Creating Jobs. Changing Lives
Creating Jobs
Through entrepreneurship, innovation and skills development.

Changing Lives
Through upskilling individuals to command family-sustaining wages.

Scaling Impact
Through technology, networks, and partnerships, globally

Wadhwani Foundation Mission
Accelerating economic development in emerging economies through large-scale, family sustaining jobs
Wadhwani Foundation Initiatives Driving Economic and Job Growth in Emerging Economies and the US

Wadhwani Global Opportunity: Empowers millions of students with core and future job-ready skills to attain sustainable family wages.

Wadhwani Entrepreneur: Inspires, educates and enables tens of thousands of start-up entrepreneurs.

Wadhwani Advantage: Empowers thousands of small and medium size businesses with capabilities to maximize their growth potential.

Wadhwani Institute of Technology and Policy: Leverages emerging technology for well-informed policy formulation, implementation, and outcomes/impact measurement.

Wadhwani Institute for Digital Public Health (Vision): US-based, global platform for enabling digital transformation of public health organizations and programs to advance their speed, scale, impact to improve the lives of hundreds of millions.

Wadhwani Charitable Foundation funds Initiatives in:
- **Biotechnology:** Wadhwani Research Centre for Biotechnology at IITB
- **US-India Business Policies:** Wadhwani Chair at CSIS
- **Electronics Education:** Wadhwani Electronic Labs at IITB
Objective

- **WF Global Opportunity, by 2030**
  - Two million placed globally in sustainable family wage jobs
  - 10M globally certified in core employability skills leading to improved wages
  - Digital transformation of thousands of skilling organizations

- **WF Entrepreneur, by 2025**
  - Inspire and educate 500K/year college and high-school students
  - 100K/year startup entrepreneurs supported on a WF DIY Platform
  - 10K/year startups enabled and supported
  - 500/year startups achieving SEED or Pre-Series-A funding

- **WF Advantage, by 2025**
  - 100K/year SME entrepreneurs supported on a WF DIY Platform
  - 500/year SME entrepreneurs achieving 20%-50% incremental revenue growth
Wadhwani Global Opportunity

Empowers millions of students with core and future job-ready skills to attain sustainable family wages.

- Students: Fully flexible short-term programs that prepare them for family sustaining career paths
- Employers: Provide talent with Day-1 productivity to employers
- CCs/VTIs: Accelerate digital transformation, enhance brand with students/policymakers opening doors for improved student intake and favourable govt. grants/policies
Wadhwani GO Value Proposition

For Students:
• Fully flexible short-term programs that prepare them for family sustaining career pathways
• Core skills position them for employability and progression

For Employers:
• Reduce hiring and training costs while expediting just-in-time hires
• Day-1 job-ready candidates
• Apprenticeship programs help select the best and release rest to company supply-chain.

For Training Organizations:
• Superior student completion rates, job outcomes, and overall impact enhances their brand and standing among students and policymakers, enabling influence on State/Federal policies and unleashing of Govt. funding
• Expand scale of student-intake that digital delivery affords
• Opportunity to pilot end-to-end digital delivery and expand to majority of their programs thus accelerating their digital transformation
Wadhwani Global Opportunity Offerings

Learner’s digital journey to a family sustaining career through GO DEEP, GO CORE, & GO ENABLE

**Career Advisory**
- Student Enrollment
- Fit For Program
- Fit for Job
- Fit for Aspiration

**Skilling and Tutoring**
- Core and DEEP Skills
- 360-degree Learning
- Course Delivery & Completion
- Tutoring & Support for Student Success

**Placement and Progression**
- Placement Preparation
- Employer Connect
- Retention Support
- Progression Support

**WF on-demand mobile-first technology, content and human-expert support for student success**

**CONTENT**
A rich library of in-demand job-focused core and future job-skills programs
- **Future Job-Skills**: Renewables, IoT, Cloud, Data Analytics, MedTech, Healthcare, eCommerce, Business Accounting, etc.
- **Core Skills**: Critical Thinking, Problem Solving, Communication, Digital Literacy, Customer Centricity, Teamwork, Attitude, etc.
- **360-Degree Support**: Industry Lecture and Masterclass videos, Solution Library, FAQ; Jobs/Salary Data, Fitment Evaluations Tools

**EXPERT NETWORK**
Access to peers, forums, coaches, mentors, employers and WF/CC Tutoring and Helpdesk

**TECHNOLOGY**
A single-window integrated on-demand, mobile-first, student platform that provides anytime, anywhere access to Content and Expert Network while capturing student analytics to enable AI-powered personalized student services

Impact & Outcome Measurement
Wadhwani Entrepreneur (WE)

Inspiring, educating, and enabling startup entrepreneurs

1. **WE Inspire**: Entrepreneurship-led content creation and distribution
2. **WE NEN**: Empowers students with ‘why, when and how’ to do startups
3. **WE Liftoff**: Enabling startups to get seed capital
WE Inspire

Inspiring millions of college students and professionals to get interested in entrepreneurship.

