CONTENT
Villgro Innovations Foundation (Villgro) is a Technology Business Incubator approved by the Department of Science and Technology, Government of India, founded in 2001 by Paul Basil. Since then, we have supported over 250 impactful, innovative and successful enterprises in the sectors of Agribusiness, Education, Employability, Healthcare and Renewable Energy.

We always envisioned Villgro to be an organization that moves away from the traditional form of charity, to a more sustainable approach where in the poor are stakeholders in their own growth. We, thus, focus on harnessing the power of innovation and social entrepreneurship, to lift the marginalized from poverty and deprivation. Over the years, we have demonstrated success in creating impact that is sustainable, scalable as well as replicable through our model of supporting early-stage social enterprises. We have also generated significant expertise in developing tested tools and methodologies to enable capacity building in multiple stakeholders within the ecosystem.

In order to provide the much needed follow-on support to the entrepreneurs, we have created an incubator-investor platform with our investment partner Menterra. Presently, we are replicating the successful Villgro model across low-income states in India, through the INVENT programme that is supported by the Technology Development Board, Government of India and DFID of the UK government; as well as overseas in Kenya, and across South East Asia, ultimately leveraging our on-the-ground experience of over a decade of supporting entrepreneurs and market perspectives, to lift people out of poverty. We seek to reach not only entrepreneurs in India but also, through our large network of partners, a larger number of entrepreneurs across the world.
OUR MISSION

TO CREATE INNOVATIVE | IMPACTFUL | SUCCESSFUL ENTERPRISES
OUR VALUES

BOLD
We embrace uncertainty, ambition and believe in possibilities

ENTREPRENEURIAL
We take initiative, and capitalise on opportunities

IMPECCABLE INTEGRITY
We maintain confidentiality while being transparent in our dealings

EMPATHETIC
We are customer centric, humble and are committed to helping entrepreneurs
Dear Friends of Villgro,

You have been an integral part of our journey over the last 19 years - a journey filled with numerous other journeys of over 200 entrepreneurs, their ideas, their products, their impact. When we started out in 2001, social entrepreneurship and impact investing was almost unheard of in India, let alone incubation for it. The need for scalable, profitable, sustainable solutions to some of the most pressing societal problems motivated me to embark upon this adventure, an adventure that has impacted over 19 million underprivileged lives so far.

To support our innovators and entrepreneurs better, we have built an ecosystem - from inspiration to investment. Unconvention inspires, iPitch discovers, Villgro incubates and Menterra invests. This conveyor belt of support, ranging from $50,000 to $1 million of investment, along with high touch Mentoring and Networks, enables an early-stage idea to quickly cross the valley of death, and move towards unit economics and scale. We have thus, scaled our Incubation Model deeper, to the low income states of India, and to Africa and Southeast Asia.

While these entrepreneurs have worked tirelessly day and night to create impact, it is when we hear from the beneficiaries that our passion to do what we are doing becomes even stronger. I particularly recall interacting with a mini-grid customer in rural Bihar. She said that the mini-grid enabled them to no longer have to eat dinner in darkness, and made the women of the house feel safe while travelling at night. At Villgro, we truly believe in the power of innovation and entrepreneurship. Our entrepreneurs have commenced a lot of firsts. The first non-invasive anemia detection in India was through the technology of our incubatee Biosense - a company that came to us as a dorm startup in 2011, and after 8 years of continued support from the Villgro - Menterra platform, is tackling India’s twin health challenges of diabetes and malnutrition, through the sale of 5 products. They have impacted 11,382,523 number of lives till date. One of the first private weather forecasting companies in India, Skymet, was incubated by Villgro in 2010. Skymet started off as a weather data and prediction company. Today however, they are India’s largest weather monitoring and agri-risk solutions company, catering to a whole range of sectors including small and marginal farmers, urban dwellers, renewable and non-renewable energy companies, insurance companies, and governments and international NGOs.

With this, I would like to highlight what Impact means to us. For us, Impact is two-fold – the Impact of Villgro on our Incubatees, and the Impact our Incubatees have on their customers at the Base of the Pyramid. Measuring impact is one of the most complex, time, and effort consuming tasks, and in our case, even more difficult as early stage models keep pivoting and evolving. But we decided to stay true to Villgro values of being bold about beginning to measure impact, and entrepreneurial about continuing our best efforts to measure and learn from it. For this Impact Report, we are focussing on the Impact created by Villgro incubated enterprises.

On this note, it is with immense pride that I am delighted to present to you our first Impact Report.

Wish you all an impactful reading!

Paul Basil, Founder & CEO
PREFACE
The Lemelson Foundation has valued and learned deeply from our partnership with Villgro for over 15 years. We support their efforts to replicate their incubation model; share their learnings; and make the incubation model sustainable. We fully endorsed the opportunity they saw to further accelerate the progress to scale and impact for young enterprises through the spin out of an early stage investment fund and stepped in as anchor partners in the launch of the first Menterra Fund. Their work has highlighted the power of proximity, demonstrated the role incubators play in building enduring systems, beyond the impact with their incubatees, and pinpointed the need for integrated platforms that deliver both capital and technical assistance to companies as they develop, as an efficient way to achieve scaling with significant impact.

As a foundation that uses the power of invention to improve lives, we recognize the significant need for cultivating successful invention-based businesses, which target the needs of the poor in developing economies. We are proud to continue to support Villgro’s approach to local incubation models, and the continuous learning and innovation they bring to the field.

Kamal Kisan’s mechanized farming devices are enabling small scale farmers to increase efficiency and profit, which is essential to preventing food security concerns in India, where 100,000 farmers give up farming every year.

The Villgro team has the dynamic ability to work with pre-product companies to refine their design, acquire first customers, raise early capital and continue to add value over the course of their development and growth through mentor engagements and customized support. Our grant funding has been leveraged more than 10x into revenues earned and capital raised by Villgro incubated companies.

Villgro’s impact is being realized through the individual companies they have mentored. Bempu has reached nearly 13,000 newborns, saving the lives of an estimated >500 babies by improving temperature monitoring and preventing deaths related to hypothermia. In 2017 alone, Biosense conducted over 600,000 diagnostic tests and today, the company has reached millions with improved early detection of diabetes and other chronic diseases.

Carol Dahl,
Executive Director, The Lemelson Foundation

[Signature]
THE PROBLEM
Smallholder farmers in India have low access to market and networks, which significantly reduces a farmer’s potential to increase his/her income. Every year, farmers lose Rs 63,000 crore for not being able to sell their produce. Additionally, a report published by The Centre for Study of Developing Societies found that 67% of women say that the income from agriculture is insufficient to fulfill the livelihood needs of their family.

