



*Avanti Fellows is a  
PanIIT initiative and an  
UnLtd India investee*

## **Establishment of IIT Roorkee Chapter**

“All bright and motivated students from poor homes  
should have access to a top quality undergraduate education  
and the means to leverage this to their greatest potential.”

February 27, 2011



# Who are we?

- Avanti is a PanIIT initiative supported by IIT Bombay and the IIT alumni organization
- Winner of the Stanford BASES Social E-Challenge 2010 – among the most prestigious business competitions in the world
- Run by IIT, Harvard Business School and Stanford graduates
- Funding secured for the next three years
- Strong presence on 4 IIT campuses (Mumbai, Delhi, Chennai, Kanpur) with over 50 student volunteers and mentors
- Strong ties with the leading training centers and non-profits in the space
- An advisory board that includes leaders of Industry, and world renowned social entrepreneurs and academics



## Our Team – Avanti Corporate



### **Akshay Saxena**

*Co-founder and President*

Akshay is currently on a sabbatical from the MBA program at the Harvard Business School. Before HBS, Akshay worked as a consultant with the Boston Consulting Group in India and on project implementation with the World Food Programme. He has also worked with The International Save the Children Alliance in London.



### **Krishna Ramkumar**

*Co-founder and CEO*

Before starting at Avanti, Krishna was a Senior Associate with the Boston Consulting Group in Mumbai, India. Krishna graduated from IIT Bombay in 2008. At IIT, he was the head of the Institute Student Mentor Program and editor of *Insight*, the student newspaper.



### **Vaibhav Devanathan**

*Co-founder*

Vaibhav is currently a Business Analyst with McKinsey and Co. At IIT Bombay, he served as the General Secretary Academic Affairs and was editor of the college paper *InsighT*. He has also served as a Student Mentor for two years focusing on improving the academic mentorship available to weak students.



## Board of Advisors



### **Ashank Desai**

*Former Chairman, Mastek Ltd; ex-Chairman PanIIT*

Mr. Desai is the founder and former Chairman of Mastek Ltd and a founder member of NASSCOM. He serves on the Governing Board of IIM Ahmedabad, IIT Jodhpur and is a member of the Advisory Board of SOM School of Management IIT Bombay and IIT Hyderabad. Mr. Desai was also a past Chairman of PanIIT Alumni India (PIAI) and the Vice-Chairman, Society for Innovation and Entrepreneurship (SINE), IIT Bombay.



### **Michael McCullough**

*Founder and President, Questbridge*

Michael McCullough is a Rhodes Scholar, Kauffmann Fellow and Ashoka Fellow. He is the founder and president of Questbridge, a revenue generating non-profit which places talented low-income youth into 28 top US colleges including Stanford, Princeton, Columbia, Amherst, MIT, Williams, and Yale.



### **Matt Flannery**

*Founder and CEO, Kiva.org*

Kiva is the largest micro-lending platform in the world. Matt is a Draper Richards Fellow, Skoll Awardee and Ashoka Fellow. He graduated with a BS in Symbolic Systems and a Masters in Philosophy from Stanford University.

# There is a Systemic Bias against poor students gaining entry to and succeeding at professional degrees in India

## There is a strong Selection Bias against poor students clearing competitive exams in India

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- Each year over 300,000 students take competitive exams such as the IIT JEE
- > 80% of these students have access to some form of additional tutoring/coaching
- Students from poor homes are unable to afford high annual fees often > 1 lakh per annum
- A large percentage of seats reserved for SC/ST candidates at institutes such as the IITs are left vacant each year

## Poor students that make it through struggle academically and professionally

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- A lack of fluency at the English language hampers these students in the classroom and during recruiting
- These students tend to avoid extra-curricular activities, making it hard for them to assimilate and develop professional skills
- They lack the personal and professional networks needed to prepare for interviews and find appropriate jobs and internships

***This problem is not limited to engineering but applies to most professional degrees in India including law and medicine***



## Three interventions can help bridge this divide

### Training

Access to **quality physics, chemistry and math tutoring** in class XI and XII

Access to **English classes** and additional tutoring in college

Exposure to industrial and academic **internships**

### Financial Aid

Access to funds for **tuition books and computers** in college

Preparatory classes, **job interview preparation** and other discretionary expenses

