

THE SANDBOX STORY

“ Inspiring and encouraging problem solvers in a community bring about sustainable and long term positive change ”

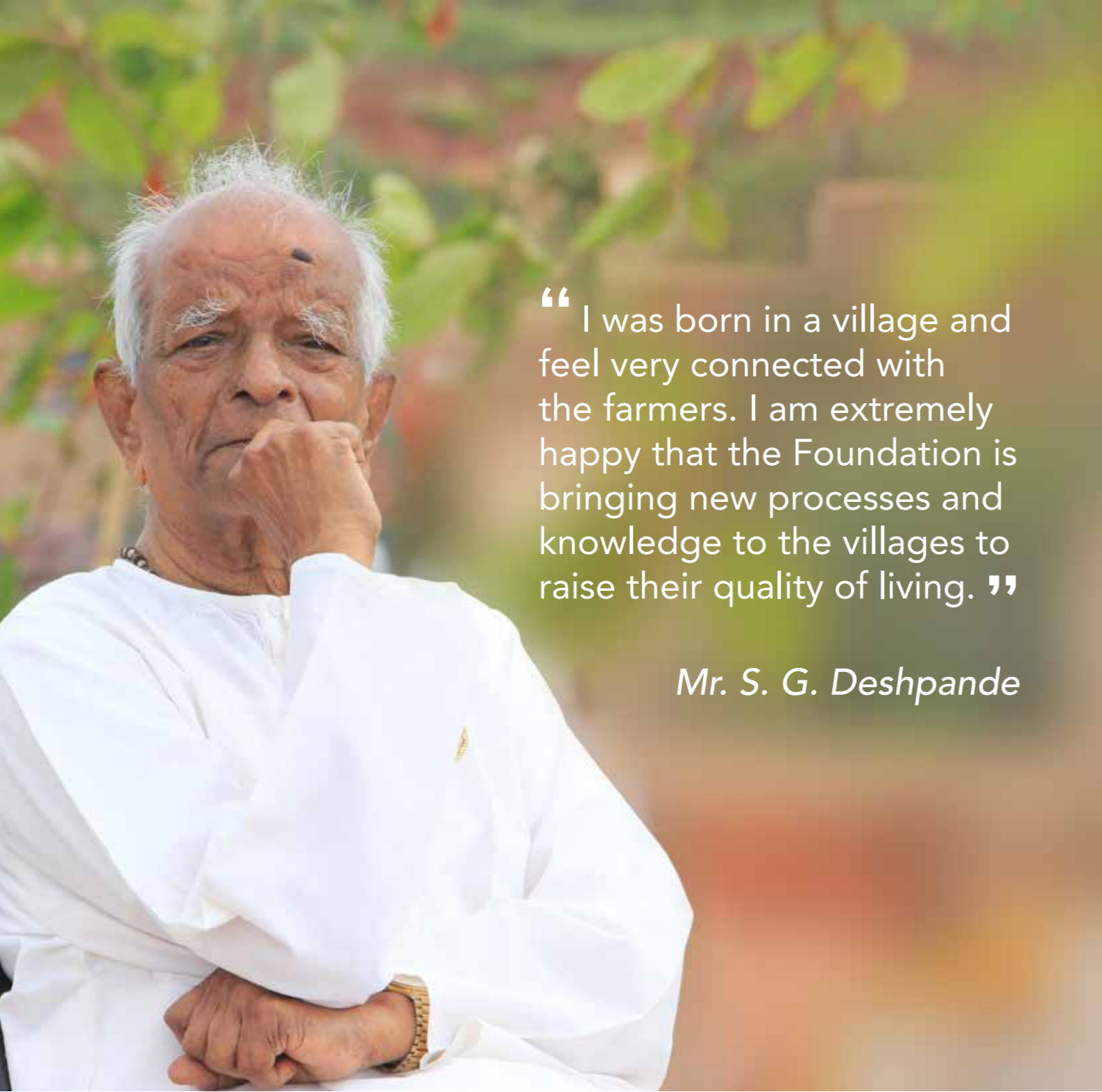
The Sandbox environment combines the execution excellence of for-profits with the compassion of non-profits.

Social entrepreneurship coupled with innovation at the grassroots level can empower those at the bottom of the socio-economic scale. This creates a ripple effect that brings positive change for the entire society.

We started a 'Sandbox' in our hometown of Hubballi to inject entrepreneurship and encourage innovation in the region. The enabling ecosystem of Sandbox has empowered locals to start initiatives at the grassroots, prove that they work, and bring them to scale to magnify their impact. Through the platform of a Sandbox, these mission-driven individuals and organizations channel their passion and entrepreneurial spirit into worthwhile endeavors that have an impact on their local communities and become engines that drive progress.

After a decade of effort in the Sandboxes, we now have all the ingredients to see the ecosystem in action; a dedicated staff, thousands of inspired and entrepreneurial young men and women who are passionate about solving local problems, sponsors who bring ideas and resources, and hundreds of accomplished individuals who spend time and share their ideas in the Sandbox. The young men and women in the Sandbox are now capable problem solvers and understand their local problems better than anybody else in the world. They are also curious and very receptive to ideas being brought in from outside. Over the next decade, we are looking forward to local problem solvers embracing the world's most innovative ideas to solve the problems in the social sector at scale, in ways that the world has not seen before. We are hoping that the concept of a Sandbox will prove to be an innovative effective model in the development sector to bring about lasting sustainable positive change. We look forward to engaging with all of you at the Development Dialogue 2018 and to collaborate in ways to have a meaningful impact with our collective efforts.

JAISHREE DESHPANDE & GURURAJ "Desh" DESHPANDE, FOUNDERS



“ I was born in a village and feel very connected with the farmers. I am extremely happy that the Foundation is bringing new processes and knowledge to the villages to raise their quality of living. ”

Mr. S. G. Deshpande

Annual Report 2016-2017

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Advisory Board Members:



WHO WE ARE:

The Sandbox is an empowering ecosystem that aims to nurture grassroots social innovation and development through encouraging an entrepreneurial culture in the community. The model creates sustainable and resilient solutions by leveraging the synergies and collaborations created within networks concentrated in a particular geographic area. Champions of the Sandbox receive a variety of ecosystemic support including financial resources, strategic mentorship and encouragement to streamline and scale their solutions for enhanced impact.

Sandboxes are living laboratories for entrepreneurs and development practitioners from across the community to come together and work on pressing social challenges of the region.

We believe that development in the 21st century for India's emerging economy will be ushered through collaboration, at the confluence of a bottom-up grassroots entrepreneurial movement and a top-down structured approach to problem-solving. Our programs are focused on designing the ecosystem to encourage such engagement.

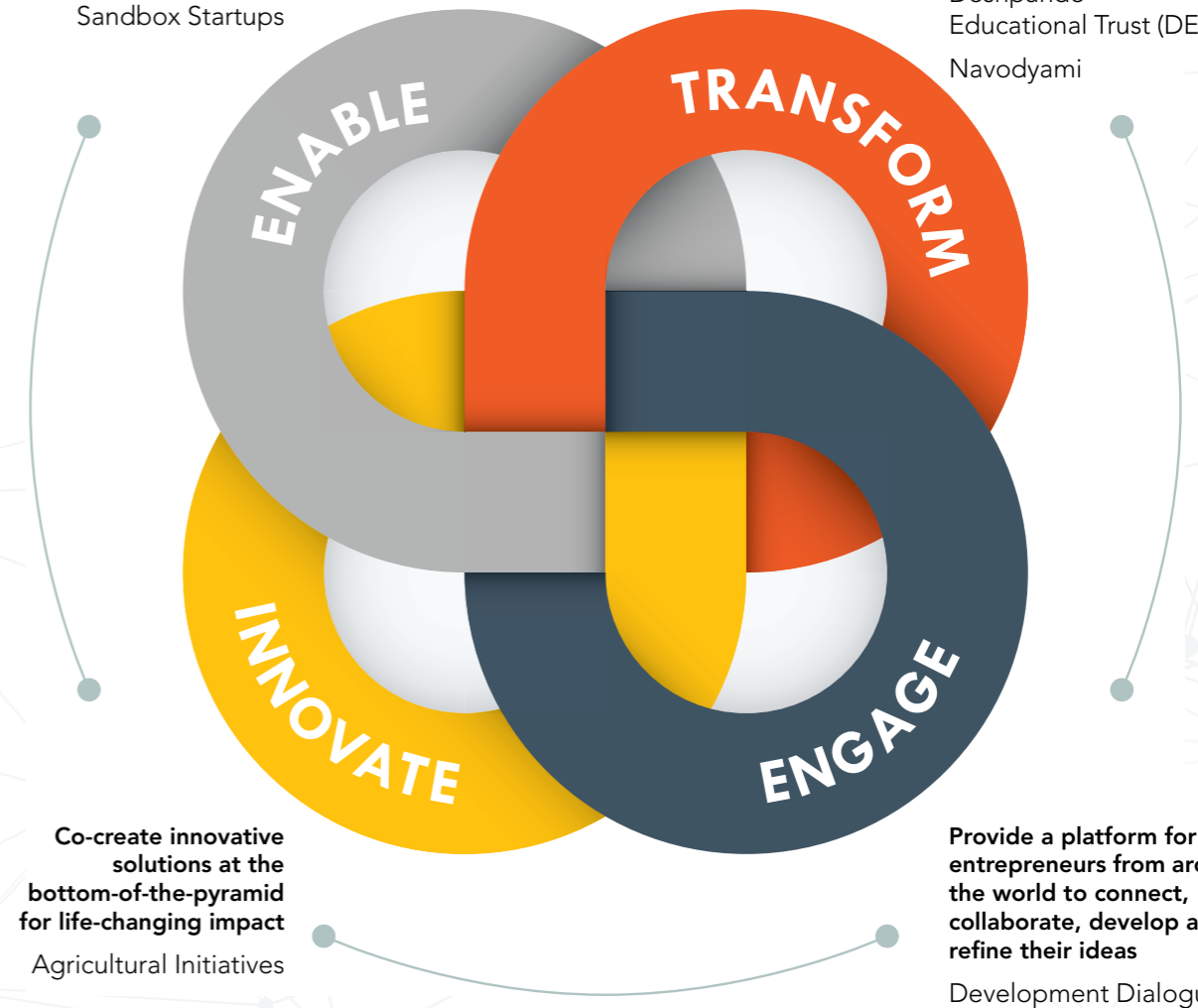


Empower social impact organizations, and mission-driven entrepreneurs to create thriving enterprises

Sandbox Samvidha
(Grantmaking & Partnerships)
Sandbox Startups

Transform the lives of local talent through skill development programs

Leaders Accelerating Development (LEAD)
Deshpande Educational Trust (DET)
Navodyami



Co-create innovative solutions at the bottom-of-the-pyramid for life-changing impact
Agricultural Initiatives

Provide a platform for entrepreneurs from around the world to connect, collaborate, develop and refine their ideas
Development Dialogue



The Hubballi Sandbox provides a unique environment with three essential ingredients that help accelerate ideas to implementation – a dedicated, trained resource pool of staff and supporting organizations with strong local contextual knowledge and expertise; a strong cadre of mentors and experts providing guidance and sharing their experience; and patient capital and grants to help bridge the early stages of testing and implementing new ideas.