**FARMHARVEST**

“I am Nagalakshmi, 34 years old, married with two daughters. Seven years ago we weren't able to make our ends meet with my husband's income and so I decided to look for a job and take off some burden from his shoulder. I came to know about Farm Harvest's women empowerment employment policy, from my neighbourhood community. So then I joined as a helper and now I am trained in Kernel peeling and work in that section. Our efforts paid off and soon we were able to provide for our family and to educate our daughters with two incomes. But tables turned when six months ago, my husband met with an accident and he lost his job and was advised rest for a year to fully recover. This was an obstacle we didn't see coming. Our family was hit by a rock as we lost a source of income. It was then I approached our Director for help. He offered me an opportunity to have a push-cart, for sweet and popcorn at zero investment to supplement my income. I believe hard times are difficult chapters of life that everyone has to come through with more hard work. With this thought, I pushed myself to be stronger and face it all for my family. Now I work in the factory in the first half and run the push-cart in the evenings. This has helped me to more than double my income. Also, the journey I started seven years ago as a housewife who wanted to earn for her family has destined me to become a proud entrepreneur.”

**Nagalakshmi,**
Farm Harvest Employee and Micro-entrepreneur
In 2011, India entered the league of water deficient nations. In 2016-17, we saw a record of approximately 300.6 Million Tonnes of horticultural crop production occur. However due to consistent draught, rationing of rural electricity, insufficient infrastructure/labour for water management, and rapid decline in groundwater resources, the yield and quality of moisture-sensitive horticultural produce is negatively impacted. Additionally, over watering reduces yield, and increases pest attacks. Irrigation controllers, the solution to this, are typically unaffordable for small and marginal farmers.

“Somshekar, a 26 year old grape farmer in Bangalore rural district is very particular about his calculations. After using FlyBird product, yield for 1.5 acres of land increased from 12 tonne to 16 tonne. He attributes this increase in the yield to Flybird’s SIRI, which has helped in reduction of Downey. For Somshekar, water shortage is also a major issue. He has 2 bore wells and 1 rain water tank. By automating the irrigation process, Somshekar now saves 18,000 L on the day of irrigation. For each grape plant, he saves at least 20 L of water in every irrigation by using the 8 Channel Flybird Controller. He has 650 grape plants on the field.”

Somshekar, Grape Farmer from Karnataka
In 2013, UNESCO reported that there were approximately 14,007,118 children and adolescents out-of-school in India. Some of the primary reasons for this low participation in education in government schools are mismanagement of the mid-day meal scheme, teacher absenteeism, lack of mandatory facilities, and low levels of student learning.

**PROMORPH**

“After adopting EmpowerU Disha curriculum, there has been a significant improvement in the quality of Mid Day Meal scheme. Quality of teaching has also gone up”

**Guddu Kumar,**
Class 7 Student, Nehru M.,
Giridih Block, Jharkhand
A government job carries great prestige in India, and while there are almost 350+ government job exams, coaching centers are limited to training for only a few of them. Karnataka in itself, sees 10 Lakh + applicants for state government jobs each year. Most existing test preparation material is low on quality and vernacular diversity.

**MAD GUY LABS**

“I was working in Raichur as a Data Entry Operator, and have always aspired for a secure Government job. Before using Mad Guys Labs (MGL), I used to attend some coaching classes and also study at home on my own. While browsing on Google one day, I came across this platform Mad Guy Labs. I was also using different application like Karnataka GK, General GK etc. When I started using MGL, I uninstalled all the other applications. It was very easy for me to take tests once I started using MGL. Also, the content is easy to understand and remember. Because of my preparation through MGL, I am now working with a State Cooperative Bank in Bangalore. My brother has also started using MGL, and he also got selected for more than three jobs.

What I liked best about MGL, is the content and the questions. The notes are easy to understand and they are followed by relevant questions. Mad Guy Labs helped me get a government job. It’s almost 70% Mad Guy Labs and 30% other sources which helped me prepare for various exams. I gave more than 15 exams like for computer assistant etc. I still use MGL, it’s fun! I also started working with them for preparing study material and content.”

**Mallapa,**
Active User of MGL Platform
Out of the 27 million infants born each year in India, approximately 9 million are born with a low birthweight, increasing their risk of contracting hypothermia and infections, which can result in poor growth, poor organ and cognitive development, and even death.

"My first baby had a lung infection despite the fact that we were feeding him from the bottle. We took him to the hospital and 3 hours later the baby died. For my second baby, Rithiksha, we decided to use the TempWatch. She was born prematurely and after 10 days in the NICU we took her home with the TempWatch. One night the device kept on beeping and even when we wrapped a blanket around her, the beeping was continuing. So we immediately took her to the hospital to find out that she had a gastrointestinal infection. Without the bracelet we would have never known and really it did save her life. For this, I am forever thankful."

Divya,
BEMPU Customer
In India, more than 80% hospital deliveries occur with the assistance of staff nurses in low resource healthcare settings, which lack skilled healthcare workers and medical devices. The Existing Device used for monitoring, a CTG, is not user friendly, is unaffordable, and not portable.

“Jantri

“When I joined the hospital in 2010, I had a lot to do. I had to look into labour cases, and fill the partographs, while admitting I had to fill admission register and case sheets, while discharging I had to fill discharge register and discharge slips, also if there were any referral cases, I had to look into them. I had to do a lot of manual data entry work. The workload was pretty huge. There were a lot of problems, and I struggled a lot. Since DAKSH was introduced in our hospital, now only 1 person is posted in a room. We do not need any admission or discharge register, Instead, we directly enter the patient details into the tablet. The partograph is generated automatically, and saves my time. In case of bradycardia or tachycardia I can look into it quickly. The tablet gives an alarm every 30 minutes to check Fetal heart rate. My workload has reduced as it gives me reminders to enter data. In case of a complication as well, it gives me an alert. If the gynaecologist is in a meeting or on leave, the data in the tablet can be viewed on the doctor’s phone as well. The doctor can remotely instruct me for any intervention or referral. Frankly, I don’t know much about technology, but it helps me save time and reduced my workload. Even if I am posted alone, I can easily manage everything.”

Field Staff Nurse
Tumkur District, Karnataka
Street vending in India provides employment to approximately 10 million, however Small and Medium Industries and Microentrepreneurs based out of rural areas often face issues of unreliable electricity or reliance on expensive alternatives, reducing their potential to enhance their incomes.

