ANNUAL REPORT
2016-17
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The power of innovation, combined with entrepreneurship, to impact the lives of people who are poor
- Paul Basil, Founder

Villgro Innovations Foundation is India’s oldest and foremost social enterprise incubator. Villgro incubates early-stage, innovative, based for-profit enterprises that have an impact on the lives of India’s poor.

**OUR MISSION:**
We dream of an equitable world where the poor and marginalised can lead lives that are empowered and just. We believe that this scale of change can be achieved through social enterprises, that is, businesses that place impact at the centre of their mission. We inspire, mentor, fund and support early stage, innovation-based for-profit enterprises that have an impact on the lives of the poor in India.

**OUR VALUES:**

**BOLD**
We embrace uncertainty, ambition and believe in possibilities.

**IMPECCABLE INTEGRITY**
We maintain confidentiality while being transparent in our dealings.

**ENTREPRENEURIAL**
We take initiative and capitalise on opportunities.

**EMPATHETIC**
We are customer centric, humble and committed to helping entrepreneurs.
HIGHLIGHTS OF THE YEAR
Received a total of 333 APPLICATIONS, of which FIVE ENTERPRISES were inducted as incubatees - Yostra Labs, Spot Health, Aduvo Diagnostics, GRoboMac, and Adhyayan.

Identified and built strong partnerships with 19 TECHNICAL SERVICE PROVIDERS to add value to incubatees in areas ranging from product design to accounting to branding. Currently, 41 ENGAGEMENTS with 25 INCUBATES are in progress.

7 UNCONVENTIONAL EVENTS, conducted, which attracted 800 PARTICIPANTS.

PARTNERSHIP AGREEMENT signed with NAARM, GE and Venture Centre for co-incubation and co-investment opportunities.

BUSINESS PLAN PITCHES conducted across SEVEN CITIES, received 424 applications, of which 9 winners were selected winners with Rs. 12 lakh of prize money in total.

SPECIAL ENTREPRENEUR ADDRESS, organized with Dr. Peter Singer, Founder and CEO - Grand Challenges Canada, R D Thulasiraj, Director (Operations) - Aravind Eye Care & Executive Director - LAICO, and S Sivakumar, Divisional Chief Executive (Agri Business Operations) - ITC.

Grew the MENTOR POOL to 14, with the addition of THREE NEW MENTORS.

29 MONTHLY SPEAKER SERIES events conducted across 6 CITIES, with 1385 PARTICIPANTS.

4 INCUBATORS selected in LOW INCOME states of India to deepen incubation work there as part of the INVENT PROGRAM. MoUs signed with IIT-Kanpur, Startup Oasis Jaipur, KIIT Bhubaneshwar and IIMCIP Kolkata. Between the four incubators, more than 180 applications were received. Of these, 15 SOCIAL ENTERPRISES have been approved to receive incubation support.
Year after year, Bharath would allocate a certain number of days, manpower and money for marigold plantation. It would take 6 labourers and 4 hours to plant the saplings in one acre of land. The more the land, the higher number of labour and time. But then came Kamal Kisan’s handy planter and life changed for Bharath. He could plant one acre of marigold saplings in just two hours, and all alone! And in the process, he could even recover the cost of the planter in one cultivation cycle, “The uptake of the roots are great too!” , Bharath says.
**BEMPU**

**Vineet Joseph (Parent)**

When Vineet’s child was born, she weighed 1.5 kgs, but after three days, her weight dropped to 1.3 kgs. Scared and worried, Vineet rushed to the doctors. It was then that he heard of “Hypothermia” for the first time. Looking for solutions, he learned about Bempu’s hypothermia detection bracelet. “I got a clear picture about hypothermia and how to use the bracelet and what it does from the hypothermia device manual”, he says. There were times when the alarm would ring late in the night, but that only meant he or his wife could get alert about the drop in baby’s body temperature and they could swaddle her to regulate it. Two months later, the baby was hale and hearty, and so were the parents!

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**ADHYAYAN**

**Neha Chheda (Principal, Shishuvan school, Mumbai)**

Shishuvan school in Mumbai has been working very closely with Adhyayan to re-examine its systems in key performance areas.

The Principal of the school, Neha Chheda says: “Adhyayan’s School Self Review and Evaluation (SSRE) tool has helped us streamline all our work and has given us a sense of direction. It has offered us a structured, scientific way of looking at our systems. The best thing is that SSRE is a really hands-on process. It is not like an inspection where you sit in an office and fill out forms. The Learning Walk has made a big difference. The senior administrative team of our school learnt how a walk of just 15 minutes can tell a lot about how things are going on. This is very important since we want to sustain the level of our school and also improve its quality.”
UNCONVENTION 04
SUMMARY

Established in 2009, Unconvention is a platform that focuses on inspiring, discovering and nurturing social enterprises. In 2016-17, Villgro conducted seven Unconvention annual events - a two part event, which combines a business plan competition and a conference. 424 social enterprises sent in their pitches and 800 participants attended the conferences, which were held at Ahmedabad, Bangalore, Chennai, Delhi, Hyderabad, Kochi and Pune.

The Unconvention program partnered with premier organisations in various cities to enhance its outreach, marketing, event venue and logistics partnership. From Delhi-NCR region, the program has successfully partnered with the Startup Tunnel, JSS-STEP and British Council. The program has also successfully partnered with Destination Kerala, Federal Bank, Headstart Kochi, Future Kerala, Kerala Startup Mission in the Kerala region. In the state of Gujarat, the program partnered with Headstart Ahmedabad, Ahmedabad University and EDI. Headstart Pune, Pune Open Office club, NCL Venture Centre have also partnered with the program from Pune. BHIVE workspace and IEEE chapter of Bangalore are also partners of the program along with Surge Impact, Balavikasa and NAARM from Hyderabad.

TiE branches in Ahmedabad, Chennai, Delhi & Kerala have also partnered with the Unconvention program. The program has tie ups with School of Social Entrepreneurs, Startup Weekend, Keiretsu Forum, e-Chai while establishing partnership with educational institutions like 91Springboard, Teach For India and HEF Educational Trust. Chennai Angels and SGD Accelerator are partners of the programme as well.

In addition, Villgro partnered with other organizations in different capacities to support ecosystem-building activities. This includes working with the Department for International Development (DFID) UK to organize the DevTech Awards for social innovation, assisting IIM Calcutta, BITS Pilani and Vibrant Gujarat Startup Summit with evaluation of applications for their business plan competitions, and partnering with IIM Indore to put together a social innovation hackathon.
UNCONVENTION SUMMARY

<table>
<thead>
<tr>
<th>NO.</th>
<th>DATE</th>
<th>LOCATION</th>
<th>NO. OF ATTENDEES</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>September 2016</td>
<td>Delhi</td>
<td>178</td>
</tr>
<tr>
<td>2</td>
<td>November 2016</td>
<td>Bangalore</td>
<td>120</td>
</tr>
<tr>
<td>3</td>
<td>30 January - 1 February 2017</td>
<td>Chennai</td>
<td>135</td>
</tr>
<tr>
<td>4</td>
<td>February 2017</td>
<td>Hyderabad</td>
<td>100</td>
</tr>
<tr>
<td>5</td>
<td>March 2017</td>
<td>Kochi</td>
<td>87</td>
</tr>
<tr>
<td>6</td>
<td>March 2017</td>
<td>Pune</td>
<td>95</td>
</tr>
<tr>
<td>7</td>
<td>March 2017</td>
<td>Ahmedabad</td>
<td>90</td>
</tr>
</tbody>
</table>

In addition to the annual events, Villgro conducted capacity building sessions for social entrepreneurs, in Ahmedabad, Bangalore, Chennai, Hyderabad, Kochi and Pune. 29 such events were held across the year, which attracted 1385 participants. The events were a mix of generic knowledge-sharing sessions and sector-specific talks focused on agriculture, education and healthcare.

