



अवन्ती

Avanti Fellows

Avanti Fellows – Overview document





Each Year over **5,00,000** students write the IIT JEE



Only **2%** are admitted



Students from low income homes are
massively underrepresented at the IITs



Only **30%** come from
rural or semi-urban areas



Only **5%** get in without
any form of coaching

- Fees > Rs. 100,000



Those who do make it often struggle to cope



Lack of fluency in English hampers them

- In classrooms
- During recruiting



They find it hard to assimilate and develop professional skills

- Avoid extra-curricular activities



They lack personal and professional networks for

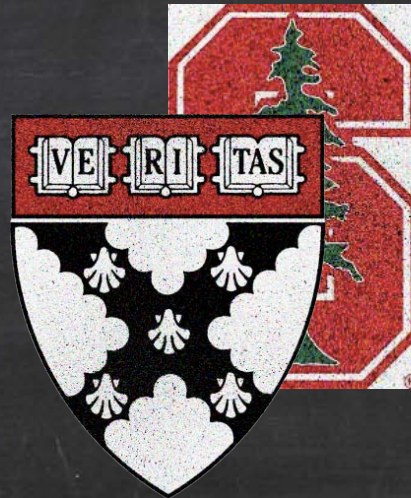
- Interview prep
- Internship and job opportunities



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



Who are we?



Pan IIT Initiative

- Supported by IIT alumni organizations across the world

Supported by key advisors at Harvard & Stanford

- Winner of the Stanford Social E-Challenge in 2010

The fastest growing organization of its kind

- 5 IIT Chapters in the first year
- 100 Mentors
- 100 Fellows



Our Team



Krishna Ramkumar

Co-founder and CEO

Before starting at Avanti, Krishna was a Senior Associate with the Boston Consulting Group in Mumbai. Krishna graduated from IIT Bombay in 2008 with the Dr. Shankar Dayal Sharma Gold medal for best all-round performance. At IIT, he was the head of the Institute Student Mentor Program and editor of *Insight*, the student newspaper.



Naga Maddilety Reddy A.

Director, Operations

Naga Reddy serves as Avanti's Director, Operations. Before joining Avanti, he worked at Jones Lang Lasalle. Naga graduated from IIT Roorkee in 2010. As the General Secretary of the National Service Scheme (NSS) at IIT, he led a team of 400 students to undertake various social activities including teaching and mentoring children from slums and nearby villages.



Digvijay Singh Sujlana

Director, Programs

Digvijay is a graduate of the Indian Institute of Management Bangalore. He completed his engineering degree from the Manipal Institute of Technology, Manipal in computer science in 2007. After a short stint with India's largest commercial enterprise he joined his family business, an SME operating in India's power sector.



Board of Advisors



Akshay Saxena

Co-founder and President, Avanti Fellows

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.



Ashank Desai

Former Chairman, Mastek Ltd; ex-Chairman PanIIT

Ashank 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. Ashank was also a past Chairman of PanIIT Alumni India, Mastek Ltd and Vice Chairman, Society for Innovation and Entrepreneurship, IIT Bombay.



Michael McCullough

Founder and President, Questbridge

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



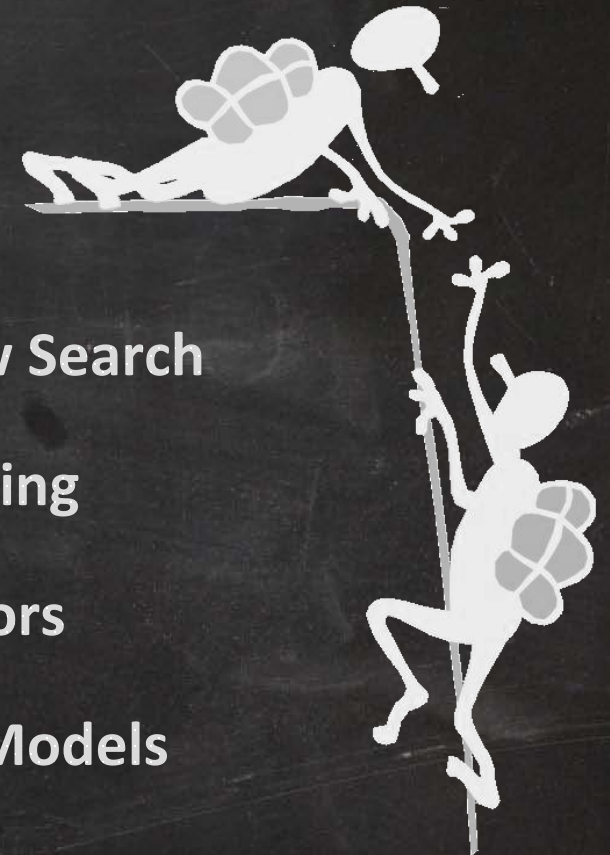
**We help provide low
income students
access to the IITs**