"I didn't have any source of income, they asked me to operate SolarCane and helped me with supply chain of sugarcane, and I am able to earn money. We share profits. It has no kerosene use and is easily mobile so I take it from different fairs to fairs in Odisha to sell juice. I didn't know solar (energy) can process sugarcane."

**BATTIGHAR**

**Kalia,**
SolarCane operator,
Bhubaneshwar, Odisha
Reliable and affordable irrigation is a major challenge for farmers in India. 60% of marginal farmers in India depend on costly options, like buying water, or renting pumps to meet their needs. Nearly 200 million smallholder farmers and their households in India rely on operationally expensive, uneconomical, diesel pumps for irrigation, lowering their crop yields.

“Oorja has enhanced my self-respect. Earlier the process of pumping water for irrigation required a lot of effort. Due to depleting water tables, farmers had to lower their diesel engines by digging a 20 foot deep pit in the field to extract water in summers. Oorja’s solar water pumping service is reliable and economical and the process of pumping water for irrigation has been simplified a lot.”

Shankar Lal, Farmer and Oorja Solar Pump Customer
We believe that Social Enterprises have the potential to create deep, exponential impact, in the low-income markets through pioneering business models and disruptive technologies. Thus, Villgro mentors, funds, and supports early-stage, innovation-based for-profit enterprises that have an impact on the lives of the poor.
How do we do this?
We create impact through our Incubation Model comprising of internal and external tools, which have been refined and perfected for Impact.

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<tr>
<th>External Tools</th>
<th>Internal Tools</th>
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<tr>
<td>Mentoring</td>
<td>Diagnostic Panels</td>
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<td>Networks</td>
<td>24/7 Strategic Support</td>
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<td>Knowledge</td>
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<td>Subsidized Technical Assistance</td>
<td>Field Visits</td>
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<tr>
<td>Follow-on Funding</td>
<td>Seed Funding</td>
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</tbody>
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279 Innovators

 ₹ 573 Million Seed Funding Disbursed to Incubatees

19 Million Lives Touched

 ₹ 1.79 Billion Follow-on Funding Raised by Incubatees

3,541 Direct Jobs Created

19 States Impacted Across India
OUR IMPACT IN 2018

**Villgro Incubatees were active in 6 LIS- Low Income States***
- Rajasthan
- Odisha
- Bihar
- Jharkhand
- Uttar Pradesh
- Madhya Pradesh

**Active in 19 States Across India (Including the above 6 LIS-Low Income States)**
- Rajasthan
- Odisha
- Bihar
- UP
- MP
- Jharkhand
- Haryana
- Sikkim
- Assam
- Punjab
- Kerala
- Gujarat
- West Bengal
- Delhi
- Telangana
- Maharashtra
- Andhra Pradesh
- Karnataka
- Tamil Nadu

*World Bank, 2018
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<tr>
<th><strong>719</strong></th>
<th><strong>2,045</strong></th>
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<tbody>
<tr>
<td>low-income schools across India</td>
<td>college students</td>
<td>school teachers</td>
<td>low-income household students</td>
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<tr>
<th><strong>191</strong></th>
<th><strong>27,00,000+</strong></th>
<th><strong>99+</strong></th>
<th><strong>13,489</strong></th>
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<tbody>
<tr>
<td>rural and urban health centres</td>
<td>medical reports generated</td>
<td>doctors</td>
<td>individuals diagnosed and screened</td>
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<th><strong>10,631</strong></th>
<th><strong>25%-30%</strong></th>
<th><strong>362</strong></th>
<th><strong>76,095 kgs</strong></th>
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</thead>
<tbody>
<tr>
<td>small and medium holder farmers touched</td>
<td>water savings on farms</td>
<td>rural households electrified</td>
<td>of CO2 emission avoided</td>
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</tbody>
</table>

Impact for us is improving the lives of Base of the Pyramid customers, but being **Bold** and **Entrepreneurial** in creating this sustainable on-ground impact. We seek to improve the **strength, efficiency, and capacity of organizations and institutions** who are stakeholders in their growth.
OUR FOOTPRINTS

The strength of our Incubation Model and our learnings over the many years have allowed us to multiply impact across geographies.
We believe that there remains a substantial knowledge deficit of social entrepreneurship in underserved ecosystems across India and the world, specifically in the low-income States of India, in East Africa, and in Southeast Asia. Through selfless learning and knowledge sharing, we are enabling social entrepreneurship ecosystems across these geographies.
UNITED NATIONS
SUSTAINABLE DEVELOPMENT GOALS
4 QUALITY EDUCATION

Blackboard Radio
Personalised Spoken English coach for young children (age 3-10)

Satattva

5

7 AFFORDABLE AND CLEAN ENERGY

BattiGhar

ilumy
dooraksha analytics pvt ltd

GARV TOILETS

DELECTRIK SYSTEMS

CoolCrop

KARMA Tech

OORJA

Satattva
DECENT WORK AND ECONOMIC GROWTH

KAMAL KIBANI

Multibhashi
Language Learning Simplified

Blackboard Radio
Personalized Spoken English course for young children (age 3-10y)

DELECTRIK SYSTEMS

Bombay Bijlee

New Leaf
MEET OUR PORTFOLIO
THE CHALLENGE
The farm-to-fork value chain in India is generally highly unorganized. Small holder farmers especially have low access to market and networks which significantly reduces a farmer’s potential to increase his/her income.

THE SOLUTION
Farm Harvest has developed protocols for efficient farming of sweet and popcorn varieties. They oversee contract farming among small & medium farmers, and process the produce using innovative preservative-free methods. They undertake a smallholder farmers’ labor-intensive sowing & harvesting process, provide high quality seeds free of cost, and commit a buying price to the farmer.

THE IMPACT
Corn is directly sourced from a network of 2500+ small and medium holder farmers. They have enabled 150 micro-entrepreneurs to run Farm Harvest kiosks across South India, these entrepreneurs are from economically weaker sections of society, physically disabled, or transgender.

Direct Jobs Created: 150.
(50 full-time employees at FH, and 100 rural women employed at the manufacturing plants)

GEOGRAPHIC REACH
50 villages across Tamil Nadu. Warehouses in Coimbatore, Chennai, Bengaluru.

- Incubatee
  Farm Harvest
- Sector
  Agribusiness
- Headquarters
  Salem, TN
THE CHALLENGE

In India, 80% of freshwater is used for agriculture, and there is a reliance on inefficient traditional methods like flood irrigation, where only half of the water applied actually ends up irrigating the crop. Irrigation controllers are typically unaffordable for small and marginal farmers, which means that they have to manually control water flow, often in the middle of the night when power is available, or employ a laborer to do so. Manual control often means that they do not water their crops with the correct amount of water, lowering yields and reducing their income.

