



Creating Jobs. Changing Lives



# Wadhvani Approach

## GLOBAL PLATFORM FOR JOB CREATION





# Mission

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



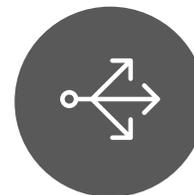
## Creating Jobs

Through entrepreneurship, innovation and skills development



## Changing Lives

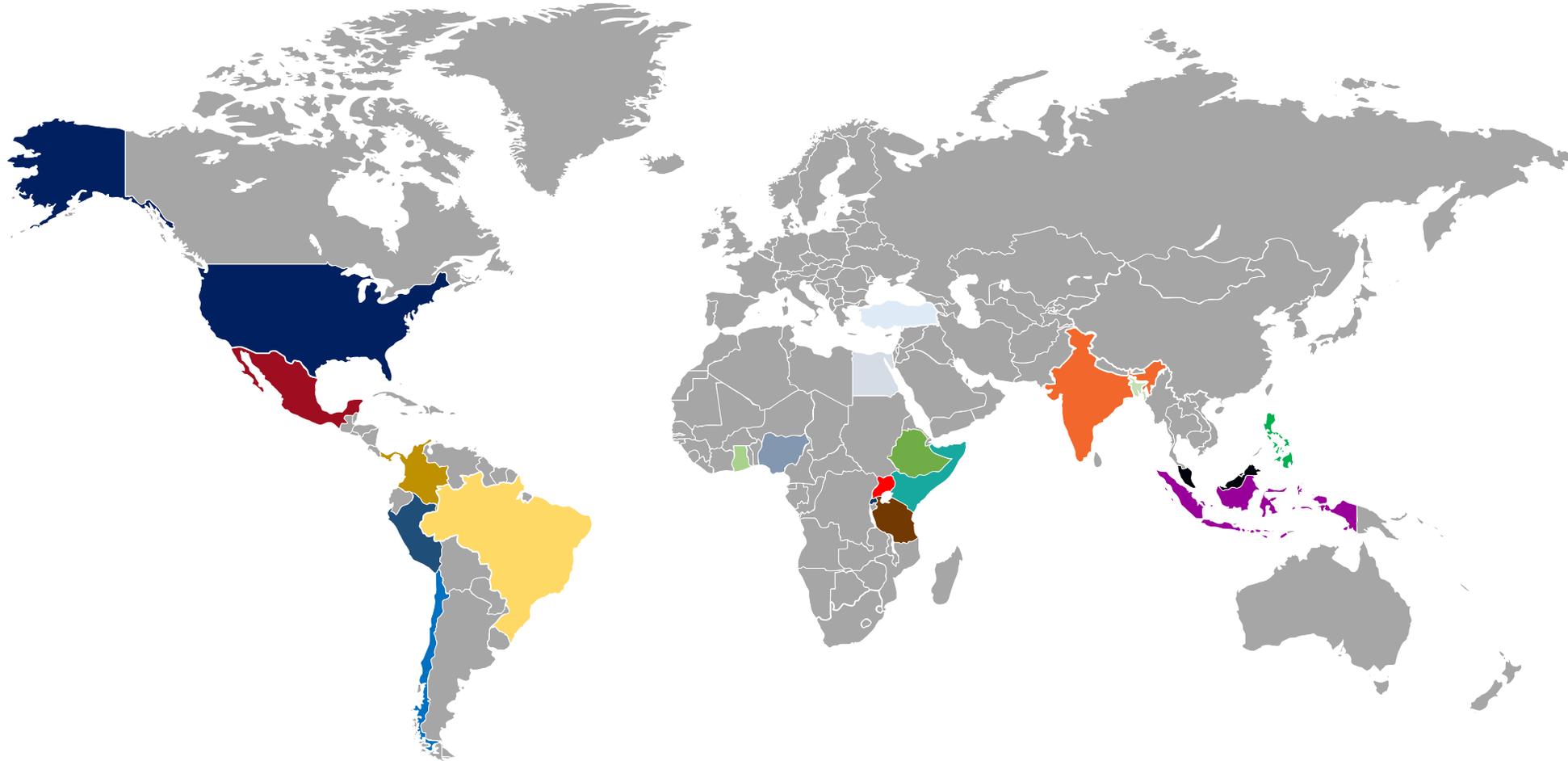
Through creating high-value jobs and empowering individuals to command those jobs



