Inspiring, educating, and enabling student entrepreneurs
### About Wadhwani Foundation

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

<table>
<thead>
<tr>
<th>Wadhwani Advantage</th>
<th>Empowers small and medium size businesses with capabilities to maximise their growth potential</th>
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<tbody>
<tr>
<td>Wadhwani Entrepreneur</td>
<td>Inspires, educates and enables startup entrepreneurs</td>
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<td>Wadhwani NEN</td>
<td>Empowers students to create high-potential startups</td>
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<td>Wadhwani VFT</td>
<td>Empowers entrepreneurs and incubators to build successful and scalable startups</td>
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<td>Wadhwani Opportunity</td>
<td>Empowers students to command family-supporting jobs through 21st century skills</td>
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<td>Wadhwani Innovation</td>
<td>Accelerates large-scale academia/industry lead innovation through grants</td>
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<td>Wadhwani Catalyst Fund</td>
<td>Amplifies economic and job growth through scaling third-party efforts</td>
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<tr>
<td>Wadhwani Institute of Technology and Policy</td>
<td>Bridging the gap between Policy and Technology</td>
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**Create Jobs • Change Lives • Scale Impact**
Wadhwani NEN: Benefits to your Institute

We will mainstream entrepreneurship education at your campus with our experiential 14 weeks’ NEN Program, at no cost to institutes & students.

- Inculcate a culture of entrepreneurship and inspire the best & brightest on your campus to become entrepreneurs
- Equip your students to become better professionals with improved job prospects
- With the likes of Sachin Bansal and Byju Ravindran creating unicorn startups, there is an increased demand for entrepreneurship courses
  - Millennials want to shape their own future
  - Entrepreneurial skills are key to their working lives
- Students will get access to the AI-enabled Wadhwani Technology Platform with highly curated content, course material and certification - all backed by two decades of experience in the entrepreneurship ecosystem

World’s leading institutes like Harvard, MIT, Stanford, INSEAD, IITB are known for fostering entrepreneurship, innovation & incubation
Wadhwani NEN: Benefits to your Students

The experiential and practice based NEN program will empower your students with knowledge and skills to create high-potential startups and/or improved employability.

- A 14-week, 4-milestone course with a Real Venture launch in 10 weeks as an outcome
- Experiential, real-world learning:
  - ~35 hours of content, sessions, reference material; experienced entrepreneurship educators
  - ‘Learn by doing’ pedagogy through curriculum-focused videos, assignments, case-based content
  - Learning labs (booster clinics, workshops), pitch simulators & pitch days
  - Masterclasses by marquee entrepreneurs, mentors, industry experts
  - Exclusive 1:1 mentoring sessions
- Ecosystem connects:
  - Access to incubators/accelerators/early-stage investors
  - Startup internship opportunities
  - A global community of mentors, experts & evaluators (across Asia, Africa, LatAm)
- Exclusive access to the Wadhwani Technology Platform
  - On-demand content, templates, framework, checklists, Q&A forum
  - Mentor guidance/Global mentors’ app
  - Personalized connects/scheduling, calendaring with connects
- Validation and recognition
  - Validated MVP & investor pitch endorsed by a global jury
  - E-certificate
Activate/Ignite Program: Milestone-based Experiential “Idea to Startup” Journey

Our curated material, case studies, masterclasses and exposure to experts/mentors help in creating compelling value propositions, financially viable business models, pitch decks, validated MVPs, culminating into Real Ventures (RVs).

### ONBOARDING
- Student applications
- Selection of students
- Orientation session
- Mandatory pre-work
- Students’ on-boarding

### Access to Platform

<table>
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<tr>
<th>0 Week</th>
<th>3 Week</th>
<th>6 Week</th>
<th>9 Week</th>
<th>13 Week</th>
<th>15 Week</th>
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<tbody>
<tr>
<td>Pitch 1</td>
<td>Pitch 2</td>
<td>Pitch 3</td>
<td>Pitch 4</td>
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### THEMES OF THE WEEK

- **Building startups**
- **Entrepreneurial mindsets**
- **Value proposition**
- **Building products**

- **Competitive advantage**
- **Market validation**
- **Delivering value**

- **Customer acquisition**
- **Growth channels**

- **Business model**
- **Financial planning**
- **Investability**

### IMPACT TEAM LED
- Global Jury Certification
- Evaluation of Pitch Decks
- Scoring on Milestone Rubrics
- Shout-outs on Social Media
- AWS Credits

### ACCESS TO 360-DEGREE CONTENT
- On Platform & App:
  - Case studies, expert videos, trending articles, templates & frameworks
  - Continued usage of the platform by startups
  - Masterclass sessions/AMA sessions
  - Newsletters
  - Community events

### 3 sessions a week

- **CONCEPTUAL SESSIONS**
  - Case study-based interventions

- **MASTERCLASSES**
  - Experts & entrepreneurs

- **LEARNING LABS**
  - Hands-on-workshops

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NEN Program: Institute/RV Success Stories

India | 2021

- Some of our premier institutes incl:
  IIM Udaipur | IIT Mandi | IIIT Naya Raipur | NID Ahmedabad | NIT Surathkal | NIT Raipur | Amity University | Shri Govindram Seksaria Institute of Technology and Science, Indore | St Aloysius College, Mangalore | St. Joseph's College of Commerce, Bengaluru

