Creating Jobs. Changing Lives

WADHWANI FOUNDATION
Creating Jobs
Through entrepreneurship, innovation and skills development.

Changing Lives
Through empowering individuals to command family-sustaining jobs.

Scaling Impact
Through technology, networks, and partnerships in Asia, Africa and Latin America, and now the US.

Wadhwani Foundation
Mission

Accelerating economic development in emerging economies through large-scale job creation.
## Wadhwani Foundation Initiatives Driving Economic and Job Growth in Emerging Economies and the US

<table>
<thead>
<tr>
<th>Initiative</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>Wadhwani Advantage:</strong></td>
<td>Empowers thousands of small and medium size businesses with capabilities to maximize their growth potential.</td>
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<tr>
<td><strong>Wadhwani Entrepreneur:</strong></td>
<td>Inspires, educates and enables tens of thousands of start-up entrepreneurs.</td>
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<td><strong>Wadhwani Opportunity:</strong></td>
<td>Empowers millions of students with core skills/soft skills to improve employability and higher wages.</td>
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<tr>
<td><strong>Wadhwani Institute of Technology and Policy:</strong></td>
<td>Leverages emerging technology for well-informed policy formulation, implementation, and outcomes/impact measurement.</td>
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<td><strong>Wadhwani Community College Initiative (new): US-based platform</strong></td>
<td>US-based platform and programs for enabling digital transformation of Community Colleges to skill and place 1M students in jobs of the future.</td>
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<tr>
<td><strong>Wadhwani Institute for Digital Public Health (Vision): US-based, global platform</strong></td>
<td>for enabling digital transformation of public health organizations and programs to improve their speed, scale, impact to improve the lives of hundreds of millions.</td>
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Objective

Enabling the creation of 10M good jobs and placement of 25M by 2030 across 20 emerging economies:

By 2025:

- Establish a run-rate of 1M new annual good jobs through Startups and SMEs
- Enable 10,000 high-potential Startups annually
- Impart entrepreneurship education to 500K students annually
- Annually train and place 2.5M students with 21st century employability skills
- Scale impact through Wadhwani Catalyst
- Enable conducive Govt. policies that accelerate job creation and fulfillment
- Open-source Wadhwani models, platforms, and tools for other organizations and Govts. to accelerate scale

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Wadhwani Advantage

Empowering small and medium size businesses with capabilities to maximize their growth potential

Empowering SME leaders to become expert self-help business consultants by providing:

• Do-It-Yourself tool kits using automated logic for insights & defining transformation projects
• A curated and rated network of consultants, advisors, coaches and mentors
• An AI-enabled knowledge and connect platform
• A hands-on learning-by-doing Training Program
• Helpdesk for life-time support
Wadhwani Advantage: What we do

We up-skill and train you to manage better and grow your enterprise faster

Attend Master Class on Discovery and Program Management Office (PMO) Concepts, Tools and Earn a Certification

1. Learn how to analyze data, discover, prioritize transformation initiatives

2. Help Desk

3. Help you implement transformation initiatives

4. Attend Master Class on Discovery and Program Management Office (PMO) Concepts, Tools and Earn a Certification

5. Learn how to manage transformation initiatives

Your Benefits
Skilled Entrepreneurs and Operating Management

Our Benefit
Employment Generation
Wadhwani Entrepreneur

Inspiring, educating, and enabling start-up entrepreneurs

Wadhwani Inspire establishes a culture of entrepreneurship at a national level
Wadhwani NEN Empowers students to create high-potential startups
Wadhwani Venture Fastrack empowers entrepreneurs and incubators to build successful and scalable startups
Wadhwani NEN: Benefits to your Institute

We will mainstream entrepreneurship education at your campus with our experiential 14 weeks’ NextGen Program, at no cost to institutes & students.

• Inculcate a culture of entrepreneurship and inspire the best & brightest on your campus to become entrepreneurs
• Equip your students to become better professionals with improved job prospects
• With the likes of Sachin Bansal and Byju Ravindran creating unicorn startups, there is an increased demand for entrepreneurship courses
  • Millennials want to shape their own future
  • Entrepreneurial skills are key to their working lives
• Students will get access to the AI-enabled Wadhwani Technology Platform with highly curated content, course material and certification - all backed by two decades of experience in the entrepreneurship ecosystem

World's leading institutes like Harvard, MIT, Stanford, INSEAD, IITB are known for fostering entrepreneurship, innovation & incubation
Wadhwani NEN: Benefits to your Students

The experiential and practice based NEN NextGen program will empower your students with knowledge and skills to create high-potential startups and/or improved employability.