### Mentorship

Mentors that help **guide, motivate and monitor** academic and personal progress through this critical period



# The IIT ecosystem has the resources to solve this problem

## Training

## Financial Aid

## Mentorship

India's best **training institutes** are willing to provide seats to poor students for free

Enthusiastic and dedicated **faculty and student bodies** on IIT campuses are eager to help tutor students in college

Coaching in class XI and XII can be provided **for free or at heavily subsidized rates**

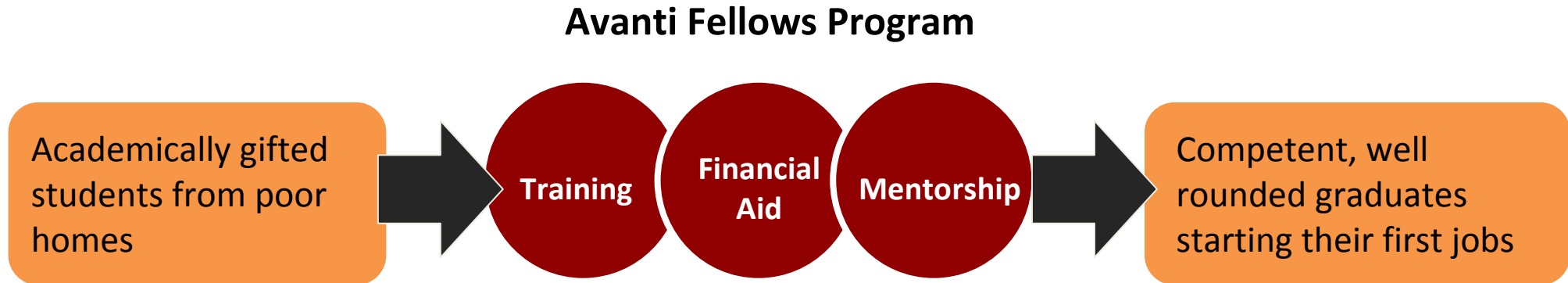
Large pool of **scholarships and zero interest loans** available at the IITs

Massive **fundraising potential** among alumni

Massive enthusiasm amongst the student body to run volunteer organizations that **mentor and support** poor students in Class XI and XII and on campus



## The Avanti Fellows Program ties these elements together



Avanti provides a six year program that focused on creating competent, employable, well rounded graduates

- A class of Avanti Fellows is selected through aptitude tests and interviews
- Each Avanti Fellow is paired with an undergraduate student - his/her Avanti Mentor
- Fellows are enrolled in training programs at partner institutes for competitive exam preparation and English training
- Avanti runs a dedicated Training and Placement cell that leverages the organization's extensive professional network to secure internship and job opportunities





# **Avanti's volunteer-driven operating model keeps costs low and allows us to scale rapidly**

## **Operations in each city are managed by student-run Avanti Core Teams (ACTs) on college campuses**

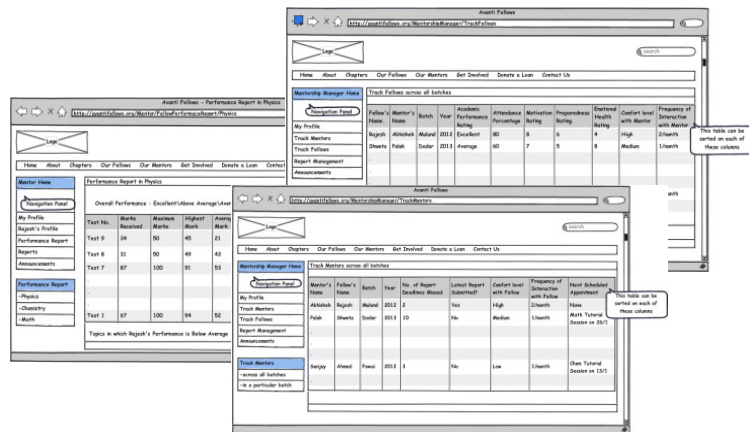
- Teams manage the administration of the aptitude tests and candidate interview process
- Mentors on each campus are selected by the ACT based on their interest, past academic performance and involvement in institute activities
- Mentorship managers monitor the mentorship process and maintain the online mentorship management system
- ACTs are also responsible for coordinating the English language program, organizing on-campus interview training and other major events