Raj Melville
Executive Director, DF US



THE SANDBOX NETWORK

HUBBALLI SANDBOX 2007

The Hubballi Sandbox has inspired the creation of three similar Sandboxes in other states which are supported by other founders under the executive leadership of Deshpande Foundation India.



KAKATIYA SANDBOX 2014

When visiting the Hubballi Sandbox, Raju Reddy, founder and former CEO of Sierra Atlantic, and Phanindra Sama, founder of redBus, were inspired by its mission to make a difference. Hoping to spread this infectious energy to their hometown of Nizamabad, Reddy and Sama founded the Kakatiya Sandbox in 2014.

Every Sandbox seeks to empower local communities to find contextual solutions for local problems. As the network of Sandboxes grows, the innovation from an individual Sandbox is compounded.



Raju Reddy
Kakatiya Sandbox
Co-Founder



EK SOCH SANDBOX 2015

In 2015, Dilip Modi, the pioneering telecom entrepreneur of India, founded Ek Soch Sandbox in Varanasi to create an entrepreneurial culture in the eastern Uttar Pradesh region. It enables socio-economic development in seven districts: Azamgarh, Jaunpur, Sant Ravidas Nagar, Mirzapur, Chanduli, Ghazipur and Varanasi. The Sandbox is currently working in the sectors of education, health, and skill development for youth.

Innovations are not merely technological or market breakthroughs. They change lives. They make lives better. They bridge the gaps of unequal societies. And it all starts with an idea.



Dilip Modi
Ek Soch Sandbox
Founder

The big unique strength of the Sandbox model is that it inspires citizens to take ownership to solve societal problems. On the tactical front, two strengths of the sandbox model are first, it's a place where changemakers can meet like-minded people and second, it's a place that offers networks and connections.



Phanindra Sama
Kakatiya Sandbox
Co-Founder



NALGONDA SANDBOX 2016

In collaboration with the Komatireddy Pratheek Foundation, the Nalgonda Sandbox was founded in 2016 to empower students, youth, farmers, and small businesses through entrepreneurship and innovation programs.



OUR GROWTH

1996
Deshpande Foundation USA founded by Jaishree and Dr. Gururaj Deshpande
 To transform minds through entrepreneurial thinking

2006
Sandbox Samvidha
 Started as Grantmaking, now an incubator + accelerator for social enterprises and non-profits

2018
Incubation Center to open soon

2007
Deshpande Foundation India founded the Hubballi Sandbox
 To catalyze innovation and local entrepreneurship



2017
DET builds a new campus

2016
Nalgonda Sandbox (Nalgonda) founded by Komatireddy Pratheek Foundation



2008
LEAD launched
 To encourage youth leadership



2015
Ek Soch Sandbox (Uttar Pradesh) founded by Dilip Modi



2008
Deshpande Fellowship Program (DFP) established
 Started skilling local talent for the development sector



2014
Full-fledged Agricultural Initiatives launched with Neer Sinchana/ Farm Pond Initiative



2008
1st Development Dialogue
 Began building a social entrepreneurial network in India



2014
Kakatiya Sandbox (Telangana) founded by Raju Reddy & Phanindra Sama



2009
Sandbox Startups
 Started as Entrepreneurs in Residence, an incubator + accelerator for for-profits to stimulate the local economy



2011
Better Cotton Initiative implemented
 To encourage more productive and responsible farming



2009
Deshpande Center for Social Entrepreneurship built by DF India
 To establish an entrepreneurship ecosystem



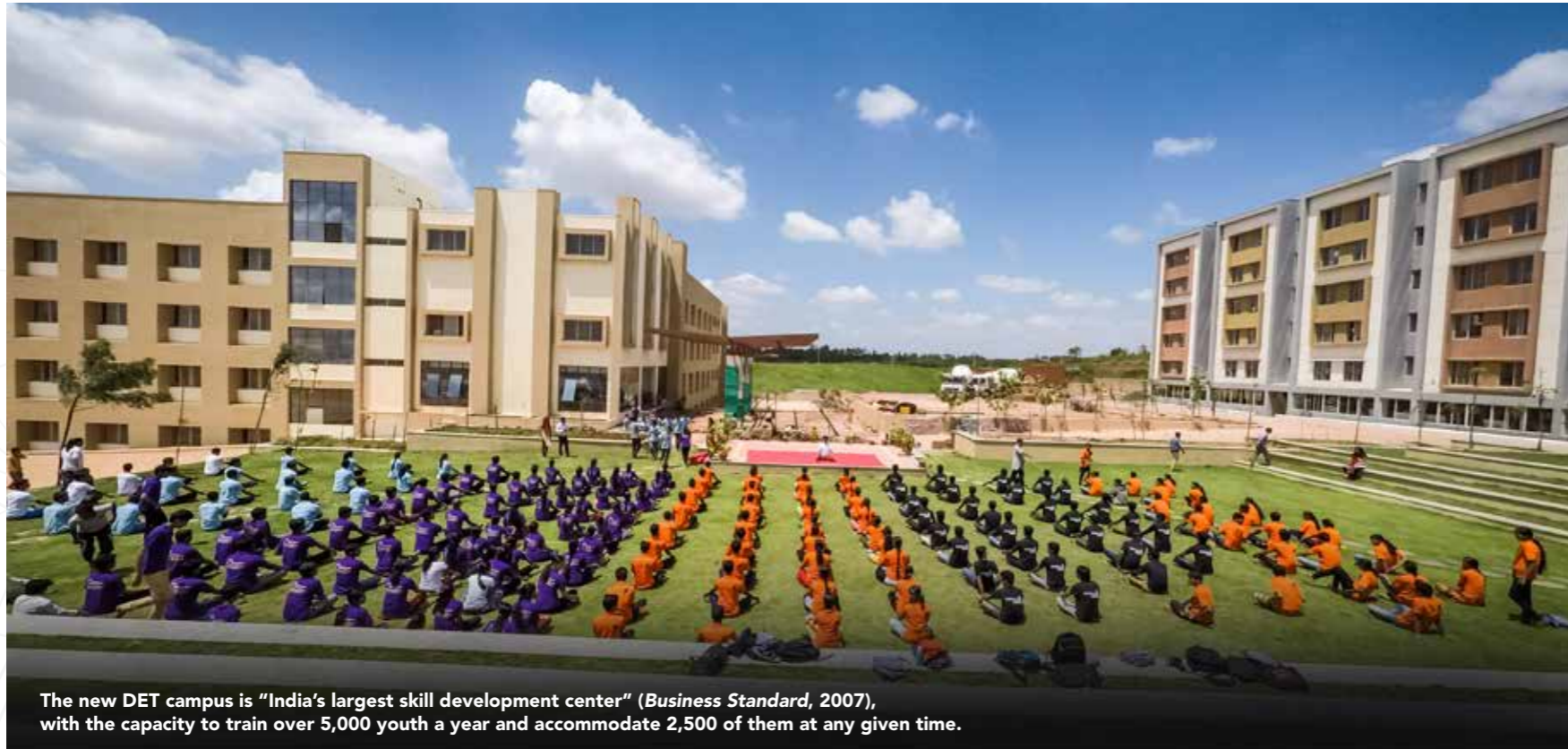
2011
Navodyami launched
 To make micro-entrepreneurship viable



2010
Deshpande Educational Trust founded
 To redesign skill development to close the unemployability gap



SANDBOX UPDATES



The new DET campus is "India's largest skill development center" (*Business Standard*, 2007), with the capacity to train over 5,000 youth a year and accommodate 2,500 of them at any given time.



Deputy Chief Minister visit

"The Deshpande Foundation is doing what the best of best universities in the country are not. You are building the real leaders of tomorrow".
- Shri Manish Sisodia, the Deputy Chief Minister of Delhi on his visit to the Hubballi Sandbox.



Sandbox Startups Elevate 100

Five of our startups from Sandbox Startups were chosen by Elevate 100, the Government of Karnataka's first initiative to promote entrepreneurship in the state in which the Deshpande Foundation was nominated as a Knowledge Partner. Selected Startups were given access to Rs. 400 Cr of Government funds, world class mentors, and the opportunity to showcase their product to investors.



MIT Visit

Fellows from the Tata Centers at MIT and IIT-Bombay at Deshpande Foundation learning about social impact initiatives at the Hubballi Sandbox.




New Sandbox Startups center

The new Sandbox Startups center is "India's largest startup incubator" (*Business Standard*, 2017), with 82,000 sq. ft. that can accommodate over 100 startups. The Entrepreneur India Magazine has ranked Sandbox Startups as "13 of the top 25 best incubators" (*The Hindu*, 2017).



“The Deshpande Educational Trust addresses a critical need for providing Indian youth with skills that are essential for them to be productive participants in the job market. Looking ahead, we plan to use technology to enhance the impact of our educational programs and reach much larger audiences.”



Sushil Vachani
Board of Directors, DET



ENABLE

Empower social impact organizations and mission-driven entrepreneurs to create thriving enterprises.

Sandbox Samvidha

Sandbox Startups

We enable individuals and organizations to get their ideas off the ground and help their enterprises to scale up faster and better.

Sandbox Samvidha aims to nurture the growth of social enterprises by providing access to funds, mentorship and market linkages to accelerate the intended impact and to create the next generation of social impact ideators.

At Sandbox Startups, we provide incubation support to first-time entrepreneurs to test and pilot their for-profit business ideas. Sandbox Startups is an unconventional incubator with a vision to create sustainable, scalable and replicable business models that are relevant to semi-urban cities of India.

