

# TechnoServe India



TechnoServe is a leader in harnessing the power of the private sector to help people lift themselves out of poverty. A nonprofit organization operating in 29 countries, we work with enterprising men and women in the developing world to build competitive farms, businesses and industries. By linking people to information, capital and markets, we have helped millions to create lasting prosperity for their families and communities. TechnoServe has earned a 4-star rating from independent evaluator Charity Navigator for the last 10 years, placing us in the top 1 percent of all its rated nonprofits. With nearly 50 years of proven results, TechnoServe believes in the power of private enterprise to transform lives.

Despite India's strong economic growth in industries such as services and information technology, more than 300 million Indians still live in poverty, with two-thirds depending on agriculture for their livelihood, mostly at a small-scale or subsistence level. Our work is rooted in the idea that given the opportunity, hardworking men and women in even the poorest places can contribute economically to their families and communities. Present in India since 2007, we:

**STRENGTHEN VALUE CHAINS:** We enable smallholder farmers to grow high-value products, engage with private-sector companies, and sell to profitable markets.

**FOSTER SKILLS DEVELOPMENT AND ENTREPRENEURSHIP:** We provide business training and skills development to people in poor communities who want to create sustainable enterprises.

**PROMOTE SUSTAINABLE LOCAL ECONOMIC DEVELOPMENT:** We increase incomes in target communities and in turn further catalyze economic and social development.

**SUPPORT GENDER-INCLUSIVE COMMUNITIES:** We integrate custom support for women into our programs to expand their capacity and opportunity for sustainable livelihoods.

TechnoServe India partners with international development organizations and grant-making foundations to execute large-scale, multi-year programs, with staff deployed at the frontlines. We also associate with multinational and Indian firms to directly implement customized Corporate Social Responsibility (CSR) programs based on our core areas of expertise.

In 2016, TechnoServe provided agronomic training and support to almost 90,000 smallholder farmers, by working directly with more than 14,000 farmers on capacity building and indirectly with 75,000 farmers through farmer producer organizations, across 8 states in India.

## OUR HISTORY

American businessman Ed Bullard traveled to Ghana with his family in 1963 for a year of volunteer service. Ed was captivated by the spirit of the Ghanaian people, but appalled by the depth of poverty. In 1968, he launched TechnoServe with a vision to create a different kind of nonprofit, one that would connect poor people to information and market opportunities.

## WHERE WE WORK

TechnoServe works with poor communities in 29 countries across Asia, Africa and Latin America.

## OUR GLOBAL IMPACT IN 2016

594,000

people and businesses who saw increased financial benefits as a result of our work, positively impacting the lives of 2.9 million people; 34% of beneficiaries were women



\$ 196 M

in increased revenue and wages generated as a result of our work

\$ 35 M

in loans and equity provided to farmers and businesses by the private sector with TechnoServe's facilitation



## Transferring Indian Innovations to Africa



Under USAID's Feed the Future India-Africa Agriculture and Natural Resource Management Innovation Sharing Platform TechnoServe is developing a demand-led innovation transfer mechanism to connect Indian innovators and African adopters. Over two years TechnoServe will:

- Transfer and pilot five agricultural innovations from India to Kenya and Malawi
- Scale up three models, and track their impact for farmers and throughout the value chain
- Build a proven and sustainable transfer mechanism that will facilitate further knowledge-sharing between India and Africa

## Promoting Sustainable Guar in Rajasthan



In partnership with Solvay and L'Oreal, TechnoServe is demonstrating and refining scalable actions for inclusive, sustainable growth and competitiveness of the Guar market system in India. Key aspects of the program:

- Achieve a 25% increase in guar farming revenues for participating households
- Promote groundwater-neutral best practices to create greater environmental awareness
- Increase the level and sustainability of the livelihoods program

## Livelihoods Support Program in Karnataka



Maize is a key crop in Davangere district of Karnataka for 80% small and marginal farmers, yet these farmers face various challenges. In partnership with Cargill, TechnoServe is implementing a livelihoods support program for 5,000 smallholder farming households in the Davangere district. Key elements include:

- Agriculture Development & Diversification
- Livelihood opportunities developed for the youth of the farming households through the Agri Fellow Program
- Economic empowerment opportunities for the women of the farming households

## Development of Farmer Producer Organizations



TechnoServe is working with five Farmer Producer Companies (FPCs) in the districts of Guna, Narsinghpur, Vidisha, Sheopur and Dindori in Madhya Pradesh in the wheat and maize value chains, with the support of Kellogg. The project is supporting more than 12,000 smallholder farmers by providing agronomy trainings through FPCs, thereby improving access to various value-added services such as rent-based mechanization, access to seeds, milling etc. At least 30% of project beneficiaries are women farmers.

