

Hyatt Regency, Gurgaon
18-19 Sept. 2017

New face of philanthropy approach, how startups are empowering our traditional NGOs

About the session

Philanthropy is changing, as the points of entry have grown more diverse and the tactics more sophisticated. The changing attitudes have given way to a new breed of social enterprises – in the for-profit space – who work towards creating impact by achieving social, community, economic and environmental outcomes. This new clutch of social entrepreneurs is adopting innovative solutions and differentiators like technology, among others, to further their social mission. These entrepreneurs, primarily in the startup space, are playing an increasingly active role in helping NGOs by bringing the same entrepreneurial skills they learned in business to the world of philanthropy. They are helping the NGOs identify smart uses of technology, providing mentoring support, helping develop strategy, and increase their scale and impact, to cite a few examples.

The panel will deliberate on the following topics:

- The dynamic startup ecosystem – Needs, challenges and opportunities
- The era of innovative disruptors – a new breed of social entrepreneurs that are bringing in ideas, information, approaches, new uses of technology to create impact
- How social entrepreneurs/startups are empowering NGOs – helping them grow and achieve greater social impact
- Way forward – Need for collaboration amongst stakeholders

Date & Time

19th September 2017, 10.50AM

Moderator: Debasish Mitter

Country Director, India, Michael & Susan Dell Foundation



Debasish leads the foundation's strategy and operations in India for education, employability skills, family economic stability, and health. In his role, Debasish helps to manage and develop the India-based portfolio to improve learning levels in schools serving underprivileged children; to catalyze sustainable and large-scale models that help youth gain meaningful employment; to support early-stage, market-based enterprises providing financial services to urban poor families; and to strengthen government's school-based health programs that improve outcomes in the lives of urban poor children.

Prior to joining the foundation, he spent 13 years with American Express in various leadership positions in their Delhi, Miami and New York offices. During his career with American Express, he led a variety of operational, transaction-related, finance and strategic responsibilities. Prior to that, Debasish spent a number of years with Dowell Schlumberger, an oilfield services leader, in senior finance roles in the Middle East and the Far East. Debasish is a chartered accountant.

1. Akshay Saxena, Co-Founder, Avanti Learning Centres

Akshay is the co-founder of Avanti. For his work at Avanti, he was awarded the Ashoka Fellowship, Draper Richards Kaplan Fellowship and Echoing Green Fellowship in 2012. Before Avanti, Akshay served on the founding team of HeartFlow a venture-backed medical diagnostics company. His prior work experience includes management consulting with the Boston Consulting Group in India, project implementation with the United Nations World Food Programme and fundraising and strategy at The International Save the Children Alliance. Akshay graduated from IIT Bombay with a degree in Chemical Engineering and was enrolled in the MBA program at the Harvard Business School.

About Avanti Learning Centres

[Avanti](#) is among India's fastest growing education start-ups. Avanti's Smart Gurukula combine the best teaching methods in the world with classroom technology to deliver effective Science and Mathematics education to over 4,000 students in over 25 cities across India. Its programs focus on competitive exam preparation (IIT JEE, CET, NEET). As a social enterprise, Avanti's mission is to deliver this high-quality education in every district in India.

2. Jairaj Bhattacharya, Co-founder and CEO, ConveGenius

Jairaj Bhattacharya is the Co-founder and CEO of ConveGenius, a mobile-first company focussed on digitising education in India and making it affordable, fun and rewarding. His role includes conceptualising and developing innovative mobile solutions to disrupt the current scenario of the ed-tech space in the country. Jairaj's key expertise lies in technology integration, product strategy, educational tech and business development. A graduate from IIIT Hyderabad in Electronics and Computer Science, Jairaj is also a Young India Fellow in Liberal Arts from the first batch of Ashoka University. He has worked as a Program Manager in Nanyang Technological University, Singapore in collaboration with Rice University. He was also associated with NASA for a brief period after completing his graduation. Named as the Global Student Entrepreneur of the Year in 2014 from Singapore, Jairaj steered the first Indian team in the global CANSAT competition conducted by the American Astronautical Society and NASA and helped cinch the first-ever win for India and Asia. He has also won the Undergraduate Research Award in 2009 for contribution in research as an engineering undergraduate in IIIT Hyderabad.

About ConveGenius

[Convegenius](#) is a mobile first, product company focused on digitizing education and making it affordable, fun and rewarding. The company aims to create disruption in the knowledge and digital media segment by providing affordable educational solutions for both the existing and the emerging mobile users globally. It believes in building mobile ecosystems that are designed to educate the masses by bringing in elements of fun, entertainment and rewards. ConveGenius is based out of India and Singapore.

3. Arshan Vakil, Co-Founder, Kings Learning

Arshan Vakil is the Co-founder & CEO of Kings Learning. He completed a dual degree from the University of Pennsylvania, with a BSc in Economics from the Wharton School and BSc in System Science Engineering from the School of Engineering and Applied Science. While working as Product Manager at an ecommerce start up in Mumbai, Arshan founded a mentorship initiative called Project Vahana, which helps underserved young adults reach their true career potential. This experience brought Arshan face to face with the employability skills crisis that so many Indians face due to the lack of access to quality English Language Training. In an attempt to solve this problem, Arshan amalgamated his passion for innovative technology and the idea of education as an enabler to create Kings Learning and enguru.

About Kings Learning

Kings Learning is an edtech start up aimed at providing employability focused English Language & communication skills training through innovative technology products. Their flagship product, enguru Spoken English app already has over two and half million users across 250+ locations in India. Enguru teaches users English in their mother tongue right from the basics upto more complex industry specific functional English that improves their employability. In addition to the app Kings Learning also provides hybrid learning programs in partnership with corporates, NGOs, schools and colleges – leveraging their technology tools, offline teaching experience and creative content.

4. Sabarinath C, Founder & CEO, Skillveri

Sabarinath is the Founder and CEO of Skillveri. He handles marketing, new product development and partnerships. He is an engineering and management professional with wide experience in development and marketing of technology solutions for Indian/Rural needs, passionate about education & skill development. Sabari is a winner of National Innovations for Skills Challenge 2014, organized by National Skill Development Corporation, and India Innovation Initiative 2012, jointly organized by Department of Science & Technology (Govt of India) and Confederation of Indian Industry.

About Skillveri

[Skillveri](#) was founded to address India's Skill Gap. Skillveri enables better quality delivery of practical vocational skill training at significantly lesser costs through its innovative, scalable platform of multi-skill simulators. After establishing market leadership with a range of welding-training products, a slew of new offerings is in the pipeline—spray painting, gold-jewellery soldering, medical skills, etc. The company recently graduated from IIT Madras' Rural Technology and Business Incubator (RTBI), and has won NSDC's Innovation Award.



Michael & Susan Dell
FOUNDATION



Michael & Susan Dell Foundation in India

The mission of the Michael & Susan Dell Foundation is transforming the lives of children living in urban poverty. The foundation opened its India office in 2006, with the aim of fostering high-quality education and improving family economic stability (financial inclusion and jobs & livelihoods) among India's urban poor.

Three key objectives drive the foundation's resource deployment: measurable social impact, sustainable institutions, and a roadmap to substantial scale.

The India education portfolio focuses on helping underserved students improve academic performance and get access to quality education, with a sharp focus on impacting learning outcomes.

The family economic stability portfolio focuses on giving urban underprivileged children a chance at stable, productive adulthoods by enabling financial stability for their families.

More information on Michael & Susan Dell Foundation in India is available at: <https://www.msdf.org/india/>

For more information visit
www.indiacsrsummit.in