• A content creation and distribution program targeting students and professionals
• Engagement Channels:
  • Wadhwani Global Entrepreneur Platform with compelling stories/examples
  • WE YouTube channel
  • WE “Shark Tank” like TV show
  • Wadhwani Content delivered through popular social channels
WE NEN

Activating thousands of college students by showing them why, when and how to do a startup through case-study based education.

- Mainstreaming entrepreneurship education with an experiential 14 weeks’, 35-hour program, at no cost to institutes & students for creation of “Practice Ventures”
- Faculty training and ongoing refresher training
- Providing a self-service frictionless model for easy delivery of interactive content, webinars, etc. through the AI-enabled Wadhwani Technology Platform
  - Wadhwani proprietary & curated open-source courses
  - Video and presentation-led case studies
  - Master Classes by marquee entrepreneurs, mentors, industry experts
  - Learning labs (booster clinics, workshops), pitch simulators & pitch days
- Ecosystem connects:
  - Access to incubators/accelerators/early-stage investors; internship opportunities
  - A global community of mentors, experts & evaluators (across Asia, Africa, LatAm)
  - Validated MVP & investor pitch endorsed by a global jury; E-Certificate
Enabling thousands of startups to improve their business strategy, organization and performance to be successful and get seed capital.

- Self-service Engagement Model with Global Entrepreneur Platform, facilitated with Wadhwani Mentors, and expert assistance and support
- ~6 months engagement with each startup
- Global Entrepreneur Platform will provide:
  - Market & Competition data
  - Business Model evaluation, Financial Planning & Startup Selection tools and templates
  - Master Classes, video & presentation-led case studies
  - Videos of presentations & pitches to VCs for seed capital
  - P2P network capabilities
- Ecosystem support:
  - Access to Mentors, Angels and VCs
  - Expert Helpdesk for online advice
Wadhwani Advantage (WA)

Catalyzing small and medium size business (SMB) ecosystems

What do we do?
Help SMBs with low and high-touch interventions, to diagnose, recommend and implement transformative actions, to accelerate their growth and transform their ecosystems.
WA - DIY Model for SMBs

(between $1-50 Mn Revenue)

We help transform your business with knowledge, network resources
• We diagnose using our guided discovery
• We recommend
• We help you implement*

Why us?:
• 1,000+ SMEs helped across 50+ locations in India
• 73 Net Promoter Score
• 15,000+ Jobs Created and Saved
• 250+ Curated Advisors and Consultants
• 60+ Diagnostic, Growth and Implementation Tools
• 100+ transformation projects in progress

*Through our curated advisors
WA - Assisted Model for SMBs

(> $10M Revenue)

We help you transform with knowledge, network resources

- We diagnose
- We recommend
- Our Curated Advisor implements
- We project manage the implementation

[Diagram showing the process with stages labeled as Register on the Platform, Diagnose and Recommend, Conduct PMO, Transform and Implement, and Help Desk: Repeat cycles of Diagnose & Transform.]
Wadhwani Institute of Technology and Policy

Bridging the Gap between Policy and Technology.

- Working with GoI to improve policy making using new and emerging technologies
- Focused towards tech-enabled policy making and assessment of impact of existing policies and improved service delivery
WITP: 'First-of-a-Kind' Institution

- Helping the Indian government and bureaucracy in becoming world leaders in leveraging technology for public good
- Focused on empowering and arming Government officials and policy makers with case-based knowledge of emerging technologies for policy making, policy implementation and policy outcomes measurement

**Dual Mission**

- To provide information, insights and recommendations for the application of technology for policy making, policy implementation and policy outcomes measurement, including execution of Proof of Concept (PoC)
- To create a technology-focused Training Academy for upskilling policy makers, bureaucrats and technocrats in important technology trends and in the application of relevant technologies to their respective ministries and missions
Wadhwani Research Centers

Accelerates large-scale academia and industry innovation through grants

Wadhwani Research Centre for Bioengineering at IIT Bombay.
A professionally run model for translational research to commercialization within academia in India. Projects funded under WRCB are multi-disciplinary and multi-departmental with a core focus in the key areas of a) Diagnostics b) Therapeutics c) MedTech and d) Sustainability

Impact so far:
- Faculty engaged: 50
- Patents: 12
- Publications: 63
- Startups: 3