## **The Avanti corporate team focuses on creating new ACTs, deploying standardized processes and practices and monitoring key metrics**

- Avanti currently has two full time employees managing its presence on three IIT campuses and expansion to new campuses

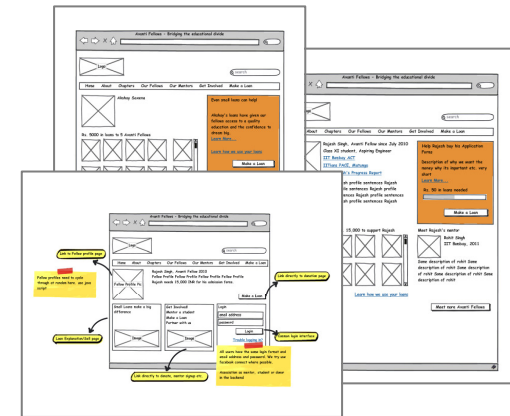
# The Avanti web platform is used to manage the mentorship process and raise capital for 0% interest loans

Mentorship reports are filed online by mentors once a month



- Mentors submit a monthly progress report covering the fellow's academic performance, academic needs, personal needs and interests
- Mentorship manager analyses reports to monitor interaction between mentor-mentee pairs and creates action plans for fellows
- Automated queries can be run to track comparative performance between fellows and trends over time






The lending portal will go Live in 2-3 months



- Each fellow will have a profile page mentioning achievements and career goals
- Potential advisors and recruiters can browse fellow pages to search for interesting profiles
- Donors can pledge support by adding to a fellow's line of credit and providing capital for student loans at 0% interest with long duration payback periods

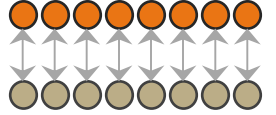








## Our journey so far (I)

Date	Milestone	
Mar 28, 2010	Incorporated as a charitable trust in New Delhi, India	
Apr 29, 2010	Recruited first Avanti Core Team at IIT Bombay, Mumbai	
May 12, 2010	Signed Memorandum of Understanding (MoU) with Akanksha for identification of fellows	
May 14, 2010	Signed MoU with IIT Bombay for access to the institute's resources	
May 16, 2010	Signed MoU with IITian's PACE for access to free IIT-JEE coaching for Avanti fellows	