These events also included three special entrepreneur addresses by thought leaders and influencers:
• A special address on the need for innovation to positively impact health outcomes by Dr. Peter Singer, Founder & CEO of Grand Challenges Canada, in Bangalore.

• The story of how Aravind Eye Care addresses the issue of needless blindness through low-cost cataract surgeries, by Mr. R. D. Thulasiraj, Director – Operations, Aravind Eye Care System & Executive Director, LAICO, in Kochi.

• A talk on emerging trends in agriculture and how it would impact innovation for small farmers, by Mr. Surampudi Sivakumar, Chief Executive of Agri-Business Division, ITC, in Hyderabad.

**SPEAKER SERIES SUMMARY:**

<table>
<thead>
<tr>
<th>Location</th>
<th>DATE</th>
<th>SESSION THEMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chennai</td>
<td>July 2016</td>
<td>Leadership in the social impact space</td>
</tr>
<tr>
<td></td>
<td>August 2016</td>
<td>Branding lessons for social enterprises</td>
</tr>
<tr>
<td></td>
<td>November 2016</td>
<td>Careers in entrepreneurship and social enterprise</td>
</tr>
<tr>
<td></td>
<td>January 2017</td>
<td>Intellectual property rights</td>
</tr>
<tr>
<td></td>
<td>March 2017</td>
<td>Building affordable and sustainable products</td>
</tr>
<tr>
<td></td>
<td>March 2017</td>
<td>Impact measurement for social enterprises</td>
</tr>
<tr>
<td>Hyderabad</td>
<td>July 2016</td>
<td>Selling to affordable private schools</td>
</tr>
<tr>
<td></td>
<td>October 2016</td>
<td>Building an agriculture social enterprise</td>
</tr>
<tr>
<td></td>
<td>January 2017</td>
<td>Building an education social enterprise</td>
</tr>
<tr>
<td></td>
<td>March 2017</td>
<td>Fund-raising for social enterprises</td>
</tr>
<tr>
<td>Bangalore</td>
<td>July 2016</td>
<td>An evening with Peter Singer</td>
</tr>
<tr>
<td></td>
<td>August 2016</td>
<td>Demystifying the term sheet</td>
</tr>
<tr>
<td></td>
<td>September 2016</td>
<td>How I built my agriculture social enterprise</td>
</tr>
<tr>
<td></td>
<td>December 2016</td>
<td>Social startup showcase</td>
</tr>
<tr>
<td></td>
<td>January 2017</td>
<td>IP Demystified</td>
</tr>
<tr>
<td></td>
<td>February 2017</td>
<td>Building sustainable and affordable products</td>
</tr>
<tr>
<td></td>
<td>March 2017</td>
<td>How to pitch your biotech enterprise</td>
</tr>
<tr>
<td>Ahmedabad</td>
<td>August 2016</td>
<td>Introduction to social entrepreneurship</td>
</tr>
<tr>
<td></td>
<td>November 2016</td>
<td>How I built my social enterprise</td>
</tr>
<tr>
<td></td>
<td>January 2017</td>
<td>Mainstreaming social enterprise education</td>
</tr>
<tr>
<td></td>
<td>March 2017</td>
<td>Introduction to social entrepreneurship</td>
</tr>
<tr>
<td>Kochi</td>
<td>September 2016</td>
<td>The Aravind Eye Care Story</td>
</tr>
<tr>
<td></td>
<td>December 2016</td>
<td>How tourism can empower communities</td>
</tr>
<tr>
<td></td>
<td>January 2017</td>
<td>Waste is wealth</td>
</tr>
<tr>
<td></td>
<td>March 2017</td>
<td>How to pitch your social enterprise</td>
</tr>
<tr>
<td>Pune</td>
<td>November 2016</td>
<td>Building sustainable and affordable products</td>
</tr>
<tr>
<td></td>
<td>December 2016</td>
<td>IP for social innovation</td>
</tr>
<tr>
<td></td>
<td>January 2017</td>
<td>Nonprofit vs for-profit models in social innovation</td>
</tr>
<tr>
<td></td>
<td>February 2017</td>
<td>Demystifying the term-sheet</td>
</tr>
</tbody>
</table>
Villgro supported 25 social enterprises during FY 2016-17. During this period, five new incubatees were inducted – GRoboMac, Adhyayan, Spot Health Solutions, Yostra Labs, Adiuvo Labs.

<table>
<thead>
<tr>
<th>ENTERPRISE</th>
<th>SECTOR</th>
<th>INVENTION/NON-INVENTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>OmiX Research and Diagnostics</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>Laboratories</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nayam Innovations</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>Aindra Systems</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>Bempu Health</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>Windmill Health Technologies</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>OneBreath</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>3 BIRAC Fellow</td>
<td>Health</td>
<td>Invention/ Non-Invention</td>
</tr>
<tr>
<td>Yostra Labs</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>Adiuvo Labs</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>Spot Health</td>
<td>Health</td>
<td>Invention</td>
</tr>
<tr>
<td>Kamal Kisan</td>
<td>Agriculture</td>
<td>Invention</td>
</tr>
<tr>
<td>Flybird Farm Innovations</td>
<td>Agriculture</td>
<td>Invention</td>
</tr>
<tr>
<td>GRoboMac</td>
<td>Agriculture</td>
<td>Invention</td>
</tr>
<tr>
<td>Ignus</td>
<td>Education</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>SkillTrain Training &amp; Consultancy</td>
<td>Skills Training</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>ESDECS Edskill Services</td>
<td>Skills Training</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>iTeach</td>
<td>Education</td>
<td>Non-Invention</td>
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<tr>
<td>Adhyayan</td>
<td>Education</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>Vahan Technologies</td>
<td>Skills Training</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>Leap Skills</td>
<td>Skills Training</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>Concept Learning Technologies</td>
<td>Education &amp; Skills Training</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>Curiositi Learning Solutions</td>
<td>Education</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>Artoo IT Solutions</td>
<td>Financial Inclusion</td>
<td>Non-Invention</td>
</tr>
<tr>
<td>NO.</td>
<td>SECTOR</td>
<td>INVENTION/NON-INVENTION</td>
</tr>
<tr>
<td>-----</td>
<td>--------</td>
<td>-------------------------</td>
</tr>
</tbody>
</table>
| 1   | Kamal Kisan | RAMKEY ANANTHA KRISHNAN  
Implementation of zero-based budgeting, which helped in reducing expenses and accelerate move towards profitability. |
| 2   | Flybird Farm Innovations | ANANTH ARAVAMUDAN  
Development and launch of the low-cost variant to the market. |
| 3   | GRoboMac | ARUN VENKATESAN  
Product development guidance |
| 4   | Ignus | ANANTH ARAVAMUDAN  
• Creation of internal systems and processes around marketing, sales and business development  
• Development of structures for organizational development  
• Product iteration  
• Introductions for CSR funding  
• Creation of a government-school project for high-achieving government students |
| 5   | Vahan Technologies | ANUJA MASTER BOSE  
• Fundraising  
• Product iteration  
• Introductions to potential customers  
• Development of structures for organizational development |
| 6   | Adhyayan Quality Education Services | ANUJA MASTER BOSE  
• Strengthening internal dashboards and MIS  
• Strengthening financial dashboards  
• Creating a structured sales process and strategy  
• Product iteration |
| 7   | Spothealth | SRIDHAR RAMANATHAN  
Product development, design of experiments.  
DR. BHUVANESHWAR  
Development of most suitable Minimum Viable Product (MVP). |
| 8   | OmiX Labs | DR. VISHAKHA MANGALE  
Design of experiments, team management, planning and implementation of project. |
| 9   | BIRAC Fellows | ANANTH ARAVAMUDAN  
Development of sensors  
DR. ROHINI  
Understanding of clinician’s perspective  
DR. GITA ARJUN  
Understanding of clinician’s perspective |
| 11  | Bempu | ADITYA AJMERA  
Sales and marketing strategy in both government and private sectors. Specifically, introductions to key decision makers in the Government of Gujarat  
KL MUKESH  
General business strategy, including HR and finance decisions. Advice on business models for upcoming products. |
| 12  | Aindra Systems | KC BHUSHAN  
General business strategy, HR, fundraising, go-to-market strategy.  
RAVI KAUSHIK  
Feedback on market strategy and emerging competition.  
SRIDHAR RAMANATHAN  
How to expedite product development, prioritize product release, accuracy and efficacy of product. |
EDUCATION SECTOR
INNOVATION:

Ignus provides students in Tier 2 and Tier 3 towns in India with technology enabled, high quality coaching and academic support needed for IIT-JEE, CET and other competitive examinations.