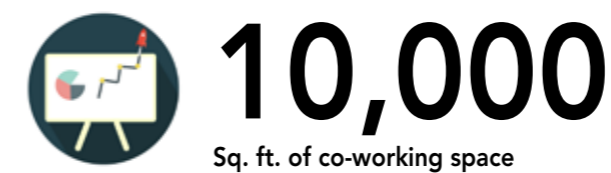
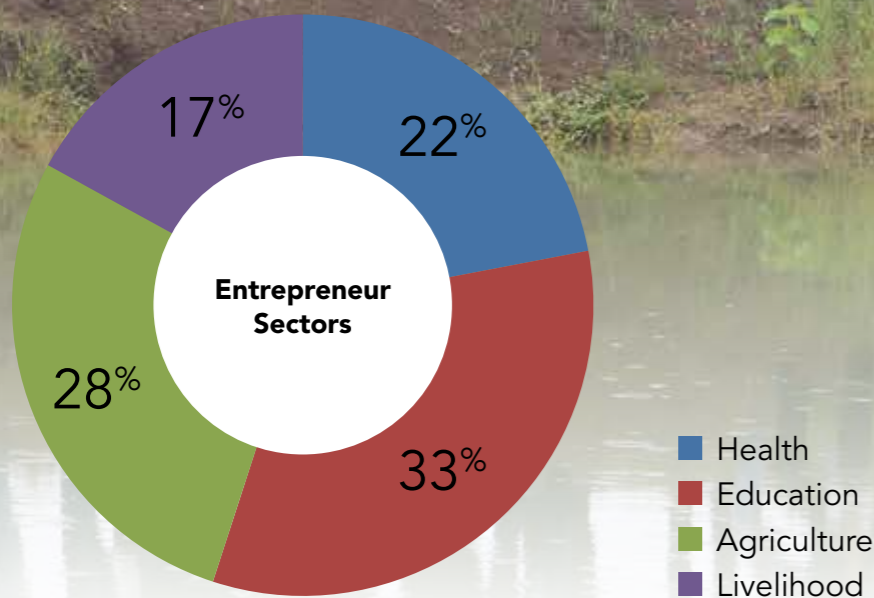
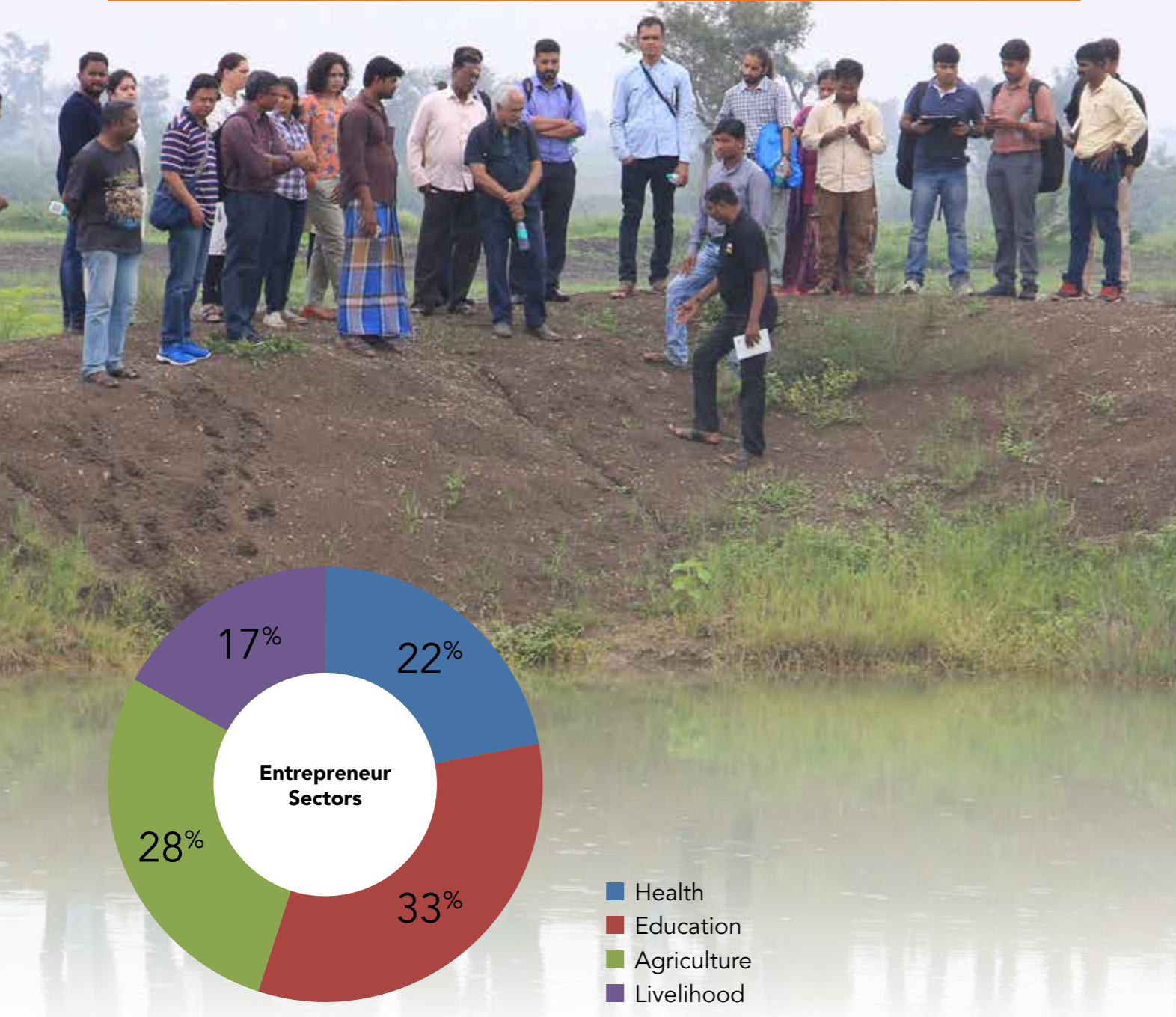
“ We work with high potential early stage ideators to test their idea and incubate it to get it off the ground. We provide them with the funds, mentorship and market access to translate their social impact ideas into action. We also work as an accelerator and help organizations increase their positive impact. We aim to invest in social enterprises that have the potential to reach the masses and accelerate development where it is needed most. ”

SANDBOX SAMVIDHA

Sandbox Samvidha, earlier known as the Grant-making & Partnership Program, provides a platform for young social innovators and social enterprises, facilitating their growth through strong mentoring, hands-on implementation support and an enabling ecosystem.

40% of India deals with poor healthcare, malnutrition, and illiteracy.¹ There may be as many as 2 million social enterprises in India that tackle the symptoms of these societal problems and try to eradicate their causes. The challenge of accessing adequate finance constrains 86% of social enterprises.² They also have to confront a shortage of managerial skills, technical skills, infrastructure, public understanding and support for their social enterprise. That's where Sandbox Samvidha comes into play.

The Deshpande Foundation's Sandbox has worked with over 150 not-for-profits and has helped scale two exemplary organizations – Akshaya Patra and Agastya International Foundation. The partnership has helped over 50+ organizations achieve a clear proof of concept in their approach. Our mission is to accelerate and nurture the growth of new next generation social impact ideators committed to bringing about change across communities by bridging the gaps and providing access to funds, markets and mentors.



1. Poverty & Equity Data Portal: India, The World Bank.
2. The State of Social Enterprise in India, The British Council

STORIES OF IMPACT



VISHALA, Saroja Koulapur

Vishala works for the betterment of women at the bottom of the pyramid. It is a credit cooperative society that assists women in making micro-enterprises and generating their own income. With Saroja Koulapur as leader of Vishala, she has mobilized over 4000 women and created 350+ self-help groups. So far, Rs. 102,200,000 has been lent to over 3900 members who have started their own ventures. This has been possible because of the conscious efforts of linking credit with meaningful livelihood activities. Vishala's goal is to expand the reach of its credit cooperative to 5000 members by the end of 2018.



MICROGRAAM, Rangan Vardan

Rangan founded MicroGraam with the goal of creating a product that would connect socially minded investors with rural Indians. He faced unique challenges in creating MicroGraam and providing rural people access to low-cost credit. The organization had to build confidence in social investors who wanted to lend money but they also wanted to make sure that it was reaching the right people in a safe manner. Through small local non-profits, MicroGraam is able to provide micro-loans and other supportive services to people in need. By leveraging technology, they are able to keep their costs low, and pass on these savings to borrowers and social investors. Till date they have been able to give loans to the extent of 5.5 crores. This has an impact of close to 11.5 crores in terms of the increase in average household income per annum. MicroGraam's goal is to reach a hundred thousand individuals with affordable credit.



SAAJHA, Saaransh Vaswani

By actively intervening in schools, Saajha makes sure that students fulfill their learning outcomes and do not miss out on a quality education. They start by getting parents, teachers, and government stakeholders involved in school management committees that create targeted development plans. The leadership capabilities of school staff are improved and awareness is raised about the importance of parental and community engagement in children's learning. Saajha also hosts biannual workshops so that committees can share their learning experiences, become stronger and more focused on increasing the learning levels of children.



MILAN, Dharendra Pratap Singh

Milaan promotes leadership among young girls through their 2-year long Girl Icon Fellowship. They handpick young girls to be Girl Icons through a selection process that includes written applications and home visits. To date, Milaan has received 15,000 applications. Girl Icons form groups of 20 to undergo leadership training and work on various community projects together. The Milaan Foundation currently supports 2,000 Girl Icons in Madhya Pradesh and Uttar Pradesh.



ROVNOST, Anirudh Gaurav

Merging social media with medicine in rural areas, Rovnost connects patients in need with specialists in urban areas through a telemedicine app. Through this platform a doctor can offer consultations to patients from any location. This has made it possible for patients in rural areas to receive consultation without traveling to urban areas saving time and money.



MITTI, Alina Alam

Mitti provides employment opportunities for people with disabilities. Mitti's uniqueness lies in employing young people with disabilities in hospitality services and helping young people find a purpose in their lives. It serves fresh and healthy food at institutions while proving that those with disabilities can contribute in meaningful ways. It is a business with a clear impact and purpose.



TRUTRADE, Naveen Seri

Trutrade is an organic farmer's collective that works for the financial upliftment of small and marginal farmers. It has implemented the world's first transparent pricing mechanism wherein all costs incurred in the value chain are captured on product pouches. Trutrade encourages organic farming and connects farmers with end users through QR codes printed on food wrappers.



KGVK AGRO LTD, Saurabh Kumar

KGVK Agro Ltd is dedicated to serving small and marginal farmers in order to achieve international standards in the agricultural industry. The company was established in the year 2007 in Ranchi (Jharkhand, India), and has reached out to 225,000 individual farmers in different states of India and abroad. The company is headquartered in Ranchi, Jharkhand and has expanded since partnering with the Hubballi Sandbox Ecosystem. Their approach offers a solution for the labor crisis that is affecting small and marginalized farmers.

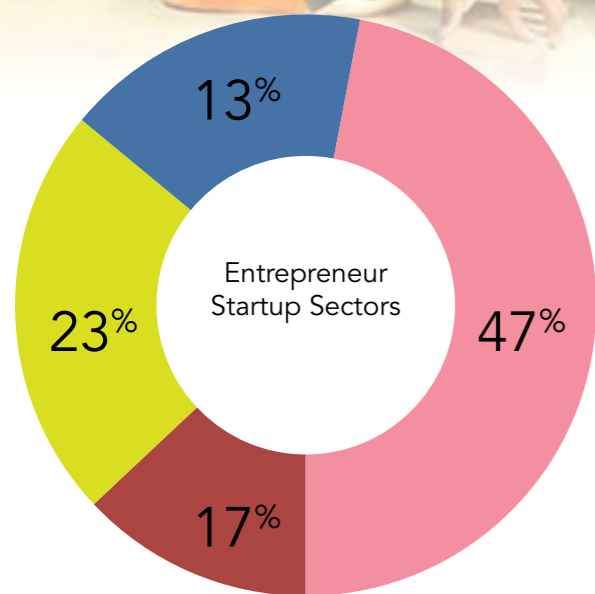
“For an idea to scale, one requires capital, resources, an ecosystem of like-minded people, connections and real-time mentorship; that is what Samvidha is all about.”