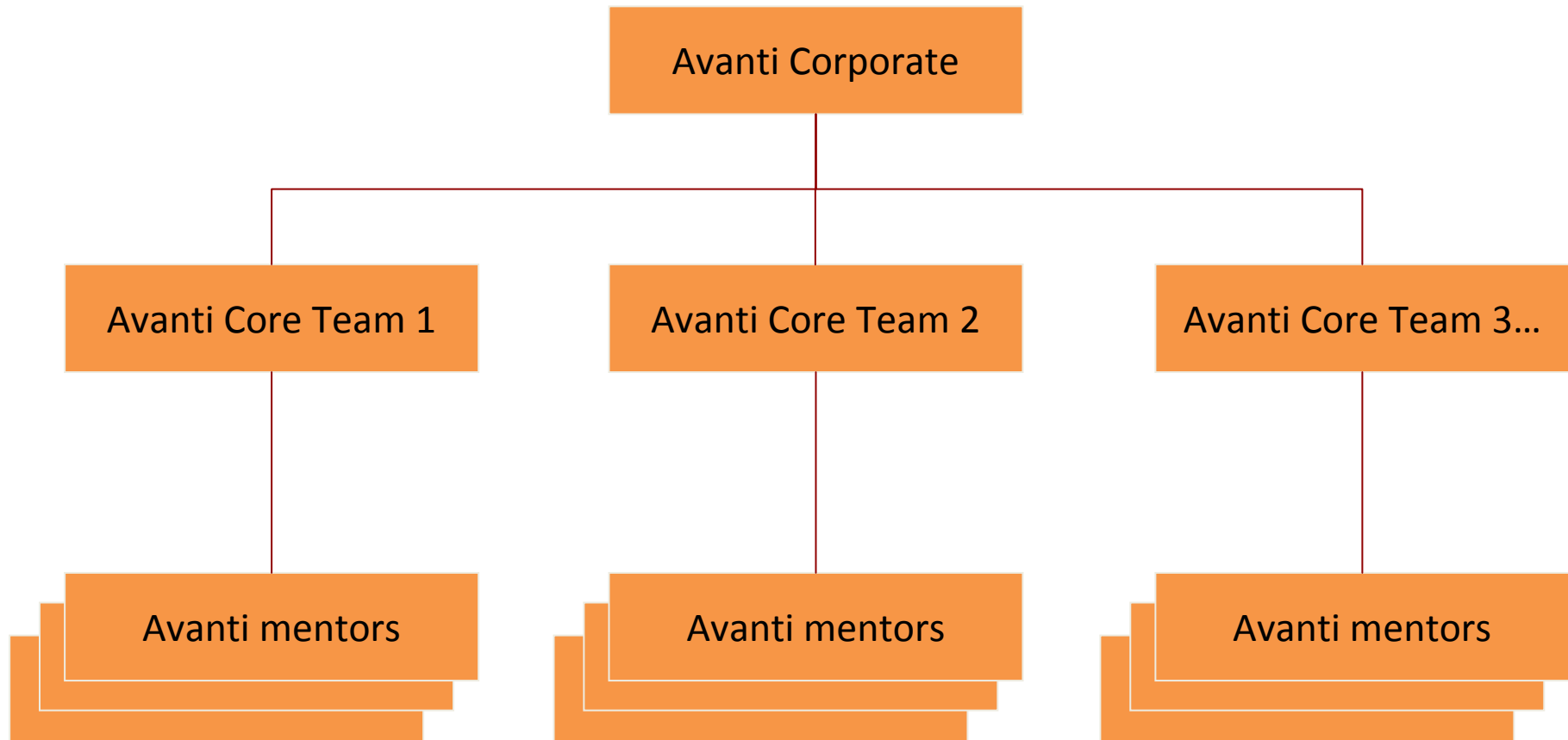


## Our journey so far (II)

Date	Milestone	
May 25, 2010	Selected first cohort of 12 fellows and paired them with mentors at IIT Bombay	
May 28, 2010	Placed 1 <sup>st</sup> at Stanford BASES Social E-Challenge	
Jul 25, 2010	Selected by Pan IIT as an initiative supported under the Pan IIT Alumni India umbrella	
Aug 01, 2010	Organised Mumbai launch event; attended by fellows, mentors, partners & supporters	
Aug 15, 2010	Recruited Avanti Core Team at IIT Delhi	
Aug 24, 2010	Recruited Avanti Core Team at IIT Madras	
Jan 15, 2011	Recruited Avanti Core Team at IIT Kanpur	



# Organisational structure of Avanti





# Structure of an Avanti Core Team (ACT)

- Create annual plan with Avanti Corporate
- Manage all ACT activities

Director, Avanti Core Team  
(x 1 or 2)

Manager, Mentorship  
(x 1 or 2)