## Economic Development of Tibetan Settlements

The EDOTS program created sustainable livelihood opportunities for Tibetans in exile in India and Nepal through:

- Farmer training on organic practices, transforming 600 acres of land for organic cultivation
- Youth training to develop business, leadership and entrepreneurial skills
- Intensive business support for 40 Tibetan entrepreneurs
- Increased employment prospects for 3374 beneficiaries
- Program funded by USAID

## Raising Cashew Farmer's Income

Working with the Clinton Giustra Economic Partnership, TechnoServe helped farmers in the Ratnagiri region of Maharashtra improve the productivity and quality of their cashew nut and fruit crops. The project promoted good agricultural practices in the region and increased farmers' income.

Over the course of the project, TechnoServe

- Identified and addressed input and supply chain gaps
- Trained over 2,500 area farmers to improve yields, farming and harvest practices
- Built market linkages with input providers

## Empowering Women Entrepreneurs

TechnoServe is working on a business accelerator program for women entrepreneurs in Bangalore in partnership with Intuit, a global business and financial management software company.

The accelerator program, initially planned for twelve months, is aimed at 20 growth-constrained, women-led, revenue earning small businesses. These 20 women entrepreneurs will be pre-screened prior to selection. The program intends to help scale up the businesses of these participating entrepreneurs. The women entrepreneurs will undergo business and financial management training along with access to a business advisory council and mentors.

## Strengthening the Dairy Value Chain

Abbott Nutrition is opening new supply chains in India to meet growing demand. Abbott has teamed up with TechnoServe to improve the quantity and quality of milk available, while improving farmer livelihoods and income. During this six-month engagement, TechnoServe is:

- Undertaking an intensive study of the local dairy value chain, including examination of inputs and farming practices as well as procurement, transportation and storage operations
- Planning the location of collection centers and milk routes to maximize efficiency
- Designing an intervention program that boosts milk quality and quantity along with farmers' incomes.

## Barmer Unnati in Rajasthan

The Barmer district of Rajasthan is one of the most remote and underdeveloped regions of India. In partnership with Cairn India, TechnoServe promoted social and economic development in the district through:

- Training 10,000 farmers across 140 villages in agri-livelihoods designed to improve productivity and increase incomes
- Building and scaling up tested models of water management and land use at 1,010 sites across the district
- Training 30 rural youths as Cairn Agri-Fellows and helping them find jobs and start agri-businesses.



## Youth Skills, Careers and Employability in Mumbai

Mumbai has one of the largest concentrations of young people in Asia, with a large share living in slums with few employment opportunities. In partnership with the Citi Foundation, TechnoServe is conducting a skills training and job placement program to help youth gain employment and improve their incomes. TechnoServe is:

- Delivering soft skills training to 1,250 urban youth to improve their job readiness
- Providing career guidance and pre-employment counseling to access jobs in high growth industries
- Placing youth in jobs and providing them post-employment counseling.



## Strengthening Women's Farmer Groups in Bihar

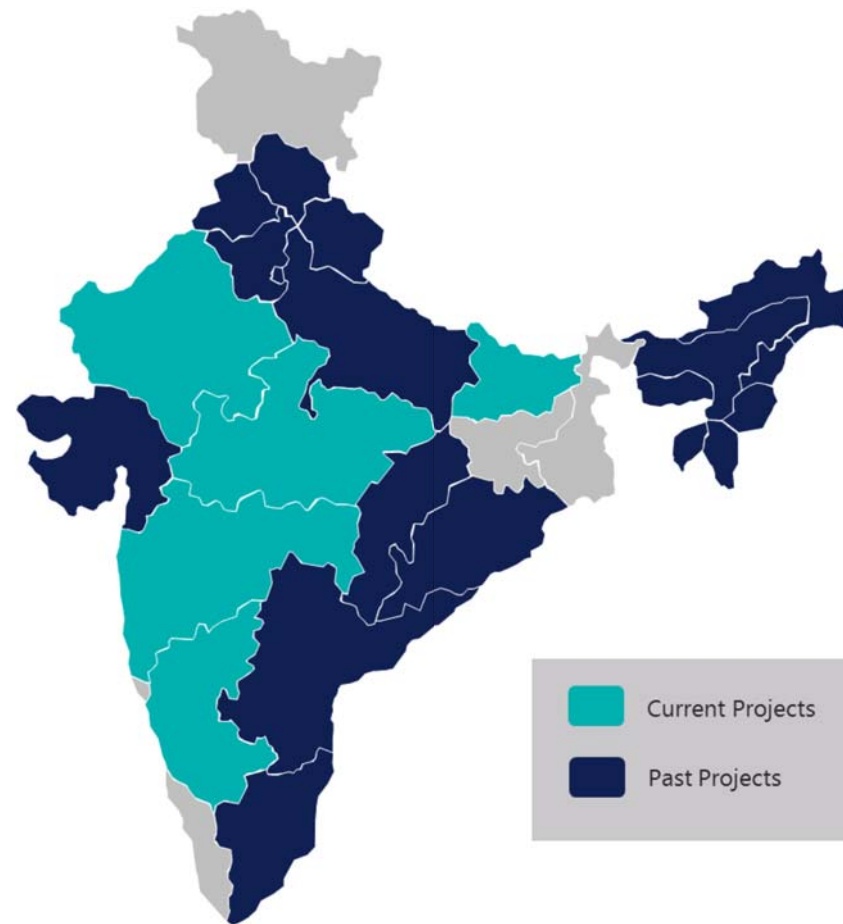
The Women's Advancement in Rural Development & Agriculture (WARDA) program is being implemented with the World Bank-funded Bihar Transformative Development Project in close coordination with JEEViKA (under the aegis of the Government of Bihar), with the support of the Bill & Melinda Gates Foundation.

