Wadhwnani Advantage

DO IT YOURSELF (DIY)
WITH OUR HELP

CONCEPTUALISED BY THE BRIGHTEST
AND PRACTICAL MINDS

SUPPORTED GLOBALLY
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.

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

We help Small and Medium Enterprises (SMEs)

- SMEs drive emerging economies but they have little or no guidance on survival and growth
- We will help you learn how to survive and grow faster than in the past, and better than the peers
We help you survive and grow

Do you have a problem?

Customer
Capital
Product
People
Geography
Innovation
Specific areas in which we help you to survive and grow?

CUSTOMERS
- New segments
- Unpenetrated segments
- Defensible competitive niche

PRODUCTS
- New for the world
- Next generation
- Complements

DIVERSIFICATION
- Adjacencies
- New needs
- New business models

NEW VALUE CHAIN STEPS
- Back
- Forward
- Partnerships

GEOGRAPHIES
- National
- International

CHANNELS
- Online
- Direct
- Indirect
How do we do it, together?

Manage crisis (Now)
- State ‘burning problems’ to us
- Ask for help
- Listen to our advisors
- Learn and solve your burning problems
- Prepare for recovery

Recover from crisis (By Sept 2020)
- Use DIY Diagnostic Tool
- Understand the recovery roadmap
- Ask for help
- Listen to our advisors
- Set up a Transformation Office
- Recover from crisis

Grow (From Oct 2020)
- Use DIY Transformation Tools
- Attend E-Scalathons/ digital clinics
- Learn from peers and leaders
- Grow faster than the past and better than the peers
- Create impact
We give you access to all that you need

Biggest philanthropic offering to connect globally

**COACHES**
Senior entrepreneurs who grown large organizations.

**CONSULTANTS**
Professionals who have worked with small and growing business and understand their challenges.

**INVESTORS**
Curated Equity/Debt financing companies, Corporates, High Net-worth individuals.

**CORPORATES**
Who have designed products and solutions to cater to the unique demands of small and growing businesses.
You are in safe hands; Our model offers you an Advantage

<table>
<thead>
<tr>
<th>UNIQUE, FLEXIBLE ENGAGEMENT WITH END-TO-END GOVERNANCE</th>
<th>CURATED CONSULTANTS AND ADVISORS</th>
<th>CURATED AND PERSONALIZED CONTENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Assignments range from short expert consultations, to strategic projects, to advisors &amp; CXOs on a part-time basis</td>
<td>• Well scrutinized pool of quality, independent consultants &amp; flexible talent</td>
<td>• Differentiated, actionable, and personalized content</td>
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<tr>
<td>• Defined transformation roadmap mapped to specific measurable outcomes/milestone as per the SME</td>
<td>• Delivered over 500+ projects for over 600 Start-ups/ SMEs</td>
<td>• Videos, playbooks, DIY Tools, articles and infographics authored by WF</td>
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<tr>
<td>• Ownership of governance of the advice &amp; execution to mitigate the risk of sub optimal outcomes</td>
<td>• Strong Quality controls</td>
<td>• Content of external authors to help SMEs learn more about business management and accelerate SME growth</td>
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Wadhwani Advantage AI-enabled Technology Platform
The Wadhwani Advantage Program helped me dream big - Mayank Khatan, Director, Pune Techtrol

I used to think like a manufacturer, now I think like a true entrepreneur - Sandeep Parvatikar, Co-founder & CEO, Unnathi Technologies

I benefited from the expert guidance of consultants & advisors as well as from networking with fellow entrepreneurs in the Wadhwani Advantage Program - Naresh Pagaira, MD, Pagaria Foods Pvt Ltd

We always had a growth plan but never put in such a structured way. Biggest impact was how much introspection we did - Deepak Pinto, Founder, CEO, Zenith Precision

If Wadhwani Foundation was not there, we would not have “accelerated”. It would have taken us 3 years instead of 3 months to make the changes - Dr. Ramnath Babu, Co-founder & Director, SpOvum Technologies Pvt Ltd

The Wadhwani Advantage is an excellent Program. The biggest positive is the connect with experts. I will highly recommend this program to fellow entrepreneurs - Vikas Lachhwani, Founder & CEO, MCaffeine

We at Vaave found it tough to achieve 5% month-on-month growth. Now we will touch 6.5% by year end - Paresh Masade, Founder & MD, Vaave

Lo que más me ha gustado del programa es la parte de networking. Si bien hay distintas escalas en los negocios que estamos participando, ves que hay problemáticas que se repiten y que tus propios colegas te pueden brindar una solución. - Pablo Bosch, Gerente General de Las Majadas de Pirque, Programa Turismo en Chile

Gracias al programa, nosotros hemos adquirido las herramientas que nos permiten gestionar mejor una empresa. Nos sirvió para darnos cuenta de dónde estamos, inclusive de dónde venimos y hacia dónde queremos ir con nuestra empresa - Carlos Ubilla, Propietario de La Jovita, Programa Turismo en Chile
We don’t charge

We need your investment of time of up to 3 hours a week and deep commitment to govern and transformation office to create wealth and jobs.

We take zero equity and we do not charge any fee while advisors give you high quality pro bono hours and PMO assistance at competitive fees.
Take Advantage

ENTREPRENEURS
Want to grow faster? Download our APP now.

[App Store Logo]
[Google Play Logo]

ADVISORS/ COACHES & CONSULTANTS
Looking for an opportunity to create value?

Reach us at
https://advantage.wfglobal.org/
https://advantage.wfglobal.org/la/
Inspired by

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
- Founder and Chairman of Wadhwani Foundation (2003)
- Founding Chairman of PE firm Symphony AI (2018)
- 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.

"The economic greatness of a Country is fueled by the strength and vitality of its entrepreneurs"
• 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

Led by

Dr. Ajay Kela
President and CEO
THANK YOU!

https://advantage.wfglobal.org/ | https://advantage.wfglobal.org/la/