



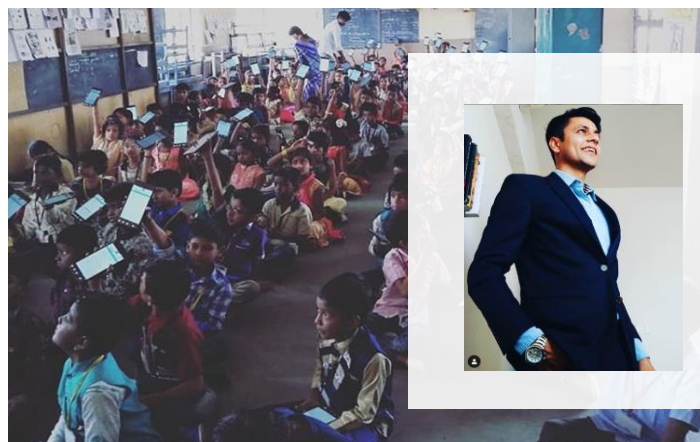
LGT Impact Fellowship 2019/2020

Impact Report

By Saumya Saxena

September 2020





Saumya Saxena (India)

Host organization: Varthana

Fellow position: Management Consultant

Fellowship duration: Jun 2019 – Jun 2020

Degree: Bachelor of Engineering

Professional experience: 7+ years of experience in Financial consulting and Social Impact in Africa and South East Asia



Summary

Drawing from his management consulting and not for profit experience in the urban development and education sectors, Saumya was tasked with augmenting the process of scaling the management consulting for schools division at Varthana.

The problems/challenges Varthana aims to tackle

Varthana seeks to transform affordable education in India by tackling:

- Limited access to loan capital for low income schools
- Student learning outcomes in affordable private schools not at par with their higher income counterparts
- Lack of data and technology in the school management’s decision-making process

Opportunity for a Fellow

Being in a high growth organization that has taken up such a monumental task means immense opportunities for both internal and external growth by:

- Developing market entry strategy for new markets
- Understanding business goals and developing business plans
- Leading innovation and product development based on customer feedback and market assessment
- Streamlining company wide processes

“My experience as a Fellow...

helped me understand what it takes to scale a social impact enterprise. To be tasked with strategy and growth, product development and process improvements was instrumental in deepening my understanding of the education market in India and the grassroots challenges school leaders face.

It also helped me connect on a personal level with a diverse group of motivated people from around the globe working towards creating a positive impact on our society.”

- Saumya Saxena



Saumya's achievements...

- **School Rating framework** - helped build a new product to rate schools on various parameters and give school leaders actionable insights on how to improve their rating
- **Business Planning and Strategy** - assisted in shaping the business strategy and business plan for the management solutions division
- **Process Improvements** - built trackers and templates to monitor growth and streamline internal processes
- **Capacity Building**- Facilitated weekly capacity building workshops to augment soft skills



... contributing to Varthana

- **New product development** - helped assist in driving sustainability by developing longer (4x initial time-frame) and financially viable engagements (6x initial revenue) with affordable private schools
- **COVID planning** - developed a strategy to build digital solutions to help APS schools with seamless online transition, also built an MIS system to track the delivery of our ed-tech solutions

Saumya's next challenge

Saumya will continue to shape Varthana's vision of transforming affordable private education.