Dr. Neelam Maheshwari
Director of Samvidha

“ We are creating India’s largest platform for startups to unleash their entrepreneurial potential. Our mission is to support mission-driven entrepreneurs. Sandbox Startups provides:

- An initial market validation platform
- Makers Lab facility with latest equipment in electronics, IOT, ESDM, 3D printing, along with CNC machines
- Relevant industry connections to pilot customers
- Connections to specified domain mentors, crucial to stabilize and scale
- Access to funds and VC connections other than in-house funding

”



- Technology
- E-commerce
- Agri-tech
- Services

SANDBOX STARTUPS

Sandbox Startups, a central government recognized Tech Business Incubator, is a living laboratory for entrepreneurs, enabling them to start contextual and mission-driven companies in a competitive environment.

In India, 91% of the country’s population, approximately 1.1 billion people, live in rural and semi-urban areas.³ The problems faced by this population and the solutions required sometimes are very different than those faced by the people living in large metropolitan cities. Most incubators are concentrated in metro cities and are well suited to solve the problems of people living in them. Some of these incubators also encourage and facilitate startups to solve the problems of the people in non-metropolitan population. Some of the startups have been successful. However, it becomes challenging because they are not close enough to the problem.

Sandbox Startups is an incubator set up to solve the problems of the non-metropolitan population. The incubator is set up in a Tier 2 city and is surrounded

by small towns and villages. This initiative has created opportunities for entrepreneurs who are technically savvy, well-motivated and have a deep understanding of the problems faced by people living in rural and semi-urban areas. This incubator leverages the ecosystem setup by the Deshpande Social Innovation Sandbox to provide mentoring, networking and the inspired workforce to build new companies. This effort has now led to 60+ ventures with sustainable, scalable and resilient business models in 8 years and created wealth of over 60 Cr rupees in the local economy. The companies span the areas of technology, image processing, agricultural technology, Internet of Things (IoT), logistics, E-commerce, healthcare and the service sectors.

4^{Cr}
Of funding support given to incubatees

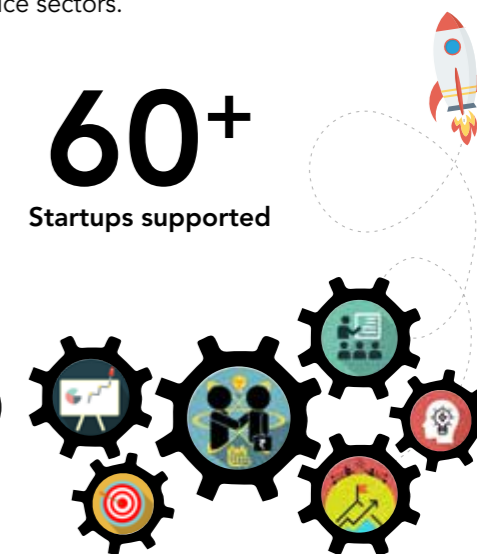
60⁺
Mentors with combined experience of over 1,000 years

60⁺
Startups supported

60^{Cr}
Of wealth created in economy

700⁺
Employment generated

55
Patents



3. Census 2011, Govt. of India

STORIES OF IMPACT

“What makes Sandbox Startups different is their focus on getting ideas off the ground. I came to the Sandbox as a zero and multiplied from there. To scale up, the work must be done by the entrepreneur. But to do that, light has to be thrown on where to go; the path to success has to be shown. That is what Sandbox Startups showed me.”
 - Rohan Kulkarni, Founder, Freshboxx



FRESHBOXX

Rohan Kulkarni & Pavan Patil

I am well versed in the concepts of demand and supply and proper supply chain management from working as a sub-head for stock exchange. I became interested in the unorganized sector of agriculture as I could not ignore the fact that farmers were being taken advantage of by middlemen who had the power to distort the market for their benefit. I quit my job to start Freshboxx, a company that pays farmers the full value of their produce and puts their earnings in a bank account so the full amount reaches their household.

At the 2015 Sandbox Startups Challenge, I pitched my business plan and presented the pilot version of Freshboxx which had 100 customers. I was selected for incubation and started to build my business through their mentorship and funding network and the Sandbox events and workshops. Some of the most helpful workshops taught me how to negotiate for successful business deals and how to take advantage of social media. Before attending the Sandbox workshops, I used traditional methods of advertisements that were not very effective. I now experiment with different advertising outlets and get feedback on my posts straight from the Sandbox. They are Freshboxx's best critics; constantly asking me if you do this, what will happen, or if you don't do this, what will the result be. This helps me map out a plan for the future and gives me a much needed push to scale up.

After connecting to the Sandbox network, I won the TIE Entrepreneur of the Year Award and was featured in local newspapers across Karnataka for my business potential. Orders started pouring in thanks to the publicity from the award and Freshboxx's association with the Sandbox. Farmers would call asking me to sell their produce and my client base increased from 100 to 800 customers. The Sandbox's Farmer Producer Organizations also connected me to a wealth of clients.

Through attending the Sandbox's Development Dialogue and Startup Dialogue, I was connected with key investors and business partners. I met my partner Pavan at the Sandbox. We were linked to investments during the Sandbox's incubation process that have helped Freshboxx's revenue grow 100 times, from Rs. 80,000 to 8,000,000.

Prior to coming to Sandbox, I was a one-person team working out of my home. Now, we aim to earn 1 crore per month in the next quarter and 12 crores for this financial year. As a team, we are now able to handle the entire state. Through learning at the Sandbox, we have the competency to maintain our growth while continuing to expand.

The handholding and mentoring from the Sandbox has been tremendous. In the good times there are many people who want to get involved, but in the bad times I fall back on my mentors. This is the time that my mentors re-energize and re-focus my efforts. At the Sandbox, I work with C.M. Patil, the CEO of Sandbox Startups, on a weekly basis. Naveen Jha, CEO of Deshpande Foundation, taught me how to build a team and delegate tasks to accelerate Freshboxx's growth.



WIDE MOBILITY, Shekar B

Sandbox came into our journey at the right time, when we were in the cocoon stage, all set to emerge into the business world. Sandbox provided us an affordable office space, a platform to interact with other startups, all the resources from stationary up to projectors, IT help, Makers Lab, and other necessary amenities, enabling us to run professionally. Their periodic tracking systems pushed us to follow our goals, and the enriched guidance on "how to make a business" taught us to run the show! They constantly provided us pointers on how to connect the dots between "Concepts to Product". Their expertise on ways to market, to build customer network and to pitch the product helped us achieve major milestones.



LINKEZ, Divyesh Shah

With the vision to enable deeper technological penetration in a manner that brings in value-based solution to the underserved segments, two of us started our journey as LinkeZ Technologies incubating at the Deshpande Foundation in the last quarter of 2013. While we hit multiple bumps on the journey, we would like to really thank the Deshpande Foundation and Sandbox Startups for their much needed support and mentoring which helped us reach where we are today.

“It's really good what Sandbox is doing in North Karnataka. I learned how to write a business plan specifically for my niche. I learned to pitch, learned to hustle and most importantly I learned to be an Entrepreneur. Not only is entrepreneurship fun and challenging but the constant feedback for improvement given at Sandbox is invaluable, which I'm sure will further help grow my business.”

As a hardware startup we were skeptical to be in Hubballi, but we never have faced any unsolvable problem at all with the ecosystem being so active. In order to change the world, I want to be in an environment that would allow me to think big and experiment. And that is exactly where I am.”

- T Udaya Raga Kiran

Chief Audiology Officer & Co-founder, Just Hearing Pvt Ltd

Creating an entrepreneurial ecosystem to promote startups definitely needs industry collaboration and mentors. We welcome organizations, entrepreneurs, and philanthropists who are willing to mentor our startups and support their specific needs.



C.M. Patil
Chief Executive

TRANSFORM

Expand the capacities of local talent through skill development programs.

Leaders Accelerating Development (LEAD)

Deshpande Educational Trust (DET)

Navodyami

These programs are geared towards imparting an entrepreneurial mindset in a motivating environment that can transform lives

LEAD is a youth-leadership program that works with college students to foster empathetic, innovative and entrepreneurial thinking towards sustainable social change.

DET seeks to address the grave need for skilled and motivated employees and entrepreneurs in the next generation of community and economic development. DET programs impart leadership training and skill development training to chart a new path for local youth by experiencing entrepreneurial thinking, and imbibing global standards of efficiency and excellence.

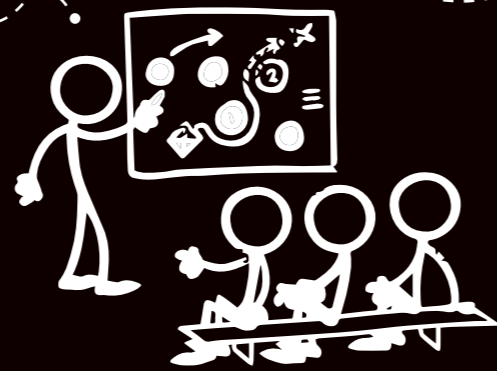
The Navodyami program helps to make micro-entrepreneurship a viable livelihood. It enables budding individuals to create their own niche and build sustainable small enterprises.

“ We at LEAD allow college youth to act rather than make plans, to commit mistakes rather than fear failure. LEAD works as a mobile incubator for college youth by building the attitude of a leader and an entrepreneurial mindset by making them solution-makers. ”

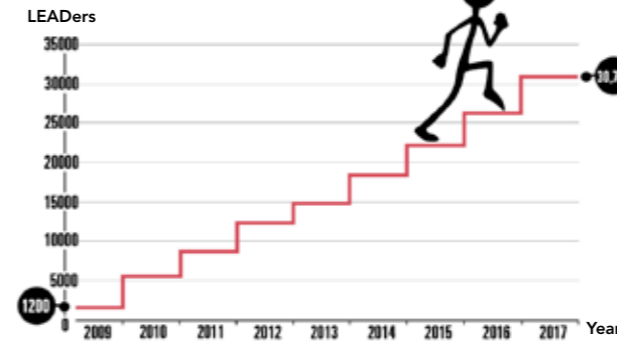


The top 5 exceptional LEADers and their leadership projects receive awards at Yuva Summit, the annual Kumbh Mela of youth leaders

Complaints start with THEY, solutions start with I



30,726 LEADers & Growing!