## Scaling Impact

Through technology, networks, and partnerships across Asia, Africa and Latin America

# Global Footprint



## ASIA



India Bangladesh Indonesia Malaysia Philippines Turkey

## AFRICA



Egypt Ghana Nigeria Tanzania Ethiopia Rwanda Uganda Kenya

## LATIN AMERICA



Brazil Chile Peru Columbia Mexico

# Dr. Romesh Wadhvani

## Founder and Chairman

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- Silicon Valley entrepreneur and philanthropist
- Until 1999, built three successful companies, the last of exited at over \$9 billion
- Founding Chairman and CEO of \$3.5 billion Symphony Technology Group (1999)
- Founder and Chairman of Wadhvani Foundation (2003)
- Founding Chairman of PE firm Symphony AI (2018)
- Member of the Gates Buffet Giving Pledge
- Appointed by President Obama on the Board of Trustees of the John. F. Kennedy Center
- Board Member of Center for Strategic and International Studies, Washington, D.C.





# Dr. Ajay Kela

## President and CEO

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- Expanded Foundation's initiatives to 20 countries in eight years and \$100M of Govt. investment.
- Scaled startup Symphony Services to \$175M in six years with eventual exit at \$780M
- Grew AutoCAD business from \$170M to \$850M in 10 years at Autodesk
- PhD research on computer graphics lead to multi-million dollar products at GE and Autodesk
- B-Tech, IIT Bombay, India

# Wadhvani Leaders

Handpicked from the best talent having distinguished career profiles cutting across skill-sets, competencies and diverse experience



**Ajay Kela**  
President & CEO



**Javier Campos**  
MD, Latin America



**Hesham Abdelghaffar**  
Head, MENA and  
Turkey



**Oludare Kodaolu**  
Regional Head, West  
Africa



**Samir Sathe**  
EVP, Wadhvani  
Advantage



**Sunil Dahiya**  
EVP, Wadhvani  
Opportunity



**Sunita Singh**  
EVP, WF and  
Co-founder NEN



**Atul Raja**  
EVP, Global Marketing



**Austin Thomas**  
EVP, Impact Management and  
Partnerships



**Swati Mittal**  
Financial Controller



**Satyasai Sylada**  
Chief Mentor, HR



**Raghu Mallena**  
Chief Technology Officer



**Mahendra Jain**  
Head, SBIR India



# Strategy

**Being a catalyst, working with governments, academia, accelerators, corporates, mentors, investors, and other strategic partners**

The Foundation believes in the power of networks enabled through technology platforms and strategic partnerships that are self-reinforcing to deliver higher value and greater impact.

# Objective

**Enabling the creation and fulfilment of 10M high value jobs over the next 10 years**



# Wadhvani Initiatives



Wadhvani  
Entrepreneur



Wadhvani  
Advantage



Wadhvani  
Opportunity



Wadhvani  
Innovation

Wadhvani Impact Fund (WIF)



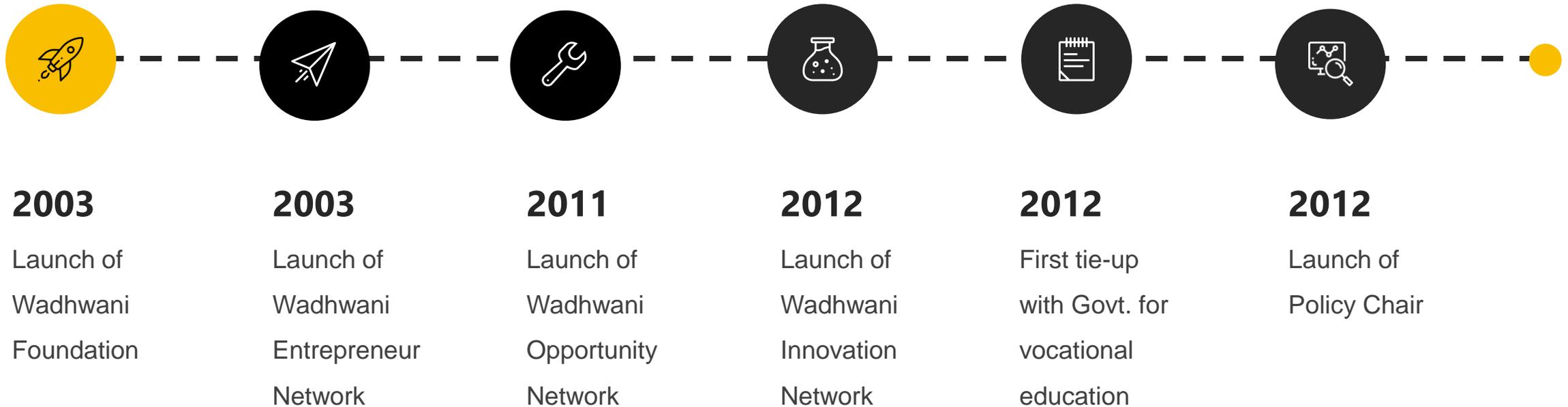
Wadhvani Policy Chair (WPC)



