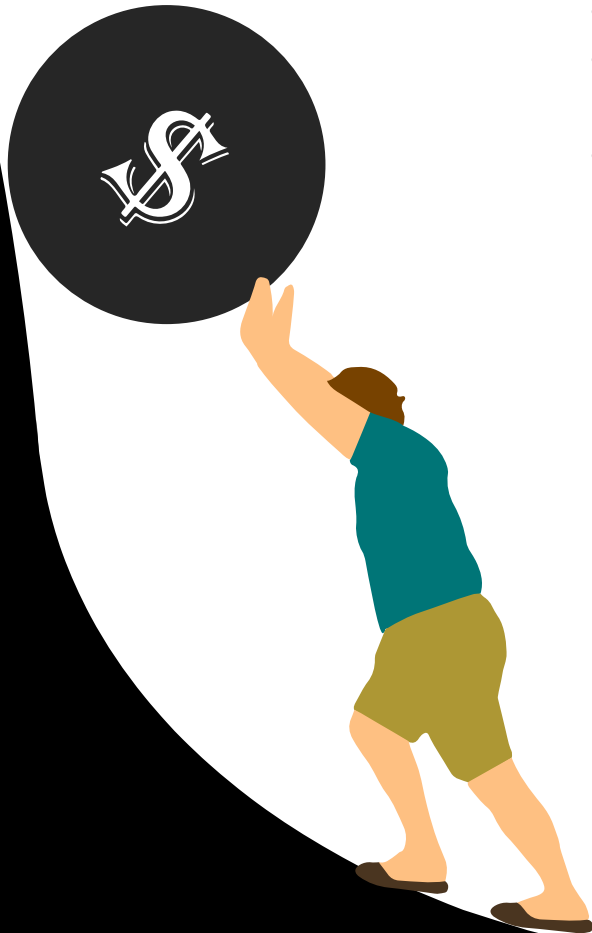




Helping SMEs build
Sustainable
Growth Capability
Internally



EXECUTIVE SUMMARY



Objectives

- To take SMEs towards a journey of efficiency, productivity and profitability.
- To be able to identify problems and provide root cause analysis and solutions for most painful and immediate business challenges
- Will introduce SMEs to best practices, business concepts, toolkits and frameworks that can be directly implied to their businesses.

Criteria for selection

- All SMEs who are in the range of 10 – 80 Cr will be evaluated

What SME needs to do

- Undergo a detailed discovery with Wadhvani Transformation team and provide information as needed (first discussion with senior management)
- Commitment for the program – share information guarded by a non disclosure agreement
- Signup on our digital platform to monitor their own progress and access resources