THE SOLUTION

FlyBird offers sensor based precise irrigation techniques that make irrigation productive and environmentally sensitive. Their controllers offer a variety of options for control including time, volume and moisture sensors, at a significantly lower cost than competitive offerings, and can easily integrate into existing systems. It helps farmers optimize water usage, save electricity, save labour, & labor savings, and reduce fungal spreads.

THE IMPACT

Out of 350 Flybird users so far, 250 of them are small-medium holder farmers. Flybird products have enabled the farmers to achieve 25-30% water saving and see a 10-15% increase in their crop yield.

Direct Jobs Created: 11 full-time employees

GEOGRAPHIC REACH

5 Districts, 4 across Karnataka, and 1 in Tamil Nadu. Currently expanding in Ethiopia.
THE CHALLENGE

India is the largest milk producer in the world, most of which comes from 100 million small and marginal dairy farmer households who are fast becoming unprofitable. They try to feed the best available feeds and fodder to cattle. With skyrocketing feed and grain cost, it is even difficult for farmers to meet actual nutritional requirements of cattle and hence they remain underfed. Reduced grazing coupled with intermittent feeding practices makes the cattle unproductive causing severe economic loss to farmers.

THE SOLUTION

Krimanshi aims to provide affordable nutritive feed solutions for cattle to the small dairy farmers all-round the year without any compromise on quality. They do it by upcycling food waste into low-cost nutritious cattle feeds and fodder. They collect food wastes from Agri hubs in form of fruit leaves, crushed fruits, vegetable waste etc. and process them into different types of feeds. They currently manufacture 4 different products which are: silage, fodder, concentrate feeds, mineral mixes.

THE IMPACT

They have impacted 300 farmer households across Rajasthan, and increased the productivity of the around 900-1200 milch cattle used by them, while reducing veterinary costs incurred by the farmer.

Direct Jobs Created: 8 full-time employees

GEOGRAPHIC REACH

5 blocks across Rajasthan
THE CHALLENGE
There is an increasing labour shortage in rural India due to urban migration, driving up labour prices and reducing the viability of small and marginal farmers. Mechanization can reduce these farmers’ dependence on labour, but is typically unaffordable for most small farmers in India.

THE SOLUTION
Kamal Kisan has developed a range of low cost agricultural implements specifically for small and marginal farmers. The products developed use a base platform which can be modified per the task. The innovations bring productivity advantages of mechanization to small and marginal farmers who were previously unable to afford it. The platform route reduces the need to buy dedicated equipment for each farm task.

THE IMPACT
They have impacted the lives of 6,800 farmers in India.

Direct Jobs Created: 12 full-time employees

GEOGRAPHIC REACH
Karnataka and Andhra Pradesh
THE CHALLENGE

Western Odisha, one of the poorest parts of India, is dominated by communities who are dependent on activities like backyard poultry, goat rearing and fish farming in community ponds for income and nutrition. However, chronic poverty, social alienation, and social conflict disrupts the supply of essential products especially in remote rural and tribal communities. While local farmers produce healthier and safer products through less intensive production practices as compared to the unhygienic and unorganized retail markets, they are unable to compete in an undifferentiated wholesale market.

THE SOLUTION

ZooFresh Foods is launching an integrated meat aggregation and distribution model with model farms, network farmers, logistics, storage, rural distribution hubs and urban retailing facilities for fresh chicken, live fish, eggs, seafood and other popular meat products. The goal is to create one-stop meat shops, keeping consumer preference for fresh meat in mind, in small towns and rural areas. They aim to organise the fresh meat industry by ensuring quality, traceability and price discovery of produce.

THE IMPACT

They have positively impacted the incomes of a network of 68 tribal micro-entrepreneurs and 34 producer farmers in Khalanedi.

Direct Jobs Created: 13 full-time employees

GEOGRAPHIC REACH

2 Districts in Odisha
THE CHALLENGE

Despite English being a language so many aspire to master in India, low academic standards in schools and lack of affordable spoken-English training material make learning English difficult, especially for young students who are not ordinarily exposed to it at home or in their schools. This leads to students being under-confident and having reduced opportunities for higher studies & employment.

THE SOLUTION

Blackboard radio provides AI-powered personalized coaching in conversational English to children aged 3-10 years, enabling them to be confident in their communication and in expressing their creativity. Their AI and NLP powered conversational bots simulate a real-life conversation between the child & a virtual cartoon character. Using Gamification, it develops adaptive English workouts in the form of Speech-powered games.

THE IMPACT

There are currently 500 active users of the app across India. Their offline intervention is impacting the English-learning skills of 1500 students across 5 schools in India (which includes 2 low-income schools).

Direct Jobs Created: 5 full-time employees

GEOGRAPHIC REACH

Rajasthan, Bihar, Karnataka, Andhra Pradesh
THE CHALLENGE

A government job carries great prestige in India, and while there are almost 350 government job exams, coaching centers are limited to training for only a few of them. Moreover, only 3%-4% of the applicants actually qualify the exams. Additionally, with all the government job exams being conducted online, these options fail to provide the adequate test taking environment to the students, which is quite necessary to cope up with recent technological development, keeping in mind that most of the students are from rural backgrounds.

THE SOLUTION

MGL has developed a cross-platform Preparation Tool and Tracker which helps students prepare for multiple exams simultaneously, via personalized courses, and by matchmaking them with appropriate trusted coaching institutes.

THE IMPACT

Till date, 7760 MGL courses have been purchased online. 29,246 of their customers are students with a family income < INR 18,000 per month.

Direct Jobs Created: 15 full-time employees

GEOGRAPHIC REACH

Active users are pan-India, but concentrated in Karnataka, Andhra Pradesh, Maharashtra, Telangana, Uttar Pradesh, and Bihar.
THE CHALLENGE

India has seen 63.5 million new entrants to a workforce, where fluent English-speakers earn 34% more than those who have limited English skills. 47% of Indian college graduates are unemployable in any knowledge sector job due to poor English and Cognitive skills and ironically, expanding Indian sectors like retail, hospitality, banking, and BPOs struggle to find employees skilled in communication. Blue collar workers who work on a daily wage basis cannot take a break to attend a classroom training as it impacts their daily earnings.

THE SOLUTION

MB has created a language learning platform with a focus on blue and grey collar jobs to enhance wages and expand employability. Multibhashi supports 13 Indian languages. The training modules customized to specific job roles and industries.

