turf</u>	South India
<u>What makes them tick</u>	Expanding opportunities all over India for adventure travel and outbound training for corporate customers.
<u>Thumbnail Preview</u>	Basecamp is an integrated outbound training and adventure travel organization that promotes adventure as a learning tool and a way to instill the spirit of adventure among people from all walks of life. Their programs focus on environmental awareness and help in conserving nature. The company takes a strategic approach in analysing, planning and executing clients' requirements, and it helps participants relate the outcome of the program to the workplace atmosphere.
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The Levelfield School	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Affordable High Quality Education
<u>Operational for</u>	3 years
<u>Investment Requirements</u>	INR 8 crore (INR 80 million)
<u>Their Turf</u>	West Bengal
<u>What makes them tick</u>	Providing affordable and high-quality school education to students of smaller towns
<u>Thumbnail Preview</u>	For smaller towns, a world-class school education, through a fully English-medium instruction addresses an urgent need. Smaller towns (district towns, towns with population of 2-5 lakhs, including surrounding areas) typically do not have high-quality, English-medium schools. Even able students from such places fall behind in future career opportunities due to lack of English abilities and application-oriented education. The Levelfield Schools aim to provide affordable, yet high-quality education to the students in non-metro-city areas. The Levelfield School combines 'earth-architecture' based ashramic ambience with a state-of-the-art, modern learning infrastructure. There are laptops and projectors in each class, and there are activity-based learning kits for junior classes.
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Sudiksha Knowledge Solutions	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Affordable Education
<u>Operational for</u>	1 year
<u>Investment Requirements</u>	INR 7 crore (INR 70 million) in 3 years
<u>Their Turf</u>	Andhra Pradesh
<u>What makes them tick</u>	Use the existing social entrepreneurship available in rural and semi-urban areas to scale the project
<u>Thumbnail Preview</u>	India's education and training sector offers private institutions an estimated US\$40 billion market, with a potential 16% five-year CAGR as per CLSA Asia-Pacific Markets. The company intends to capitalise upon the gap in terms of affordable high quality elementary schooling in peri-urban and rural pockets of the country. Sudiksha believes that by building upon the entrepreneurial skills of the local individuals, an academic model can be created that provides quality education at affordable price on a sustainable basis. We use the existing social entrepreneurship available in rural and semi-urban areas to scale the project and aim at generating revenues from alternative sources to ensure sustainability of our interventions.
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St. Angelo's Computer's Education	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Network of Computer Training Center
<u>Operational for</u>	18 years
<u>Investment Requirements</u>	INR 20 crore (INR 200 million)
<u>Their Turf</u>	Mumbai and adjoining areas
<u>What makes them tick</u>	Bringing technology and management education within the reach of underprivileged students to set them on a path towards a global career.
<u>Thumbnail Preview</u>	St. Angelo's Computers Education (SACE) is one of the leading computer education organisations in India. SACE was established in the 1993 and has grown to become one of the largest networks of computer training centers. It also specialises in English speaking, personality development and management skills. Having started its operations with a single computer operation, it is now spanning the length and breadth of Mumbai, New Mumbai, Thane and Pune.
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Technology for Development:

B2R Technologies Solutions	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Rural BPO business
<u>Operational for</u>	1.5 years
<u>Investment Requirements</u>	INR 32 crore (INR 320 million)
<u>Their Turf</u>	Uttarkhand
<u>What makes them tick</u>	Providing best-in-class service delivery capabilities to cater to the outsourcing needs of businesses at a relatively low cost.
<u>Thumbnail Preview</u>	The demand end for BPO services necessitates that there be high quality business support services at lower price points. While BPO service providers have started responding by expanding to Tier 2 cities, B2R believes that the real and sustainable model lies in innovating and leveraging around a scalable network of rural support centers. B2R (Business to Rural) aims to offer best-in-class service delivery capabilities to cater to the outsourcing needs of businesses at a relatively low cost. B2R Technologies is a rural BPO business with its first operational center in Uttarakhand. The focus initially is on the domestic market with the potential to expand to international clients.
