Empowering startup entrepreneurs with knowledge and skills to create high potential startup businesses that lead to 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.

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

Wadhwnani Advantage

Wadhwnani Entrepreneur

Wadhwnani Opportunity

Wadhwnani Innovate

Wadhwnani AI - a partner program

Wadhwnani Catalyst

Wadhwnani Technology Platform • Wadhwnani Global University • Wadhwnani Market Research and Policy
Wadhwani Entrepreneur

Inspiring, educating, and enabling Startup entrepreneurs

• Wadhwani Venture Fastrack (VFT) 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
We’re on a mission to empower startup entrepreneurs with knowledge and skills that enable them to create high potential startup businesses that lead to job creation.

At Wadhwani Venture Fastrack, we focus on empowering entrepreneurs to be effective problem solvers and business leaders, making sure that they get the tools, support, and funding needed to scale and make a big impact.

In partnership with incubators we deliver the most comprehensive training, tools, and resources for incubators and entrepreneurs around the globe.

Together, we’re building the next generation of investable startups.
Indian Startup Ecosystem: Landscape

STARTUP STATS
Indian start-up ecosystem continues to be the 3rd largest in the world
• An estimated base of **50,000+ startups**, growing at the rate of 7-8K every year
• Cumulative valuation of the start-ups has crossed $55Bn
• **390+** Active institutional investors and **375+** Active incubators and accelerators
• Bangalore, Delhi-NCR and Mumbai are home to **55-58% startups**
• Expansion is driven by rapid growth of other startup hubs such as Hyderabad, Pune, Chennai, Ahmedabad, Jaipur, Kolkata, Kochi, Thiruvananthapuram, Kanpur, Chandigarh, Coimbatore etc.

INCUBATOR STATS
• While there are 270+ incubators in India with around 15,000 registered startups, this number is only set to rapidly expand in the next few years: by 2024, the government has mandated that another 500 incubators be developed in order to support 50,000 additional startups.

Indian Incubator-Accelerator Ecosystem: Current Challenges

**Network Access**
- Lack of experienced leaders to hire
- Lack of good mentors in tier 2/tier 3 cities
- Limited ecosystem connects

**Tight Budgets**
- Sustainable models needed as govt. funding tappers

**Operations Support**
- Lack of infrastructure
- Limited access to funding

**Understaffed with Experienced Leaders**
- Small teams lacking entrepreneurial experience, with high churn
- Hard to attract & maintain top talent

**Program Management**
- Defining the model and methodology
- Sustained tracking of progress

**Demand for Experienced Mentors**
- Experienced, knowledgeable mentors needed all levels of growth with demand outstripping supply by 10X

**Startup Pipeline**
- Attracting the right startups that match your incubator

**Mentor Management**
- Lack of mentor ecosystem, connections, training and support leaving gap in capacity to help startups
Indian Incubator-Accelerator Ecosystem: Current Offerings

MOOCs
- Dedicated or shared office space
- Access to research labs
- Shared resources & cloud support

Networking Support
- Investor and mentor support
- Customer access
- Bootcamps, events, partnerships

Mentoring Support
- Business leader mentorship
- CEO coaching
- Technical and leadership training
The Wadhwani Venture Fastrack Solution

To increase the number of viable businesses in the ecosystem, we partner with incubators to deliver the most comprehensive training, tools, and resources focused on incubators & their entrepreneurs.

- **Incubator Capacity Building**: Building leaders in the startup community to support entrepreneurs, enterprises and startups.
- **Startup Upskilling**: Condition and up-skill entrepreneurs for the realities of building investable, scalable ventures.
- **Ecosystem Development**: Developing strong city-based entrepreneurial ecosystems including skills programs, resources, tools, mentors and investors.

Business Traction • Funding Opportunities • Higher Success Rate
Wadhwani VFT Program
A program to fast-track and scale thousands of global startups and HiPos

Quantum Assessment Tool for Startups
Gap Assessment Tool for Incubators
Content Database: Digital Playbooks, Toolkits
Management Dashboard (Startup, incubator, mentor, advisor)
Web platform and mobile App
Incubators
Entrepreneurs
Mentors
Investors (angels, VC)
Industry Partners
Corporate Partners

Incubation Manager Training
Startup Training Curriculum focused on investment-readiness & business viability
Ongoing personalized entrepreneur support (AI-driven)
Online/offline Delivery Methodology & System
Wadhwani Fellowship Program
EIR Program
Mentor/Advisor Program

VFT ENGINE
Wadhwani VFT Incubator Manager Training

Capacity-building focused on Process Driven Incubation

- 5-Day Investability Intensive Workshop Plus 1-year support
- Program Structuring Support
- Workshop Guides, Frameworks & Tools
The 15 Critical Success Elements of Incubators