Fellow Search

Coaching

Mentors

Role Models





Excel

Financial Aid

Assimilate

Mentors

Qualify

English Training

Career Services

Fellow Search

Coaching

Mentors

Role Models

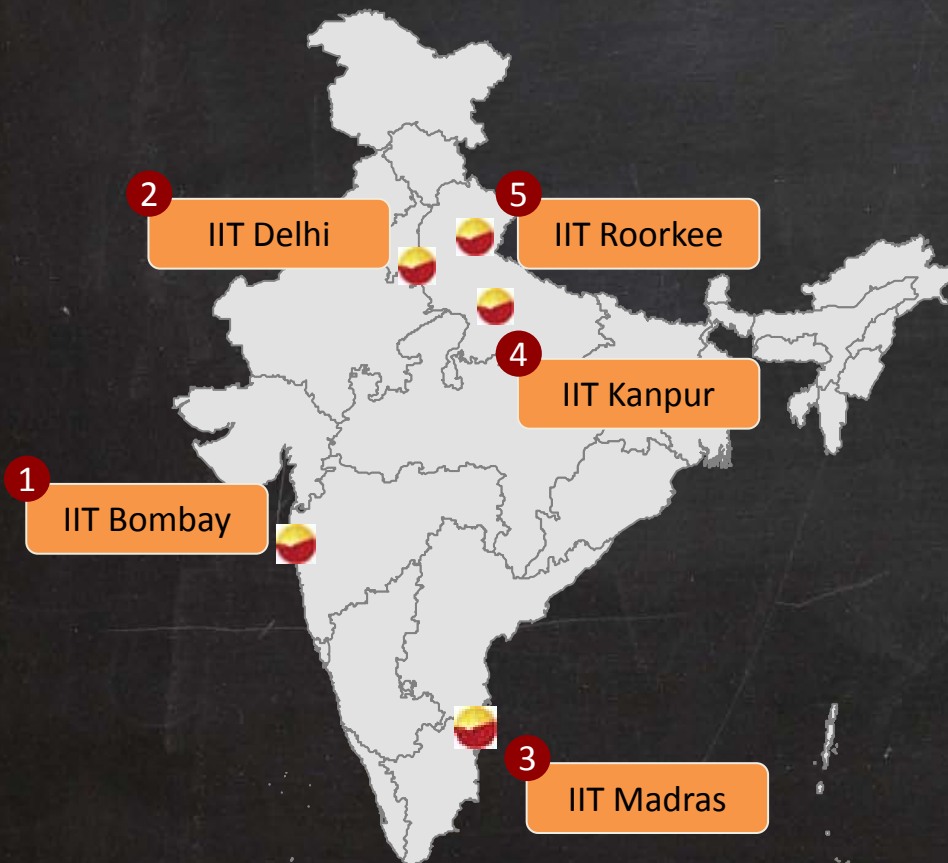
**And help them
succeed in college**



Avanti's business model has demonstrated the ability to scale rapidly and effectively