LEAD

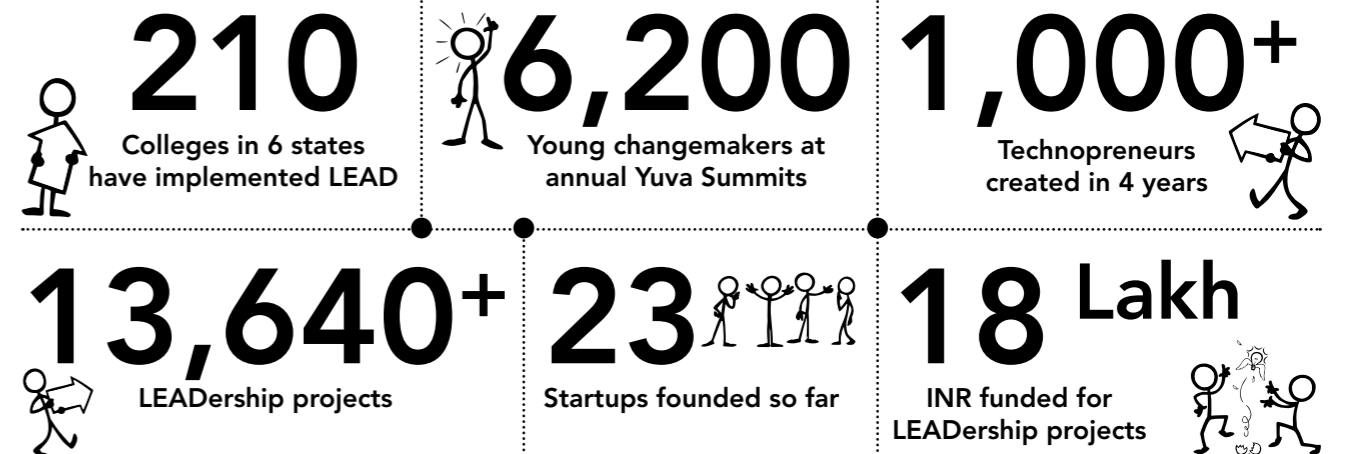
LEADERS ACCELERATING DEVELOPMENT

Through workshops and events, LEAD unleashes the leadership potential of youth so that they start proactively ideating, see problems as opportunities, create impactful solutions and crack the algorithm of execution.

“ When somebody else gives you a problem to solve, it’s homework. But if you pick a problem to solve by yourself, it’s an entrepreneurial opportunity. ”

- Desh

Approximately half of India’s 1.3 billion people are under the age of 26, and by 2020 it is forecasted to be the youngest country in the world.⁴ To undertake grand developmental challenges in India, we need these capable youth to be motivated and to take the initiative in transforming communities bottom up. LEADers Accelerating Development (LEAD) is a catalytic program. It was initiated to ignite the minds of young college students by giving them a taste of innovation and entrepreneurship. Started in 2008 with a small group of dedicated students who wanted to improve their community, it has grown into a movement where youth attempt to implement small but bold solutions to big societal problems and understand the value system needed by leaders to make a difference. Over 30,000 LEADers have collaborated with one another and taken part in hands-on, experiential learning across six states in India so far. This has helped bridge the gap between an idea and its implementation and serves to accelerate development.



4. The World Factbook: India, USA Central Intelligence Agency

STORIES OF IMPACT



MANJUNATH GOGI

My first interaction with LEAD taught me that a great leader is empathetic, sees problems as opportunities, and converts ideas into action. After joining LEAD and participating in the program's events and workshops, I was on the lookout to help a situation that needed attention. The safety and security of women had always been an issue that concerned me. It bothered me to see women being teased or harassed. Before LEAD, I would simply be upset and not know what to do. After becoming a LEADER, I was moved into action and created a Women Security Protocol with the help of female LEADers and local policemen. Now, women in need can call the helpline to report harassment or when they are feeling unsafe.



Participating in LEAD workshops helped develop my communication skills. I confidently pitched the idea to convince others to follow me in making Talaash a success. Moreover, I could not have moved the concept of Talaash into reality without knowing how to lead or being able to fall back on my LEAD mentors when I needed help.

The success of my first project and the sense of empowerment I got when I was moved to action motivated me to try to systematize entrepreneurship and innovation in tangible ways for others. Participating in LEAD Leadership Program 2014 sparked the idea for an event that would reach students pursuing engineering and transform them into entrepreneurs. In Prayana 2015, I got the motivation to execute the idea and named it LEAD Talaash. In LEAD Talaash, participants are required to prepare a prototype model to showcase at the annual Talaash conference. The most innovative and commercially viable project is awarded seed money and the leader responsible for the idea receives mentorship to execute the project properly. I faced many challenges when organizing Talaash, especially in finding a sponsor for the event. I persevered and continued to share my vision for the event. Slowly, more and more people backed the concept and the event got a sponsor. Today it has received over 1,000 ideas!

I now work to engage and inspire other students to turn their ideas into projects and their projects into successes. My leadership skills are constantly improving with my continued engagement in LEAD. I had my first experience in major public speaking when I was a speaker at LEAD Talks during Yuva Summit 2016. I am eager and excited to do more to help my community and other LEADers!

NIKITA CHOUGALA

My journey to becoming a LEADER started with attending the 2016 Yuva Summit. The exhibition of exceptional leadership projects at the Summit filled me with inspiration and a drive to make a difference. I challenged myself to showcase a project of my own at the next Yuva Summit. However, I was extremely shy and found it difficult



After seeing other LEADers in action at LEAD events and workshops, I came to know that LEADers are not like regular college students who quit once they hit an obstacle. LEADers persevere and complete their projects no matter how many difficulties they face along the way. Most importantly, LEAD has taught me not to sit idle but to get involved in my community and see solutions for problems.

to talk directly to people. By joining LEAD Prayana, I have improved my communication and public speaking skills so I confidently express my ideas.

When I went back to my native village of Borgal, I saw that cattle were suffering from wounds and heat exhaustion due to a lack of proper shelter. I knew I had to do something to help as cattle cannot speak for themselves. I consulted my Gram Panchayat and found that a shelter for cattle would cost Rs. 40,000. Cattle owners could pay a small fee to the Gram Panchayat and receive their money back after the shelter was constructed. However, the cattle owners were worried that their money would not be returned to them. My family also did not think that the project would be a success.

These initial roadblocks discouraged me, but I witnessed Naveen Jha inaugurate the LEAD Challenge program and was re-motivated to find a solution. I went to my LEAD mentors Vikram and Absar and they helped me plan a rally in my village to encourage cattle owners to apply for shelters. The Gram Panchayat received many applications after the rally and constructed 150 shelters for cattle.

The satisfaction of completing my first project pushed me to do more. I have completed over 50 community improvement projects and at the 2017 Yuva Summit, I won the best LEADER! LEADers are like family to me and LEAD is a platform where I hope to build a career in social work, making my community better and restoring confidence in the government.



YUVARAJ PATIL

After hearing LEAD's slogan "Complaints start with THEY, Solutions start with I" at a college presentation, I started to see the problems in my village as opportunities for change. Now I am not happy unless I am working to improve my community. I have completed more than 20 projects to progress the quality of life in my village.




LEAD changed my perspective on problem solving and gave me the capacity to share my ideas for community improvement. For my first project, I made a smokeless chula so my mother would not have to breathe in smoke while she cooked. Soon everyone in my village used the new chula. At the 2015 Yuva Summit, I was recognized as Best LEADER for my work.

After my first experience in problem solving and the satisfaction I felt seeing the lives of my villagers made easier, I knew I had to do more. Through participating in LEAD Prayana I learned about the problems associated with arecanut farming. I went through a seemingly endless process of trial and error in order to find a viable solution that would make arecanut farming easier. Finally, I was able to find the right direction through participating in a boot camp and business module session conducted by Sandbox Startups in Hubballi.

In addition to the workshop sessions, my LEAD mentors helped me focus my scattered ideas. After months of hard work, I came up with a multi-talented robot machine which is capable of climbing arecanut trees, spraying pesticides, cutting and collecting bunches of arecanuts. I designed it to be economical and my prototype has now moved to mass production. For my initiative, I was recognized at Yuva Summit 2017 and won Anveshana 2017 which is conducted by Agastya International Foundation.

LEAD has inspired me to build a career out of leadership. I was elected Gram Panchayat Chairman for my ability to identify problems and implement solutions. LEAD was a bridge I used to cross from being a normal student to a successful leader.

I encourage and invite individuals, institutes, non-profits and corporates to introduce this program in their region and engage college youth through positive actions and bring about a change in society.