- Program Definition & Logistics
- Sustainability Model
- Team & Head Sherpa
- Community & Culture
- Branding & Messaging
- Ecosystem & Network
- Recruiting & Selection
- Onboarding Process
- Program Structure & Curriculum
- Mentorship
- Market Access Channels
- Investors & Fundraising
- Corporate Engagement
- Monitoring & Evaluation
- Alumni & Post-Program Support
Wadhwani VFT: Structured Upskilling Program

One stop shop for entrepreneurial skills building

- 25 week Online Structured Program
- Developed by veteran entrepreneurs
- Action-oriented, not theoretical
- Ongoing support and workshops
The 12 Critical Success Elements for Startups

- **ROADMAP**
- **TEAM & EXECUTION CAPABILITY**
- **PAIN, PROBLEM, DESIRE**
- **LOVABLE SOLUTION**
- **CUSTOMER EXPERIENCE & CXJ**
- **MARKET OPPORTUNITY**
- **UNIT ECONOMICS & BUSINESS MODEL**
- **GO TO MARKET STRATEGY**
- **TRACTION & SCALE**
- **COMPETITION & SUSTAINABLE DIFFERENTIATION**
- **SUSTAINABLE SYSTEMS & RISK MANAGEMENT**
- **EQUITY & FUNDING STRATEGY**
Online Structured Learning Solution

ORIENT

SETTING THE DIRECTION
- Startup 101
- Introduction to Startup Teams
- Identifying Great Problems
- The Problem Validation Process
- Understanding & Talking to Customers
- Identifying Riskiest Assumptions
- Thinking Like an Investor pt. 1

ASCEND

STARTING TO CLIMB
- Introduction to Markets
- Business Models (BMC)
- Developing and testing your Minimum Lovable Product
- Financial Models & Unit Economics
- Competition & Sustainable Differentiation

- Sales 101
- Pricing
- CXJ Mapping
- Mentors & Advisors

BASECAMP

SCALING
- Building an Enduring Brand
- Thinking Like an Investor pt. 2
- Pitch Perfect

- Bootstrapping & Funding 101
- Demystifying Term Sheets
- Cap Tables
- Building Sustainable Systems

= In Development
Wadhwani VFT Ongoing Support Program: Wadhwani Advantage App

Lifelong support through access to on-demand content, knowledge resources & connects

- Mobile first product, focused on user experience and personalization
- Industry, competency and growth driver based tagging to enable customization
- One-stop source for accessing all learning resources – expert videos, case studies, resource library (downloadable templates, guides, checklists), infographics, articles etc
- Ability to connect entrepreneurs to a rich global network of ecosystem partners (mentors, subject matter experts, consultants, service providers, investors, customers and other support services)
- Seamless connections through inbuilt calendaring and video call options
- Rating and feedback to ensure quality
- Peer learning and experience sharing forums
- Industry, innovation and technology information, best practice and connections
# Wadhwani VFT: Impact

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Details</th>
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<tr>
<td><strong>30+ Incubators</strong> trained globally over the last 2 years</td>
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<td><strong>100% Net Promoter Score among Incubator Partners</strong></td>
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<td><strong>4 Global</strong> Ecosystems activated (Africa, LatAm, MENA, Asia)</td>
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<td><strong>1,300+ Entrepreneurs engaged and trained across the globe</strong></td>
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<td><strong>66% Entrepreneurs moved into the investment process with reputable investors</strong></td>
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<tr>
<td><strong>95% Net Promoter Score among Founders</strong></td>
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<td><strong>2000+ Total Employee Growth</strong></td>
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<td><strong>76% Survival rate after 12 months program</strong></td>
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<td><strong>6 Startups</strong> raised total of <strong>1M USD</strong> in small funding rounds**</td>
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‘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 Private Limited (RoboICSI)

‘The program was quite useful. We were in a transition phase where we were pivoting our business model a bit and from that perspective, we got to brainstorm some of our pivot ideas with mentors’ - Hardik Gandhi, Co-founder & CEO, Zestl Software

‘If WF was not there, it may have taken Stockal longer and the journey may have been different’ - Sitashwa Srivastava, Founder, CEO, Stockal Software Pvt. Ltd.
Wadhwani VFT Network

360-degree connects to strengthen and streamline the journey of startups

Governments  Educational Institutes  Corporates  Mentors  Industry Experts

Investors  NGOs  Industry Associations
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 Buffett 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.
Led by

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
THANK YOU!

For more, reach out to: https://vft.wfglobal.org