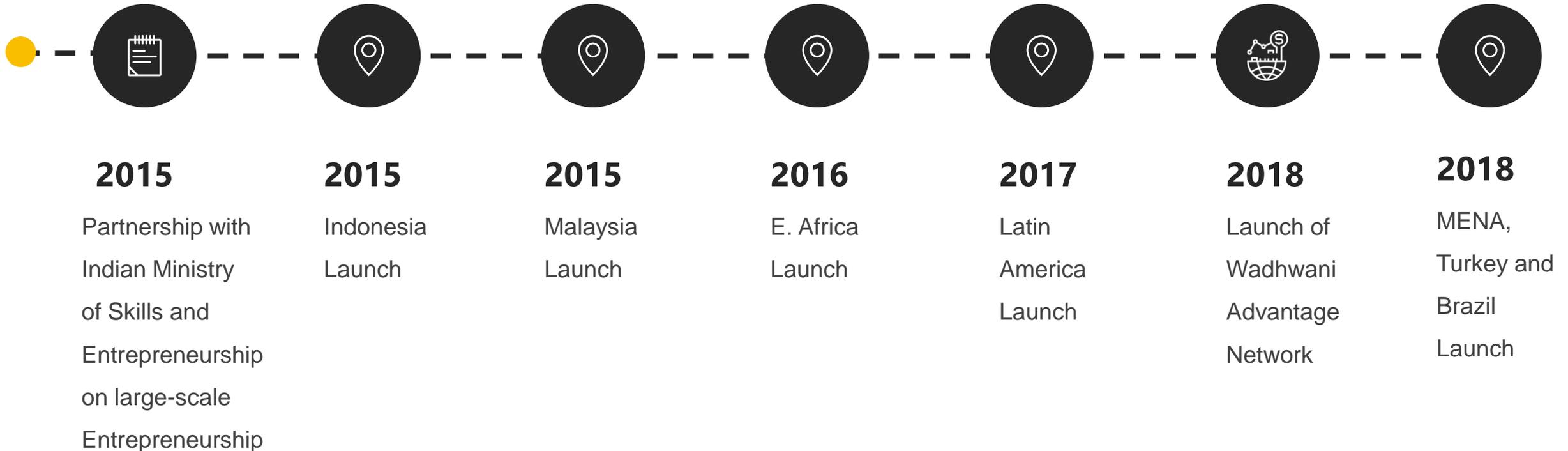
Wadhvani Market Research (WMR)



