Mission

Accelerating economic development in emerging economies through large-scale job creation.

Creating Jobs
Through entrepreneurship, innovation and skills development

Changing Lives
Through creating high-value jobs and empowering individuals to command those jobs

Scaling Impact
Through technology, networks, and partnerships across Asia, Africa and Latin America
Objective

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

By 2025:
- Establish a run-rate of 1M new annual jobs through Start-ups and SME’s
- Enable 100K high-potential Start-ups, annually.
- Impart entrepreneurship education to 500K students and professionals annually thus creating a culture of entrepreneurship in select countries
- Annually train and place 2.5M students with 21st century employability skills
- Scale impact directly and through Wadhwani Catalyst Partners and conducing Govt. policies that accelerate job creation and fulfillment
- Open-source Wadhwani models, platforms, and tools for private organizations and Govts. to accelerate national and international scale
Being a catalyst, working with governments, academia, accelerators, corporates, mentors, investors, and other strategic partners

The Foundation believes in the power of networks enabled through technology platforms and strategic partnerships that are self-reinforcing to deliver higher value and greater impact.
Target Outcomes Roadmap

By 2030
10M Jobs, 25M Placed, 1M HiPO Entrepreneurs

Annual Run Rate: 1M Jobs, 2.5M Placed, 100K HiPO Entrepreneurs

2025
- 600 Institutes
- 40K students
- 1000 faculty
- 1000 student ventures
- 100 A/I with 1000 Start-ups

2020
- 250 Institutes
- 10K students
- 400 Faculty
- Pilot D2C/D2S
- 20 A/I
- 200 Start-ups

2019
- 600 Institutes
- 40K students
- 1000 faculty
- 1000 student ventures
- 100 A/I with 1000 Start-ups

• 4K SMEs
• 40K Jobs
• 5 Nations

• 200 SMEs
• 1300 Jobs
• 1000 Advisors
• 1000+ Content elements
• Playbook

• 250 Institutes
• 10K students
• 400 Faculty
• Pilot D2C/D2S
• 20 A/I
• 200 Start-ups

• 5K Placed
• 700 Facilitators
• Pilot D2C/D2S
• Digital VTI
• Playbook

• 50K Placed
• 20% Wage bump
• 80% Retained
• 50% Progression

- Catalyst: 8 Org.
- Invent: 300 awards
- Policy: 2 Central + 4 state reforms
- “Go-to” place for jobs data (on-path)

- Catalyst: 3 Org.
- SBIR: 10 awards
- Policy/Research: Job gap study
- Reform scorecard update

AI-enabled Technology Platform & Products
Wadhwani Initiatives

- Wadhwani Entrepreneur
- Wadhwani Advantage
- Wadhwani Opportunity
- Wadhwani Innovate
- Wadhwani AI

Wadhwani Catalyst

- Wadhwani Technology Platform
- Wadhwani Global University
- Wadhwani Market Research and Policy
Wadhwani Advantage

For SME Entrepreneurs

- A program for small business steering them towards hyper-growth path and high-value job creation
- Program providing growth consulting and execution support through a network of in-house and curated advisors through an AI-enabled knowledge and connect platform.
Wadhwani Advantage Program Structure

On-going: Selection
Self-Diagnosis: Discovery
Up to 12-months: Transformation
Up to 36-months: Ongoing Support
Wadhwani Advantage **Platform Architecture** for AI/Technology-powered SME Consulting

**ADVANTAGE PLATFORM**
- Personalized Knowledge and Connect Recommendations
- Search / Navigation for Knowledge and Connects
- Reviews / Ratings
- Chat and Chatbots
- Q&A Forum
- Scheduling / Calendaring with Connects
- Transformation Projects Workflows and Dashboards
- SME and WF KPI Tracking

**Frictionless, Personalized KNOWLEDGE:**
Wadhwani Team / Platform Recommendation
Key Industry specific business problems:
- Case Studies
- Short Videos / Podcasts / Articles
- Webinars
- Expert Talks / Workshops
- Templates, Framework, Dashboards

**Frictionless, Personalized CONNECTS:**
Wadhwani Team / Platform Recommendations:
- Consultants / Mentors / Advisors
- Customers
- Capital