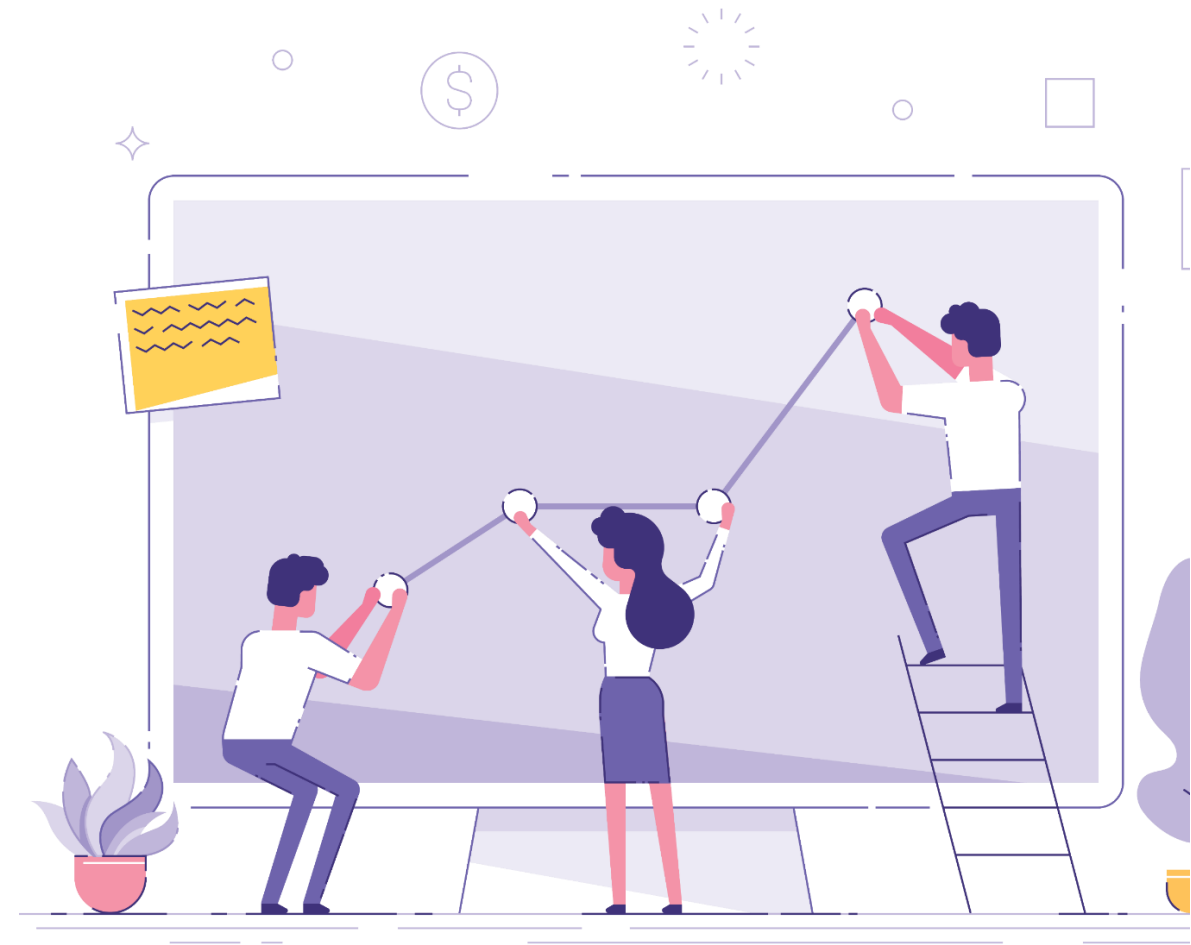
Additional gains

- **Extended Support from Wadhvani Transformation team for PMO and Governance for 12 weeks**
- Lifetime access to Wadhvani's digital platform for SMEs – a knowledge hub

Stabilize, Optimize & Scale Your Business

- 12-week program focused on business growth
- In-depth Business Discovery by WF Consultants
- Root cause analysis of pressing business challenges
- Available to small businesses in India with a passion and commitment to Adapt, Grow and Scale
- 20 weeks of extended PMO support by WF Team

An outcome-oriented program that helps MSMEs overcome immediate challenges and be GROWTH ready for the future



GROWTH | PROFITS | FUTURE-READINESS

WHO SHOULD APPLY?



SMEs with a revenue of INR 10 Cr – 80 Cr in the most recent fiscal year



SMEs with at least 25 employees



Signup on our digital platform and access resources



Deeply committed to business transformation – ready to share key business info under a Non Disclosure Agreement



WHY SHOULD YOU APPLY:

GAIN FROM THE WADHWANI FOUNDATION ECOSYSTEM

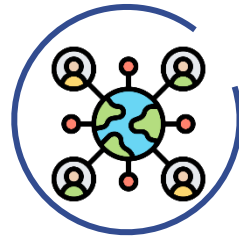
ACCESS TO A
GLOBAL COMMUNITY
OF ENTREPRENEURS



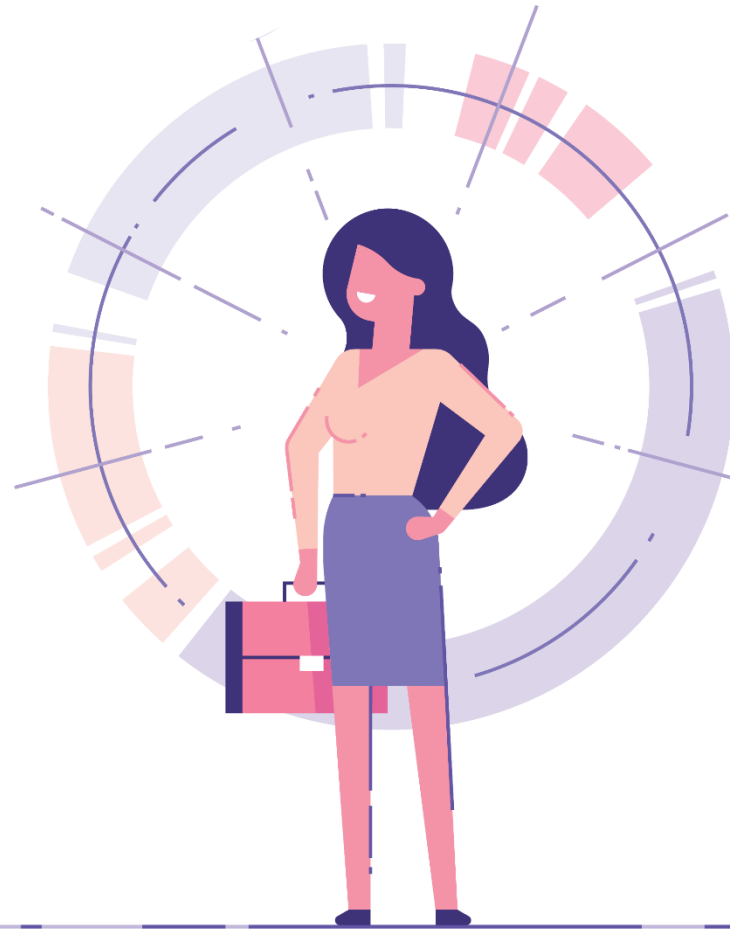
ACCESS TO BEST
PRACTICES IN
BUSINESS AND
SUPPORT BY WF
CONSULTANTS



ACCESS TO THE
FOUNDATION'S
NETWORK IN 25+
EMERGING
ECONOMIES



LIFE-LONG SUPPORT
THROUGH THE
PROPRIETARY
PLATFORM



PROGRAM FLOW

**APPLICATIONS:
BY GROWTH ORIENTED
MSMEs**



**Filtering &
Selecting Cohort Members
(Online application form)**



**360 degree business
discovery (data
sharing by SMEs)**



**1:1 discovery sessions
with WF consultants**

Root cause analysis

Problem Solving

Business Networking



**Transformation
Plan**

Execution Support



"GENIE": AI-EMPOWERED 3600 SUPPORT PLATFORM

SME growth journey starts here

GENIE based Growth Discovery Tool

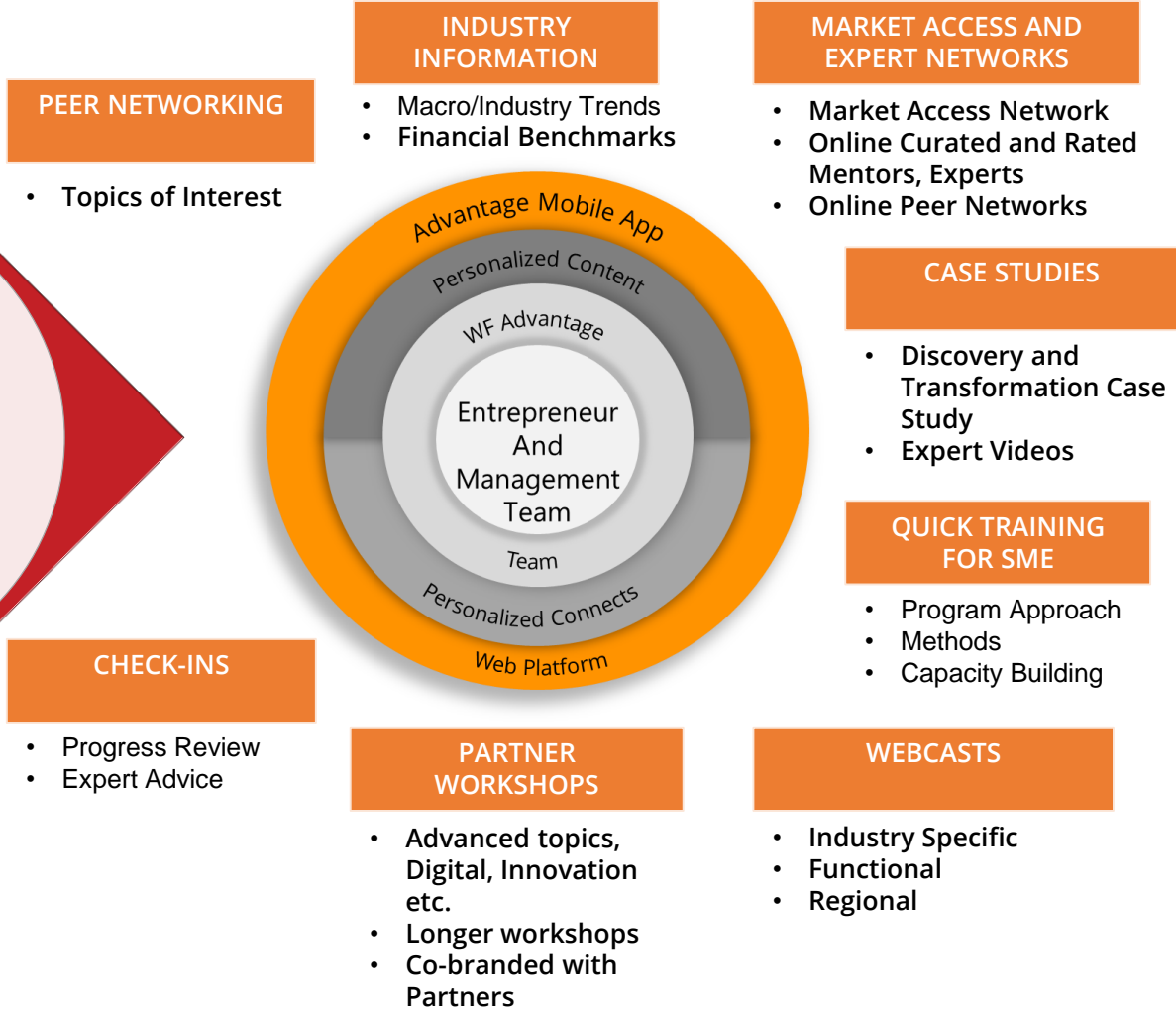
We will review your:

- Orders, sales, customers
- Cash flow, profitability
- Operations
- Workforce

SME will receive

- a) Growth Discovery Report
- b) Transformation Plan
- c) Access to GENIE 360° Support

GENIE 360° Support Platform



SME JOURNEY BEGINS WITH OUR GROWTH DISCOVERY TOOL

OVERVIEW

The **GENIE Growth Discovery Tool** embodies a structured approach to:

- Assessing SME's current business and developing insights
- Identifying growth initiatives to put the SME on a 5X to 10X growth path

WHAT WE DO

Use Growth Discovery Tool to analyze key performance indicators from data collected from SMEs:

- Orders, Revenues and Customers
- Cash Flow, Profitability, etc.
- Operations
- Workforce

Train SMEs and their direct reports in using the tool and help them build the growth capability. We offer webcasts, market access and expert networking sessions, partner workshops