- A 14-week, 4-milestone course with a Real Venture launch in 10 weeks as an outcome
- Experiential, real-world learning:
  - ~35 hours of content, sessions, reference material; experienced entrepreneurship educators
  - ‘Learn by doing’ pedagogy through curriculum-focused videos, assignments, case-based content
  - Learning labs (booster clinics, workshops), pitch simulators & pitch days
  - Masterclasses by marquee entrepreneurs, mentors, industry experts
  - Exclusive 1:1 mentoring sessions
- Ecosystem connects:
  - Access to incubators/accelerators/early-stage investors
  - Startup internship opportunities
  - A global community of mentors, experts & evaluators (across Asia, Africa, LatAm)
- Exclusive access to the Wadhwani Technology Platform
  - On-demand content, templates, framework, checklists, Q&A forum
  - Mentor guidance/Global mentors’ app
  - Personalized connects/scheduling, calendaring with connects
- Validation and recognition
  - Validated MVP & investor pitch endorsed by a global jury
  - E-certificate
Wadhwani VFT: Incubator/ Accelerator Benefits

We will help build your incubator/accelerator capacity to implement a world-class startup enabler program

The program offers power-packed solutions for capacity building, institutional processes, and leveraging technology to improve startup outcomes.

- **Startup Growth:**
  - Deploy Startup Growth Digital Platform (Digital Startup Mentoring) for startups
  - Assist startups with 'Business Discovery and Transformation' Tools
  - Access a rich repository of startup tools, case studies, and videos
  - Use Dashboards to guide and monitor the progress of startups
  - Get connected to a global community of startup mentors, curated experts and investors

- **Institution Building:**
  - Understand the process-driven approach to building robust incubator/accelerators
  - Enhance the startup selection and sourcing processes
  - Improve ecosystem connections & stakeholder engagements
  - Learn tenets of financial viability

- **Facilitation**
  - Coaching skills on how to mentor startup founders
  - Modules on facilitation and team leadership
Wadhwani VFT: Benefits to Startups

We strive to maximize the startup business success with on-demand, personalized knowledge, skills, tools and expert connects at no cost/equity

We will enable your startup to become scalable and investable through:

• Our diagnostic ‘startup maturity’ assessment tools and transformation programs to identify your strengths & areas of improvement

• Ecosystem Connects: Personalised support from our curated network of Mentors, Investors, Service Providers and Customers

• Our AI-enabled Wadhwani Technology Platform for on-demand customized access to knowledge resources and mentor/expert/customer connects

• Do It Yourself (DIY) solution tool-kits offering learning support and practical guidance
  • Pivoting & re-strategizing expansion plans
  • Lean operations & systems for revenue growth
  • Identifying new customers and markets, conducting customer conversations
  • Identifying changing needs of customers & customer experience journey
  • Branding, 8-steps to digital marketing
  • Increasing sales effectiveness, effective pricing strategies
  • Performance Management; Motivating and retaining talent
  • Extending runway and conserving cash

• Life-long post-program support
Wadhwani Opportunity

Empowering students to command family supporting wages through 21st century employability skills

Wadhwani Opportunity empowers students to acquire, sustain and progress in family supporting jobs by providing them on-demand, AI-enabled access to high quality skilling.

- Integrates skilling with shop-floor training for vocational careers
- Enables employers, vocational trainers, and academic Institutes adopt employability programs for superior outcomes
Wadhwani Digital Skilling Model

Student life cycle & offerings

01
What am I good at

02
Which domain should I take

03
How & what do I learn

04
How do I clear the Interview

05
How do I shine @ work place

06
How do I get on the career growth path

Psychometric Test*
Counselling Pack
JobRise Series
JobWise Content
LearnWise LMS Digital Assessments
Mentoring Solution*
Interview Prep

*under development
Wadhwani Opportunity Skilling Pyramid

700+ hours of mobile and video-centric content on cloud, facilitated by engagement analytics