**WF Advantage Team, Playbook, Platform:**
Post Sourcing and Selection:
- Perform Discovery (WF Team)
- Program Manage Transformation (Platform recommends Connects Content)
- Conduct Cohort Sessions (Peer Learnings)
- Track and Manage SME KPI's
- Track and Manage WF KPI's
Wadhwani Entrepreneur

Inspires masses and empowers and supports early-stage entrepreneurs

- **Wadhwani Venture Fastrack (WVFT)** maximizes success rates of early-stage startups
- **Wadhwani NEN (WNEN)** empowers students with knowledge and skills to create high-potential startups
- **Wadhwani Inspire** establishes a culture of entrepreneurship at a national level
Wadhwani Venture Fastrack (WVFT)

A structured program to fast-track and scale thousands of global startups.

• Developing strong city-based entrepreneurial ecosystems
• Delivered through Partners (incubators, accelerators, investors, co-working spaces)
• Expert sessions, connects to domain/functional experts & mentors
• Partner (Incubators, Mentors, Angel Investors) training and enablement
• AI-enabled Wadhwani Technology Platform for on-demand customized access to knowledge resources and mentor/expert/customer connects

Business Traction • Funding Opportunities • Higher Success Rate
WE STARTUP APP
- Personalized Knowledge and Connect
- Search / Navigation
- Chat / Chatbots, Q&A Forum
- Scheduling / Calendaring with Connects
- Reviews / Ratings
- Workflows, calendaring, rating & recommendation
- Remote meetings

WADHWANI’S ONGOING SUPPORT PROGRAM CONTENT THROUGH THE WE APP
- On demand Short videos, case-studies
- Downloadable Templates, Tools, Guide

AI-ENABLED ON DEMAND EXPERT CONNECTS THROUGH WE APP
- Mentors, Experts, Consultants, Service Providers, Customers and Investors
- Peer and expert networks : chats

WVFT Platform Architecture for AI/Technology-powered Enablement

Aspiring and Practicing Entrepreneurs

WE MOBILE APP
- Ongoing Support Content
- Master Structured Program
- Wadhwani Mentor Hotline
- Personalized Connects

SUPPLEMENTED BY WADHWANI MENTOR HOTLINE
- Live WF Coaches / Mentors support via email, chat/chatbot, phone
- Peer and Mentor connects via WE App

INSPIRED BY:
- Wadhwani Takeoff - TV Appearance (ET NOW in India) and similar program globally across Latin America and Africa (Silicon Valley Trip) ; Wadhwani App globally
- Corporate Challenges and Idea Bank
- Mobilized by:
  - TV and Print Ads (via Times Partnership)
  - Social Media / Website / College Postings

- Quantum Assessment: Diagnostic tool for assessing entrepreneur’s needs
- Customized program based on entrepreneur needs
- Toolkits with videos, workshops, case-studies, templates
- Day trips, Entrepreneur Sessions, Master Classes
- Guided by Venture Coaches
- Milestone checklist to measure progress
Wadhwani NEN

Empowering millions of global students with an entrepreneurial mindset & skills by providing them high quality experiential entrepreneurial education thus enhancing their job prospects, encouraging intrapreneurship, and driving long-term entrepreneurship

01. LEARN
Cloud based LearnWISE™ platform offering in-class and online entrepreneurship courses

02. PRACTICE
Wadhwani Startup Club, Practice Ventures, Campus Companies, and Startup Internships

03. CREATE
Transform validated ideas to Venture through Wadhwani Idea to Venture Program

04. SURVIVE AND GROW
Consolidate and grow ventures through Wadhwani Venture Fastrack Program for companies under $1M in revenue
Wadhwani Inspire

Partnership with India’s leading business TV channel, ET NOW and its ‘Leaders of Tomorrow’ program (Season 8)