WARDA develops approaches for graduating women smallholder farmers out of poverty through market-led Farmer Producer Organizations (FPOs). The program provides technical assistance to producer groups and facilitates producer group formation with the aim of empowering rural women and improving their lives and communities.



## National Rural Livelihoods Promotion Society

TechnoServe is a designated Technical Support Agency for the National Rural Livelihoods Promotion Society (NRLPS) with the mandate to set up Value Chain Support Cell (VCSC) to provide technical assistance and capacity-building support to participating State Rural Livelihood Missions (SRLMs) in the development of commodity value chains and market linkages in the Agriculture and Allied, Livestock and Non-Timber Forest Products (NTFP) sub-sectors. The VCSC will provide technical assistance and handholding support to SRLMs in developing projects within these sectors that are profitable, bankable, and self-sustaining in the long run.



## India Leadership

### **PUNIT GUPTA** Country Director

Punit Gupta has more than 18 years of experience in leadership roles in the development and private sectors in India, Europe and the US. During his past four years at TechnoServe, Punit has grown the India operations from a five-member team to 125 employees and currently manages offices in 12 Indian states, benefitting farmers, entrepreneurs and youth. Punit previously served as CEO of Intel Capital-funded ESPL Media, led Private Equity investments in mid-size Indian companies at Sabre Capital, and has managed several strategy projects for large global corporations as an Engagement Manager at McKinsey & Company. Punit earned an MBA (with distinction) from INSEAD, France.



### **SURYAMANI ROUL** Deputy Director

S Roul has over 30 years development management and leadership experience in enterprise, livelihoods and entrepreneurship promotion with intensive exposure to remote areas and tribal communities in India. Previously, he served as senior vice president for Access Development Services. He has led projects across India funded by international donors including the European Union, the UK's DFID and the World Bank. He holds a BA in Economics and MA in Analytical and Applied Economics from Utkal University, and an MBA from University of Calcutta. In addition, he has received overseas training from the Asian Institute of Management, Coady International Institute, East Anglia University and Yale School of Management.



### **NEERAJ SHARMA** Chief of Party

Neeraj Sharma is Chief of Party and Innovation Lead, Feed the Future Program. He has over 25 years' work experience in development / financial sectors focused on promoting rural livelihoods. He has worked for NABARD, Care International; ICICI Bank and the Royal Bank of Scotland NV, India, and earlier was a consultant to an ADB funded project on Agri-value Chains of the Ministry of Agriculture, Govt of Afghanistan. His previous assignments include a project for OECD, Paris on Indian Agricultural Markets 2003-2014, NCDEX, Belarus Potash Ltd and others. Neeraj obtained his BSc Ag & AH (Hons) and MSc (Agricultural Economics) from GB Pant University of Agriculture and Technology, Pantnagar, Uttarakhand, India.



## Global Leadership

### **WILL WARSHAUER** President and CEO

Will Warshauer joined TechnoServe in 2014, bringing 25 years of experience in international development and the private sector. He launched his career as a Peace Corps volunteer in Sierra Leone and has since worked in 40 developing countries. In his latest role, Will served as chief operating officer of Pact, Inc. and as president of the Pact Global Microfinance Fund. Will graduated from Yale University, where he earned a Bachelor's degree in English, and received a Master's degree in public affairs from the Woodrow Wilson School at Princeton University.



### **TIM MCLELLAN** Chief Operating Officer

Tim McLellan joined TechnoServe in 2009 after 15 years with Population Services International (PSI). While with PSI, he held the positions of Country Director in Nigeria and India, and Regional Director for East Africa. He began his career in the international shipping industry and was a Peace Corps Volunteer in Niger, West Africa. Tim holds a Master's degree in Development Economics and Business from the Fletcher School at Tufts University and a Bachelor's degree in Government and Business from the University of Notre Dame.



### **SIMON WINTER** SVP, Development

Simon Winter joined TechnoServe in 2003 after serving as a management consultant with McKinsey & Company, an economic planner for the Botswana government, and a development consultant in Southern Africa. Simon holds a Ph.D in development economics from the School of Oriental and African Studies at the University of London, a Master's degree in development economics from the University of East Anglia and a Bachelor's degree in economics from Bristol University.



## Senior Advisors

### **ARUN NANDA**

Director,  
Mahindra & Mahindra Ltd

### **LUIS MIRANDA**

Former CEO & President,  
IDFC Private Equity

### **NEERA SAGGI**

Independent Director on  
Company Boards

## Our Partners Include:

**BILL & MELINDA GATES foundation**



**Kellogg's**

Citi Foundation



**SOLVAY**

**INTUIT.**

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