

TechnoServe 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 markets.

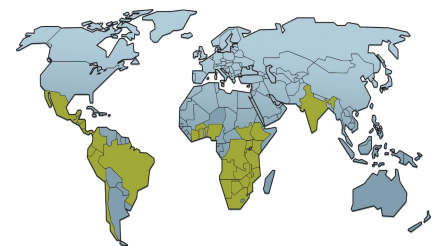
WHAT WE DO

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 with 50 years of proven results, we work with enterprising men and women in the developing world to build competitive farms, businesses and industries. Our key thematic focus areas are:

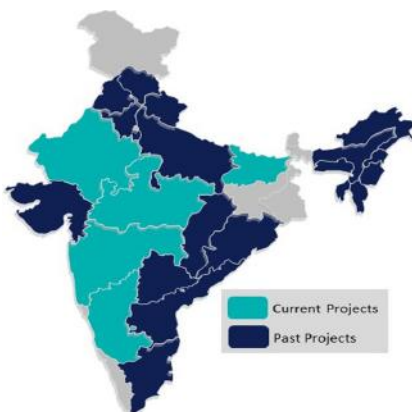
-  **AGRICULTURAL VALUE CHAINS**
-  **SKILLS DEVELOPMENT AND LIVELIHOODS**
-  **ENTREPRENUERSHIP**
-  **LOCAL ECONOMIC DEVELOPMENT**
-  **WATER AND NATURAL RESOURCE MANAGEMENT**
-  **WOMEN'S EMPOWERMENT**

WHERE WE WORK




29 countries across Asia, Africa and Latin America






OUR INDIA PRESENCE



OUR INDIA IMPACT 2017

-  **23,000** direct beneficiaries reached across 8 states
-  **\$10 mn** incremental financial benefits as a result of our work
-  **\$2.3 mn** new finance mobilised by individuals and business supported by us

OUR GLOBAL IMPACT IN 2017

-  **461,000** direct beneficiaries saw increased financial benefits
-  **\$189 mn** in increased revenue and wages of our beneficiaries
-  **\$28 mn** in private sector investment in farms and businesses

Featured Projects

Advancement of Women Farmers in Bihar



THEMATIC AREA:  

OVERVIEW: Developing market led approaches to empower smallholder women farmers, through Farmer Producer Companies (FPCs).

DURATION: 2014-2019

IMPACT:

- ◆ 8,300 women farmers engaged
- ◆ 21% higher price realized
- ◆ 293% growth in FPC revenue

DONOR: Bill & Melinda Gates Foundation

Indian Agri-Innovations Transfer to Africa



THEMATIC AREA:  

OVERVIEW: Transferring Indian agri-technologies Natural Resource Management (NRM) solutions to Kenya and Malawi.

DURATION: 2015-2017

IMPACT:

- ◆ 2,800 farmers reached
- ◆ 28 NRM structures built
- ◆ 100,000 cubic meters of water saved

DONOR: USAID

Sustainable Guar Initiative in Rajasthan



THEMATIC AREA:  

OVERVIEW: Enhancing livelihood opportunities of guar farmers by creating an inclusive and competitive guar market.

DURATION: 2015-2020

IMPACT:

- ◆ 6,000 farmers reached
- ◆ 7% increase in farmer revenues
- ◆ 800MT of traceable guar procured
- ◆ 45,000 trees planted

DONOR: Solvay | L'Oréal | HiChem | Henkel

Youth Employability Skills Development in Mumbai



THEMATIC AREA: 

OVERVIEW: Improving employability of underprivileged youth through professional and personal skills training.

DURATION: 2016-2019

IMPACT:

- ◆ 3000+ students trained (75% girls)
- ◆ 1300+ students placed
- ◆ 50% increase in household incomes

DONOR: Citi Foundation

Livelihoods Support Program in Karnataka



THEMATIC AREA:  

OVERVIEW: Catalyzing local economic development by creating livelihood opportunities in the Davangere district.

DURATION: 2015-2019

IMPACT:

- ◆ 5,000 farmers reached
- ◆ 40% increase in farmer revenues
- ◆ 25 agri-enterprises set up

DONOR: Cargill

Women Entrepreneurship Initiative in Bangalore



THEMATIC AREA:  

OVERVIEW: Providing women-led enterprises with better access to finance and knowledge to accelerate growth.