Wadhwani Electronic Laboratory at IIT Bombay.
An electronic laboratory that aims to develop leaders in electronics and electrical areas. WEL caters to the BTech and MTech students of IIT B and is increasingly engaging some of the best students of electronics across the nation. Pioneering efforts to run lab courses in electronics and electrical areas for students from across India

Impact in 2021:
- 700 students took WEL lab courses
- 40 MTech Research Associates
- 5 operational projects
- 2 potential technologies for commercialization

Shanta Wadhwani Center for Cardiac and Neural Research at NCBS, Bangalore focused on understanding the role of stem cells in neuroscience and cardiomyopathies
Wadhwani Knowledge & Technology Platform (GENIE): Common Capabilities

**AI-enabled technology and multi-media content is a key enabler for scaling the Wadhwani Initiatives**

- Mobile and web products focused on user experience and personalization
- Video-centric, cloud-based, mobile consumed, experiential learning content
- Platform to connect startups and SME entrepreneurs to a rich global network of ecosystem partners (mentors, investors, customers and other support services)
- One-stop source for accessing all personalized learning resources
- Online learning platform for faculty and students of entrepreneurship and skilling courses
Wadhwani Institute of Digital Public Health (launching soon)

**Mission:** Improve the lives of millions globally by enabling the digital transformation of public health organizations and programs to improve their speed, scale and impact with an advanced global digital public health platform and comprehensive, organized, up to date and integrated real-world evidence, supported by regional digital transformation teams and a connected network of experts.

**Strategy:**

- **Global Digital Transformation Platform** with advanced capabilities for public health professionals, epidemiologists, healthcare providers, physicians and academia

- **Digital Transformation Teams** at the Region/Country level to facilitate transformation and provide training and support to local public health organizations

- **Global Consumer Platform** that provides health-related information, intelligence and insights to consumers in response to their health-related concerns and questions

**Four Dimensions:**

- Technology Platform
- RWE Data Lake
- Expert Network
- Digital Transformation Consulting & Regional Support Teams
Wadhwani Partners

Multiple global partnerships in entrepreneurship, skills development and innovation to achieve the Wadhwani mission of ‘job creation at scale’
Wadhwani Funding

• The Foundation is solely funded by the philanthropy of its Founder and Chairman, Dr. Romesh Wadhwani who has committed a billion dollars to the Foundation till date.

• Eventually, Dr. Wadhwani has committed 80% of his wealth to the Foundation.

Our Philosophy

The Foundation takes no external funding. This is done with the explicit and determined intent to not dilute the Foundation’s mission.
Dr. Romesh Wadhwani

Founder and Chairman

- Silicon Valley entrepreneur and philanthropist
- Until 1999, built three successful companies, last one exited at >$9 billion
- Founding Chairman and CEO of $3.5 billion Symphony Technology Group
- Founder and Chairman of Wadhwani Foundation (2003)
- Founding Chairman of enterprise AI software firm Symphony AI (2017)
- Founding Chairman of AI life sciences firm ConcertAI (2017)
- Founding Chairman of AI life sciences firm ConcertAI (2017)
- Founding Chairman of SAIGroup investment firm (2021)
- Member of the Gates Buffet Giving Pledge
- Padma Shri 2020 awardee
- President Obama appointee to the Board of Trustees of the John. F. Kennedy Center
- Board Member of Center for Strategic and International Studies, Washington, D.C.
Wadhwani Board of Advisors: India

Harsh Mariwala
Chairman, Marico Limited

Sanjeev Bikhchandani
Founder & Vice Chairman, Naukri.com

Ganesh Krishnan
Chairman, Portea Medical

Pramod Bhasin
Chairman, Clix Capital Services

Musthafa P.C
CEO & Co-founder, iD Fresh Food
Wadhwani Leaders

Dr. Ajay Kela
President and CEO

Sanjay Shah
Chief Operating Officer,
India/SE Asia

Javier Campos
EVP, Latin America

Johannes Heinlein
EVP, US
Wadhwani Leadership Team

Handpicked from the best talent having distinguished career profiles, and cutting across diverse competencies and experience

Prakash Kumar
CEO – Wadhwani Institute of Technology & Policy

Samir Sathe
EVP, Wadhwani Advantage

Sunil Dahiya
EVP, Wadhwani Opportunity

Rajeev Warrier
EVP, Wadhwani Entrepreneur

Siddharth Dhondiyal
EVP

Sunita Singh
EVP, WF and Co-founder NEN

Atul Raja
EVP, Global Marketing

Austin Thomas
EVP, Impact Management and Partnerships

Swati Mittal
Chief Financial Officer

Raghu Mallena
Chief Technology Officer
THANK YOU!

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