# Wadhvani **Milestones**



# Wadhvani **Milestones**



# Wadhvani Advantage

For Growth and SME Entrepreneurs

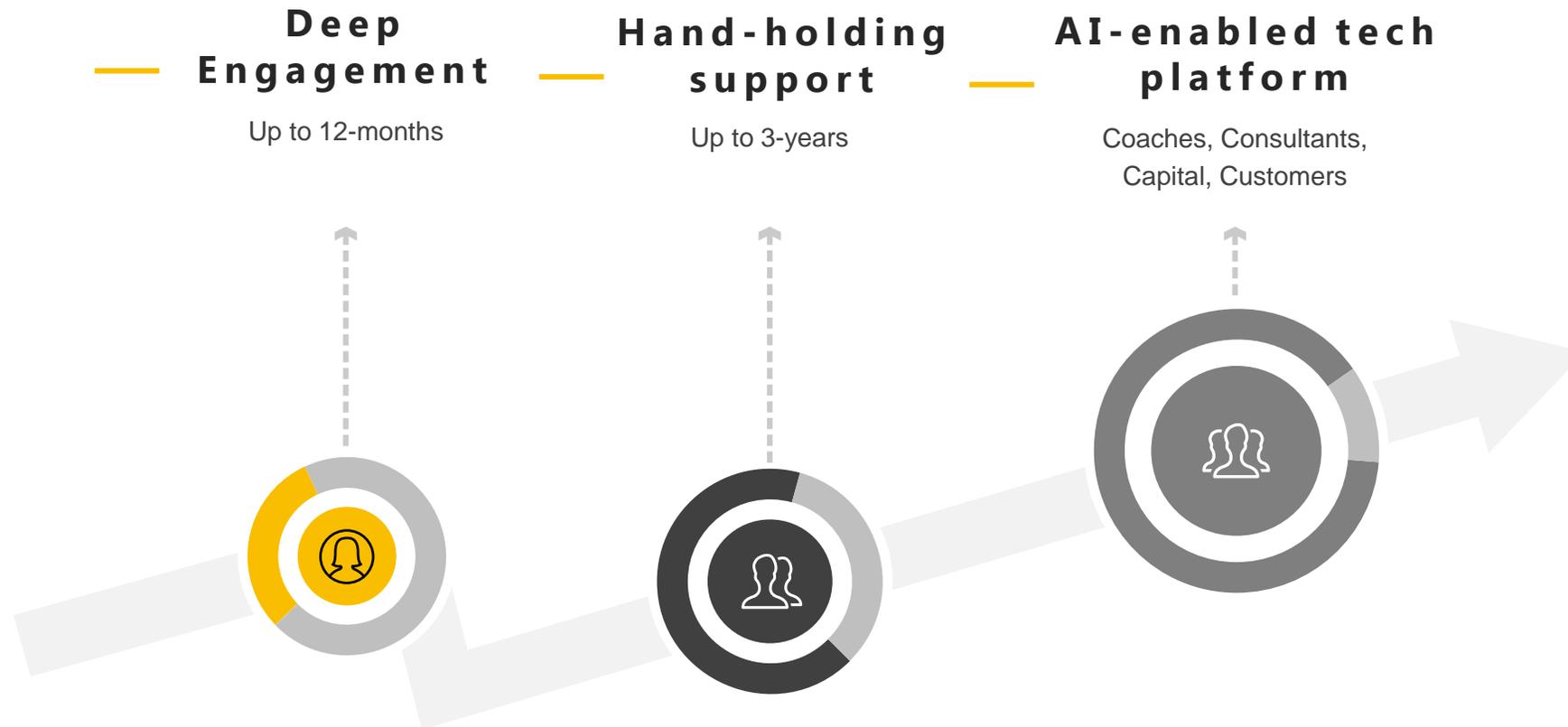


**The Wadhvani Advantage Program** charts out a hyper-growth path of 2x to 10x revenue growth for small businesses up to \$50M in revenue and in high value job creating sectors through Advisory, Strategic and Execution support services

# Wadhvani Advantage

**Accelerating growth of small businesses through strategic, advisory and execution support**

Platform for large partnership network of coaches, consultants, customers and capital providers

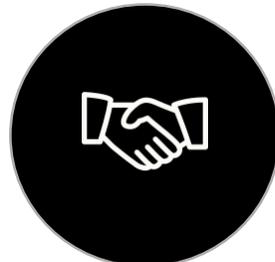


# Our Advantage



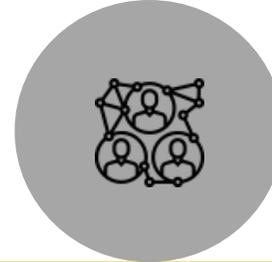
## Content

- Differentiated, actionable, personalized top quality content
- Videos, infographics, articles, playbooks authored by WF
- Curated content of external authors



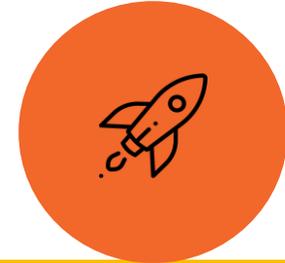
## Connects

- 60,000+ advisor network
- Network available across skills, competencies, industries and locations



## Top Quality Consulting

- Top quality of multi-media and automated consulting
- Delivery of transformational outcomes
- Choice of High Touch or Low Touch Model of engagement

