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

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

Wadhwani Entrepreneur: Inspires, educates and enables tens of thousands of startup entrepreneurs.

Wadhwani Opportunity: Empowers millions of students with core skills/soft skills to improve employability and higher wages.

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

Wadhwani Community College Initiative (new): US-based platform and programs for enabling digital transformation of Community Colleges to skill and place 1M students in jobs of the future.

Wadhwani Institute for Digital Public Health (Vision): US-based, global platform for enabling digital transformation of public health organizations and programs to improve 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), and Job Creation (Wadhwani Catalyst)

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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 (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
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
4. **WE VFT**: Enabling startups to become investment ready
5. **WE Champ**: Awards and Mentoring program in Silicon Valley
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
WE Liftoff

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
WE Venture Fastrack (VFT)

Supporting startups to review and refine their business models and enabling them to become investment ready.

• Outside-in review/refining of the Business Model
• Customized 1×1 engagement and support to startups for up to six months
• Preparing a compelling investor pitch
• Connects with angel networks and investors (demo days)
• Frameworks, case studies, master classes and solution kits
• Startups fulfilling the below criteria are eligible to apply to the VFT program:
  • In existence for at least 2 years
  • With a well-developed MVP
  • With clearly demonstrated customer traction
  • With a serviceable obtainable Market (of at least INR 500 Crores for their products/services)
  • With at least 2 full-time founders with relevant technical and business experience and a full-time team of at least 5 members
  • Having received external funding of INR 20 Lakhs+ and have a funding runway for the next six months
WE Champs

Awards and Mentoring program in Silicon Valley.

• To energize aspiring entrepreneurs and early-stage startups enrolled in NEN Ignite, WE Liftoff and VFT programs
• Top startup leaders from across the globe enrolled in these WE programs get an all-paid mentoring and networking trip to Silicon Valley
• A dream exposure to the famed entrepreneurial ecosystem:
  • Networking with entrepreneurs
  • Getting mentored by the very best
  • Pitching to investors
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 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 with geo localisation

‘Skills Scorecard’ for Learners

Information about the top 10 sectors in the Skilling domain
Wadhwani Digital Skilling Model

Student life cycle & offerings.

01
Which domain should I take

02
How & what do I learn

03
How do I clear the Interview

04
Mentoring Solution*

05
How do I shine @ work place

06
JobRise Series

Psychometric Test*

Counselling Pack

JobWise Content
NextGen LMS
Digital Assessments
Dashboards

*under development
Wadhwani Opportunity: 21st Century Competency/Sectorial Clusters for Employability

After surveying 1100+ companies, we derived the top clusters.

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

Enabling digital transformation of Community Colleges

Enabling threshold workers to secure in-demand family-sustaining jobs through an advanced digital counselling, skilling, and placement platform, in partnership with US Community Colleges and Employers.
Wadhwani Community College

Focus on Three Areas:
• Rich library of in-demand, sustainable family-wage, short-term (3-12 month) jobs-focused programs
• An integrated, flexible digital platform that provides on-demand end-to-end learner support across counselling, program learning/completion, employment attainment, and progression in jobs
• Partner with US CCs and employers for Program design and delivery, learner placement, apprenticeship, and progression

Digital Transformation Platform: Advanced capabilities for students, CC faculty, and employers
- Pre-Skilling:
  • Fit-for-Program, Fit-for-Job, Fit-for-Aspiration counselling through online Q&A and mentoring

- Skilling:
  • Anytime, anywhere access to engaging, interactive, video-centric structured job-focused learning modules that enhance technical and job-specific soft skills
  • System support through predictive nudging, hinting, chat-bot, FAQs to enhance learning and completion
  • Online tutoring support through peers, query-emails, group-sessions, 1x1 video calls with WF/CC teams.
  • Recorded and live industry/expert-webinars on specific industry trends and job opportunities

- Post-Skilling:
  • Resume and interview preparation through a blended model.
  • Employment exchange enhanced for accelerated hiring by a richer student competency scorecard
  • Upskilling support for employment retention and progression
Wadhwani Catalyst

**Amplifying Impact through catalytic funding to create / fulfil large-scale jobs**

- An emerging market impact fund, catalysing job creation/fulfilment by:
  - Catalytic capital
  - Wadhwani ecosystem support - project management, technology/ content and other resources

- Program Funding Criteria:
  - Scalable and sustainable business model
  - Strong Leadership Team
  - Large scale job creation/ fulfilment
  - Amplifying impact through tech & system level changes
  - Focused on emerging markets
  - Potential to attract 5x-10x investment from other funders
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 hundreds 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’

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<th>Governments</th>
<th>Educational Institutes</th>
<th>Corporates</th>
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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. Wadhwnani 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
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, 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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