Ajay Suman
Team Leader

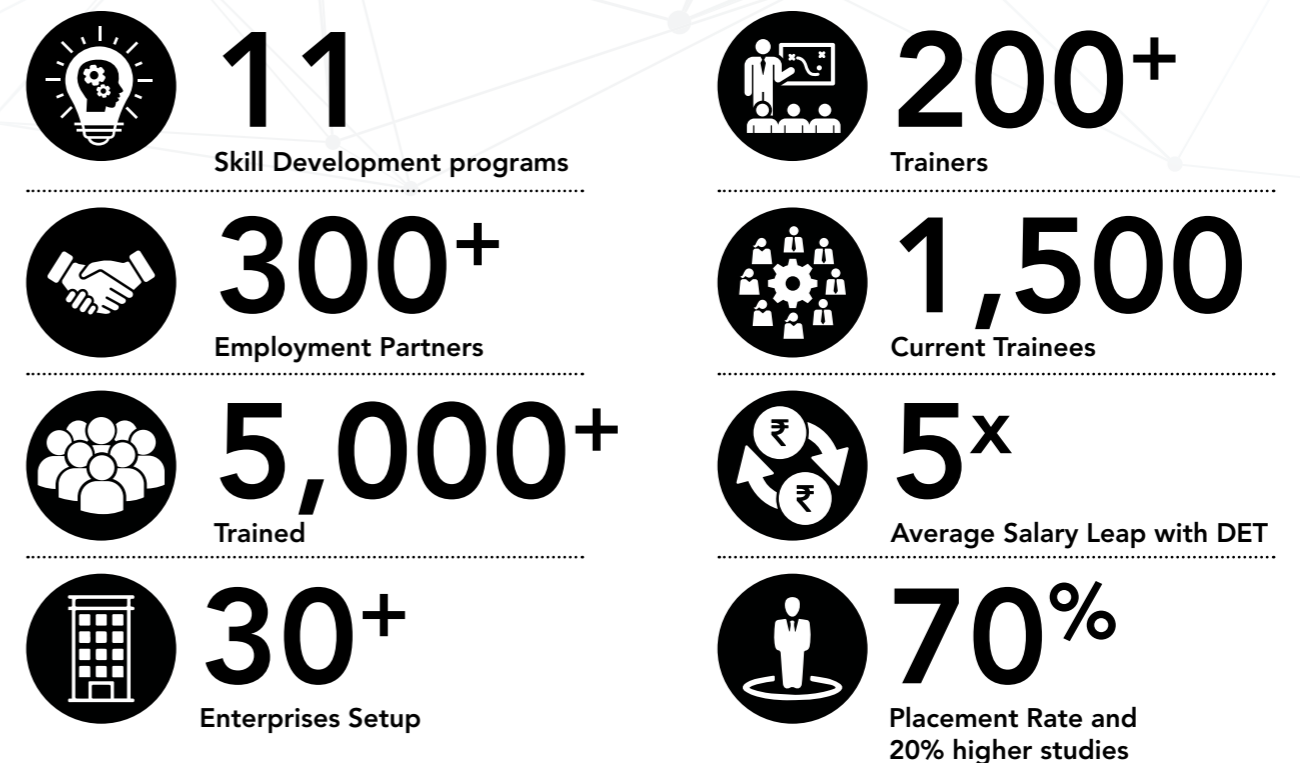
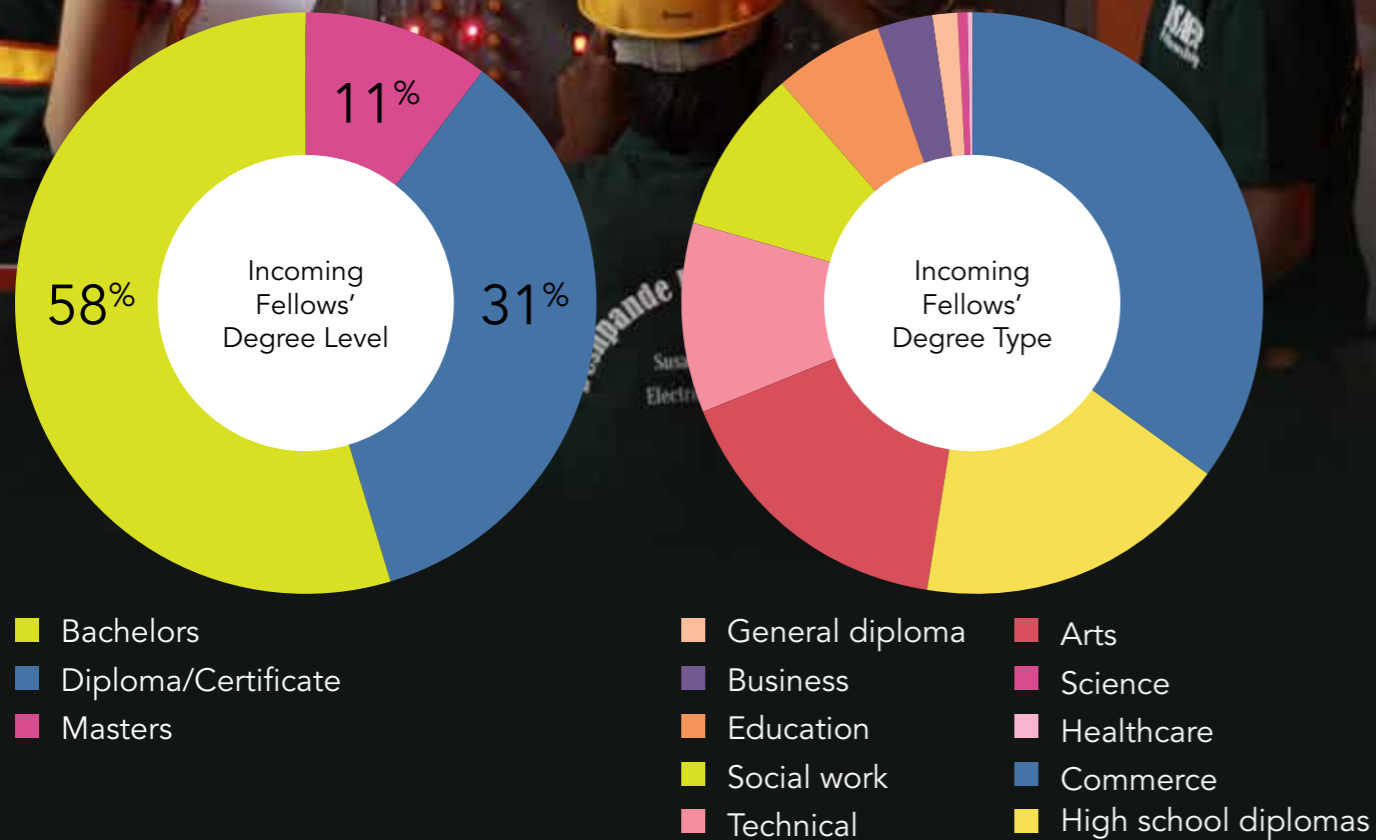
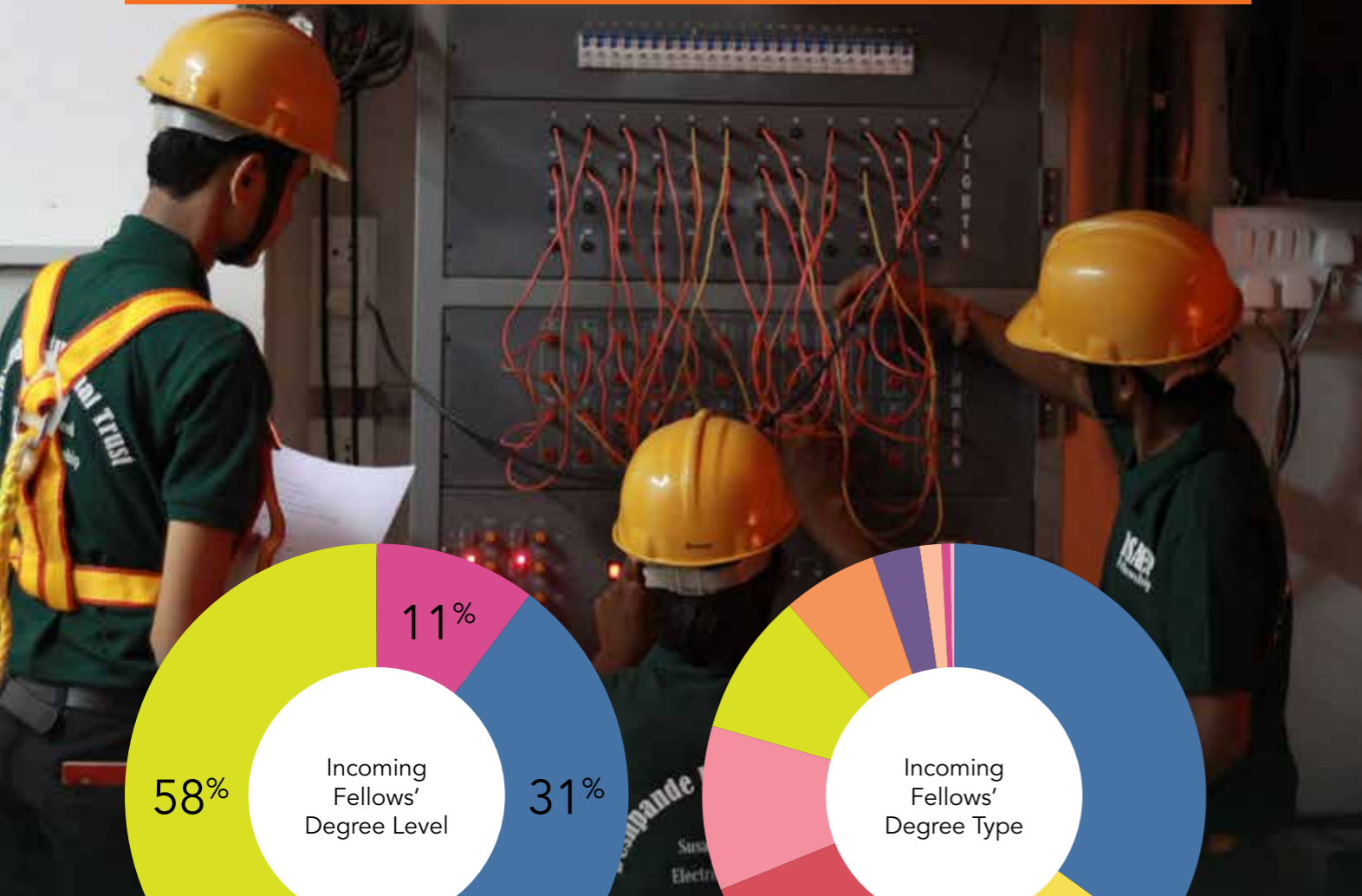
“DET transforms uncertain rural youth into skilled enterprising leaders, hardworking and sure of their goals. With improved career prospects, they now realize their aspirations of higher standards of living. The best contribution of DET is that all its graduates go beyond the call of duty to their organizations and exploit every opportunity to better the society around them.”

DET DESHPANDE EDUCATIONAL TRUST

Programs of the Deshpande Educational Trust empower young graduates from small towns and villages across India to become catalytic intrapreneurs and entrepreneurs by increasing their capabilities to meet changing skill requirements of the industry, ensuring effective personality development and awakening their leadership spirit.

More than 5 million students graduate every year in India. However, it is estimated that over 47% of these graduates are not employable in any sector of the economy.⁵ Often, there is a gap between the skills college graduates have and industry requirements. This is especially true in Tier II cities which lack sufficient exposure to global standards of efficiency and excellence. Unfortunately, the vast majority of graduates are unemployed because of lack of soft skills, poor knowledge of English, inadequate computing skills, and skills specific to their chosen sector. The Deshpande Educational Trust (DET) was established in 2010 to provide skill-based quality education to college graduates, making them immediately

employable in their respective fields. Fellows train in real-world scenarios to get hands-on experience in different fields. They also have access to our social entrepreneurship ecosystem, equipping them with the skills necessary to take up leadership roles in the development sector. Some of our graduates start their own entrepreneurial ventures and also pursue higher education. We currently offer 11 Fellowship Programs. New programs are added every year to meet the emerging new requirements of the industrial, retail, medical and the service sectors. The effectiveness of our skill development programs is proven by our high placement record, with companies from Tier 1 cities hiring many of our fellows.



5. National Employability Report 2016, Aspiring Minds

STORIES OF IMPACT

MOTIVATIONAL ENVIRONMENT

CONFIDENCE AND DISCIPLINE

EXPERIENTIAL LEARNING

DESIGN-THINKING FRAMEWORK

Neelamma, Deshpande Koutilya Fellowship

When I began looking for a job, I had trouble applying what I had learned from my educational degree to the actual workplace. That is where the DET Koutilya program on accounting rescued me. Having to participate in rigorous and regular presentations drastically improved my confidence level and communication skills. With a stronger skill set and network connections gained from Koutilya, a job in corporate accounting is not far out of reach now.



Ganesh Jadav, Deshpande Akanksha Fellowship

In a way, the Akanksha program taught me to teach. I am now the proud founder of my very own coaching center for students. I feel very happy knowing that I am able to help my family financially and help students secure their dream jobs just like how Akanksha helped me with mine.