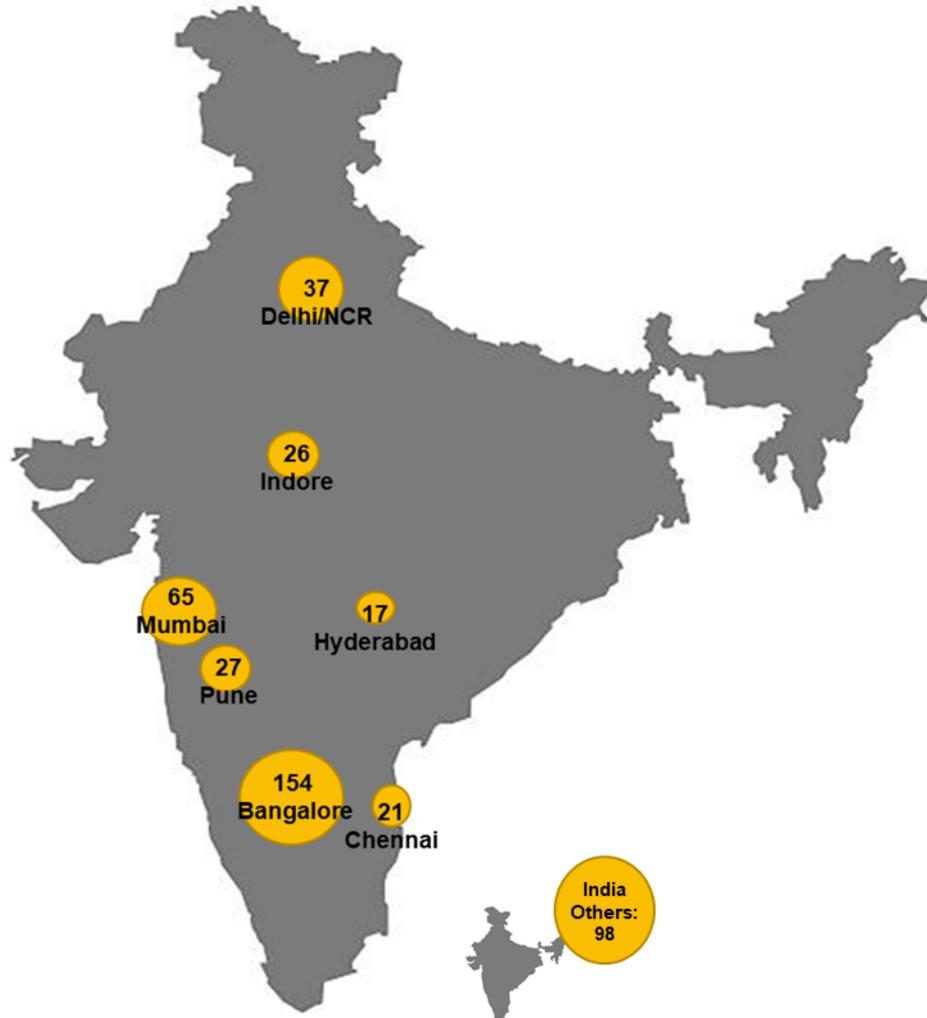


## Mobile Application

- On-the-go access to Content and Connects

# Where we are today

## Geographic spread of current Coach base



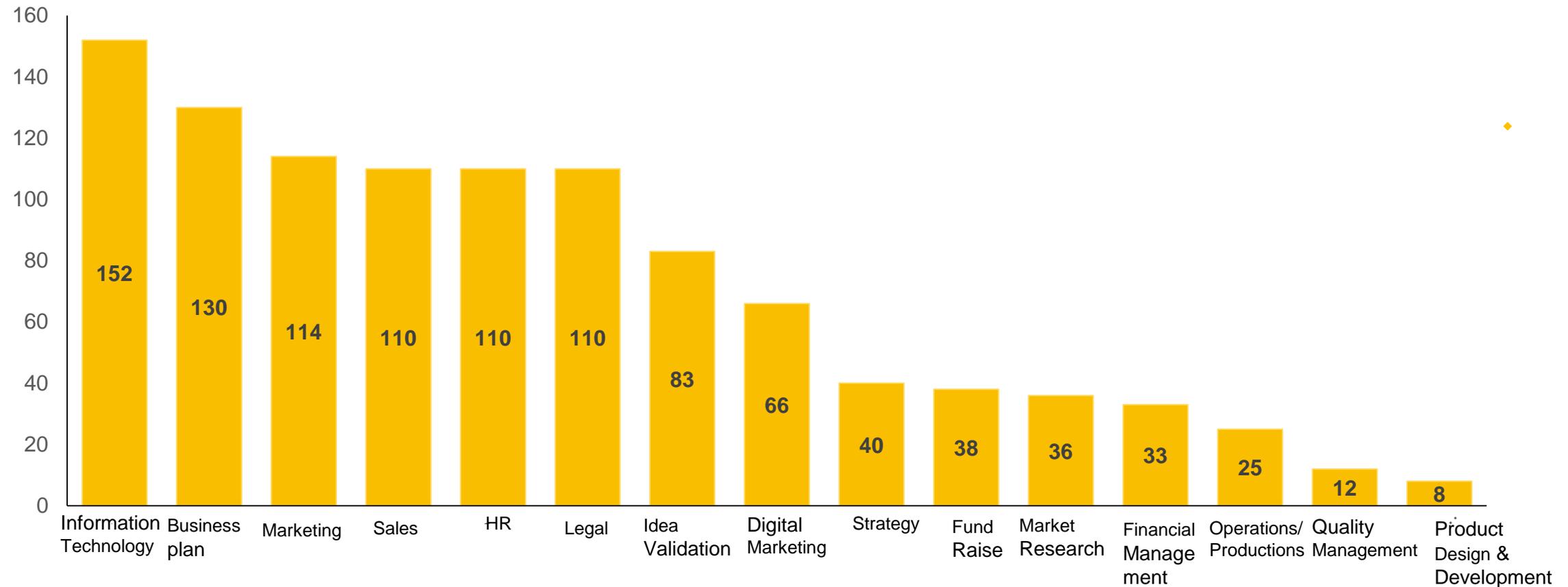
- **Network of 391**

- Bangalore 154
- Mumbai 65
- Delhi/Gurgaon 30
- Hyderabad 17
- Pune 27
- Other Locations 98

# Where we are today

## Segmentation on coaches/ consultants

Coaches: Area of Expertise