DURATION: 2016-2018

IMPACT:

- ◆ 20 businesses supported
- ◆ 3 new growth areas identified for each business

DONOR: Intuit

Climate Smart Agriculture Initiative in Madhya Pradesh



THEMATIC AREA: 

OVERVIEW: Training smallholder farmers in climate-smart practices to increase climate resilience and yields.

DURATION: 2015-2018

IMPACT:

- ◆ 12,036 farmers reached
- ◆ 38% women beneficiaries
- ◆ 19.4% increase in farmer revenues

DONOR: Kellogg Company

Dairy Value Chain Enhancement in Maharashtra



THEMATIC AREA: 

OVERVIEW: A shared-value initiative that strengthens livelihoods of smallholder dairy farmers via market solutions.

DURATION: 2014-2018

IMPACT:

- ◆ 1,500+ dairy farmers engaged
- ◆ 110% increase in farmer revenues
- ◆ 120,000 liters of milk collected daily

DONOR: Abbott

Featured Projects

Advancement of Women's Leadership in Cotton in MP



THEMATIC AREA:



OVERVIEW: Enhancing women's economic and financial participation in the cotton value chain, by improving their access to finance and markets, through Farmer Producer Companies (FPCs).

DURATION: 2017-2018

IMPACT:

- ◆ 1,500 women benefited
- ◆ INR 11 million in revenue generated by FPOs

DONOR: Visa Inc.

Cashew Initiative in Maharashtra



THEMATIC AREA:



OVERVIEW: Improving the productivity and quality of cashew grown by smallholders through good agri-practices.

DURATION: 2013-2015

IMPACT:

- ◆ 2,500 farmers benefitted
- ◆ 10% increase in cashew yields
- ◆ 7 demonstration farms set up

DONOR: Clinton Foundation (Clinton Giustra Enterprise Partnership)

Local Economic Development in Barmer, Rajasthan



THEMATIC AREA:



OVERVIEW: Promoting socio-economic development in one of India's most remote and underdeveloped districts.

DURATION: 2013-2016

IMPACT:

- ◆ 5000 farmers reached, across 55 villages
- ◆ 270 khadins constructed, benefiting 283 farmers spread across 28 villages

DONOR: Funded by a leading Indian energy company

Access to Finance for Women Entrepreneurs in Bihar



THEMATIC AREA:



OVERVIEW: Boosting the rural ecosystem by providing access to finance and business advisory support to women entrepreneurs.

DURATION: 2017-2018

IMPACT:

- ◆ 453 women entrepreneurs trained
- ◆ 48 agri-enterprises supported
- ◆ INR 3 million in new finance raised

DONOR: Funded by a global financial services conglomerate

Direct Farm Procurement of Vegetables in India



THEMATIC AREA:



OVERVIEW: Increasing farmer revenues by integrating fruit/vegetable smallholders into supply chains of international buyers.

DURATION: 2011-2013

IMPACT:

- ◆ 10,000 farmers trained
- ◆ 300 farmers linked international retailers
- ◆ 1,121 MT of fruits/vegetables supplied of value INR 14.5 million

DONOR: Funded by a global retail corporation

Agribusiness Expansion in Northeast India



THEMATIC AREA:



OVERVIEW: Strengthening the value chains of high value crops such as ginger, kiwi and turmeric; promoting suitable aggregation and post-harvest management practices.

DURATION: 2011-2013

IMPACT:

- ◆ 1,000 farmers benefitted
- ◆ Suitable business models developed and implemented

DONOR: International Finance Corporation

Economic Development of Tibetan Settlements



THEMATIC AREA:



OVERVIEW: Creating sustainable livelihood opportunities for Tibetans in exile in India and Nepal.