Nagalinga, Deshpande Koutilya Fellowship

I come from an impoverished family in Navalgund, Karnataka. Koutilya improved my accounting skills and hence gave me the confidence to tackle the financial issues faced by my family. Thereafter, I boldly refused a job from an MNC to start a training center for graduate students in my hometown. To take care of my family and improve my community, I am now trying to impart the skills I learned from Koutilya, my entrepreneurial mindset and the drive to make a difference in my students.

BUILD ENTREPRENEURIAL MINDSETS

INSTILL LEADERSHIP QUALITIES

IMPART EMPLOYABILITY SKILLS

CREATE GLOBALLY RECOGNIZED ALUMNI



Shainaj P Jatagar, Deshpande Susandhi Fellowship

I am able to apply English communication, learning, and critical thinking skills I gained from DSF in my job as a data operator in the High Court. I am also able to support my family and sisters. I had never thought I would be able to make such a difference to my life and my family's life on my own.



Santosh Mathapati, Deshpande Akanksha Fellowship

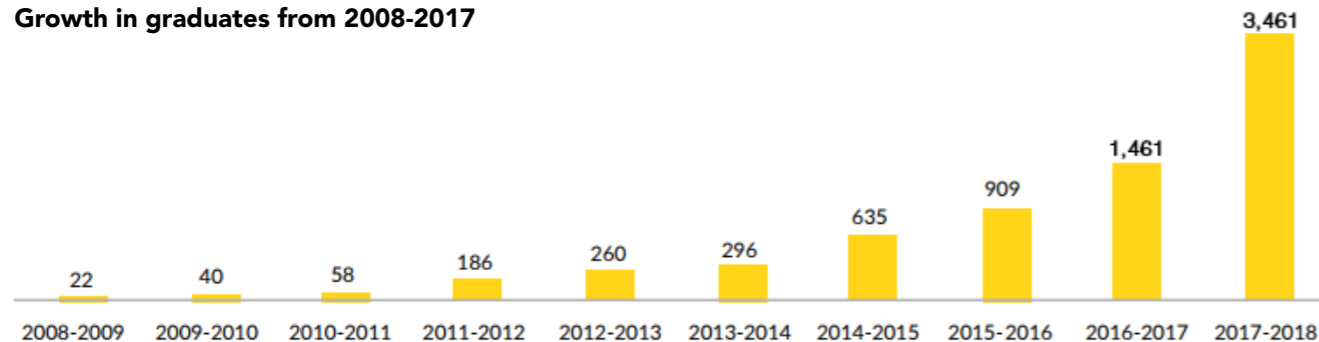
I wanted to pursue higher education after completing my degree. However, due to financial problems, I had to search for a job. With the Akanksha program, I was able to bring both needs together. I am now an assistant teacher for Excellent Public School, Amingad. While supporting my mother with the job, I am able to continue my postgraduate education in English on the side.



Huchareddy Husenamma, Deshpande Susandhi Fellowship

I am working as a computer operator for a Government-run hospital, a job avenue earlier impossible. This job has helped me to support my mother and help my sister start her higher education. This is in large part due to the learning mindset and confidence I gained from the motivating environment at DET. It becomes a habit for life.

Growth in graduates from 2008-2017



DET provides a life-changing experience, with skill enhancement that integrates value and culture, leading to better career options for rural and semi-urban youth. In addition, local industry benefits significantly from hiring such high-quality human resources.



Guranagouda N
Deputy Director



www.detedu.org

“6 out of 10 small enterprises working with Navodyami have created profitable businesses while 2 out of these 6 have grown by over 1,000%. The overarching impact of Navodyami is evident in arresting migration, creating job opportunities in smaller towns and most importantly, the sustained inflow of cash into the local economy has created a positive ripple effect in the local communities.”

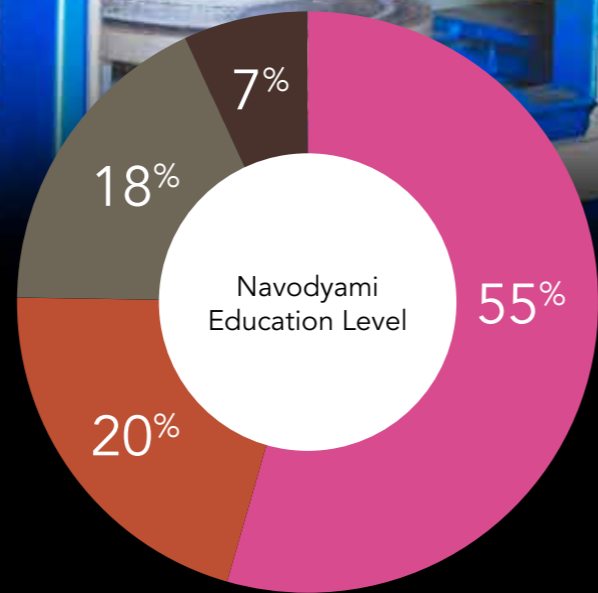
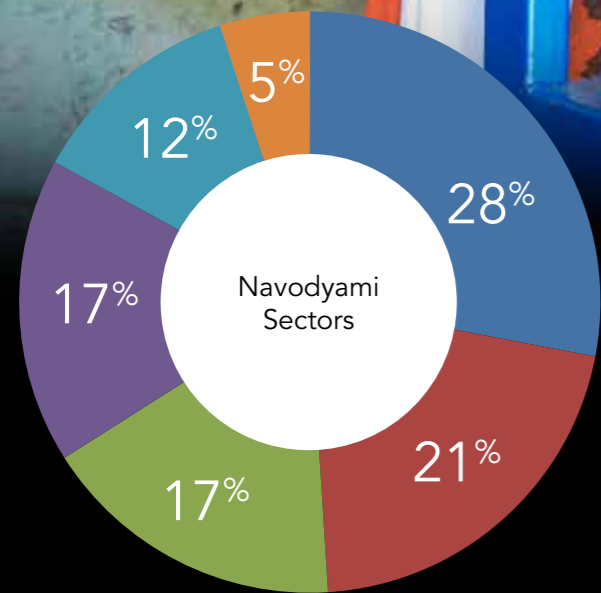
NAVODYAMI

Navodyami is an ecosystem platform to accelerate micro-enterprises. Through a combination of mentorship, business workshops, credit and market linkages, the program provides handholding support, transaction-based services and strategic guidance to help scale with efficiency.

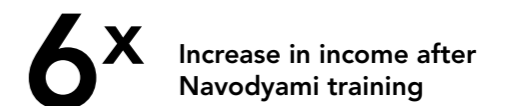
90% of India's population is employed in the informal sector, in which they typically try to run a business with an investment under Rs. 100,000, employing 2-4 people.⁶

Navodyami is invested in this category. Succeeding in business for small entrepreneurs is many times a matter of survival. Small business owners face several difficulties in running their enterprises. Without a proper business plan or asset guarantee, banks find it harder to lend to them. Small businesses also find it difficult to access raw materials, formal credit, cost-efficient manufacturing, skilled labor and

effective marketing. Many of the small businesses are based on craft-making skills passed on through the generations. Navodyami is working to solve many of these issues for micro-entrepreneurs by demystifying business concepts into relatable experiential learning, handholding, industry exposure, training and support. Navodyami strives to build a positive ecosystem for small entrepreneurs. Since 2011, Navodyami has reached out to over 7,000 small entrepreneurs across three states. Over 1,000 business are supported with deeper intervention by offering targeted mentorship that encourages efficient processes, innovations in products, credit linkages, and business strategy.



- Handicrafts
- Dairy
- Textile
- Commercial
- Food
- Others
- 10th-12th
- Degree
- Non-Educated
- Post graduate



6. Start-up village entrepreneurship program (SVEP) guidelines, The Ministry of Rural Development (MoRD), Govt. of India

STORIES OF IMPACT



Bootcamp and Exposure Visits: Trained 5,000+ Micro-entrepreneurs

Kherbhaji has a millet biscuits manufacturing unit. His association with Navodyami began when he participated in a one-day boot camp and received mentorship on product quality and packaging. From here, he got support in obtaining an FSSAI license and to start his own shop in Nizamabad, Telangana. Over time, through working with Navodyami, Kherbhaji's income has increased 3X from 5,000 rupees to 15,000 rupees per month.



Santhe a.k.a. Exhibition: Market linkages and Rs. 1,000,000 of increased profit

Sharavva Dharoi started manufacturing bags and blankets in 2013 to make ends meet. After attending a Navodyami Santhe, Sharavva started to experiment with khadi bags, cotton bags, spun cotton bags, and other types of handmade bags. She now regularly exhibits her products at Navodyami's Santes. Sharavva has become very passionate about fashion and has access to a market to sell her creations. Before connecting to Navodyami, Sharavva was making only Rs. 200,000. Her annual turnover is now Rs. 1,200,000. Initially, she could only employ two people, now she has seven employees.



Mentorship: Personalized need-based sessions

Channaveerappa always wanted to have a garment shop of his own. Through mentorship sessions at Navodyami, Channaveerappa learnt crucial things like branding, packaging, financial management and was motivated to be an entrepreneur! Today he has his own garment shop and manufactures under the brand name "Channu made Madhu shirts".

Services: Marketing, Accounting, Industry expertise

Sunita Nair was new to the areca plate industry and was looking for guidance to effectively run her business and market her products. Sunita joined the Navodyami program and was mentored by industry experts. She attended a workshop on marketing and accounting. The program helped her obtain direct marketing connections and develop a proper marketing strategy. She had started her business in a rented place after her husband passed away. Initially, she only had family members to help her with the business. Sunita is now able to hire two people as her turnover has increased to Rs. 60,000.



Credit Linkage: Mobilized over 1.44 Cr credit for 130+ candidates

Somanath Somasale makes bags by hand in Betageri. Somanath got a loan for his business from MicroGraam using the Navodyami network. He was given a loan of Rs. 40,000 with an interest rate of 6.5% without any security documents. The interest in regular banks would have been 12% and would have required security documents. He was able to bypass the bank's high interest rate and got an additional loan of Rs. 70,000 with 6.5% of interest. Before connecting with Navodyami, Somanath manufactured 6,000 bags and earned Rs. 10,000-15,000 per month. After the investment, he is now capable of manufacturing up to 12,000 bags from which he is earning up to Rs. 20,000-25,000 per month.



There are 32 million small scale entrepreneurs in India. Their entrepreneurial capabilities are unmatched, but they lack the basic education of running a business. Navodyami provides them a simplified MBA 101 which is sufficient for many of them to flourish.



Dr. Neelam Maheshwari
Founder

www.navodyami.org | Shop @ www.navodyami.com

INNOVATE

Use the Sandbox as a site to test, iterate, and prove solutions.

Agricultural Initiatives

Constant innovation is essential to addressing pressing social issues. We put ourselves in the hot seat to experiment with an idea and see if it is viable and can be made better and more efficient.

Agriculture is an engine of economic growth in rural areas and it has always been a focus area of the work at the Foundation. We share innovative and sustainable farming practices to impart strong agricultural and leadership skills in the next generation of farmers.