THE IMPACT

They currently have 19,11,783 monthly active users across India. One of their community partnerships is with Barefoot College, where they have empowered community teachers in spoken English across 30+ districts in Rajasthan.

Direct Jobs Created: 11 full-time employees, 40+ Freelancers

GEOGRAPHIC REACH

8 most Active States are Karnataka, Delhi, Tamil Nadu, Telangana, Maharashtra, West Bengal, Uttar Pradesh, Madhya Pradesh. Active in 3000+ cities across India.

- Incubatee
- Multibhashi
- Sector
- Education/
  Employability
- Headquarters
  Jaipur, RAJ
THE CHALLENGE

One of the key challenges that government schools face today is monitoring information about millions of schools which are spread across multiple Districts and States in India. Government Schools across India face problems namely teacher absenteeism, student absenteeism and drop outs, mismanagement of mid-day meal, lack of mandatory facilities, low levels of student learning etc.

THE SOLUTION

They have developed Empower-U, which performs daily Real-Time Monitoring & Evaluation for each of the thousands of schools of a District/State using mobile applications enabled with Geo fencing, which works even in rural schools that lack internet connectivity. An Analytical Web Dashboard provides instant Analysis and Data-Driven Decision Making through Key Performance Indicators (KPIs) and is smart enough to perform actions based on in-built intelligence at the control room established in the District/State.

THE IMPACT

Currently, EmpowerU is monitoring 48,800 students and 3,132 teachers, across 716 schools, and 2,000 college students across 1 college, in Jharkhand.

Direct Jobs Created: 4 full-time employees

GEOGRAPHIC REACH

2,812 villages across Jharkhand
THE CHALLENGE
Diagnosis is considered as 3/4ths of the remedy, and radiodiagnosis today is the most important and commonly required form of diagnosis for almost every sort of ailment. A large population in India does not have access to fast and high-quality medical radiodiagnosis which leads to delayed diagnosis and related complications, or makes patients travel for many days in order to get access to fast and high quality diagnosis. For many, this involves high travel cost and loss of wages, apart from higher costs of medical tests in metro cities. More than 50% of deaths in non-metro cities are due to delayed diagnosis or diagnosis that did not happen due to unavailable facilities.

THE SOLUTION
5C has created an online portal that brings together the best radiologists in the country along with cutting edge technology, and allows hospitals and diagnostic centres to upload scans directly to the expert panel in the fastest way. 5C is focused on providing super specialist interpretations for every scan while building technology to make this faster, more accurate and more consistent.

THE IMPACT
5C has 99+ radiologists as part of online panel, have 183 hospitals using their platform, and have generated 2,70,000 reports+ till date.

Direct Jobs Created: 12 full-time employees

GEOGRAPHIC REACH
Karnataka, Tamil Nadu, Andhra Pradesh, Telangana, Kerala, Maharashtra, Madhya Pradesh, West Bengal, Bihar, Jharkhand, NCR, Rajasthan, Punjab, Assam
THE CHALLENGE

Approximately 7-10% of hospitalised patients are affected by skin and soft tissue infections and the problem is more severe in emergency care settings in India. Typically, skin infections are handled by dermatologists and only 6,000 dermatologists in India cater to 1.21 crore population; most patients having to get treated by general physicians. Due to the lack of a device/method to quickly identify and differentiate the pathogen causing the infection at an early stage, generic antibiotics are prescribed which contribute to antibiotic resistance, rise of superbugs and increasing healthcare associated infections. In addition, many cases require a follow up after a week which is not always done in low resource settings.

THE SOLUTION

A non-invasive and portable device that can detect pathogen presence on skin and soft tissue infections, within two minutes using multi-wavelength fluorescence spectroscopy combined with advanced image processing and machine learning techniques. The device can also classify pathogens species and in future has the potential to quantify the level of pathogenic load on the wound and, hence, can be an effective diagnostic aid to the doctors in prescribing the right medical treatment. Thus, it will lead to a reduction in unwanted prescription of antibiotics, and minimizing the costs associated with unnecessary visits to hospitals.

THE IMPACT

181 people have been diagnosed or had samples processed with ease through Aduvo’s products. Of the 4 hospitals partnered with for their validation studies, 3 hospitals have free clinics catering to Base of Pyramid patients.

Direct Jobs Created: 7 full-time employees

 GEOGRAPHIC REACH

Tamil Nadu, Gujarat, Maharashtra.
THE CHALLENGE

One Indian woman dies every 8 minutes from Cervical Cancer. The high mortality of the disease in India is said to be exacerbated by poor diagnosis and treatment facilities- 70% of Cervical Cancer patients are already in stages III and IV when diagnosed. The cancer is also most prevalent among poor and rural women, who are less likely to be regularly screened. It is thus critical to improve the accessibility and affordability of cancer diagnosis infrastructure in India.

THE SOLUTION

Aindra Systems has developed an innovative device that can be deployed at low-cost to assist with screening and detection of cervical cancer among women. The Aindra device banks on the pap smear test, a method of cervical screening to detect potentially cancerous cells. The setup has an on-board computing unit, which classifies the sample as either normal or abnormal and sends it to a pathologist to confirm the findings. The whole process takes less than 24 hrs.

THE IMPACT

700 women have been screened using Aindra IS, and 200 samples processed by Intellistain. Through its validation studies, they partnered with a government/non-profit cancer hospital in Karnataka, screening 400 samples from mobile camps in rural areas around Karnataka.

Direct Jobs Created: 9 full-time employees

GEOGRAPHIC REACH

Karnataka
THE CHALLENGE

1 in 3 babies are born low weight, and they often suffer from hypothermia and infection. Hypothermia and infection can result in poor growth, poor organ and cognitive development, and death. However, seemingly simple temperature monitoring often goes overlooked in areas where nurses are few and parents are uneducated.

THE SOLUTION

BEMPUMU reduces neonatal mortality by catching hypothermia and infection early in the home, via their product the Bempu TempWatch. The watch flashes a blue light when the baby is at a normal temperature, and an orange light and alarms when the baby is hypothermic, alerting the caretaker to provide kangaroo care. Once the temperature returns to normal, BEMPUMU flashes blue again.

THE IMPACT

Bempu has saved the lives of 2404 infants across India, and 9,011 infants across the world.