SOCIAL IMPACT:

Students from non-Tier-1 cities who want to pursue higher education at some of India’s premier colleges often do not have access to high quality coaching centres in their cities and towns. Students either migrate to other cities, incurring higher costs, or opt not to take these entrance examinations. This means talented students across the country are losing out on the opportunity to study in India’s best colleges. At Ignus, the aim is to identify and hone talent in non-tier 1 cities by removing barriers in availability of quality coaching and preparation for competitive examinations through technology and pedagogical innovations. The enterprise is currently operational in Karnataka and will deepen its impact within the state before expanding to other locations.

VILLGRO IMPACT:

Villgro worked with Ignus to iterate over the product development stages while unfolding the marketing and business development strategies. It also helped the enterprise in creating dashboards and MIS trackers for marketing activities. Villgro focused on exploring the franchise business model strategy and also assisted in exploring CSR and funding options for student activities.

HIGHLIGHTS:

- Enrolled 287 students for current year
- Centres operational in Hassan, Mangalore, Mysore, Dhavangere
- Marketing activities in Shimoga & Tumkur
- Franchisee identified in Hassan
- Student identification work for Super 30 initiative (government school students)
- New marketing methods being tapped – Teaser course

Website: http://ignus.in/
Entrepreneur: Mervin Rosario

INNOVATION:

A mobile platform that will enable English language learning for students enrolled in skill training and vocational courses.

SOCIAL IMPACT:

Even though India churns out 12 million people to add to the labour force every year, an estimated 50% of them remain unemployable due to a lack of English language and cognitive skills. Lack of resources for practicing English is one of the biggest reasons why adults aren’t learning the language effectively. The goal of Vahan is to mimic language immersion for low-income English language learners through the app. By helping people in the workforce learn better English effectively, Vahan helps them find employment in high-growth sectors.

VILLGRO IMPACT:

Villgro helped the enterprise by providing Rs. 18,000 as TAP funding. It also helped in developing the business model for the organisation including Direct License, Reseller and revenue shares. Villgro aided in introducing the enterprise to skill training institutes for conducting paid pilots. Furthermore, Villgro also helped in introducing the organisation to investors for seed round fundraise.

HIGHLIGHTS:

- Completed pilot with Magic Bus to train 250 students; Magic Bus to continue the use of app
- Completed pilot with NIIT Foundation to train 60 students in
- Secured pilot with Uber to train 3,000 drivers
- Secured commitment of USD 70,000 funding

Website: http://vahan.co/
Entrepreneur: Madhav Krishna
**INNOVATION:**

A one-year programme for fresh teaching graduates that provides them with ongoing in-service training and professional development opportunities while placed at affordable private schools.

**SOCIAL IMPACT:**

One of the main reasons for low student learning outcomes is the lack of high-quality, continuously trained teachers, which in turn affects the students’ academic outcomes. iTeach has created a system of ongoing training and support for teachers through its one year iTeach fellowship which includes a pre-service training academy, 90 hours of ongoing training through the year and a system of rewards and recognition. Participants in the iTeach Fellowship are placed in affordable private schools, thereby working with students from low-income families.

**VILLGRO IMPACT:**

Villgro provided the enterprises a funding of Rs. 7,00,000 while advising alongside in program structure design. Furthermore, the organisation also raised grant funds of Rs. 2.3 mn from Central Square Foundation.

**HIGHLIGHTS:**

- Cohort of 32 fellows placed across 11 affordable private schools
- Survey of 50 new schools completed to understand the requirements for next academic year
- Partnered with 4 B.Ed colleges to recruit fellows for next academic year

**Website:** [http://www.iteach.co.in/](http://www.iteach.co.in/)

**Entrepreneur:** Soumya Jain and Prashant Mehrishi

---

**INNOVATION:**

Vocational training for rural youth through a combination of mobile-based training modules, certification, practical training and placement.

**SOCIAL IMPACT:**

SkillTrain provides web-based and mobile-based vocational training to rural unemployed youth with the objective of preparing them for jobs or self-employment. It will provide audio, video and simulation based learning material for learners to understand and practice vocational skills.

This enterprise will benefit rural unemployed youth and school drop-outs. It enables vocational training, certification, skilled employment and self-employment for the learners. It aims to bridge the gap between the 15 million youth who drop out of schools each year and the projected need for nearly 150 million skilled employees in India by 2020.

**VILLGRO IMPACT:**

Villgro helped the enterprise by seeding the app-launch strategies and then traversing through the marketing strategies for it. It also helped the organisation in raising Rs. 7,56,360 funding from Mphasis as part of their CSR to seed fund and incubate itself. Villgro assisted the enterprise in exploring the additional revenue streams from the YouTube content.

**HIGHLIGHTS:**

- Over 38,000 active online users (50% access through mobile) – online presence growing consistently, 4.8mn views for YouTube content, 650 registrations on the website
- App development in progress: beta launch in October
- 4 courses being used by Yuvaparivartan; will be scaled to more courses
- Jabalpur & Indore centres operational – first month free

**Website:** [http://www.skilltrain.in/](http://www.skilltrain.in/)

**Entrepreneur:** B. Ganesh
INNOVATION:
Adhyayan works to improve the quality of leadership and learning in schools in India by offering key services to schools: (1) Adhyayan quality standard (AQS) that helps schools measure themselves against national and international standards (2) School self-review and evaluation (SSRE) (3) School improvement support training (ASIST). The Adhyayan solution is innovative in that, rather than working as consultants, the team creates a cadre of internal change agents who then work consistently and regularly on school improvement in an independent fashion.

SOCIAL IMPACT:
Schools do not have a mechanism through which multiple stakeholders (principals, teachers, parents, students) can assess current performance of the school against a standard rubric. Without knowing where the school stands on a variety of parameters, it is difficult for the school to course correct which includes training, resource allocation and process changes. The school assessment process allows school management and key stakeholders to be aware of the current state of affairs within the school based on 6 key themes. By having a clear analysis on what needs to change, schools can prioritize the most significant and resource efficient way of improving student learning outcomes. Schools will complete an assessment every two years so they can track progress over time and test effectiveness of interventions that have been carried out.

IMPACT
• Over 285 schools in 23 states have gone through the assessment process and have been rated against state, national and international standards.
• Over 3,300 school stakeholders have stakeholders been trained in school self-review; 150+ school leaders and teachers are certifying themselves as Adhyayan assessors for self-review.
Of the schools that have undertaken second round reviews (which takes place after 2 years of the first review), 40% showed an improvement in the level of award received and 80% showed a 10-point progression in the KPA – Teaching and Learning, which focuses on the impact of teaching and learning in schools.
• Over 3,00,000 students impacted because of the assessment

VILLGRO IMPACT:
Villgro helped the enterprise by providing Rs. 2,168,500 as seed funding, while alongside helping in raising CSR funding of Rs. 1,08,800 through Villgro networks. It also aided the enterprise by developing sales strategies and the processes. MIS dashboards are also being created with assistance from Villgro. In order to identify the top challenge areas, Diagnostic panel was held. Villgro introduced and connected the enterprise to TAP providers for financial audit, legal structures and HR compliance.