DURATION: 2011-2013

IMPACT:

- ◆ 3,374 beneficiaries reached
- ◆ 40 entrepreneurs supported
- ◆ 600 acres of organic farms created

DONOR: USAID

Developing Commodity Value Chain & Market Linkages



THEMATIC AREA:



OVERVIEW: Providing technical assistance to State Rural Livelihood Missions (SRLMs) to implement a market-led strategy to strengthen Farmer Producer Organisations (FPOs)

DURATION: 2016-2018

IMPACT:

- ◆ 6 SRLMs supported
- ◆ Business plans developed for 10 agri-value chains

DONOR: National Rural Livelihood Promotion Society

Leadership Team

WILLIAM WARSHAUER *Chief Executive Officer, TechnoServe Inc.*

William joined TechnoServe in 2015 with over 25 years of experience in international development and the private sector. He started his career as a Peace Corps volunteer in Sierra Leone and has since worked in 40 developing countries. Will served as Chief Operating Officer of Pact Inc. and as president of the Pact Global Microfinance fund. Will graduated from Yale University, with 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, TechnoServe Inc.*

Tim 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. 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.



PUNIT GUPTA *Country Director, India*

Punit has over 20 years of experience in leadership roles in the development and private sectors in India, Europe and the US. During his seven years at TechnoServe, Punit has grown the India operations from a 5-member team to over 200 employees. Punit previously served as CEO of Intel Capital-funded ESPL Media, led Private Equity investments at Sabre Capital, and has managed several strategy projects for large global corporations as an Engagement Manager at McKinsey & Company. Punit earned an MBA from INSEAD, France.



SURYAMANI ROUL *Deputy Director*

Suryamani has over 30 years of experience in building livelihood strategy and designing social development programs. At TechnoServe, he is overseeing projects that range from agri-business development and FPO capacity building to natural resource management and sustainable value chains. His key skill sets include stakeholder engagement and management, capacity assessment and monitoring, and design & evaluation of development programs. Mr. Roul holds an MA in Economics from Utkal University and an MBA from Calcutta University.



SAIRAM SUBRAMANIAN *Practice Leader*

Sairam leads the Skill Development and Entrepreneurship practice at TechnoServe India. He has over 14 years of diverse experience in leadership and managerial roles with international development agencies such as GIZ, leading multinational and Indian private sector banks such as HSBC, Deutsche Bank, YES Bank and ICICI. He has also served as a faculty for commodity market and investment finance courses in premier business schools in Mumbai. Sairam holds Post Graduate diploma in Rural Management from IRMA .



ASHUTOSH DESHPANDE *Practice Leader*

Ashutosh leads programs that cut across value-chain development and natural resource management at TechnoServe India and is currently working to facilitate local economic development in Karnataka. He has over 14 years of experience in social business and sustainable agriculture, including a stint as a CEO for an organic cotton trading company. Ashutosh is an alumnus of National Institute of Bank Management, Pune.



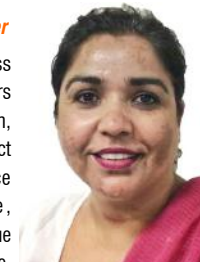
DEBARANJAN P *Practice Leader*

Debaranjan manages programs focused on empowering women and developing agricultural value chains. Currently, he is leading a Gates Foundation funded project. For this, he leverages from his 11 years of professional experience in working with farmers and farmer groups Prior to TechnoServe, Debaranjan worked with the Michigan State University as an India in-country Project Manager. He has obtained his Post Graduate Diploma in Agribusiness Management from National Institute of Agricultural Marketing, Jaipur.



RAVDEEP KAUR *Associate Practice Leader*

Ravdeep is an agribusiness professional with 17 years of intervention design, implementation and project management experience across agriculture, horticulture, livestock value chains. At TechnoServe, Ravdeep leads programs focused on agri-value chain development and natural resource management. Ravdeep has worked with both government and non-government organizations, and has a Masters in Rural Management from Indian Institute of Rural Management.



SUNANDA MADAN *Associate Practice Leader—Program Development*

Sunanda leads TechnoServe's business development efforts in India and is responsible for developing strategies to increase visibility and win rates for the Country Program. Her experience at TechnoServe spans project implementation as well as origination of new business opportunities, across all thematic areas. Sunanda has over 12 years of diversified professional experience spanning investment banking, consulting and economic development. Sunanda has an MBA from the Indian School of Business, Hyderabad and B.A. (Hons) Mathematics from St. Stephen's College, Delhi.



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