• Wadhwani Inspire aims to evangelize and champion entrepreneurship in India
• ET NOW partnership seeks to leverage the Wadhwani global entrepreneurship knowledge and expert resources to enrich the program content, and provide fitting advice to SME entrepreneurs & startups to thrive and grow
• The Season 8 programming has been strategically demarcated into four categories to make it more lively, engaging, inspirational and learning-led.
  • **The Winning Pitch**: Shark Tank” inspired investor pitch by growth-stage startups and SMEs from across India. This is where ‘TV meets Reality’.
  • **Wadhwani Takeoff**: Pitch competition aimed to galvanize early-stage startups and aspiring entrepreneurs. Top forty-eight startups from 16 city-based events will be show-cased on TV and top-eight leaders will ‘takeoff’ to pitch to Silicon Valley Angel Investors.
  • **Wadhwani Advantage**: Providing a two-minute knowledge capsule/nugget each in 150 episodes that enables startups and SMEs to take ‘advantage’ of key learnings and advice by Wadhwani Experts to survive and grow.
  • **Regular 200+ Episodes**: Focused on current and in-demand themes like Growth, Strategies, Processes, People, Capital, Technology etc
• Opportunity to create hundreds of hours of world class entrepreneurship content that can become the gold standard and a ready reckoner for startups and SMEs globally, and can be distributed through Wadhwani and ET NOW websites and the Wadhwani Foundation mobile app
Wadhwani Innovate

Accelerating disruptive novel technologies in emerging economies

Accelerates world-class innovation and catalyzes critical sectors in emerging economies through their local scientists, researchers and entrepreneurs.
The Wadhwani Research Centre for Bioengineering at IIT Bombay is focused on low cost biosensors and devices & drug delivery and bioinformatics.

Wadhwani Innovate Research Centers in Operation

- **Wadhwani Invent**: Building world-class innovation and entrepreneurial ecosystem in critical sectors through Startup and Small Business Invent grants to foster disruptive novel technologies.

- **Wadhwani AI**: 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 aimed at understanding the role of stem cells in neuroscience and cardiomyopathies.

- **WRCB/CMU**: The Wadhwani Research Centre for Bioengineering at IIT Bombay is focused on low cost bio-sensors and devices & drug delivery and bioinformatics.
Wadhwani Opportunity

Upgrading skills for the world of work for vocational and mainstream careers

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

MOBILISATION
Make an informed decision
Various sectors Information
Job growth and competencies required
Overview of “where are the jobs”

COUNSELLING
What am I best suited for
Passion vs capability
Join the right course

PLACEMENT & POST PLACEMENT
Apply for the right Job
Join the right Job
Be the best among peers
Confidently progress in life

TRAINING
Learn & Practice the competencies
Active participation in activities
Being confident to face Interviews
Wadhwani Opportunity Skilling Pyramid

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

**Key Features**

- Experiential learning model
- Cloud/mobile based solution
- Scenario-based simulations
- Employer-centric content
- Collaborative/synergistic Activities
- Continuous Assessments
- Progressive Methodology
- 24*7 Digital Assistance
- Analytics to the last mile
- 360° Scorecard
- Global multilingual content

**Methodology**

- Explore
- Watch
- Do - Test
- Do - Play
- Collaborate
- Think

**Programs**

- Job Ready
- Job Rise

**Way Forward**

- Sectorial, Macro, and Job Role Skills to be aligned with JW2 Core Employability Skills.
- Develop - Scorecard, Vibrant Quizzes, Continuous retention, Digitized Support System and Videos (Sectorial, Day in life of, Success Stories)

**Sectorial Employability Skills (105 Hrs)**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>HC</td>
<td>155 hrs</td>
</tr>
<tr>
<td>Retail</td>
<td>15 hrs</td>
</tr>
<tr>
<td>Hosp</td>
<td>86 hrs</td>
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</tbody>
</table>

**Job Role Skills (256Hrs)**

Role-specific domain skills in various sectors

**21st Century Core Employability Skills**: Sector agnostic core and professional skills
Wadhwani Opportunity 21st Century Competency Clusters for Employability