HIGHLIGHTS:
• Created sales process, structures and collateral for Network and Standalone Sales

Website: http://esdecsindia.com
Entrepreneur: Shourie Chatterji, Soma Choudhury and Samina Alam

INNOVATION:
A modular skill training solution for high school students and graduates that will lead to better employability.

SOCIAL IMPACT:
As per the National Skill Development Corporation, the training gap in West Bengal is approximately 4.2 million people while the capacity of institutions in West Bengal to handle skill training is also very low. Students who complete high school are unaware of career choices, have limited choices for higher education, and therefore don’t have access to and skills needed for jobs. By offering a comprehensive program (including communicative English skills, IT skills and sector specific skills) in a time-bound manner and at a lower cost, ESDECS is creating job-ready youth in West Bengal and bridging some of the training gap in the state.

VILLGRO IMPACT:
Discontinued Villgro support during the year

Website: http://esdecsindia.com
Entrepreneur: Shourie Chatterji, Soma Choudhury and Samina Alam
HEALTH SECTOR
INNOVATION:
A low-cost infant temperature monitoring device that will improve detection of both hypothermia and infections, and alert the mother or other caretakers of the condition so that corrective action can be taken.

SOCIAL IMPACT:
In India, hypothermia and infections are a major cause of infant mortality and can have serious complications even if the infant survives. Regular temperature monitoring can enable early intervention. However, seemingly simple temperature monitoring often goes overlooked in areas where nurses are few and parents are uneducated. Bempu has developed an intuitive neonatal temperature monitoring bracelet that empowers mothers or other caretakers to better manage their newborn’s temperature and be alerted in case of these conditions thereby preventing such death and illness.

VILLGRO IMPACT:
Villgro provided hands-on support with budgeting and fundraising plan. It helped the enterprise with participation and guidance in initial design review for CE certification process. One of the Villgro Fellows also transitioned to a full time role leading private sales efforts. Villgro supported in creation of Sales dashboard, as well as developed a diagnostic panel focusing on sales strategy and next products. It also utilized the TAP support for HR and accounting support.

HIGHLIGHTS:
• Sold 379 units to private sector hospitals
• Completed 450 baby study proving efficacy of the device with good results
• Completed pilot with WISH Foundation in Rajasthan to show utility of the Bempu bracelet in low resource settings, & evidence necessary for broader government adoption.
• Proposed in Rajasthan and Karnataka state government budgets for 2017-2018
• Secured order for 6,700 units from UNICEF Papua New Guinea

Website: http://www.bempu.com/
Entrepreneur: Ratul Narain
INNOVATION:
An innovative intra-ocular lens that treats cataract and its post-surgical refractive error complications, giving better outcomes at a tenth of the cost to low and middle-income populations in India and other parts of the world.

SOCIAL IMPACT:
Every year, more than 20 million cataract surgeries happen in the world, of which about 6.5 million happen in India. By 2020 this number will go up to 32 million and 8 million respectively. Cataract surgery often leaves patients with sub-optimal vision and dependent on spectacles or having to resort to more expensive corrective technology. For the poor in India, both options are not feasible. Vision impairment and poverty are inextricably linked. In resource-poor settings, it determines one’s prospects for education, employment and dignity of life. For the poor in India, poor vision means low productivity and loss of daily wage.

VILLGRO IMPACT:
Vilgro helped the enterprise by leveraging its relationship with Auro labs to foster a manufacturer partnership between the two. It also helped by bringing in board meeting rigor to discuss strategic areas. It fostered strategic thinking support for the future company structuring between India and US entities.

HIGHLIGHTS:
- Development of formulation (+-8D) change in power upon exposure to light
- Formulation can become colourless upon exposure to light
- Formulation can be locked-in upon exposure to light

Website: [http://nayaminnovations.com/](http://nayaminnovations.com/)
Entrepreneur: Tanuj Gigras

INNOVATION:
Affordable, point-of-sample collection cervical cancer screening device.

SOCIAL IMPACT:
One Indian woman dies of cervical cancer every 7 minutes. Cervical cancer results in nearly a third of the total global deaths and approximately 330 million Indian women are at risk of developing cervical cancer. Women need to be screened regularly to detect and treat cervical cancer at the right stage. By reducing the cost of the device, and providing point-of-care detection and triaging, the enterprise will significantly reduce the incidence of cervical cancer, especially for women from low-income communities.

VILLGRO IMPACT:
Vilgro provided TAP funding of Rs. 3,58,840 to the enterprise while alongside assisting it in partnering with alternate image acquisition device partners (Lou Augusto and Dr. Sai) through the Villgro Network.

HIGHLIGHTS:
- Autostainer: Concept-I_V2.0 (Manufacturable proto) completed along with dry and wet runs with actual reagents. Design for Concept-I_V3.0 is underway
- Concept-II_V2.0 (Manufacturable proto) completed along with dry runs. Wet runs with actual reagents are being done and results as far as the staining quality is concerned seems to be good.
- Algo: classification accuracy ranging between 70-80% for LSIL and HSIL on pre-segmented images on KIDWAI dataset. Developed an end-to-end program in Python that includes segmentation and classification. However, the accuracies drop with their segmentation algorithms.

Website: [http://www.aindra.in/](http://www.aindra.in/)
Entrepreneur: Adarsh Adarsh Natarajan
INNOVATION:

NeoBreathe, an integrated neonatal resuscitation device that is easy-to-use is designed to be suitable for field conditions. This device will help frontline health workers to resuscitate newborns effectively.

SOCIAL IMPACT:

6 million children across the globe suffer from birth asphyxia each year. While 40% of all deaths under the age of five years occur in the first month, 23% of these are because of birth asphyxia, and up to 86% of these deaths are preventable by basic resuscitation. Primary healthcare workers find resuscitation too complicated to perform and refer babies with asphyxia to bigger hospitals, resulting in loss of time and often lives. The existing intervention is aimed at training health workers rather than innovation around the device. NeoBreathe is an easy-to-use device aimed at neonatal resuscitation, which reduces training requirement, empowers workers and widens the safety net for newborns.

VILLGRO IMPACT:

Guided entrepreneur from idea stage to commercialization stage by advising on product development, in-house vs outsourcing strategy, team development, distribution network challenges and contacts, licensing partner strategy. Technology has been licensed for commercialization to Phoenix Medical Systems.

INNOVATION:

One Breath’s portable ventilator provides the functionality and performance of current market leaders, enhances reliability, ease of use, and markedly reduces overall cost.

SOCIAL IMPACT:

Respiratory illness is a leading cause of hospitalisation and death in developing nations. Each year thousands of patients die because of lack of early access to mechanical ventilation. Based on the current ratio, India’s shortage of bed-to-ventilator is over 1 million devices. New machines cost over 20,000 USD (Rs. 12,00,000 approx.) and are often too complex and fragile for use in harsh rural environments.

HIGHLIGHTS:

- New India head of operations hired.

OneBreath is developing an innovative low-cost mechanical ventilator to improve acute ICU care for patients across poor communities. With its low-cost and portable device, OneBreath aims to make ventilators accessible in Tier-2 and Tier-3 town and district hospitals. The device provides the functionality and performance of current market leaders and has ease of use. It incorporates features that make it usable by clinicians and para-clinicians in low-resource healthcare environments, thus creating greater access for millions of patients.
INNOVATION:

Low cost, non-invasive, point of care diagnostic device to detect early onset of neonatal sepsis through saliva sample.