Key Features

- Experiential learning pedagogy (WTCDE)
- Web/mobile based solution
- Scenario-based simulations
- Employer-centric content
- Collaboration (classroom, online)
- Continuous Assessments
- 24*7 Digital Assistance
- Analytics to the last mile
- Comprehensive Skill Scorecard
- Global content

Information about the top 10 sectors in the Skilling domain
Wadhwani Opportunity: 21st Century Competency/Sectorial Clusters for Employability

After surveying 1100+ companies, we derived the top clusters

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<th>COMPETENCY</th>
<th>SECTORIAL</th>
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<td>Communication: Basic</td>
<td>General Duty Assistant</td>
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<tr>
<td>Communication: Workplace</td>
<td>Phlebotomy Assistant</td>
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<tr>
<td>Digital Literacy: Basic</td>
<td></td>
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<tr>
<td>Digital Literacy: Workplace</td>
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<tr>
<td>Workplace Awareness</td>
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<tr>
<td>Entrepreneurial Mindset</td>
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<tr>
<td>Customer Centricity</td>
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<tr>
<td>Attitudes &amp; Behavioural Skills</td>
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<tr>
<td>Problem Solving</td>
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<td>Teamwork</td>
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<td>Success in Job Interviews</td>
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<tr>
<td>Shine at the Workplace</td>
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<td>Retail Associate</td>
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Wadhwani Innovate

Accelerates large-scale academia and industry innovation through grants

• Aims to upgrade a country’s research & innovation ecosystem and make it self-sufficient and competitive at the world stage
• Catalysing ‘Centers of Innovation’ in partnership with existing research Institutes and Governments
Wadhwani Innovate Research Centers

The Wadhwani Research Centre for Bioengineering at IIT Bombay is focused on commercialization of new products and technologies in biosciences for emerging economies including low cost bio-sensors, devices, drug delivery systems and bioinformatics.

WRCB

Wadhwani AI - a partner program

A first-of-its-kind AI research institute in the world; a non-profit dedicated exclusively to applying AI for social good with solutions in agriculture, health, education, financial inclusion, language and infrastructure.

SWCCNR

Shanta Wadhwani Center for Cardiac and Neural Research located at NCBS, Bangalore focused on understanding the role of stem cells in neuroscience and cardiomyopathies.
Wadhwani Catalyst

Amplifying Impact through catalytic funding to create / fulfill large scale jobs

An emerging market impact fund, catalysing job creation/fulfilment by:

- **Catalytic capital** and
- **Wadhwani ecosystem support** - thought leadership, project management support, technology/content and other resources
Wadhwani Catalyst: Program Funding Criteria

Sector agnostic approach for supporting job creation and livelihood support

For profit companies

- Scalable and sustainable business model
- Large scale job creation/fulfillment
- Amplifying impact through tech & system level changes
- Strong leadership team

Nonprofit platforms

- Emerging market play with focus on India, long term outlook
- Potential to attract 5x - 10x investment from other funders
Wadhwani Institute of Technology and Policy

Bridging the Gap between Policy and Technology

• Helping the Indian government and bureaucracy in becoming world leaders in leveraging technology for public good
• Focused on empowering and arming Government of India (GoI) ministers, bureaucrats, and all policy makers with case-based knowledge of emerging technologies

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 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 Partners

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

<table>
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<tr>
<th>Governments</th>
<th>Educational Institutes</th>
<th>Corporates</th>
<th>Mentors</th>
<th>Industry Experts</th>
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Recent Wadhwani Wins

• Awarded $1.5M by Gates Foundation to upskill 100 Govt. of India funded Incubators

• Appointed National Skill Development Corporation of India to include Foundation's employability skills in all of their 1200 Training Partners serving a 100K students annually

• Appointed by Govt. of India to deliver employability skills to 12,000 Govt. high schools

• Awarded a $5M grant by the Gates Foundation for use of AI in managing & reducing the incidence of TB

• Selected by Google as the winner of their X-Prize of $2M for use of AI in improving yields of cotton farming

• Wadhwani Catalyst funded five promising startups in healthcare innovation impacting 5 Mn+ lives: Cloudphysician, Corakshak, Dozee, StepOne and Virohan
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 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
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, Wadhwani Venture Fastrack & Wadhwani Catalyst

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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