WHAT SUPPORT WE NEED FROM SMEs

- Share their experience, journey and data that helps us perform their growth discovery and transformation plan
- Formalize jointly agreed joint transformation team
- Leverage our capabilities, program structure, process and Genie 360^o technology platform
- Devote the required time to transform their company and help us build case studies of success
- Be the active member of our community and network of SME ecosystem



SCOPE

WHAT WE DELIVER AND YOU GET

- **Business Monitoring Dashboard**
- **Growth Discovery Report to help you grow 5X-10X**
 - Business assessment
 - Insights based on trends and benchmarks
- **Transformation Plan**
 - Initiatives with a detailed execution plan
 - Priorities, Milestones and KPIs
- **Certificate at the end of first transformation**
 - Assessment of your readiness to know how to build/ buy capabilities to grow 5X-10X, on your own without external help
- **On-going support in maintaining your certificate**
 - Query resolution through help desk
 - Continuous support on 'Genie'

SALIENT FEATURES

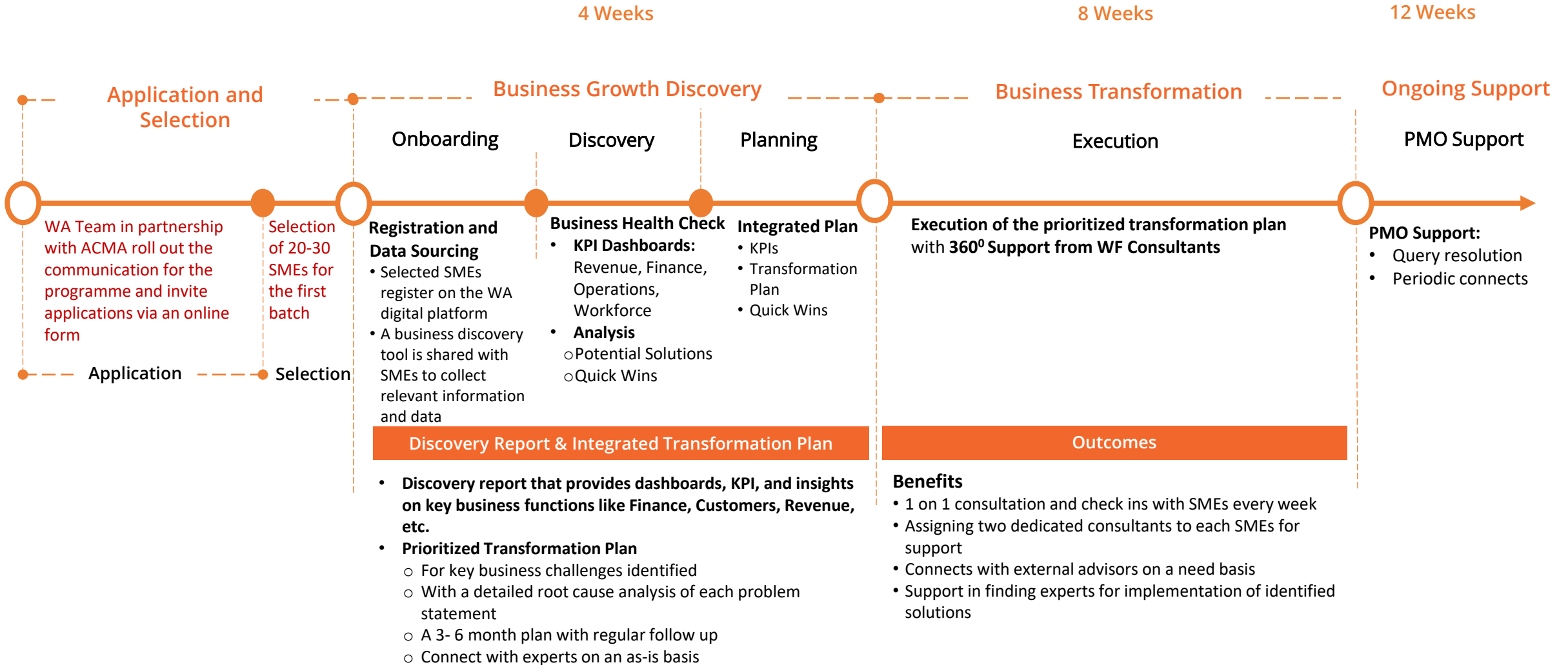
- Guides to help you build growth capabilities on your own
- Dashboards to track business performance and achieve results
- Certification once SME has built internal capability in the identified areas