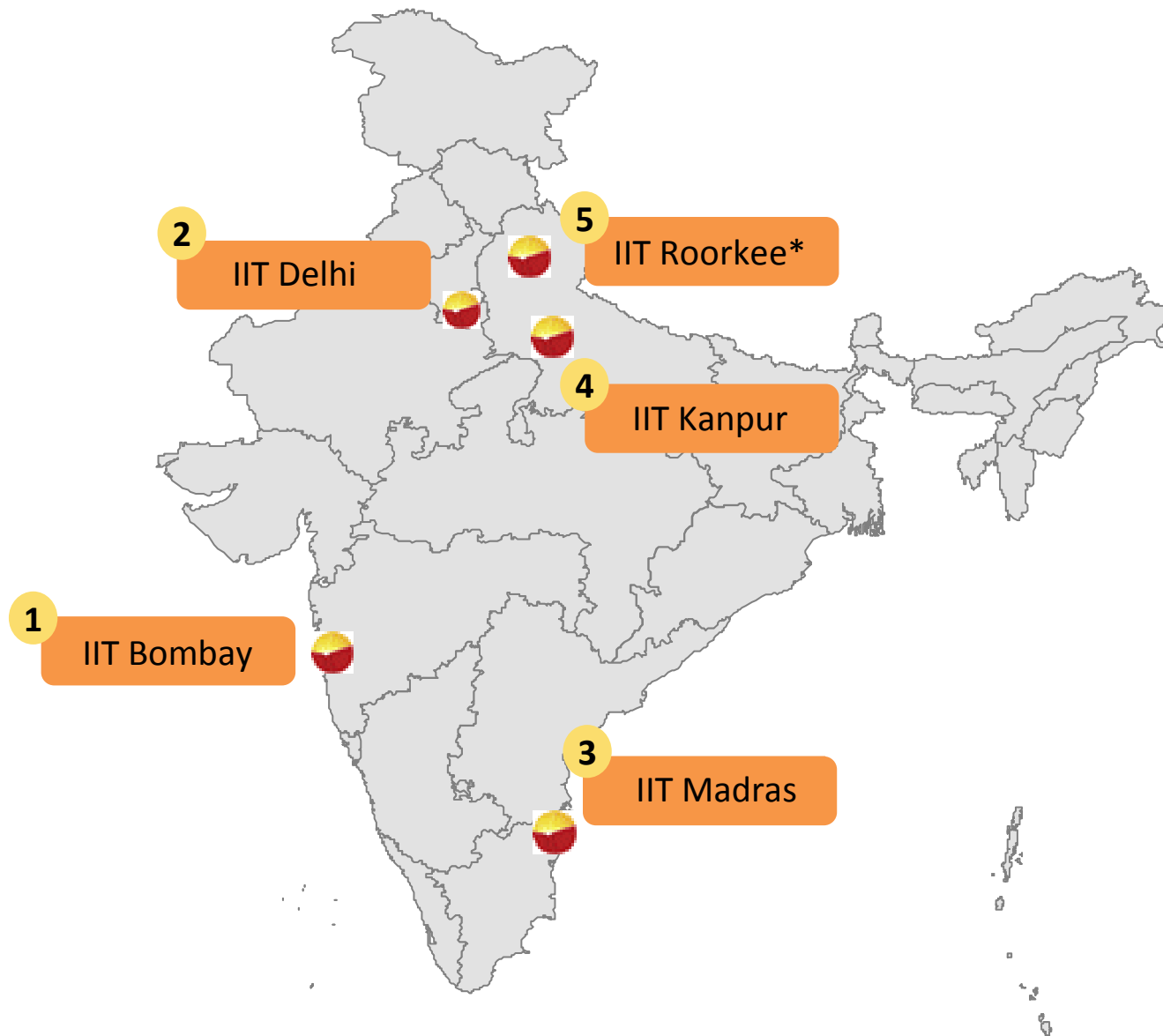
- Run the selection process for fellows
- Run the selection process for mentors
- Manage interactions between mentor-fellow pairs
- Liaise with partner coaching and English training organizations

Manager, Communications  
(x 1 or 2)

- Liaise with schools and partner NGOs for identification of fellows
- Manage social media presence
- Conduct alumni outreach
- Organise events for fellows (networking events, interactions with working professionals)