After surveying 1100+ companies, we derived the Top-10 Clusters

<table>
<thead>
<tr>
<th>Cluster</th>
<th>Importance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Problem Solving</td>
<td>5.76</td>
</tr>
<tr>
<td>Self Management</td>
<td>5.58</td>
</tr>
<tr>
<td>Teamwork</td>
<td>5.56</td>
</tr>
<tr>
<td>Communication</td>
<td>5.53</td>
</tr>
<tr>
<td>Customer Centricity</td>
<td>5.32</td>
</tr>
<tr>
<td>Digital Literacy Basic</td>
<td>5.08</td>
</tr>
<tr>
<td>Market Awareness</td>
<td>4.96</td>
</tr>
<tr>
<td>Digital Literacy Workplace</td>
<td>4.64</td>
</tr>
</tbody>
</table>

Survey of 1104 companies | * Ranking of 1 to 7
Faculty Development Programs for Wadhwani Entrepreneur Colleges and Wadhwani SkillUp

- Clarity of concepts
- Contextual linkages between classroom and real-life situations
- Exposure to student-focused learning content
- Proficiency on LearnWISE™, our proprietary cloud-based platform for learning-delivery
- Processes for better learning experience viz. assessments, assignments etc.
- Proficiency on experiential pedagogy in a blended learning environment

Developmental Programs

- Be a Mentor, Be an Angel Investor, Manage Your Incubator / Accelerator, Innovation and Leadership, MicroMaster Series

Creating a superior learning environment for Wadhwani beneficiaries by developing engaged faculty
Wadhwani Knowledge & Technology Platform: 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 Start-up 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
Programs in India – Wadhwani Advantage & Entrepreneur

Wadhwani Advantage - Small Businesses - 2019

• Scale to support few hundred companies in India, Mexico, Brazil and Chile
• Pan India pilots to support ~200 SMEs
• South India cohort discovery kicked off in May, West India cohort kicked off in July and North India cohort kicked off in August

Wadhwani NEN Partnerships

• 650 institutes
• Students enrolled since July 2016: 70,000
• Trained Faculty: 700
• Startup Clubs: 490
• E Leaders: 2,450

Wadhwani NEN Partner Program

TN-EDII

• 350 Institutes
• 23,000 students
Programs in India – Wadhwani Opportunity

**Schools**
Partnership with Govt. of India to mainstream Employability Courses in High Schools:
- 6,000 schools
- 27 states
- 12,000 teachers
- 0.8 million students

**Vocational Training Providers (VTPs)**
- 100+ NSDC partners
- 10K students
- 200 trainers

**Skill Universities**
- Partnership with 3-residential Universities
- 400 students

**Employers**
- Partnership with AICTE-NEEM: 200 students
- Large Employer Engagement: 400 students (Shahi Exports, Maruti, CCD, Muthoot etc.)
Programs in Latin America

Wadhwani Entrepreneur Partnerships

- 50 Institutes in the region by end of 2019
- 4,000 students by end of 2019
- 500 Students in 26 Wadhwani Startup Clubs

Wadhwani Advantage

- 18 companies completed SME program in Chile for tourism sector
- 150 agnostic mentors in the region
- 88% 10/10 program rating
- 44 hrs. of avg. engagement/company/qtr.
- 12 companies-initiated expansion projects post intervention
- SME program in Mexico for Manufacturing Sector
- SME program in Brazil for Retail Sector

Wadhwani Opportunity

- Partnerships with large corporations in Mexico – Nestle account
- Objective: 50% trainees to be retained. Rest to be released to Tier-2 companies
Programs in Africa

**East Africa – Kenya, Uganda, Tanzania, Rwanda**

Wadhwani Entrepreneur Institute Partnerships
- 13 Institutes
- 1400+ students enrolled / 47 faculty

Wadhwani Opportunity Partner Network
- 15 Polytechnics targeting 350 students

**Southern Africa – S Africa, Namibia, Botswana**

Wadhwani Entrepreneur Institute Partnerships
- Starting up with 6 Institutes
- Targeting 350 students

Wadhwani Opportunity Partner Network
- Polytechnic discussions with Govt. in S. Africa and Namibia

**West Africa – Nigeria and Ghana**

Wadhwani Entrepreneur Institute Partnerships
- 10 Institutes by End 2019 in Nigeria and Ghana
- 1500 Students enrolled by End 2019