SOCIAL IMPACT:

According to Neonatal and perinatal database (2002-2003) incidence of neonatal sepsis is around 30/1000 live births. 23% of the neonatal deaths can be attributed to sepsis or other severe infections. More than a million neonatal deaths (annually) happen due to infections leading to systemic inflammatory response syndrome (SIRS). The problem grows more severe each year due to growing burden of antimicrobial resistance and high risk factors of preterm birth, low birth weight associated with low resource settings and communities.

VILLGRO IMPACT:

Provided funding of Rs. 2,000,000. Supported outlining of 12-month plan to MVP. Connected the entrepreneur with a prominent neonatologist at Christian Medical College to define the MVP features.

HIGHLIGHTS:

• Initial 3D model for pacifier prototype ready.
• Electrochemical strip layout ready. In talks with IP vendor through TAP.

Website: http://www.yostra.com/
Entrepreneur: Vinayak Nandalike

INNOVATION:

1. Sparsh – A tool for diagnosing diabetic peripheral neuropathy. The tool will de-skill the process of capturing data and increases quantification, enabling better diagnosis.

2. Kadam – A tool for the treatment of diabetic foot ulcers. Speeds wound healing at a fraction of the cost of and is much more portable than existing alternatives, such as hyperbaric oxygen therapy.

SOCIAL IMPACT:

India is home to approximately 70 million diabetics and this number is rapidly rising. Diabetic peripheral neuropathy affects 30% of diabetics, while approximately 15% of diabetics develop foot ulcers. Both affect India’s poor on par with the rich and diagnosis and treatment are very limited in rural areas. Left unchecked the ulcers can lead to amputations which significantly impact livelihoods and quality of life.

VILLGRO IMPACT:

Villgro provided funding for Technical Assistance through TAP. In order to structure key product requirements for both products, a design review was held. Villgro also assisted in holding first diagnostic panel to define key customer requirements and clinical validation strategy.

HIGHLIGHTS:

• Preliminary approval for additional BIRAC grant Rs. 50mn for Sparsh
INNOVATION:

1. Skinscope - non-invasive and portable device that can detect pathogen presence on skin and soft tissue infections, within two minutes using multi-wavelength fluorescence spectroscopy combined with advanced image processing and machine learning techniques. The device can also classify pathogens species and in future has the potential to quantify the level of pathogenic load on the wound and, hence, can be an effective diagnostic aid to the doctors in prescribing the right medical treatment.

2. Portable Fluorescence Reader – This product can work with a variety of tests to provide an accurate readout in low resource settings. The initial use case is the detection of Neisseria and Chlamydia.

SOCIAL IMPACT:

Skin and wound infections disproportionately affect the poor, though data about the exact number of people affected is very poor, and patient follow up is not common.

The innovation will help lower skilled care providers prescribe the correct medication the first time, rather than using a trial and error approach. This also combats the rise of antimicrobial resistance.

VILLGRO IMPACT:

Villgro helped the enterprise by providing a funding of Rs. 2,000,000 and also mentorship for product strategy for Portable Fluorescence Reader as a platform technology. To finalize customer product requirements and clinical validation strategy for the Skinscope, the first diagnostic panel was held.

HIGHLIGHTS:

- Completed non-exclusive license for Portable Fluorescence Reader for Neisseria and Chlamydia.
- Initial lab scale data confirming proof of principle for Skinscope in the lab setting

The Biotechnology Industry Research Assistance Council - Social Innovation Immersion Programme (BIRAC - SIIP) intends to create a pool of early-stage social innovators committed to tackling the most severe, widespread problems in Maternal and Child health, at scale. This 18-month entrepreneur-in-residence program will provide budding entrepreneurs resources and support to immerse in a problem, identify a need and then develop a solution.

With support from clinical partners and experts, Villgro facilitated clinical immersion at primary, secondary and tertiary healthcare settings. In addition innovators had access to business mentoring for design, prototyping, commercialisation and distribution.

Three selected innovators - Arun Agarwal, Ria Das and Shivi Kapil visited primary, secondary and tertiary healthcare settings at B.R. Hills, Yelandur and Chamrajanagar (Karnataka) as part of their immersion, where they discussed different challenges and opportunities in maternal and child healthcare with ASHA workers, nurses, doctors and gynaecologists.
ARUN AGARWAL

**INNOVATION:**
Uterine Contraction Measurement

**SOCIAL IMPACT:**
Quantify progression of labor by measuring duration and intensity of labor. This will help crowded labor wards manage resources better to provide best care to mother.

**VILLGRO IMPACT:**
As part of Villgro’s Social Innovation Immersion Program, the fellow went through a 6-month immersion process at various health care settings including primary, secondary, tertiary settings. The observations were then filtered and top need statement was identified. Connected with mentors, clinicians as necessary for prototype development.

**HIGHLIGHTS:**
- Need identification, need validation, solution concept design and validation, IP analysis and high level design, hospital identification, early prototype able to capture signal real time for uterine contraction detection.

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RIAS DAS

**INNOVATION:**
Probiotics for vaginal infection

**SOCIAL IMPACT:**
To avoid recurrence of vaginal infections (bacterial vaginosis) among pregnant mothers to prevent fetal and maternal morbidity” 20-25% [1/5] of pregnant Indian women.

**VILLGRO IMPACT:**
- As part of Villgro’s Social Innovation Immersion Program, ALE experiments demonstrated reduction in pathogenic growth using alternate strain.

**HIGHLIGHTS:**
- Connected with mentors and advisors in biotics field
- 80% fetal movements detected; currently have a database of 40 pregnant mothers (0-6 months)
- V3 of prototype being tested currently
- Applied for provisional patent

---

SHIVI KAPIL

**INNOVATION:**
Device to count and monitor Reduced Fetal Movement at home

**SOCIAL IMPACT:**
To find a simpler and more objective way to count and monitor RFM (Reduced Fetal Movement) at home to avoid late reporting of RFM, stillbirth and refer them at early stage in rural and urban settings.

**VILLGRO IMPACT:**
As part of Villgro’s Social Innovation Immersion Program, the fellow went through a 6-month immersion process at various health care settings including primary, secondary, tertiary settings. The observations were then filtered and top need statement was identified.

**HIGHLIGHTS:**
- 80% fetal movements detected; currently have a database of 40 pregnant mothers (0-6 months)
- V3 of prototype being tested currently
- Applied for provisional patent

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**Senior Advisor:** Ananth Aravamudan
INNOVATION:
A low-cost irrigation controller that helps farmers irrigate their crops more accurately, increasing yields and quality. The controller offers a variety of options for control including time, volume and moisture sensors, at a much lower cost than competitive offerings, and can easily integrate into existing systems.

SOCIAL IMPACT:
Irrigation controllers are typically unaffordable for small and marginal farmers, which means that they have to manually control water flow, often in the middle of the night when power is available, or employ a laborer to do so. Manual control often means that they do not water their crops with the correct amount of water, lowering yields and reducing their income. This device brings the ability to implement sophisticated water management practices to small and marginal farmers.

VILLGRO IMPACT:
Provided funding of Rs. 1,500,000. Ananth, Mentor at Villgro, supported Flybird team in bringing out the low-cost variant on-time to the market.

HIGHLIGHTS:
• Low cost variant of SIRI irrigation controller developed and tested. Benefits are a) Reduces selling price of controller from Rs. 12,000 to Rs. 4,500 b) Allows modular systems where incremental sales can happen.
• Technical team strengthened with addition of senior engineer for installations and service.
• The Company is now ISO 9001:2015 certified for Quality System Implementation.

Website:  http://www.flybirdinnovations.com/
Entrepreneur: Satish KS

INNOVATION:
Kamal Kisan is developing a range of low cost agricultural implements specifically for small and marginal farmers. The innovations bring the productivity advantages of mechanisation to small and marginal farmers who were previously unable to afford it.