WHAT'S UNIQUE ABOUT THE GROWTH DISCOVERY TOOL

Unique Benefits

- **~300 human years of subject matter experience:** Deep expertise in industries, functions with WA leaders and transformation teams
- **Focused on 'Growth'** and related goals of the capability development in revenue, operations, finance and workforce
- **Critical 25 Key Performance Indicators (KPIs)** Lensed and Researched for monitoring and governance
- **'Data' and not 'opinion' led:** Our data experts have automated logic supporting the 360° scan and readiness of your business to achieve hyper growth in revenue, expected to be Artificial Intelligence (AI) enabled, not only making scans and assessing the current status but also having predictive value
- **Industry benchmarked,** not just based on the past trends and expectations, showing you relative competitive position with an 'outside in' view
- **Industrial strength 5 degree growth discovery assessment, passing 10 rigorous logical consistency tests:** These 10 tests are: 1. Stand alone (for a given KPI), 2. portfolio (between KPIs) 3. vertical (within the levels of the KPI logic tree), 4. horizontal/ temporal (longitudinal or across quarters, segmented into the past, now, future, pre post COVID), 5. causal 6. correlational, 7. hypothesis building 8. absolute and relative to benchmarks, 9. scenario based 10. Action prompting
- **Market tested** with Subject Matter Experts and SMEs: Experience of 1000 SMEs in India and LATAM, tool built with the help of inputs from SMEs and subject matter experts
- **Dynamic, continually developed, not static and old:** New release every month, updating the information, benchmarks and AI
- **Easy to use:** Automated Excel easy to use file and expected to be on our AI enabled Genie Web and Mobile Platform, soon with great UX/ UI
- **Empowering:** Just not discovers your readiness to solve your growth problem, but also trains you and your people to solve one, helps you earn a 'Wadhvani Certificate' of preparedness to solve your growth transformation challenges

PROGRAM STRUCTURE



A few of our partners

Experienced industry professionals will train the Cohort members

Our Sourcing partnerships with banks, non-banking financial institutions



Our partnerships consulting/ advisory firms, gig-platforms



Our partnership with governments



Our partnership with associations for both Sourcing and Implementation



Our partnership with platforms on sharing knowledge



Wadhvani Foundtion is a not-for-profit organization **dedicated to creating sustainable impact for the society**

About us

- Founded in 2000, Wadhvani Foundation is a not-for-profit with the primary mission of accelerating economic development in emerging economies by driving large-scale job creation through entrepreneurship, innovation and skills development.
- Today, the Foundation is scaling impact in 25 countries across Asia, Africa, and Latin America through various Initiatives

“The economic greatness of a country is fueled by the strength and vitality of its entrepreneurs”

- Dr. Romesh Wadhvani
Founder and Chairman,
Wadhvani Foundation



Wadhvani Foundation's Initiatives Driving Economic and Job Growth in Emerging Economies



**Wadhvani
Advantage-Sahayata**



**Wadhvani
Entrepreneur**



**Wadhvani
Opportunity**



**Wadhvani
Innovate**



Wadhvani AI
- a partner program

Wadhvani Catalyst

Wadhvani Technology Platform

• Wadhvani Global University

• Wadhvani Market Research and Policy

THANK YOU

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