Direct Jobs Created: 45 full-time employees

GEOGRAPHIC REACH

Karnataka, Kerala, Maharashtra, Gujarat, Delhi, Rajasthan, Telangana, Haryana, Goa, Tamil Nadu, Andhra Pradesh
THE CHALLENGE
Every year, 2 Million Neonatal & 250,000 Maternal deaths occur during intrapartum period globally. In India, more than 80% deliveries occur with the assistance of staff nurses in a low resource healthcare setting which lack skilled healthcare worker and medical devices. There is a need for affordable & accurate solutions designed for low skilled healthcare workers which would help them in accurate monitoring and decision support during intrapartum period. Uterine contraction is monitored inaccurately & ignored more than 85% of the time. The Existing Device used, a Cardiotocography (CTG) Toco for monitoring, is not user friendly, unaffordable, and not portable.

THE SOLUTION
JANITRI has created Daksh, which is a mobile tablet based intelligent labor monitoring tool which not only allows the staff nurse to register and enter vital signs of a pregnant woman but also reminds to monitor the labor vitals, as per the standard intrapartum protocol. It also generates alerts in case of complications, based on an in-built algorithm. The doctor at a remote location can also view the live labor progress and guide the staff nurse. Their other device, Keyar, is an affordable, easy to use and portable labor monitoring device for continuous monitoring of fetal heart rate and uterine contraction during intrapartum period for low resources healthcare settings.

THE IMPACT
10,000 women have been monitored under DAKSH, and 250 women have used KEYAR, across 101 units running in rural areas, and 3 units running in urban areas of India.

Direct Jobs Created: 13 full-time employees

GEOGRAPHIC REACH
Karnataka, Rajasthan, Meghalaya, Arunachal Pradesh, Maharashtra, West bengal, Chhattisgarh
THE CHALLENGE
The loss of all or part of the arm is a catastrophic event for a person. While they were previously a provider for their family, post the arm amputation, their dependence on others increases enormously, which often leads to depression, lack of self confidence, frustration and losing the will to live. Prosthetics industry is one of the most underserved in terms of innovation in commercially available products mainly due to lack of volume in the market. Currently available externally powered functional prosthetic hands are priced at INR 1.5 lakhs to INR 30 Lakhs (often imported) which makes this product a fantasy for low income families.

THE SOLUTION
Monc Technologies has developed a technical procedure called Unified Myography (UMG) which acquires two different physiological phenomenon from single superficial muscle group and only single UMG electrode is enough to control the hand functionalities. This technology solution enhances product robustness and quality while being affordable to more.

THE IMPACT
Their product, currently under validation, will improve adaptability and reduce the time taken to fit the hand prosthesis, thus enhancing the quality of life for arm amputees and increasing their rate of employment. 50% of their user trials so far have been conducted with BPL customers.

Direct Jobs Created: 3 full-time employees

GEOPGRAPHIC REACH
Tamil Nadu, Andhra Pradesh, Kerala, Karnataka - Coimbatore, Hyderabad, Bangalore
THE CHALLENGE
About 6.5 million cataract surgeries happen in India every year. Cataract surgery often leaves patients with sub-optimal vision and dependent on spectacles or having to resort to more expensive corrective technology. For the poor in India, both options are not feasible. By 2020 this number will go up to 8 million, there thus exists an opportunity to disrupt the market by creating a product which is at par with premium products in functionality but can be delivered at 1/10th the cost to the poor and middle-class populations.

THE SOLUTION
Nayam has created an artificial implant of the eye to treat cataract and its post-surgical refractive error complications using its proprietary technology.

THE IMPACT
Nayam is yet to reach commercialization. Their product however, has potential to give better outcomes, at 1/10th the cost to the majority of low and middle-income populations in India and other parts of the world.

Direct Jobs Created: 4 full-time employees

GEOGRAPHIC REACH
Maharashtra (Pune)

- Incubatee Neyam
- Sector Healthcare
- Headquarters Pune, MH
THE CHALLENGE

“In April 2015, the Neomotion team travelled across the country, and interacted with over 200 wheelchair users and found that most wheelchair users are confined to four walls with poor health, no employment and no social engagement. The two major problems that caught their attention were: Lack of awareness and availability of a good wheelchair, and challenges in outdoor mobility.”

THE SOLUTION

The focus of NeoMotion is lifestyle altering solutions for wheelchair users. NeoMotion brings three products and a few accessories that will introduce to wheelchair users in India an experience they have never experienced. Their products are: NeoFly, a wheelchair, NeoBolt - a motor-powered clip-on which converts NeoFly into a safe, roadworthy vehicle, and NeoRider - a hand-powered clip-on to NeoFly. It obviates the need for two devices at home, a vital factor for persons with disability from economically challenged backgrounds.

THE IMPACT

Neomotion have conducted 400+ user trials so far, of which 90% of users are wheelchair users, due to Spinal Cord Injury. They have partnered with 4 rehabilitation centres for their trial studies.

Direct Jobs Created: 3 full-time employees

GEOGRAPHIC REACH

Delhi, Haryana, Punjab, Bihar, Gujarat, Maharashtra, Karnataka, Kerala, Tamil Nadu, Telangana
THE CHALLENGE

Infectious diseases constitute nearly 50% of the disease burden in India and much higher than 50% in people at the base of the pyramid and in children below the age of 5. Delay in diagnosis and late or inappropriate treatment increases the risk of complications, higher morbidity and mortality and increased cost to the patient. The nearest primary health centre for someone who is sick is likely to be 5 km away, and the medical officer there is unlikely to be familiar with the wide range of infectious diseases that are prevalent in the region and probably will not have access to a microbiology laboratory.

THE SOLUTION

OmiX Labs is developing a novel technology platform that allows for DNA testing for pathogens, outside of laboratory settings. Analogous to the glucose strips and glucometer devices for glucose testing at home, the OmiX platform detects pathogen DNA present in a few drops of blood on a novel disposable biochip, with a proprietary enrichment and assay on the chip and a reader for DNA analysis.

THE IMPACT

Omix is not yet commercialized. There is tremendous potential for the platform to bring advances in molecular diagnosis and create access where there is none—specifically in lower income groups who do not have access to laboratories, and yet need early and accurate detection to have a better chance for cure.

Direct Jobs Created: 8 full-time employees

GEOGRAPHIC REACH

Karnataka
THE CHALLENGE
Sepsis is the most common cause of neonatal mortality, responsible for 30-50% of the total neonatal deaths each year in developing countries. Sepsis is largely preventable with neonatal care, early diagnosis and rational antimicrobial therapy. Currently, the diagnosis is difficult because sepsis symptoms are non-specific. Blood culture, the current gold standard, has a long turnaround time and is an invasive technique.

There is unavailability of a high accuracy, evidence-based, diagnostic tool for neonatal sepsis.