SOCIAL IMPACT:
There is an increasing labor shortage in rural India due to urban migration, driving up labor prices and reducing the viability of small and marginal farmers. Mechanisation can reduce these farmers’ dependence on labor, but is typically unaffordable for most small farmers in India. Kamal Kisan’s mini rice mill, sugar cane planter and rice transplanter will make mechanisation affordable and make these small farmers more profitable.

VILLGRO IMPACT:
Villgro helped the enterprise by reducing the expenditure and concentrating on profitability through its mentoring program by implementing zero-based budgeting.

HIGHLIGHTS:
• Strategy: Zero Based budgeting working well and Kamal Kisan is breaking-even monthly
• Sales & Marketing: Rental model testing in progress, 12 acres completed
• Participated in Dharward Krishi Mela, built database of 300 potential customers
• Kamal Kisan won the Syngenta ‘Best Agricultural Enterprise’ at the 2016 DBS-NUS Social Venture Challenge Asia (SVC Asia) and the Aspirin Social Award by Bayer Foundation. Kamal Kisan was also featured by Outlook Business as the front cover story.

Website:  http://kamalkisan.com/
Entrepreneur: Devi Murthy
INNOVATION:
The GRoboMac machine is a multi-row cotton picker for picking bloomed cotton with intelligence vision technology and robotic arms. The machine is a compact machine with a walk behind single person operated machine. It can pick cotton both in the daylight and in the night with artificial illumination. It is designed to run for 10 hours and useable for small and large farmers. It has a capacity of 500kgs/day at 10 hours a day which is equivalent of picking by 10 human workers. It has a multi-arm picker with the single picking unit (Robotic arm) capacity to pick 20 cotton bolls per minute. It is designed for a picking cotton in a multi-bloom cotton breeds as against the single-bloom breeds where most other mechanical harvesters work. It uses computer vision capabilities to detect and track cotton in all types of lighting conditions. A custom designed robotic arm to pick cotton by taking inputs from computer vision software, and a vacuum suction to pick and transport cotton from picking unit to storage area which is a part of machine itself. The vehicle is a four-wheel drive system for better maneuverability, propulsion is by electric motors for every wheel which can be controlled and maneuvered individually.

SOCIAL IMPACT:
Availability of farm labor has gone down drastically over the past few years. Low labor availability during harvesting acts as a deterrent for the farmers to plant more cotton despite cotton being a highly profitable cash crop. For example, a farmer who has 3-4 acres of land will plant only 1 acre of cotton. This challenge will be addressed by the availability of a mechanized cotton harvester. Also, farmers will save on cost of labor incurred during harvest.

VILGRO IMPACT:
Vilgro has helped the enterprise by providing a seed funding of Rs. 1,650,000 and assigning Vilgro’s CTO as the mentor. Vilgro is also working closely with the entrepreneur in identifying and inducting the critical resources needed to accelerate the product development cycle. It has also brought in experts from Central Institute for Cotton Research (CICR) and EM3, Agriculture rental machinery company and conducted the 1st diagnostic panel. Additionally, the enterprise has laid out the challenges, prioritized them and started working on them.

HIGHLIGHTS:
- Successfully created a 7 Degree Of Freedom mechanical arm in the lab
- First Diagnostic panel completed
- The Company is on the verge of demonstrating the 7 DOF robotic arm with a picking speed of 15 books per minute in a lab environment. The company is now scheduled to demonstrate the arm by end of April 2017.
SECTOR: 
FINANCIAL INCLUSION

Artoo has developed an Android and Cloud based platform that allows financial institutions to take all field processes online and track their business with real-time input. They provide 3 offerings: LOS (Loan Origination System), Jugnoo - Under development (Digital Credit), Cluster Finance - Under development (making new borrower customers viable).

SOCIAL IMPACT:

Globally, 2.5 billion people do not have an account at a formal financial institution. Organizations that serve this population typically operate through a field agent model that provides financial services at the customer’s doorstep. A big disadvantage though, is that information is either lost or lethargically moving between the field and office.

VILGRO IMPACT:

Villgro assisted Artoo in conducting customer surveys with current and past customers to understand product offering, satisfaction rates, accounts management, data integrity etc. Alongside, to align better with customer growth, it also advocated transition from per device to per loan pricing structure.

Website:  http://artoo.in/
Entrepreneur: Sameer Segal
INVENT
06
SUMMARY

The INVENT (Innovative Ventures and Technologies for Development) program is an initiative of the Technology Development Board (TDB), Government of India, in partnership with the Department for International Development (DFID), UK. It aims to encourage social entrepreneurship in Low-Income States (LIS) of India, namely Bihar, Chhattisgarh, Jharkhand, Madhya Pradesh, Odisha, Rajasthan, Uttar Pradesh and West Bengal. Under this program, social enterprises from the LIS can look forward to seed funding of up to Rs. 50 lakh and dedicated mentorship.

As the implementing agency for the program, Villgro’s role is to mentor the four INVENT incubators, namely IIM Calcutta Innovation Park (IIMCIP), KIIT Technology Business Incubator at Bhubaneswar (KIIT TBI), SIDBI Innovation & Incubation Centre at IIT Kanpur (SIIC IITK) and Startup Oasis, Jaipur. The target of the program is to generate at least 50 ‘investment-ready’ social enterprises in the LIS, by the end of 2018-19. The focus sectors are agri-business, healthcare, education, energy and livelihood.

KEY RESPONSIBILITIES - VILLGRO

- Incubator selection - Through a transparent and rigorous selection process, Villgro identified the four incubators from a total of seven applications. A kick-off meeting was then held between the incubators, Villgro, DFID and TDB representatives in June 2016.
- Project Management Office - Villgro set up a three-member central project management office, based out of Delhi, to oversee the program.
- Guidance on setting up of MIS systems, pipeline building, entrepreneur assessment, detailed due-diligence, setting up of investment committee among others.

INVENT MILESTONES

<table>
<thead>
<tr>
<th>MILESTONES</th>
<th>YEAR 1 (TILL JUNE 2017)</th>
<th>ACHIEVEMENT (TILL 31 MARCH 2017)</th>
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</thead>
<tbody>
<tr>
<td>INVENT Teams of incubators</td>
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<tr>
<td>Manager</td>
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<tr>
<td>Associate</td>
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<td>Inspiration Events</td>
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<td>Annual</td>
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<tr>
<td>Monthly</td>
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<td>Incubatees Inducted</td>
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<tr>
<td>Investable Enterprises</td>
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</table>
### INCUBATEES UNDER INVENT PROGRAM:

<table>
<thead>
<tr>
<th>NO.</th>
<th>NAME OF THE ENTERPRISES</th>
<th>INCUBATOR NAME</th>
<th>SECTOR</th>
<th>AMOUNT COMMITTED (RS.)</th>
<th>STATUS</th>
<th>BRIEF ABOUT THE ENTERPRISE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ONganic Food</td>
<td>IIMCIP</td>
<td>Agri-Business</td>
<td>2,500,000</td>
<td>EIC has approved. Agreement has been signed between the incubator and incubatee. First tranche released.</td>
<td>ONganic Foods is an Organic Agri Social Enterprise that connects small organic farmers with markets by helping small farmers to do organic farming and grow indigenous varieties of agricultural produce, which is processed, packaged and marketed by ONganic through wholesale, retail and institutional channels.</td>
</tr>
<tr>
<td>2</td>
<td>SC Network Pvt. Ltd.</td>
<td>IIMCIP</td>
<td>Healthcare</td>
<td>2,500,000</td>
<td>EIC has approved. Agreement has been signed between the incubator and incubatee. First tranche has been released.</td>
<td>It is an online source of qualified radiologists for hospitals and diagnostic centres. It is a platform that helps hospitals and diagnostic centres get scans of their patients’ reports fast and economically so that a patient’s line of treatment can be formulated sooner.</td>
</tr>
<tr>
<td>3</td>
<td>Sambhala Food Products Pvt. Ltd. (Momos on Wheels)</td>
<td>IIMCIP</td>
<td>Livelihood</td>
<td>2,500,000</td>
<td>EIC has approved. Agreement has been signed between the incubator and incubatee. First tranche released.</td>
<td>The is an organised street food vending enterprise which is providing livelihood opportunities to micro scale entrepreneurs and unskilled labourers.</td>
</tr>
<tr>
<td>NO.</td>
<td>NAME OF THE ENTERPRISES</td>
<td>INCUBATOR NAME</td>
<td>SECTOR</td>
<td>AMOUNT COMMITTED (RS.)</td>
<td>STATUS</td>
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<td>4</td>
<td>Talento Consulting</td>
<td>IIMCIP</td>
<td>Education</td>
<td>2,500,000 (~USD 37K)</td>
<td>EIC has approved. Agreement has been signed between the incubator and incubatee. First tranche released</td>
<td>Talento is one of the few organisations who create content exclusively for skill development. The content focuses on self-employment across sectors like apparel, handicrafts, food processing, rubber plantation etc., and the major users are rural BPL. The self-learning methodology makes it innovative and by using ThinkSlate &amp; GuruSkool (android app) they have been able reach several thousand trainees. They have already signed long term MoUs with various SSCs.</td>
</tr>
<tr>
<td>5</td>
<td>BubbleNut Wash</td>
<td>KIIT-TBI</td>
<td>Agri-Business</td>
<td>2,000,000 (~USD 30K)</td>
<td>EIC has approved. The agreement has been signed between the incubator and incubatee. The first tranche yet to be released.</td>
<td>BubbleNut Wash is a brand of eco-friendly cleaning products, mainly laundry detergent and dish wash liquid made from wild soap-nuts (which are mainly found in remote locations of India) – now presently being sourced from Uttarakhand and Southern Odisha. The plucking and collection of nuts are being done by tribal communities as on demand, thus providing a livelihood opportunity to them. These chemical free detergents are fast developing as sought after products for environment and health conscious population – hence developing a replacement market for this segment. The enterprise plans to launch liquid for washing hands, body wash gel, pet wash etc. These products also help in replacing toxic chemicals that are present in conventional detergents, which enter our water bodies through public sewer systems.</td>
</tr>
<tr>
<td>NO.</td>
<td>NAME OF THE ENTERPRISES</td>
<td>INCUBATOR NAME</td>
<td>SECTOR</td>
<td>AMOUNT COMMITTED (RS.)</td>
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<tr>
<td>6</td>
<td>Krimanshi Technologies Pvt. Ltd. (Cattle Mettle)</td>
<td>Startup Oasis</td>
<td>Agri-Business</td>
<td>1,000,000 (~USD 15K)</td>
<td>EIC has approved. Agreement has been signed between the incubator and incubatee. First tranche released</td>
<td>This enterprise has developed a low cost and high protein cattle feed named “Cattle Mettle” by using local resources and Algae</td>
</tr>
<tr>
<td>7</td>
<td>Carmel Organics</td>
<td>Startup Oasis</td>
<td>Agri-Business</td>
<td>1,000,000 (~USD 15K)</td>
<td>EIC has approved. Agreement has been signed. Funding has been released</td>
<td>Carmel organics promotes organic based herb farming where farmers can grow hundreds of different medicinal herbs organically and get higher income from their produce. Carmel organics helps them to grow specific herb and provide them with the consultation from the highly expert agri team at carmel. Along with the buying of their produce on fair price.</td>
</tr>
</tbody>
</table>
TAP PROGRAM 07
WHAT IS TAP?

Early stage enterprises often struggle to find critical talent in core and supporting functions. Product designers, legal experts, clinicians, etc. avoid working with early stage startups because of the perceived risk and because of more lucrative opportunities. The TAP (Technical Assistance Pool) program aims to address this problem by identifying and providing a pool of reliable service providers in these critical functions and making them easily accessible and economical for Villgro incubatees.

The aim of TAP is to help the incubatees grow sustainably, by accelerating the implementation of critical processes that are distinct from the core activities of the enterprise. These include financial compliance, legal compliance, employee manuals, organizational culture, usage of design and prototyping services for products among others.

LIST OF TAP SERVICE PROVIDERS

HUMAN RESOURCES

JYOTHIKA LOBO

Jyothika has 12+ years HR experience and likes helping organizations build their operations from scratch. She has worked across industry verticals from finance to software to nonprofits/social enterprises to e-commerce startups.

ADVANTAGE BUSINESS CONSULTING

ADVANTAGE Business Consulting (ABC) is a financial and business consulting firm specializing in a broad array of services with a focus on start-ups and emerging businesses.

FINANCE, ACCOUNTING AND COMPLIANCE

SARTHENA ADVISORS LLP

Sarthena Advisors LLP provides corporate finance advisory and finance due diligence services to corporates and startups. They offer a comprehensive range of services for management, from business plan support, to improving existing financial controls and finance due diligence services.

THE BACKSPACE

The BackSpace is a Boutique Advisory Firm geared towards back-office operations for startups and Small & Medium Businesses. Their goal is to successfully handle all the background operations so that the company can concentrate on driving the core business.

MCA

MCA is a Management consulting company focusing on corporates, SMEs and startups. They help bring substantial improvements in performance to businesses impacting on strategy, on streamlining of financial operations and on risks and technology as part of their business establishment, expansion and excellence.
LEGAL SUPPORT

GAMECHANGER LAW ADVISORS


PRODUCT DEVELOPMENT AND PROTOTYPING

WORKBENCH PROJECTS

Workbench Projects has been set up to create an open format space to cater to the needs of creators. They want to position ourselves as the enablers of creation. From machines and materials to mentors and investors, they provide an environment to encourage the hands-on application of engineering, design, creative, and skills concepts.

YUGA DESIGN ID

Estd in 2009, Yuga Design comprises of a team of passionate, innovative designers from multidisciplinary backgrounds. Their design methods reflect the shared vision of providing excellence in distinctive fields. The vision is to constantly bring out suitable, creative and innovative designs that focus on providing the most apt design solutions to clients.

CENTRO-ID

Centroid is an automotive and product design consultancy with a team of passionate designers, doing good design and pushing the limits in the domain. Centroid’s business concept is to provide skill specific Industrial Design Services to the clients helping them to realise and give life to their new product ideas.

MESHINED

Meshined is an industrial design consultant firm with experience in designing products ranging from cricket pads to X-ray machines. With the help of strategic partners, they provide product design solutions from ideas to the final product.

IKP-EDEN

EDEN stands for Engineering, Design, and Entrepreneurship Network. They provide a co-working space, hardware prototyping including metal working shop, woodworking shop, plastics and composites shop, electronics, fluidics and medical devices and 3D printing and laser cutting.

C-CAMP

Centre for Cellular and Molecular Platforms (C-CAMP) is an initiative of Dept of Biotechnology, Ministry of Science and Technology, Govt. of India, with a mandate to be an enable of cutting-edge life science research and innovation. They act as an enabler of bioscience research and entrepreneurship by providing research, development, training and service in state of the art technology platforms.
K&S specializes in Intellectual Property (IP), and does work in all areas of IP, but their biggest practices lie in patents, trademarks and copyrights. Within Patents, they do work in varied technologies, including Pharmaceuticals, Biotechnology, Biochemistry, Industrial Technologies, Food and Nutraceuticals, Information Technology, Mechanical and Electrical Engineering, Telecommunications and so on.

