



ACCELERATING ENTREPRENEURSHIP

NEN

NATIONAL ENTREPRENEURSHIP NETWORK



THE AGE OF THE ENTREPRENEUR IS HERE

There has been no better time than now to be an entrepreneur in India.

Take a look at the facts:

- The economy has opened up, therefore, there are more business opportunities
- Policy makers have an increased appreciation of the value created by entrepreneurs, which makes them more supportive of policy that encourages them
- The diaspora of successful entrepreneurs are now eager to give back to the motherland – besides giving of their time and money, many are extending their businesses back home, and perhaps most important
- The growing pool of successful indigenous entrepreneurs serves as powerful role models, and creates a positive environment for the next generation

Entrepreneurs – Drivers of growth

Emerging economies like India's need the drive, spirit, and wealth creating power of entrepreneurship. Successful entrepreneurs create wealth for themselves, their families and for entire communities. They add value to the market with new products and services – or by bringing traditional products in new markets – and in the process they create new jobs that are valuable and productive.

The National Entrepreneurship Network (NEN)

NEN's basic premise is that to be successful, new entrepreneurs need high-quality support: knowledge, skills, role models, mentoring and contacts.

There is, in other words, a need at leading academic institutions for entrepreneurial education, which NEN will help build. But that is not enough. To create a whole greater than the sum of its parts, NEN will also link these centers into a formal network.

Each center will be a hub for world-class research, academic courses, curriculum development, innovative training, internships, skill-building activities and games, mentorship, incubation and other entrepreneurial development activities. And, being a part of NEN, each center will leverage the resources of other NEN partners, allowing for enhanced offerings, larger networks of contacts, and continued sharing of ideas.

NEN's goal is that the network will launch thousands of new entrepreneurs every year, and they in turn will create hundreds of thousands of valuable new jobs.



NEN, Phase 1: Founding Partners

After a rigorous and transparent selection process, the Foundation's Advisors chose five institutions who, with the existing center at Indian School of Business - Hyderabad, will be the Founding Partners of NEN.

These institutions are:

- **Birla Institute of Technology & Science (BITS), Pilani**
<http://www.bits-pilani.ac.in>
- **Indian Institute of Management – Ahmedabad (IIM-A)**
<http://www.iimahd.ernet.in>
- **Indian Institute of Technology – Bombay (IIT-B)**
<http://www.iitb.ac.in>
- **Institute of Bioinformatics and Applied Biotechnology (IBAB), Bangalore**
<http://www.ibab.ac.in>
- **S P Jain Institute of Management and Research, Mumbai (SPJIMR)**
<http://www.spjimr.org>

These organizations, besides building their own entrepreneurial development programs and activities, will also, as the network grows, help develop other centers around them.

NEN Advisors

Mr. Rob Chernow - Senior Vice President, Kauffman Foundation

Mr. Rob Chernow has an impressive leadership record: President, IntelliClaim; Founder-President, World Specialists Online; senior positions at PricewaterhouseCoopers, LLP, New York-Presbyterian Health Plan, Value Health Metropolitan Life Insurance Company, and Corporate Health Strategies. He has also taught courses at the University of Michigan, Yale University and Cornell University Weill Medical School.

Mrs. Naina Lal Kidwai - Vice Chairperson & Managing Director, HSBC Securities and Capital Markets, India

Mrs. Naina Lal Kidwai ranked third in Fortune's World's Top Women in Business in Asia, 2000, and in Fortune's Top 50 Women in Business worldwide in 2001 and 2002. She has held senior positions at JM Morgan Stanley and ANZ Grindlays. She chairs various committees of Industry Associations, is a Member of the Governing Body of NCAER, and Director of the International Board of Digital Partners Foundation.



Mr. Harsh Mariwala - Chairperson & Managing Director, Marico Industries

Mr. Mariwala transformed Marico from a traditional commodity-driven company into a leading FMCG company, with a portfolio of leading brands, and an impressive collection of awards for excellence. He is also on the Board of several other companies.



Mr. Sunil Bharti Mittal - Founder, Chairperson and Group Managing Director, Bharti Enterprises

Mr. Sunil Mittal is one of the pioneers of the vibrant Indian telecom sector, and one of India's most respected CEOs. From a startup in 1976, he turned Bharti into a US\$ 1 billion industry leader. He is a member of CII, a member of the National Advisory Committee on Communications and IT, and founder, past president and chairman of various industry associations.




Mr. Jerry (Jaithirth) Rao - Founder, Chairperson & CEO, Mphasis-BFL

Before founding Mphasis, Mr. Rao spent 20 years with Citicorp, holding top positions around the globe. He is on the Board of several companies, a visiting faculty member at IIM-Ahmedabad, member of NASSCOM's Executive Council, and actively involved with the CII and the GOI's Software Technology Park initiatives.




Mrs. Kiran Mazumdar-Shaw - Founder, Chairperson & Managing Director, The Biocon India Group of Companies

Mrs. Kiran Mazumdar-Shaw is an entrepreneurial scientist who has turned Biocon into India's pioneering biotech conglomerate. As Chairperson and Mission Leader of CII's National Task Force on Biotechnology, she played a crucial role in propelling India into the global super league. Among her many awards, her most cherished is the 'Padmashri' she received in 1989 from the President of India.



Prof. Howard H. Stevenson - Sarofim-Rock Professor of Business Administration, Senior Associate Dean & Director of External Relations, Harvard University Graduate School of Business Administration

Prof. Howard H. Stevenson founded the Entrepreneurial Management Unit at Harvard and led it for eighteen years. He is founder and Chairman of Baupost, an over \$4 billion investment firm, has invested as an angel in over 80 companies. A leading thinker on entrepreneurship and angel investing, he is author, co-author or editor of six books, besides numerous articles and case studies.



Dr. Romesh Wadhvani - Chairman & CEO, Symphony Technology Group, Chairman, Wadhvani Foundation

Dr. Wadhvani has been founder, Chairman and CEO of three companies, spending ten years at each before either going public or selling them. His third company, Aspect Development, was sold to i2 Technologies in 2000 in the largest ever merger in software history. He has been a director on the boards of several companies and organizations. He is currently building his fourth company, Symphony Technology Group.



Accelerating Entrepreneurship in Emerging Economies

Dr. Romesh Wadhvani, a successful IT entrepreneur in Silicon Valley, California, set up the Wadhvani Foundation in 2000 to help individuals achieve their full potential, regardless of their background.

The Foundation uses a two-pronged strategy.

The Foundation runs the Wadhvani Grant Program to empower the truly disadvantaged – individuals who do not have the opportunity to explore, let alone reach, their full potential.

And, to educate and nurture entrepreneurs, the Foundation develops and funds programs that create relevant education and training, build networks, and help develop a supportive policy environment.

To date, The Foundation has funded the Wadhvani Electronics Laboratory at IIT-Mumbai, and the Wadhvani Center for Entrepreneurial Development at the Indian School of Business, Hyderabad.

Now, to inspire more talented individuals to choose entrepreneurship, and give them the skills and tools to build successful companies...

*The Wadhvani Foundation is launching
the National Entrepreneurship Network.*



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