# Value Proposition & Benefits for Network Partners

## Coaches

Pay forward via donating time & sharing expertise; keep abreast with latest in industry



## Consultants

SME customer synergy, IT system synergy, differentiate your services, higher revenue



## Capital Investors

Curated pipeline for investment and opportunities for better ROI



## Customers

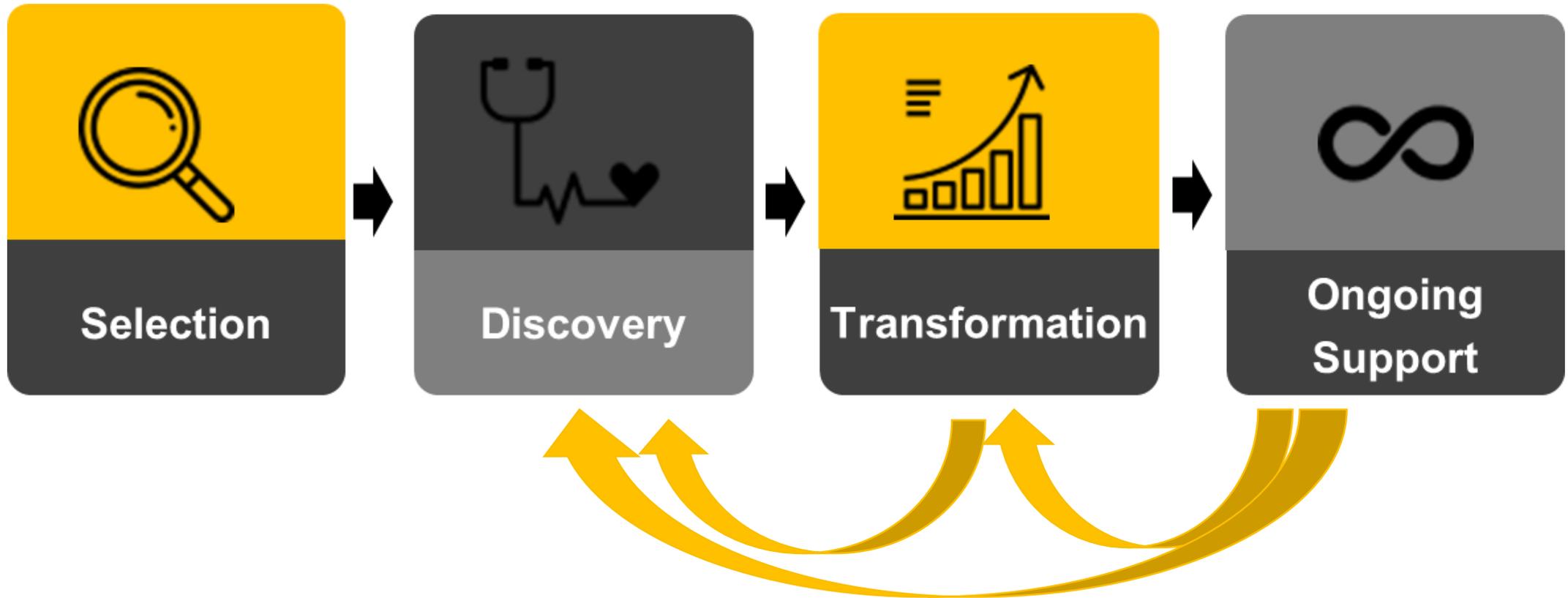
Innovation pipeline products & service line expansions  
Strengthen supply chain, differentiated solutions and services