Aditi has over a decade of experience in mass media and communications, developing strategy, executing multimedia communications, managing stakeholders and writing and editing content. She has been a print journalist with publications like India Today and Daily News & Analysis (DNA) before working in the non-profit sector, handling brand and communications for various organisations including Villgro, where she also worked with portfolio companies. Her areas of focus are brand and content strategy and implementation, media publicity, social media strategy and multimedia outreach, particularly in the context of the needs and goals of social enterprises and other social sector organisations.

Vijay P is an engineer and MBA. He has more than 21 years post-grad experience in serving companies in various capacities. Over the years, Vijay’s specialised in getting things done in a hands-on way. It sounds quite simple. But it includes a host of activities like drawing out a plan, finding resources (Vijay is always hands-on faring as a team-person), meeting people (customers, funders etc) concerned, influencing / selling persuasively, co-working with partners / teams, documenting, reaching milestones and moving on toward final goals set. Vijay has done the above in diverse verticals like innovation, manufacturing, healthcare, IT and media. Vijay has served startups (>10 of them) in the capacity of a resource-mobiliser and turnaround specialist. Has also served big sized companies (2 of them in the Fortune 500 league) as a people leader and business growth enabler.
<table>
<thead>
<tr>
<th>NAME OF INCUBATEE</th>
<th>NAME OF TAP SERVICE PROVIDER</th>
<th>GOALS OF THE ENGAGEMENT</th>
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</table>
| GRobomac         | Engineering consultancy: ARIV Technologies | 1. Development of the Mechanical robotic arm  
2. Completion of the robotic arm functionality  
3. Ability to demo the lab prototype  
4. Filling key IPs |
| Adhyayan         | 1. Financial Accounting and Compliance: Sarthena  
2. Product design: Tatras Data Services Pvt. ltd. | Creating MIS for ease of business reporting |
| Spothealth       | 1. Industrial Design: Meshined Design Consultancy  
2. Financial and Accounting services: MCA, Chennai | Completing and finalizing the market-ready design for the product |
| Janitri          | 1. Product Design & Development: IKP-EDEN  
2. Procurement & Hiring Policy: Jyothika Lobo  
3. Financial Consultancy Service: Sarthena Advisors | 1. Developing prototype  
2. Financial & Hiring policies for due diligence |
| Shivi            | IP K&S Partners | Building out patent portfolio |
| Adiovu           | IP K&S Partners | Filing provisional patenting |
| Aindra           | Sarthena, Regulatory One, Bang Design, Kros Check, Pankaj Aggarwal and Associates | 1. Starting the Certification process for the Medical Devices they are developing  
2. Hiring an Industrial Design firm for the product development  
3. Retaining an Accounting and Auditing firm |
| Flybird          | IP Astra | Supporting on IP/Patent filling and ISO consultancies |
| Bempu            | Sarthena, Jyothika Lobo | 1. Building a robust HR Performance review process  
2. Migrating all Bempu’s accounts to quickbooks to see profit/loss and balance statements real-time  
3. Paying the Salary and Reimbursements to the employees on time |
<p>| Curiositi        | IP - Intense IP Services | Filing for 2 patents |</p>
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<tbody>
<tr>
<td>Kamal Kisan</td>
<td>Interlocopia</td>
<td>1. IP and Finance 2. Zoho CRM Setup and customization fees</td>
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<tr>
<td>Nayam</td>
<td>ABC Consulting</td>
<td>Financing, Patenting and IP</td>
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<tr>
<td>Ria Das - BIRAC Fellow</td>
<td>K &amp; S Partners</td>
<td>Intellectual Property Attorneys</td>
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<tr>
<td>Omix</td>
<td>K and S</td>
<td>1. Patentability search 2. Patent drafting and filing 3. Hospital Partnership Fee</td>
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<tr>
<td>Artoo</td>
<td>Finance, Accounting and Compliance</td>
<td>1. Accounting 2. Payroll 3. Company Secretary</td>
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<tr>
<td>iTeach</td>
<td>Sarthena, LinkLegal</td>
<td>1. Compliance Audit, Service Tax &amp; Compliance Calendar 2. Reviewing their MoU’s &amp; Contracts</td>
</tr>
<tr>
<td>Mathbuddy</td>
<td>Jyothika Lobo</td>
<td>Designing Travel Policy</td>
</tr>
<tr>
<td>Vahan</td>
<td>Sarthena</td>
<td>Setting up Compliance Calendar</td>
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INSIDE VILLGRO
The Aspen Network of Development Entrepreneurs (ANDE) is a global membership network of organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business support services to small and growing business (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental benefits.

Biotechnology Industry Research Assistance Council (BIRAC) is set up by the Department of Biotechnology (DBT), Government of India, as an Interface Agency to strengthen and empower the emerging biotech enterprises to undertake strategic research and innovation, addressing nationally relevant product development needs.

The Godrej Group enjoys the patronage of 1.1 billion consumers globally across consumer goods, real estate, appliances, agriculture and many other businesses. 24% of its holding company is held in a trust that invests in the environment, health and education. It has also adopted a sustainability strategy of ‘shared value’ to create a more inclusive and greener India.

The Michael & Susan Dell Foundation is dedicated to improving the lives of children living in urban poverty and improve the future for every generation around the world. The foundation funds programs that foster high-quality public education and childhood health, and improve the economic stability of families living in poverty.

Mphasis enables chosen customers to meet the demands of an evolving marketplace. Recently named by American Banker and BAI as one of the top companies in FinTech and as the “Most Distinguished Digital Company in 2015” by The Economic Times, Mphasis fuels this by combining superior human capital with cutting edge solutions in hyper-specialized areas.
Marico Innovation Foundation strives to unlock the potential of social enterprises in India by building a culture of innovation, to deliver scale and impact; to benefit underserved communities.

Mahindra & Mahindra Financial Services Limited (MMFSL) is a leading Non-Banking Financial Company (NBFC) catering to the financing needs of the large population residing in rural and semi-urban areas of India. By closely aligning itself to the needs and expectations of rural and semi-urban customers, MMFSL has captured a large segment of this market through a nationwide distribution network. It provides a range of retail products and services, such as financing utility vehicles for personal and commercial use, tractors, and cars, among others.

Omidyar Network invests in entrepreneurs who are committed to advancing social good at the pace and scale the world needs today. It is focused on five key areas: Education, Emerging Tech, Financial Inclusion, Governance & Citizen Engagement, and Property Rights.

Star Chemicals’ main activity is to source several products required by respective customers & Industry. Star Chemicals acts as an extended arm of various Indian and overseas manufacturers in successfully marketing their products in India and overseas.

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is an enterprise owned by the German Government. GIZ implements sustainable development through international cooperation, on behalf of Germany and other partners. With a global footprint in over 130 countries, GIZ leverages its regional and technical expertise for local innovation.
Indian government constituted the Technology Development Board (TDB) in September 1996, under the Technology Development Board Act, 1995, as a statutory body, to promote development and commercialization of indigenous technology and adaptation of imported technology for wider application.

The Department for International Development (DFID) leads Britain’s fight against global poverty, delivering UK aid around the world. DFID is tackling the global challenges of time including poverty and disease, mass migration, insecurity and conflict. DFID’s work is building a safer, healthier, more prosperous world for people in developing countries and in the UK too.

The Lemelson Foundation uses the power of invention to improve lives, by inspiring and enabling the next generation of inventors and invention-based enterprises to promote economic growth in the US, and social and economic progress for the poor in developing countries.

The National Science & Technology Entrepreneurship Development Board (NSTEDB), established by Government of India in 1982 is an institutional mechanism, with a broad objective of promoting gainful self-employment amongst the Science and Technology (S&T) manpower in the country and to set up knowledge based and innovation driven enterprises.