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Embrace Global	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Affordable infant warmer
<u>Operational for</u>	1 year
<u>Investment Requirements</u>	INR 22 crore (INR 220 million)
<u>Their Turf</u>	Pan-India
<u>What makes them tick</u>	Using disruptive technologies to improve the lives of the disadvantaged, particularly around healthcare needs.
<u>Thumbnail Preview</u>	Embrace aims to improve the lives of millions of vulnerable babies around the world through an innovative, low-cost infant warmer. The infant warmer is the first in a line of affordable products that Embrace will innovate for low-income communities. Unlike traditional incubators that cost up to US\$20,000, the Embrace infant warmer costs less than 1% of this price. The device can work with or without electricity, is portable, safe and intuitive to use. The warmers work at the lowest rungs of the healthcare infrastructure, and there are no other devices in this space within this affordable price range.
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SMV Wheels	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Empowering rickshaw pullers to own the rickshaw they work with
<u>Operational for</u>	9 months
<u>Investment Requirements</u>	INR 1 crore (INR 10 million)
<u>Their Turf</u>	Uttar Pradesh
<u>What makes them tick</u>	Focusing on asset-based entrepreneurship development
<u>Thumbnail Preview</u>	<p>Cycle rickshaw drivers are amongst the poorest employed urban dwellers. There are currently an estimated 10 million rickshaw drivers. A driver typically rents a cycle rickshaw for the duration of his career, often repaying the cost at least a dozen times over. SMV is empowering rickshaw pullers to own the rickshaw within one year.</p> <p>The enterprise's innovation lies in its unique style of service delivery and design that addresses underlying causes of poverty through asset based entrepreneurship development. To be comprehensive in meeting the needs of the rickshaw puller and family, the weekly repayment is a one-window repayment amount towards the eventual ownership of the better-designed rickshaw and cheaper post-sales services, social security in terms of member deposit, accidental insurance premium, no frills bank accounts, uniform, licenses, a photo identity card and related training.</p>
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Forus Health	
<u>Stage of the Enterprise</u>	Emerging
<u>Their Big Idea</u>	Affordable and innovative healthcare solutions
<u>Operational for</u>	1 year
<u>Investment Requirements</u>	INR 2 crore (INR 20 million)
<u>Their Turf</u>	North East India
<u>What makes them tick</u>	Developing innovative healthcare products and solutions combined with innovation in deployment.
<u>Thumbnail Preview</u>	<p>Current healthcare delivery systems have not reached rural India due to challenges like illiteracy, low doctor to patient ratio, scalability and high cost of service. Forus Health is focused on democratising healthcare by offering affordable and innovative solutions with complete end-to-end deployment. In the current healthcare delivery system, the entire cycle of in-patients, out-patients, rehabilitation and intensive care are all carried out in the hospitals.</p> <p>Forus is working on moving the out-patient and rehabilitation sections away from the hospitals, wherever feasible, through development of innovative technology. This will ensure that only "needy patients" see the doctors, and the basic preventive healthcare can be provided by trained technicians. Forus aims to enable continuous, pro-active screening on a mass scale to provide early detection and treatment.</p>
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FINO	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Integrated technology platform and delivery channel, enabling sourcing and servicing of world's micro customers on a large scale
<u>Operational for</u>	4 years
<u>Investment Requirements</u>	INR 30 crore (INR 300 million)
<u>Their Turf</u>	Pan-India
<u>What makes them tick</u>	Providing innovative technical and management services for the masses, in both financial and non-financial domains
<u>Thumbnail Preview</u>	India has more than 450 million unbanked individuals residing in both urban and rural areas of the country, which is about 267 million adults, of which about 60 million fall below the poverty line. FINO currently covers more than 28 million of these BPL people, which is close to 25% of total BPL population. FINO provides an enabling environment and innovative technologies for financial inclusion to institutions such as banks, microfinance institutions, government entities, insurance companies, etc., to take their financial products and services through FINO's nationwide network of bandhus (agents) to the doorstep of millions of unbanked and under-banked households at bottom of the pyramid. FINO's model of branchless banking has found wide acceptance with its clientele that includes leading public and private sector financial institutions.