Student teams at 5 IITs in Year 1



Coaching partnerships established

- Bombay



- Delhi



- Madras



- Roorkee

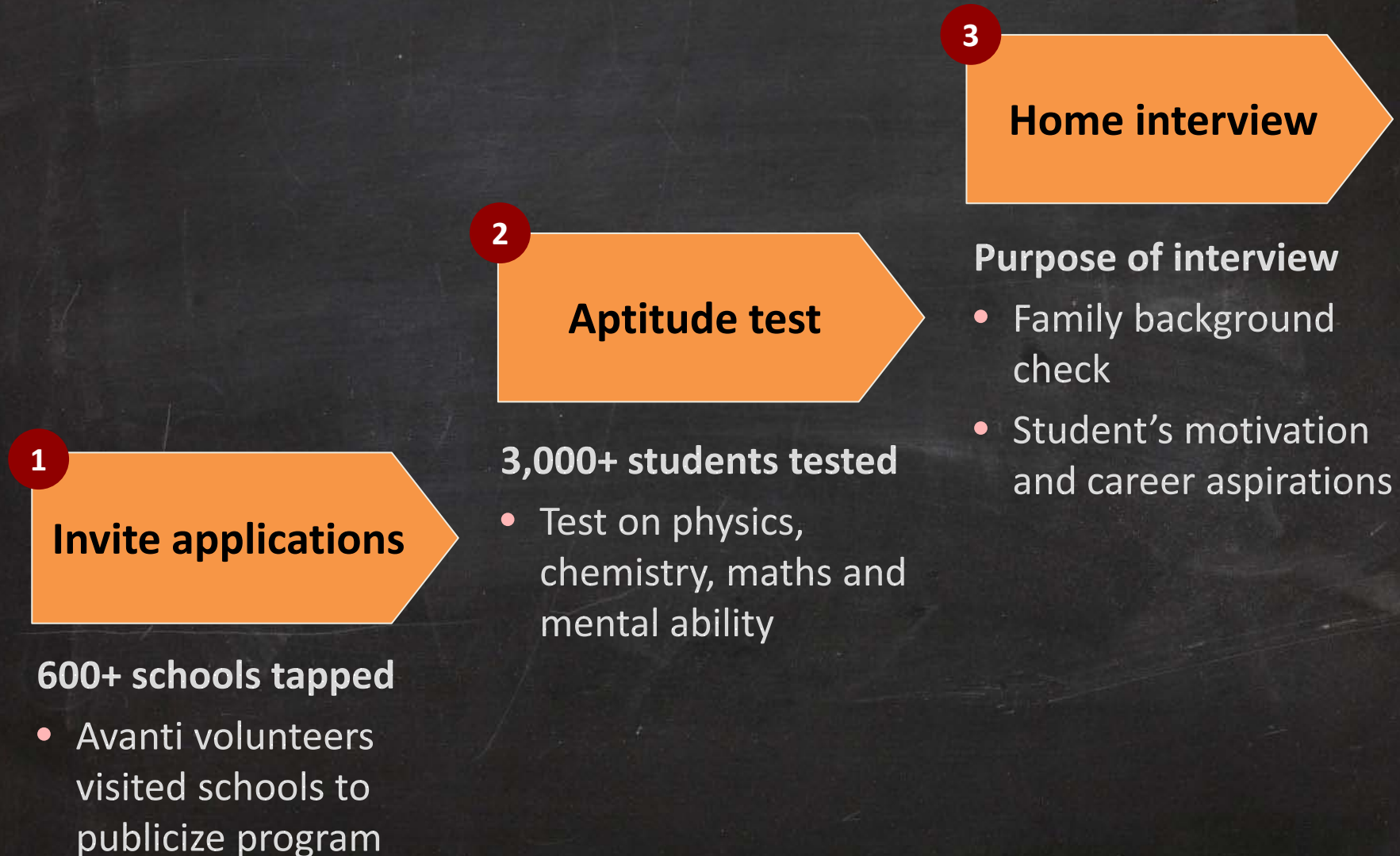


- Kanpur

Individual tutors

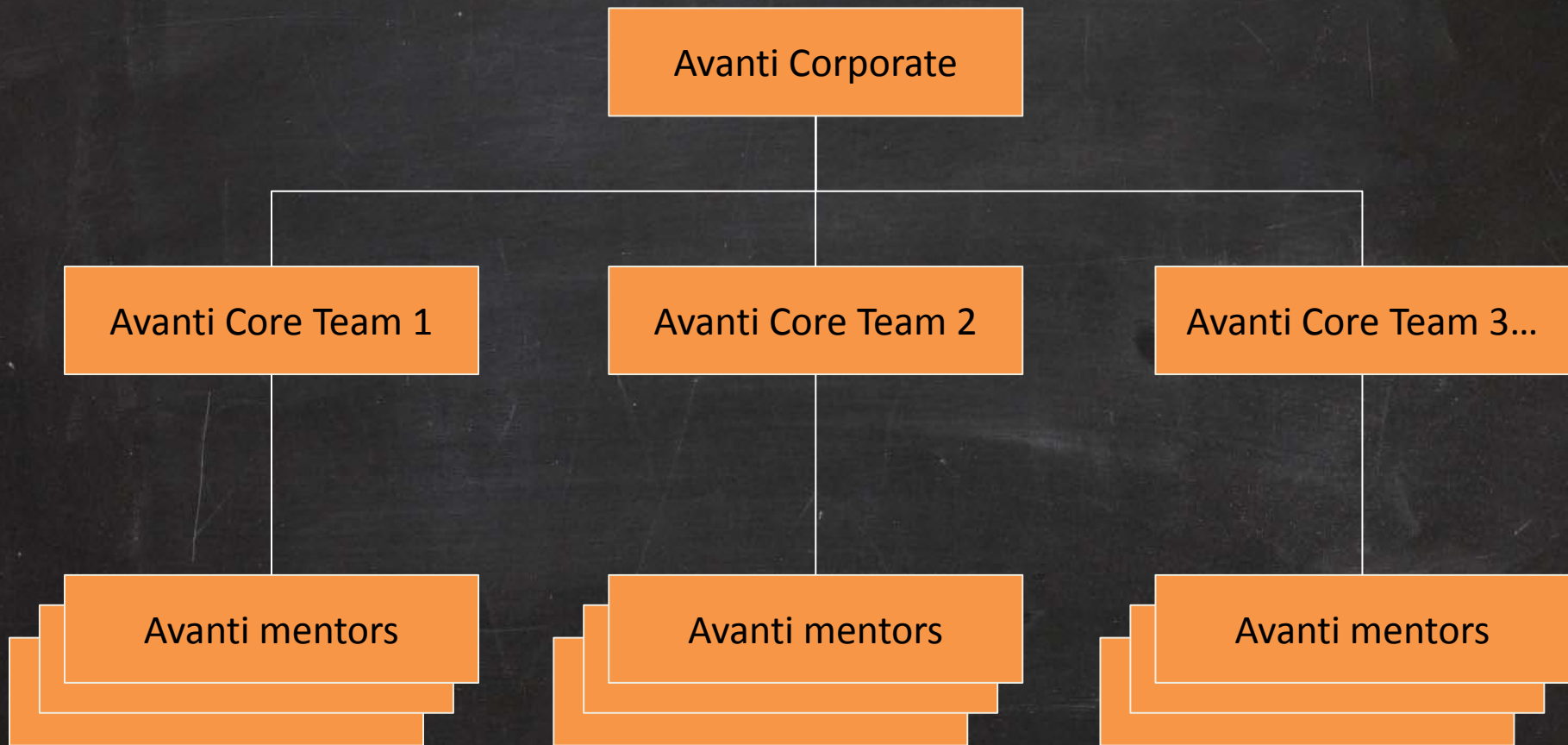
*100+ seats reserved across
5 cities for free JEE coaching*

Extensive selection process executed to select first batch of ~100 Avanti Fellows across 5 cities





Organisational Structure of Avanti





Structure of an Avanti Core Team (ACT)

Director, Avanti Core Team
(x 1 or 2)

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

Manager, Mentorship
(x 2 or 3)

Manager, Communications
(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

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



Strong, credible leadership at our student teams



Sidharth Mishra
Director, IIT Bombay ACT 2010-11

- Overall Coordinator for Techfest 2010 – Asia's largest science and technological festival



Mithun Kumar
Director, IIT Madras ACT 2010-11

- Coordinator, NSS program
- Coordinator, Flood relief camp in Bihar in Dec 2008



Aritra Gupta
Director, IIT Delhi ACT 2010-11

- Coordinator for Rendezvous 2010, the college cultural festival
- Core member, college quizzing and debating teams



Vasudha Mithal
Director, IIT Kanpur ACT 2011-12

- Captain, college tennis team
- Core member, IIT dance club and Prayas educational initiatives