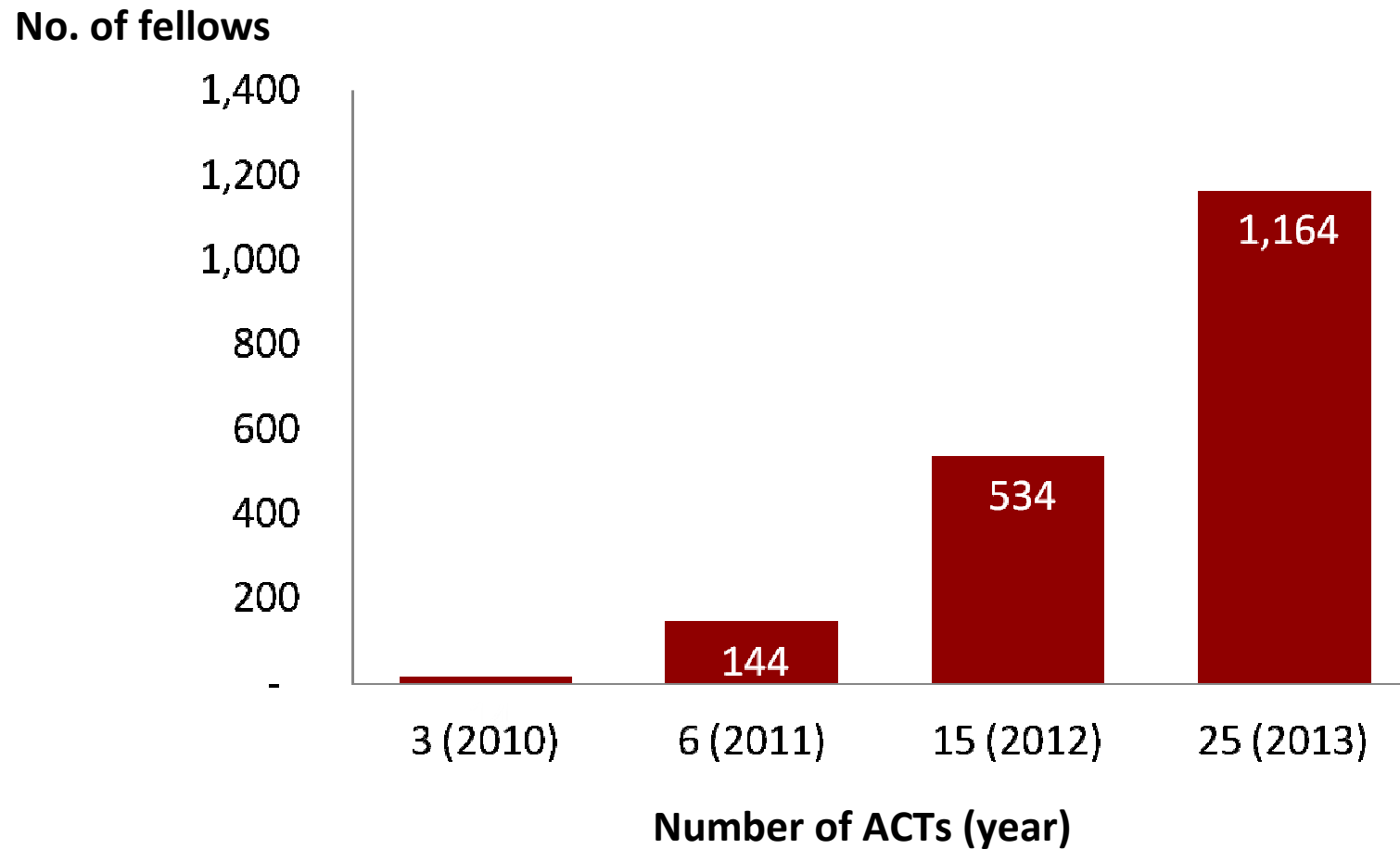
## Current presence



\* In progress



## We target having over 1,000 fellows and 25 ACTs by 2013





# Timeline for establishment of Avanti Core Team – IIT Roorkee



Date	Milestone
Feb 28 – Mar 3, 2011	Invite applications for Director, Avanti Core Team (ACT) – IIT Roorkee (from current 3 <sup>rd</sup> year/ 4 <sup>th</sup> year Dual Degree students)
Mar 5-6, 2011	Interview shortlisted candidates for Director, ACT – IIT Roorkee and recruit Director
Mar 7-13, 2011	Recruit entire ACT – IIT Roorkee
Mar 14-31, 2011	Invite applications for Avanti Fellow Selection Test from current Class X students in and around Roorkee
Apr 1-10, 2011	Conduct Avanti Fellow Selection Test followed by personal interviews for selection of Avanti Fellows
May-Jul, 2011	Build coaching partnerships in Dehra Dun, conduct Avanti Fellow Selection Test and select Avanti Fellows