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Corporation Bank	
<u>Stage of the Enterprise</u>	Growth
<u>Their Big Idea</u>	Financial inclusion through technology
<u>Operational for</u>	105 years
<u>Investment Requirements</u>	INR 35 crore (INR 250 million)
<u>Their Turf</u>	Pan-India
<u>What makes them tick</u>	Innovating low-cost branchless banking.
<u>Thumbnail Preview</u>	Nationalised in 1980, Corporation Bank was the forerunner when it came to evolving and adapting to the financial sector reforms. In 1997, it became the second public sector bank in the country to enter the capital market, the IPO of which was over-subscribed by 13 times. The bank has many firsts to its credit: cash management services, gold banking, m-commerce, online approvals for educational loans, 100% CBS compliance and more recently, its pioneering efforts to take the technology to the rural masses in the most remote villages through low-cost branchless banking. All of which symbolize the bank's unswerving commitment to its customers to provide convenience banking.
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Annexure II: Sankalp 2011 Grand Jury

Agribusiness, Food and Rural Business	Clean Energy
<p>Siva Kumar CEO, ITC, Agri Business Division</p> <p>Prakash Bakshi Executive Director, NABARD</p> <p>Nikhil Khattau Mayfield Ventures</p> <p>Sandeep Singhal Managing Director, Nexus Venture Partners</p> <p>C Prabhu Principal, Rabo Equity Advisors</p> <p>Arjun Narayanaswamy Managing Director, Catamaran Ventures</p> <p>Paul Basil Founder, Villgro Innovation Foundation</p> <p>Hemendra Mathur Managing Director, SEAF India Agribusiness International Fund</p>	<p>Manoj Gupta Principal, Nexus Venture Partners</p> <p>Vipul Mankad President, SIDBI Venture Capital Ltd.</p> <p>Bejul Somaia Managing Director, Lightspeed Ventures</p> <p>Madhabi Puri Buch Managing Director & CEO, ICICI Securities</p> <p>Sameer Wagle Director, Nomura Capital</p>

Education (including livelihoods and vocational training)	Health, Water & Sanitation	Technology for Development
<p>Shantanu Prakash Founder, Educomp</p> <p>Vishal Dixit Vice President, Zephyr Peacock</p> <p>Alok Gupta MD & CEO, Axis PE</p> <p>Dilip Chenoy CEO & MD, National Skill Development Corporation</p> <p>Gopal Jain Managing Director, Gaja Capital Partners</p> <p>Dilip Modi President, ASSOCHAM & Chairman Spice Telecom</p>	<p>Dr. Suman Chahar Chairperson, Sulabh International Academy of Environmental Sanitation and Public Health</p> <p>Charly Kleissner Founder, K L Felicitas Foundation & TONIIC</p> <p>Shekhar Kundur General Partner, Ventureast</p> <p>Mohanjit Jolly Managing Director, DFJ India</p> <p>Pratik Bose CISCO Investments and Acquisitions</p> <p>Sanjay Chaudhary Director, TATA Capital, Health – PE</p>	<p>Pavan Vaish CEO, IBM Daksh</p> <p>Mona Kachhwaha Director Investments, Caspian Advisors</p> <p>Brian Cayce Principal, Gray Ghost Ventures</p> <p>Mahesh Murthy Seed Fund/Passion Fund & Pinstorm</p> <p>Meghna Rao Country Director, Acumen Fund</p> <p>Sateesh Andra Venture Partner, DFJ</p>