Feedback Rating (0-10 scale)*
- Overall WF Program:
  Faculty: 8.9/10 and Students: 8/10
- WF Offerings:
  Course: 7.7/10, Platform: 8.1/10 and WF Support: 8.1/10
- Benefits to Students:
  Improved entrepreneurial mindset: 7.8/10 and Increase likelihood of starting venture: 8.3/10

*In 2020

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*In 2020
Igniting and establishing a nationwide culture of entrepreneurship

- 17,000 Students enrolled
- 6,000 Ventures created
- 2,500 Ventures certified by a global jury
- 80 Institutes

*2021
NEN Beneficiaries Speak

“The Wadhwani NEN Boot Camp gave us two key learnings -- building a startup pitch deck and presenting sophisticated topics in a short & simple manner”
- Shailesh Kumar Sahu, Student Venture: DAWN, IIT Kharagpur

“The Wadhwani NEN Boot Camp provided mentoring and helped us in understanding the pain points of the customer, making a prototype and getting validation”
- Shraman Pal, Student Venture: Wholesome, IIT Kharagpur

“The Wadhwani NEN Boot Camp helped take ‘eSaathi’ to new heights and become a marketable venture”
- Kshitij Khandelwal, Student Venture: eSaathi, IIT Kharagpur

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“The Wadhwani NEN mentor and its structured entrepreneurship course helped us refine our startup idea in terms of scalability, financial feasibility and customer value-adds”
- Mrinal Narain, Student Venture: Numo Uno, IIT Kharagpur

“The Wadhwani NEN Boot Camp supplemented our technical and academic learnings by providing knowledge on solving real-life problems, a step-by-step process to startup, and assignments/materials in LearnWISE”
- Soumyajit Chakraborty, Student Venture: Dyskas, IIT Kharagpur

“The entrepreneurial boot camp by Wadhwani NEN turned out to be a starting point of my journey as an entrepreneur and helped me transform my idea into a real venture”
- Sukesh JR, CEO & Co-Founder, Chef@Home

“I am impressed by the marked improvement in the students’ attitude due to the WF NEN entrepreneurship course and I am looking forward to rolling out the program across the entire campus in the coming semester.”
- Lucy Kibe, Team Leader, MKU Nairobi Campus

“The WF NEN program has drawn students from across disciplines and moulded them into one team. Students are benefiting daily from entrepreneurship-led skills, never-before seen in the university. E Cell registration has grown as more students are keen to share ideas on business.”
- John Kamau, The CEO MKU Street Smarter E Cell

“The Wadhwani NEN program is being offered to all students as a free package to enhance their abilities and to become self-reliant at the close of their campus life.”
- Prof. Stanley Wauda, The Vice Chancellor - Mount Kenya University

“To be successful, entrepreneurs need to learn from the experience of other entrepreneurs who have walked the path. Cradle has charted entrepreneurial journeys and has built a good network of mentors to sharpen entrepreneurial skills. Wadhwani Foundation’s advice and expertise will go a long way in developing capable entrepreneurs”
- Nazrin Hassan, CEO, Cradle Fund Sdn. Bhd.

... and many more
Dr Romesh Wadhwani
Founder and Chairman

- Silicon Valley entrepreneur and philanthropist
- Until 1999, built three successful companies, the last of which was exited at over $9 billion
- Founding Chairman and CEO of $3.5 billion Symphony Technology Group (1999)
- Founder and Chairman of Wadhwani Foundation (2000)
- Founding Chairman of PE firm Symphony AI (2018)
- Member of the Gates Buffet Giving Pledge
- Padma Shri 2020 awardee
- President Obama appointee to the Board of Trustees of the John. F. Kennedy Center
- Board Member of Center for Strategic and International Studies, Washington, D.C.

Dr Ajay Kela
President and CEO

- Dr Kela leads the Foundation’s initiatives globally and is driving its expansion across Asia, Africa and Latin America.
- 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

Rajeev Warrier
EVP, Wadhwani Entrepreneur

- Rajeev is working towards enabling a vibrant Wadhwani Foundation Ecosystem Platform which will connect WF beneficiaries (across the WA, WE and WO Initiatives) to peers, mentors, experts, service providers, customers, and others.
- A software professional with engineering, business development and management experience in India, Australia, Canada and US
- Has varied experience in general management, entrepreneurship, information technology, software development, consulting, and planning of technology for enterprise & e-commerce companies.
- BE in Mechanical Engineering from NIT Bhopal and Post Graduate Diploma in Software Enterprise Management from IIM Bangalore

Sanjay Shah
Chief Operating Officer, India/SE Asia

- Sanjay heads the India/SEA operations of the Wadhwani Foundation.
- Over three decades of experience in founding and steering software product companies to the global market
- Founded Zapty, Instavans Logistics, Skelta, Everest Software and Accel Computers, some of which were successfully acquired
- Last stint was with iManage as its Managing Director for Asia responsible for business development of its solutions in Asia
- On the board of Sasken Technologies and Instavans Logistics as an Independent Director, and on the advisory board of Avo Automation
- Member of iSpirit (Indian Software Product Industry Round Table), Young President's Organization, and currently on the board of the Bangalore chapter
- M.S. in Computer Science from Virginia Tech and a B.Tech in Aeronautical Engineering from IIT, Bombay

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Thank You

https://entrepreneur.wfglobal.org