Swetabh Pathak
Director, IIT Delhi ACT 2010-11

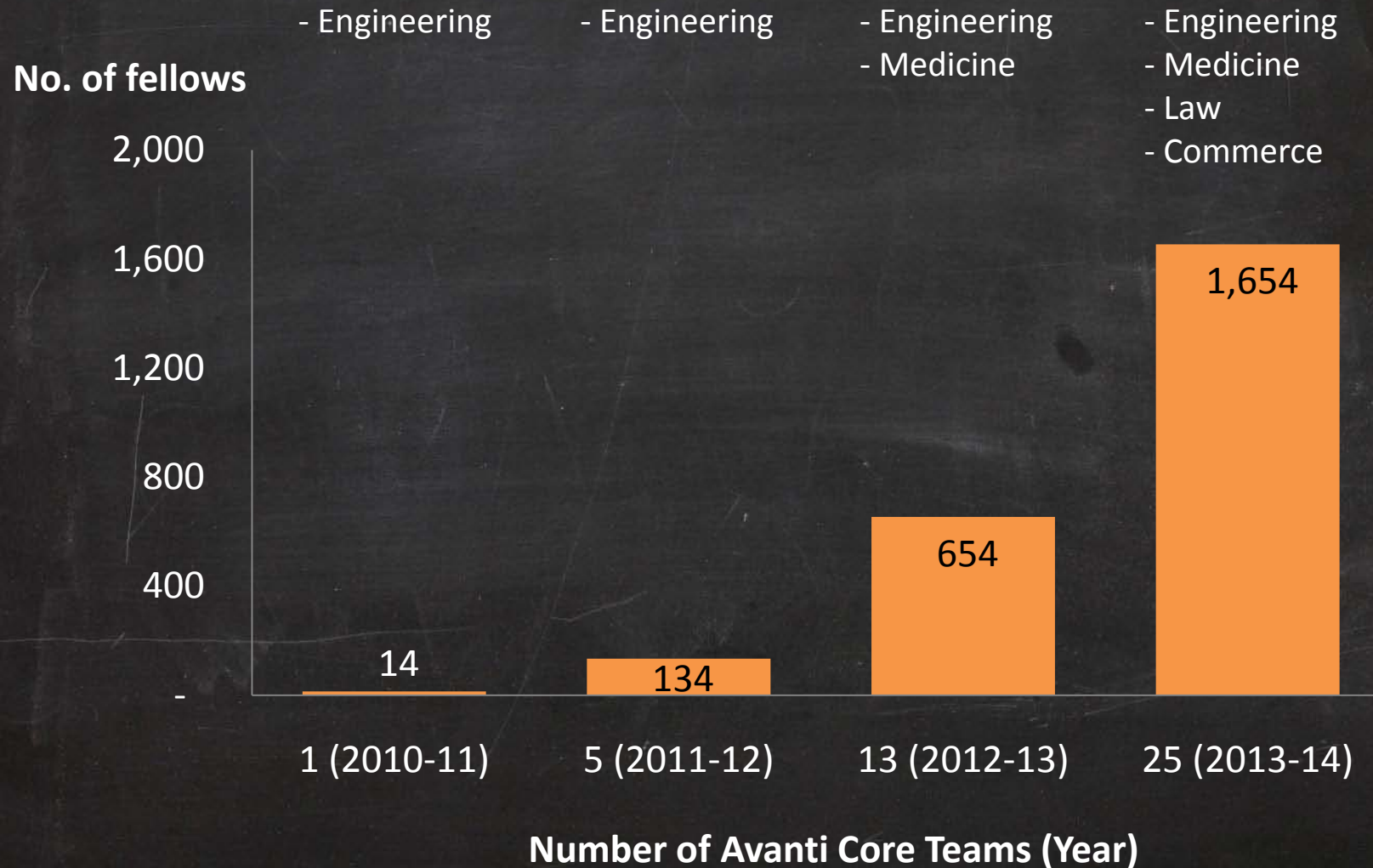
- Coordinator for Rendezvous 2010 and the Institute Mentor Program
- Core member, college debating team



Rohan Parakh
Director, IIT Kanpur ACT 2011-12

- Teach for India campus ambassador
- Head, Placement Preparation Cell

We target having over 1,600 fellows and 25 Avanti Core Teams by 2013





Why work with us

Massive opportunity

- Large underserved population

Large quantifiable impact

- At a 6-year program cost of just INR 15,000 per student, every Fellow has an expected increase in annual income of ~INR 300,000 (2 fold increase)

Creating role models in low income communities

- Avanti Fellows become role models and inspire future generations