THE SOLUTION
Spothealth has developed a rapid, non-invasive and point-of-care (POC) multiple biomarker-based salivary analysis strip, which rapidly determines the level of systemic inflammation in a baby. The device can be utilized by healthcare professionals, such as nurses and midwives, without the need of a pathology lab. The proposed solution tests for levels of biomarkers for sepsis in neonatal saliva and then uses an algorithm to calculate a normalised score for sepsis. Thus, the solution not only diagnoses sepsis, but also provides a sepsis score which can be used for evaluating improvement and disease progression in an infant.

THE IMPACT
Spothealth has not yet commercialized its product. It will be carrying out validation studies with 120 infants in the first phase.

Direct Jobs Created: 7 full-time employees

GEOGRAPHIC REACH
Karnataka, Tamil Nadu, Delhi
THE CHALLENGE

Worldwide 425 million people have diabetes, with 75% of them living in low- and middle-income countries. Diabetes can lead to several complications, one among which is Diabetic Peripheral Neuropathy, which is the nerve damage in hands, arms and legs caused by diabetes. Approximately 30% of the diabetic population in low- and middle-income countries suffer from Diabetic Peripheral Neuropathy. Diabetic Peripheral Neuropathy resulting in loss of sensation and related problems can make the patient prone to diabetic foot ulcers, which left untreated can lead to amputation. Every 30 seconds a leg is lost somewhere in the world due to diabetes.

THE SOLUTION

Yostra has developed NEURO TOUCH- a Point of Care multi-parameter screening device for professional doctors to screen diabetic patients for symptoms of Peripheral Neuropathy. Using NEURO TOUCH, a physician can perform the screening tests for Peripheral Neuropathy and using the smartphone based NEURO TOUCH app, the data can be transferred to an online server which generates the screening test report. The test data is securely stored in an online server and can be retrieved by the physician at any point of time. Their second device, Kadam, is a revolutionary therapeutic device to reduce the healing time of the chronic wounds.

THE IMPACT

2200 patients have been treated using Neurotouch, and 15 have been treated using Kadam.

Direct Jobs Created: 17 full-time employees

GEOGRAPHIC REACH

Karnataka
THE CHALLENGE

Street vending in India provides employment to approximately 10 million, each vendor has their own energy needs like lighting, cooling, grinding, heating and mobility. Also, energy is critical to food processing as it allows conversion to edible forms for example grinding, de-husking, sun-drying, etc. Similarly, Micro-Small and Medium Industries based out of rural areas also face issues of unreliable electricity or reliance on expensive alternatives. Thus, there is a need for developing appliances which can be stand-alone units powered by renewable energy and thereby reducing their dependency on illegal or unreliable energy.

THE SOLUTION

Batti Ghar partners with an entity with a prototype to take their prototype from lab to livelihood, and develops the - business model, brand, supply chain and financial linkages to enable last mile entrepreneurs to earn a livelihood. It also engages in identifying last mile entrepreneurs and their capacity building. The technology from the lab is chosen based on its ability to impact livelihoods and its ability to be powered by clean energy.

THE IMPACT

Their first 10 solar carts have created entrepreneurial livelihood opportunities for 20 individuals. They have also enabled a saving of 1445 kgs of carbon per 300 business days of the year.

Direct Jobs Created: 2 full-time employees

GEOGRAPHIC REACH

Odisha.
THE CHALLENGE
There are 300 million people in India who don’t have access to electricity and use kerosene for lighting, but currently solar solutions/products available to them lack post-sales service which makes rural users spend huge amounts of money on products for post-sales service and maintenance. Additionally, there are no easy payment options available to these people making these solutions highly unaffordable to them.

THE SOLUTION
Bijlee Boqx is a smart solar energy harvester, storage and delivery device, with self-diagnostic hardware and back end cloud software system. It can detect any fault in the system and send an automatic alert to the local technician (local representative) providing proactive and prompt service. Bijlee Boqx also includes a free of cost television set made in-house, from refurbished e-waste of old desktop monitors. This serves as an attractive value proposition for the aspirations of rural households while prolonging the life of desktops which might otherwise end up in landfills.

THE IMPACT
18 Off-grid or grid underserved rural households with yearly income of less than INR 1L are using Bijlee Boqx. There has been a >INR 108,000 reduction in customers' expenditure on kerosene, a 3000 kg reduction in CO2 emission, and 1,000 hours of clean electricity supplied till date.

Direct Jobs Created: 3 full-time employees

GEODRAPHIC REACH
Maharashtra, Assam.

- Incubatee
  Bombay Bijlee
- Sector
  Energy
- Headquarters
  Mumbai, MH
THE CHALLENGE

Over 600 Million people in India rely on agriculture for their livelihood and more than 80% of the farmers are small and marginal, owning less than 5 acres of land. 25% of India's perishable agricultural produce is wasted at the farm level. Due to the lack of access to proper storage at farm-level and market price information, most of the small farmers, crash sell produce at below par price, thereby making agriculture an unsustainable means to livelihood.

THE SOLUTION

Coolcrop creates customizable on-farm micro cold storage of minimum 3 MT capacity for perishables. Solar-grid hybrid is expected to be the most common model. A Control and Monitoring Board which provides at least 20% energy savings over conventional cooling modules. A Mobile app which estimates the price of the produce, for a given geography and time period using Machine Learning is also available. This enables the farmer to decide the optimum time within which to sell his produce. The same app can also be used by the farmer to set the optimum conditions in the cold storage unit.

THE IMPACT

700 farmers have witnessed a 20% reduction in vegetable waste produced. It has thus enabled them to doubled their horticulture production.

Direct Jobs Created: 4 full-time employees

GEOGRAPHIC REACH

Gujarat, Odisha, Karnataka, Telangana
THE CHALLENGE
Over 450 million rural Indians receive fewer than 8 hours of power supply per day. Large investment is required for energy arbitrage and T&D infrastructure. Moreover, long distribution lines experience frequent voltage fluctuation. High cost of DG operations for commercial and industrial customers coupled with the expense of batteries add on to the problem of inaccessibility of power.

THE SOLUTION
Delectrik provides long lasting, sustainable, low cost battery storage system with integrated battery management system (BMS) to address weak and off-grid regions for application such as Energy Cost Arbitrage and Energy Shifting. Energy Storage product (40 kWh and 200 kWh) based on Vanadium Redox Flow Battery technology.