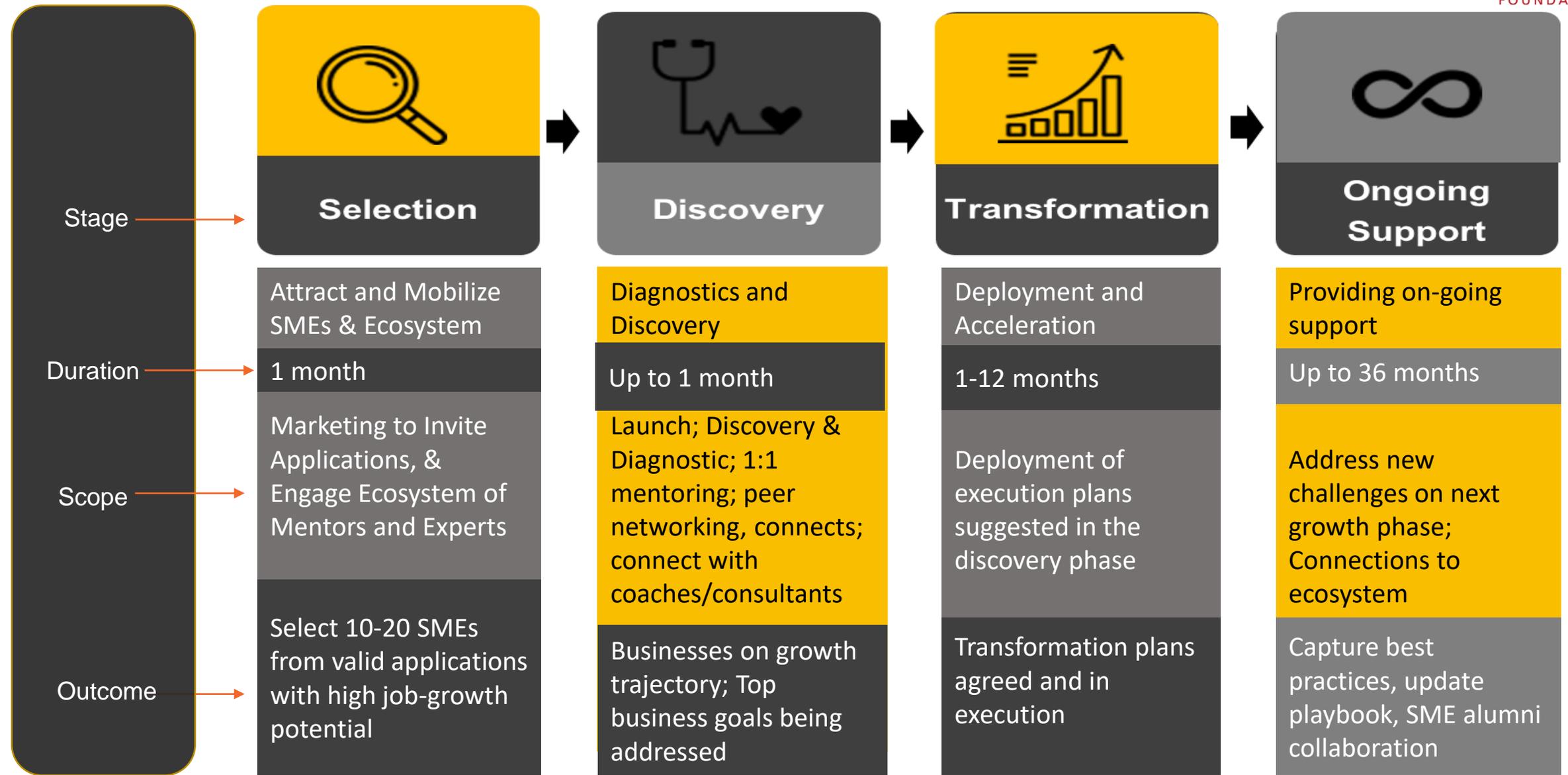
- Opportunity to create value
- Access to potential customers through pro bono engagements and opportunities for paid engagements