“ Neer Sinchana, a farm pond program, is our signature program. The timely availability of water is the biggest multiplier of income for farmers. The farmers invest money to get the farm pond built and get their investment back in less than one season. Some of the farmers have tripled their income. We now have 3000 farmers on the waiting list for the farm pond. ”

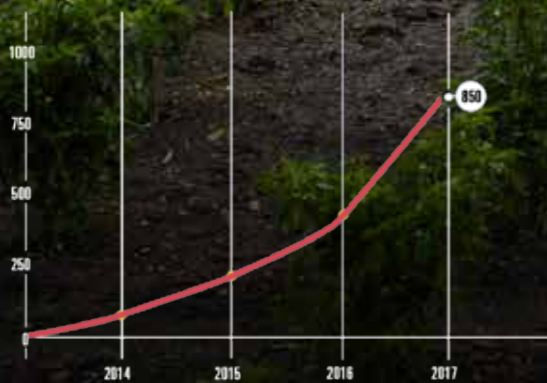
AGRICULTURE

A nurturing ecosystem for small and medium farmers, the Deshpande Foundation's Agricultural Initiatives are constantly innovating all aspects of end-to-end support starting from rainwater harvesting to crop-cultivation and marketing, so as to empower rural families to lead happier, stress-free lives.

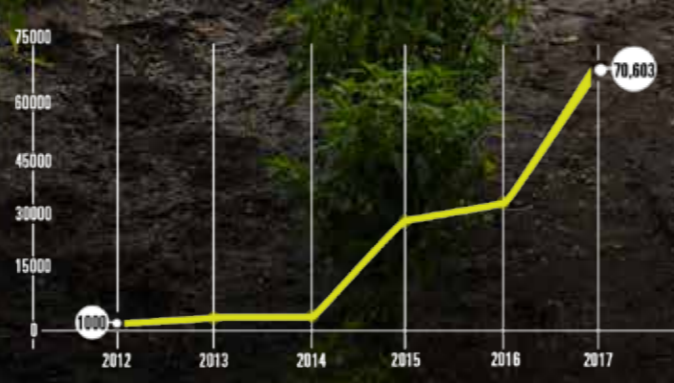
“ Growth in agriculture is at least twice as effective in reducing poverty than any other sector in India. ”

Agriculture is the primary employer for 44% of India, a figure that comes to approximately 500 million people.⁷ However, for every 10 acres of cropped farmland in India, 6 acres depend solely on rains for their irrigation. To make matters more severe, almost half of India, which has a landmass of 3,287,000 square kilometres, has dry land that experiences drought every 4 to 5 years.⁸ This underscores the importance of sustainable rainwater harvesting for agriculture in India. This mission forms the bedrock of Neer Sinchana, a farm pond building program within the Deshpande Foundation's Agricultural Initiatives. More broadly, the initiatives help farmers with holistic support in all aspects of cultivation. In the 3 years since its inception, the program and its partners have built over 4,200 farm ponds and reached over 35,000 farmers by providing them access to the skills, tools, and inputs they need to thrive.

Farm ponds built



Better Cotton Initiative Implementation



45+

Farm ponds per village
25 Villages impacted



4,200

Farm ponds built by DF
and partners



20%

Higher price output for farmers
through DF market linkage



60 Lakh

INR Credit linkage for SHGs



2x

Reduction in farmer
migration in Navalagund

35,000+

Farmers touched

7. Employment in Agriculture, The World Bank

8. Impact of Drought on Indian Agriculture & Economy, International Journal of Innovative Research in Science, Engineering and Technology

STORIES OF IMPACT

Manjunath Dibbad

Cotton farmer, Nalavadi village, Navalgunda taluk

I am a cotton farmer from the village of Nalavadi in the Navalgunda Taluka. I hold 5 acres of land and I have a wife and two children. Although I worked tirelessly trying to cultivate my land, my annual income was less than Rs. 30,000.

Connecting with the Deshpande Foundation has helped me cultivate more of my land, increase my yield and take better care of my family. I learned about the Deshpande Foundation's farming projects when Muttu and Sanjeev from the Neer Sinchana program visited my village and presented the farm pond project. I had no idea that such a thing could be done.

The farm pond program team built a 100 x 100 x 12 cubic feet farm pond on my land to irrigate my fields and make it easier to cultivate cotton. With the farm pond in place, I can take full advantage of my land and increase my yield. I could never have undertaken the project on my own. The Deshpande foundation made pond construction easy. I did not seek additional help from any external group.

The farm pond team also shared better cultivation practices with me and now my cotton farm is more sustainable and resilient. The team showed me other crops I could cultivate with the excess water stored in the farm pond. I started to experiment growing chilli and I now earn Rs. 150,000 annually.

I have full ownership of the farm pond on my land. I have helped 26 other farmers become shareholders of farmer producer organizations. I encourage other farmers to construct farm ponds and improve their farming practices.

Once my crops are ready for harvesting, the farm pond team connects me with an array of buyers. This cuts out the middle men and ensures better value for my crops. I now expect an income of Rs. 225,000 annually. Since connecting with the Deshpande Foundation, I now fully support my family and I do not have to worry about the future of my farm. My children are pursuing degrees in IT and commerce. Members of DF are also helping my children find jobs and have a better future.

The Farmer who no longer migrates



We are looking for partners, in the agricultural sector, who are willing to promote an entrepreneurial approach among farmers and introduce innovations that are scalable and sustainable.



Innus Khan
Program Manager



ENGAGE

Provide a platform for entrepreneurs from around the world to connect, collaborate, develop and refine their ideas

Development Dialogue

The Development Dialogue is a vibrant gathering of India's sung and unsung heroes who have made a difference to millions of lives. The Deshpande Foundation's annual conference brings together over 400 delegates, 200 organizations, 200 startups and 1,000 university students to connect and collaborate over important issues of common interest.

The Dialogue has in the past hosted many of this century's legends like former President Dr. Abdul Kalam, Nobel Laureates- Kailash Satyarthi and Prof. Muhammad Yunus, Magsaysay awardees -Deep Joshi, Harish Hande and Anshu Gupta; global business leaders and philanthropists like Ratan Tata, Narayana Murthy, Sudha Murty; and highly ranked Government officials like the Chief Secretaries and Department Secretaries among others. It serves to facilitate conversations between the different parts of society.

Over the years, the Development Dialogue has grown in strength and stature to offer a unique platform where changemakers from across the world converge to share latest insights, inspire and get inspired and shape the social innovation landscape. The conference features the best social innovations and successful for-profit social models, providing unmatched opportunities to learn from practitioners. Perhaps what sets the Dialogue apart is that it is a doer's conference as opposed to a thinker's one. Delegates are engaged in deeply fulfilling social impact work and their rich experience creates a multiplier effect of learning for everyone.

Every year, the Dialogue delves into a theme of current interest, and in many ways reflects the evolution of the Sandbox through the years. Humanity is faced with complex issues today. Resources are limited, the sense of urgency is real and sociopolitical landscapes are shifting, creating infinite and sometimes irreversible global impact.

To address these issues it is essential to leverage mutual strengths; build coalitions across sectors and collaborate to deliver on bold solutions with sharper focus and ever more rigorous efforts. This drives the theme of Development Dialogue 2018 "Collaborating for Big Bets". The conference draws on over a decade of collaborative experiences of the

Sandbox ecosystem and provides opportunities for potential alignment that could deliver on goals of urgent interest to humanity.

The Dialogue kickstarts with the Krishi Sinchana, a gathering of 2,000+ farmers and 30 experts sharing progressive practices and learning about new techniques. This is followed by community-led conferences in education and health which feature the most effective delivery models that can be easily replicated to improve overall outcomes. The agriculture, education and health conferences are mainly led by the Foundation's 50+ partner organizations in these sectors.

Another distinguishing event is the Navodyami Sammelana – a congregation of 200+ micro-entrepreneurs who have created thriving businesses in rural North Karnataka with the support from the Foundation's Navodyami program. These lively entrepreneurs talk about their journeys and display colourful, ethnic handmade products which sell like hotcakes throughout the conference.

On the day preceding the main conference, field visits are conducted for an immersive first-hand experience of the social impact being created on the ground. Most delegates, who attend the conference, recount these field visits as their most unforgettable experience. Visits include the Foundation's agriculture initiatives and our partner organizations in health and education. The day gives participants a sneak peek into the world of initiatives and innovations co-created with the communities who need them.

The Development Dialogue has kept up with the changing national trends in innovation and entrepreneurship, and hence launched Startup Dialogue in February 2017. With the growth of the Foundation, Dialogues are also held at our newer sandboxes; Kakatiya in Telangana and Ek Soch in Uttar Pradesh. Development Dialogue 2018 has a special focus on relevant challenges in the development sector including new frontiers like technology, skill development and much more.

This year's edition promises more fruitful learning and fun-filled networking. We welcome you to actively partake in all that's on offer during the entire conference, and go home enriched, with the warm feeling of having companions and comrades in your journey of creating impact.

“To make an idea scalable you need synergy from different actors from the government, non-profit organizations, business corporations, and community-based organizations. Getting those perspectives inculcated in the whole solution is very critical.”

COLLABORATING FOR BIG BETS



I have been associated with the Hubballi Sandbox since its inception. For 10 years we have been turning the abstract notions of enabling, transforming, innovating, and engaging into tangible development programs. Working on these initiatives has taught me that, with a little encouragement and access to resources, anyone with entrepreneurial drive can become a problem solver.

Initially, it was difficult to apply our Sandbox model to the local environment. But people have now come to understand the power of our model and are eager to work with us to enhance their livelihoods and improve the community.

The model has been implemented by 140 partners who have a strong work ethic and a sense of ownership over the programs. They partner with us to help execute their social impact ideas and see that the purpose of their projects stays true to the initial vision of improving the lives of locals.

We enable individuals and organizations to get their ideas off the ground and help their enterprises scale up. In the last year, Navodyami has encouraged 275 skilled micro-entrepreneurs to make the most of their craft and secure a place for themselves in the market. Under the continuous guidance and support of Samvidha Sandbox, over 500 social entrepreneurs with the wish to serve society have the ability to incubate their ideas and accelerate the growth of their enterprises. Sandbox Startups has supported and mentored over 60 incubatees so that they can create products and services that are proven innovations. We are very proud that five of our incubatees were declared as Winners in Elevate 100 conducted by the Government of Karnataka.

The model has been adapted to fit other regions like Andhra Pradesh, Telangana, and Uttar Pradesh. Firms like State Bank of India, Spice Mobility and Spice digital, Hitachi Consulting etc. are supporting these new Sandboxes to further expand their outreach. We thank all our partners for their steadfast support in enabling all of our initiatives.

NAVEEN JHA
CEO, DESHPANDE FOUNDATION INDIA

THANK YOU, PARTNERS



OUR DEDICATED TEAM





DESHPANDE FOUNDATION

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