THE IMPACT
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Direct Jobs Created: 4 full-time employees

GEOGRAPHIC REACH
Maharashtra, Sikkim
THE CHALLENGE
Around 270 million people still do not have access to electricity and still many who have access to poor quality electricity. Most of the Power Distribution Companies in existence are on the verge of bankruptcy. Newer Distributed Energy Resources (mini/micro grids) grids, lack the ability to track ‘end to end’ system efficiency leading to inefficient economies of scale and nonviable commercial operations.

THE SOLUTION
The ILUMY technology platform enables end to end, Micro Grid Monitoring System aggregating consumer usage & revenue data, Grid System Components status, etc., thereby enabling quicker responses to issues across the system. This in turn results in higher efficiency and maximises energy output and revenue.

THE IMPACT
A single grid setup so far has enabled 60 connected customers running shops (who were earlier dependent upon 3-4 hours of genset based single bulb) access to reliable and clean energy.

Direct Jobs Created: 4 full-time employees

GEOGRAPHIC REACH
Uttar Pradesh
THE CHALLENGE

Globally 2.4 Billion people lack access to basic sanitation services. In the absence public toilets in low income areas where construction of private toilets face infrastructural or cultural hurdles, people practice Open Defecation (OD). OD, increases the risk of diarrheal diseases, fatally affecting children under the age of 5 living in the Bottom of the Pyramid communities. Most of the existing public or community toilet facilities are brick and mortar constructions which fall into a state of disuse due to vandalism and lack of maintenance. Choked drains, broken taps and commodes, lack of sufficient light and ventilation are common sights. Repeated renovation and replacement of toilet parts are necessitated leading to higher maintenance expenditure. But, all of this still fail to deliver reliable sanitation services.

THE SOLUTION

GARV Toilets, a brand of M3 Toilet Resources India Pvt. Ltd., provides Smart Sanitation solutions to underserved urban communities in developing countries. GARV’s steel toilets are portable, durable and maintained through automation. By inducing portability, smart technology and eco-friendly features like solar energy and bio-digesters in durable toilet infrastructure, we were able to provide clean, well maintained services consistently. We provide a one stop solution to the water, sanitation and hygiene (WASH) needs of the communities we work with through our Smart Sanitation Centres. GARV’s Smart Sanitation Centre is a hub of smart toilets, bath facilities, water ATMs, laundry services, WiFi and a kiosk where hygiene products can be sold.

THE IMPACT

50,000 people (including approximately 35,000 women) have access to clean sanitation via 320 GARV toilet units set up in Mathura-Vrindavan Municipal Corporation. Their Water ATM’s have been able to reduce the cost of drinking water by 80%, and overall, GARV’s innovations have enabled reduction of 47,000kgs of CO2 emissions.

Direct Jobs Created: 32 full-time employees

GEOGRAPHIC REACH

Uttar Pradesh
THE CHALLENGE

Year round irrigation is a challenge for small farmers especially in the light of climate change and changing weather conditions due to the non-availability of appropriately sized and affordable pumps. Similarly year round aeration to enable fish cultivation, which would be a supplementary income source, is also a challenge due to the highly inefficient diesel powered aerators that increases the oct of cultivation and reduces the margin.

THE SOLUTION

KARMA introduced the first 1/2 HP, 1 HP, 2 HP and 3 HP MNRE certified pumps in 2017. This has made year-round irrigation accessible to small and marginal farmers.

KARMA also provides efficient and low-cost solar aerators.

THE IMPACT

300+ Farmers have increased their income 2 fold by virtue of having access to irrigation, year round. 300 low-cost solar pumps have been installed till date.

Direct Jobs Created: 22 full-time employees

GEOGRAPHIC REACH

Odisha, Jharkhand and Uttar Pradesh.

- Incubatee Karma
- Sector Energy
- Headquarters Bhubaneswar, ODI
THE CHALLENGE
The post-harvest wastage of vegetables, in India, accounts nearly for $6 billion annually, cutting in to the earnings of small farmers while wild unexpected price swings, take another toll. Large cold storage facilities are out of reach and unsuitable for the small farmers.

THE SOLUTION
GreenCHILL, is an off grid biomass powered storage capacity of 5 – 30 MT, can bring down the wastage by 50% by storing horticulture produce before shipping it from farm site. GreenCHILL is operated by farmers at their farm site with subsidy support. products can be sold.

THE IMPACT
5 farmers have increased their livelihood from INR 2.5 Lacs to INR 5 Lakhs a year.

Direct Jobs Created: 10 full-time employees, 5 part-time employees

GEOGRAPHIC REACH
Gujarat, Madhya Pradesh, Uttar Pradesh, Maharashtra, Rajasthan

- Incubatee
  New Leaf Dynamic Technologies
- Sector
  Energy
- Headquarters
  Noida, NCR
THE CHALLENGE
Small businesses from Rural India have a critical unmet need for reliable and affordable electricity supply for running income-generating appliances. Around 4.4 million rural SMEs have self-reported that unreliable and intermittent power supply is the biggest obstacle to running and growing their business. Nearly 200 million smallholding farmers rely on operationally expensive diesel pumps for irrigation, leading to low crop productivity and meager income.

THE SOLUTION
Oorja is a for-profit social enterprise which deploys Plug-and-Play smart solar mini-grids (10–30 kWp) and community solar irrigation systems (2-10 HP) to provide energy and water as a service. Lower tariffs compared to diesel alternatives, high reliability and quality of Oorja’s energy services mean that businesses can expand, increase their income and employ more people and farmers can improve agricultural yields and diversify their cropping to earn more.

THE IMPACT
Oorja has acquired 87 customers so far, of which - 44 are households, 1 is a commercial; set-up, and 42 are marginal farmers. Their solar pumps have enabled 58 acres of land to be irrigated, while saving INR 5,12,565 of fossil-fuel expenditure, and preventing emission of 24,650 kg of CO2.

Direct Jobs Created: 5 full-time employees

GEOGRAPHIC REACH
Uttar Pradesh
THE CHALLENGE
In the rapidly growing solar energy sector, quality education is a necessity. Though a number of educational institutes have started offering courses in the field, they severely lag behind industry in terms of content and hands-on learning.

THE SOLUTION
A modular education and learning set up for Solar Energy technology which mimics the real systems in terms of functioning and arrangement of components and is used in the classroom itself for hands-on learning.

THE IMPACT
So far, 45 rural youth have attended the training sessions, and 1 micro-entrepreneur has been created.

Direct Jobs Created: 3 full-time employees

GEOGRAPHIC REACH
Odisha
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If you are an entrepreneur, investor, and/or mentor working in the sectors of Education, Employability, Agribusiness, Healthcare and Renewable Energy, we invite you to reach out to us at info@villgro.org so we can together create large scale social impact.