- Build curated pipeline
- Contribute to the nation's economic development by helping create jobs
- High quality engagement

# Wadhvani Advantage Program Structure



# Wadhvani Advantage Program



**Project Management by Wadhvani Advantage Team**

# Wadhvani Advantage: Program Scope Interventions

**70 + Interventions including Strategy, Growth and Business Operations**



# Wadhvani Knowledge & Technology Platform

**AI-enabled technology and multi-media content is a key enabler for scaling the Wadhvani Initiatives**



- Mobile and web products focused on user experience and personalization
- Video-centric, cloud-based, mobile consumed, experiential learning content
- Wadhvani Advantage Platform
  - Mobile platform to connect entrepreneurs to a rich global network of ecosystem partners (mentors, investors, customers and other support services)
  - One-stop source for accessing all learning resources that are created, curated and crowd-sourced from around the globe
  - Recommendation engine that highly personalizes the experience of every WF stakeholder
- LearnWISE™ Web and Mobile App
  - Online learning platform for faculty and students of entrepreneurship and skilling courses

# Advantage Head, India



## Samir Sathe

**Executive Vice President**

**Wadhvani Advantage, India**

- Has 25 years of experience in research, strategy and transformation, consulting across the globe
- Thought leader in building conceptual frameworks and developing insights in select domains.
- Has successfully played senior executive leadership roles in advising and executing hundreds of engagements for domestic, multi national, small and large businesses, in diverse manufacturing and service industries.
- Master's degree in coaching and consulting for change, from INSEAD, France.
- Completed programs in "Leading Professional Service Firms" at Harvard Business School and "Challenges of Global Poverty" at MIT

# Advantage Team- India



**Samir Sathe**

Executive Vice President,  
Wadhvani Advantage, India



**Sujatha Ramini**  
Director- Network



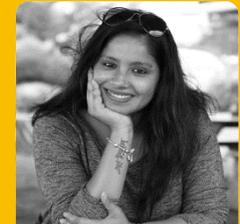
**Anubhav Gera**  
VP- Sourcing



**Rashmi Khurana**  
Anchor Mentor



**Ruchika Kashyap**  
Director- Content



**Barsha Chatterjee**  
Director Sourcing



**Aarti Bisla**  
Associate Director-  
Content



**Runa Tarafdar**  
Senior Manager-  
Network



**Bibhudutta S**  
Industrial Economist



**Keerthi B S**  
Data Analyst



**Shruti Udaphyay**  
Transformation  
Manager

# Wadhvani Partners

The Foundation's multiple partnerships across geographies in the entrepreneurship, skills development and innovation domains are key to achieving its mission of job creation at scale



**Governments**



**Educational  
Institutes**



**Corporates**



**Coaches and  
Consultants**



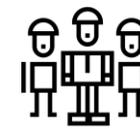
**Industry Experts**



**Investors**



**NGOs**



**Industry  
Associations**

# Take Advantage



**Entrepreneurs**

Want to grow faster?

Apply Now



**Coaches & Consultants**

Looking for an opportunity to create value?

Reach us at  
[takeadvantage@wfglobal.org](mailto:takeadvantage@wfglobal.org)



**Capital Providers**

Looking for a curated pipeline for investment?

Reach us at  
[takeadvantage@wfglobal.org](mailto:takeadvantage@wfglobal.org)

To know more, visit us at <https://www.wfglobal.org/>

# THANK YOU!

[www.wfglobal.org](http://www.wfglobal.org)

