



ANNUAL REPORT

2020-21



Introduction

Sambhav Foundation was undertaken as a “not for profit” organisation in 2008, with an inclination to nudge the undervalued diaspora of the country towards achieving dignified livelihoods. It has been our mission to work for social justice and empowerment of the weaker sections of society through access to infrastructure, education and better means of livelihood.

As an organisation, our primary pursuit has always been to instil a sense of inclusivity to the informal sector through exposure to enhanced livelihood opportunities. What has made this a successful and sustainable venture is a comprehensive 7 step model that addresses the micro and macro factors leading to long term, sustainable solutions.

From lakhs of livelihoods enabled across thousands of pin codes, our foot print in the past decade has penetrated further into the remote depths of the nation, impacting the lives of thousands who are unheard and undervalued. This has been possible with the collective efforts of all our stakeholders – NGO partners, government organizations and corporate allies who have helped us achieve measurable social impact with a shared vision for an equitable future for all.

We now gear up towards uplifting millions of lives nationwide with focus on education, healthcare, skills, employment and entrepreneurship. In order to achieve this, we are assembling larger resources, concocting stronger frameworks, and building a larger pool of expertise as we contribute in erecting a more resilient, more equal and a more dignified nation.

From the Leadership

In the thick of a pandemic

While 2020 was a time we worked around issues real time, 2021 was a year we were more prepared to face a forecasted second wave. The year 2021 was not only of iatric significance, but an equally crucial year of Introspections and Action. Introspection on the quality of healthcare, the lack of medical staff and the inaccessibility of basic healthcare to vulnerable communities.

Action on building capacity and catering healthcare to all communities of the society through optimal usage of the healthcare ecosystem. In spite of the unexpected challenges, our agility led to stretching capacities to the maximum. We built a larger and well-linked network from the healthcare ecosystem, scaled up and spread-out resources to reach many more and most importantly prepared for preventive healthcare. Thereby ensuring maximum impact possible.

Our biggest learning through all the interventions run in the pandemic years has been that we are lacking capacity in our healthcare system specifically in terms of skilled human resources, infrastructure, affordability and accessibility. As we all stand witness to the ramifications of an ignored and outdated healthcare system that the nation succumbed to, there is no time to sit back and lick wounds. Now is the time to re-engineer our healthcare system and we at Sambhav rise up to the challenge of healing the country out of the pandemic by helping build a more resilient healthcare system.

Our efforts in 2020, have been focused on capacity building, restructuring the involvement of Primary Healthcare Centres (PHCs) and Community Health Workers (CHWs) into mainstream healthcare ecosystem, fostering partnerships, investing in tele-medicine research and on creating quick short-term alternative livelihood opportunities to pandemic victims. This whole experience has been overwhelming for us as an organisation and has only fuelled us to build a stronger and a more holistic wellness structure, in the coming years. This year onwards, we intend to deliberate on skilling and strengthening healthcare infrastructure, delivering preventive healthcare to all and incentivising tele-medicine to improve access to quality low-cost healthcare even in the remotest areas of the country.

This is a walk that yields best when walked together and for this we seek allies concurring with our vision to walk the path with us. For we strike towards realizing the universal healthcare dream through community based self-serving model to build a healthy nation.

Gayathri

Dr. Gayathri Vasudevan,
Chief Trustee



Mission

- ▶ Provide equitable future with equal opportunities for the informal sector
- ▶ Emphasis on dignity of labour
- ▶ Ensure equal access to health and opportunities for all,
as the youngest nation in the world robustly edges forward into the century.

Policy Compliance

Sambhav Foundation is an entity registered under Society Registration Act 1860 and Bombay Public Trust Act 1950 by Ministry of Corporate Affairs and is compliant for undertaking CSR activities for corporates/Company subject to section 135 of the Companies Act, 2013 and its rules thereunder. The foundation is also FCRA registered and any contribution made to the organisation is eligible for tax deduction under 80G of the Income Tax Act.

Adherence to government rules and policies in order to function as a CSR partner is of utmost significance to us. Therefore, conforming to latest policy changes is a sacrosanct exercise. We work in alignment with standard practices and transparent operations. Our long-drawn association with prestigious organisations like NSDC, along with our reputation being recognised and rewarded by reputed bodies and sponsor partners stand proof of our reputation and integrity.

Our Competence

- ▶ Reach penetrating pin codes in **various states** and **union territories**, across the geography of the nation.
- ▶ Association with **50+** partners and PSUs has resulted in long term impact programs
- ▶ Reputed sponsors have trusted us as implementation partners
- ▶ Learning, Gig and Impact platforms have thrived on our technical/virtual capabilities
- ▶ Highly dedicated field teams work across multiple sectors on customized programs
- ▶ in livelihood centers across the nation
- ▶ Incubation and handholding support provided for thousands of micro enterprises
- ▶ Expert leadership team who are well versed in livelihoods building and have been actively involved in research, policy making and execution phases of multiple skilling and knowledge building projects.



Our Model

Our model intervenes broadly at 7 stages of projects, which is the foundational framework of our work structure, where quantified analysis is conducted to ensure project touches base at all stages. This 7-stage structure will bring about a holistic progress in the existing ecosystem, at a macro-level. This not only ensures all beneficiaries harness from the programs but also fuels development in the ecosystem interweaved around it.