Wadhwani Opportunity Partner Network
- 15 Institutes by End 2019 in Nigeria and Ghana
- 1290 Students enrolled by End 2019

**MENA and Turkey**

Wadhwani Entrepreneur Institute Partnerships
- Arabization of entrepreneurship course
- Tie-up with 11 Institutes in Cairo, Alexandria, Aswan & Port-Said [1100 engaged students engaged and 34 trained faculty]
- 10 Institutes planned in Istanbul and Ankara targeting 1000 students

Wadhwani Opportunity Partner Network
- Arabization of JobWise 2.0 course
- 3 polytechnic training centres in Egypt [200 students, 7 faculty] and one employer [2000 employees]
- 5 TVETs planned in Istanbul, Ankara and Izmir targeting 500 students
Programs in South East Asia

**Indonesia**
Wadhwani Entrepreneur Partnerships
- Tie-up with 20 Institutes
- 1,450+ students enrolled
- 20+ Faculty

**Philippines**
Wadhwani Entrepreneur Partnerships
- Tie-up with 19 Institutes
- 5,790+ students enrolled
- 58+ Faculty

Wadhwani Opportunity Partnerships
- Piloting at two campuses with 4,000+ students

**Malaysia**
Wadhwani Entrepreneur Partnerships
- Tie-up with 2 institutes
- Targeting 250+ students enrolled
- Targeting 10+ Faculty

**Bangladesh**
Wadhwani Opportunity Partnerships
- Discussions with 5 Polytechnics targeting 1000 students
- 1 VTP (with 50 students) enrolled - BRAC
- 1 Polytechnic (with 120 students) enrolled - SIAC
Wadhwani Partners

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

Governments  Educational Institutes  Corporates  Mentors  Industry Experts

Investors  NGOs  Industry Associations
Our Philosophy

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

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.
Dr. Romesh Wadhwani
Founder and Chairman

- Silicon Valley entrepreneur and philanthropist
- Until 1999, built three successful companies, last of which was exited at over $9 billion
- Founding Chairman and CEO of $3.5 billion Symphony Technology Group (1999)
- Founder and Chairman of Wadhwani Foundation (2003)
- Founding Chairman of PE firm Symphony AI (2018)
- Member of the Gates Buffet Giving Pledge
- 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.
Dr. Ajay Kela
President and CEO

- Expanded Foundation’s initiatives across 20 countries and enabled over $100M of Govt. investment during the past eight years
- Scaled startup Symphony Services to $175M with eventual exit at $780M
- Grew AutoCAD business from $170M to $850M during 10 years at Autodesk
- PhD research on computer graphics lead to multi-million dollar products at GE and Autodesk
- B-Tech, IIT Bombay, India and Ph.D from University of Rochester, USA
Wadhwani Board of Directors: India

Harsh Mariwala
Chairman, Marico Limited

Sanjeev Bikhchandani
Founder & Vice Chairman, Naukri.com

Ganesh Krishnan
Chairman, Portea Medical

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

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

Javier Campos
MD, Latin America

Hesham Abdelghaffar
Head, MENA and Turkey

Oludare Kodaolu
Regional Head, West Africa

Samir Sathe
EVP, Wadhwani Advantage

Sunil Dahiya
EVP, Wadhwani Opportunity

Sunita Singh
EVP, WF and Co-founder NEN

Monica Mehta
EVP, Wadhwani Entrepreneur

Atul Raja
EVP, Global Marketing

Austin Thomas
EVP, Impact Management and Partnerships

Swati Mittal
Financial Controller

Raghu Mallena
Chief Technology Officer

Mahendra Jain
Head, Wadhwani Invent, India

Jayant Krishna
Executive Director, Public Policy

Pavan Batchu
Chief Product Officer
Wadhwnani Recent Wins

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

• Multi-million dollar partnership with Govt. of India to fund hundreds of innovation grants to startups and SMEs

• Appointed by National Skill Development Corporation of India to provide employability skills to all their Training Partners

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

• Wadhwnani Institute for Artificial Intelligence, a non-profit dedicated exclusively to applying AI for social good:
  • 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
THANK YOU!

www.wfglobal.org