SUSTAINABILITY

adapt to industry environment for survival in shifting trends and markets

INCOME TRACKING

tracking the income of each candidate helps to plan interventions for maximum candidate benefits

LINKAGES

Access to backward, financial and market linkages within the industry to increase candidates exposure to better earning and reduced costs

ON JOB TRAINING

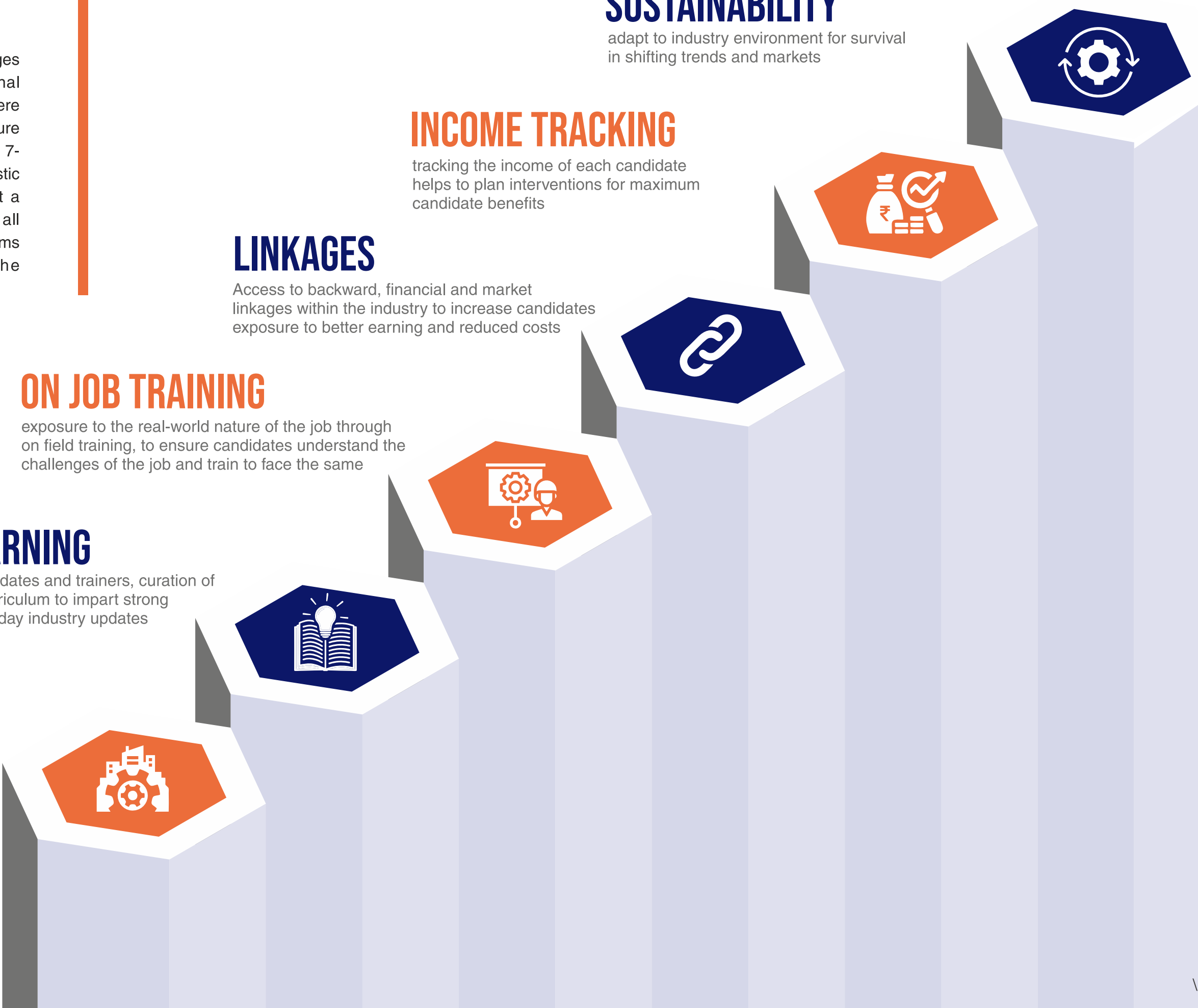
exposure to the real-world nature of the job through on field training, to ensure candidates understand the challenges of the job and train to face the same

QUALITY LEARNING

capacity building of candidates and trainers, curation of updated and relevant curriculum to impart strong foundational and current day industry updates

INFRASTRUCTURE

access to learning hubs and equipment facilities required to impart quality education



Pandemic Response

Despite a quickly expanding healthcare system in terms of innovation and globally advanced technologies, the COVID 19 pandemic challenged the nation with a need for further augmenting into basics like capacity building, skilled manpower, infrastructure and a sturdy ecosystem. Although we had multiple programs running for health and hygiene, 2020 was a reality check on healthcare challenges we faced during the pandemic.

We at Sambhav Foundation stood up to the challenges that the pandemic posed by addressing skewed gaps in the medical ecosystem and expand into the relief efforts. Tapping into our longstanding experience of synergizing efforts and resources for the disadvantaged and differently abled, we quickly set out establishing targeted programs to take action.



This points to a massive deficit in healthcare infrastructure & untapped manpower that needs to be addressed on priority.

1.37 Billion

population needs to be serviced by the healthcare ecosystem in India



In government hospitals,

7,10,000 beds

for every

1,37 Billion people i.e.,



0.5 beds

per

1,000 people

Including beds from parallel healthcare, only

0.7 beds

per

1,000 people



In human resources, India has

1 doctor

for

1,457 people,

far lower than the World Health Organization norm of **1:1000**



SUSTAINABLE
DEVELOPMENT
GOALS

3 GOOD HEALTH
AND WELL-BEING



4 QUALITY
EDUCATION



9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



10 REDUCED
INEQUALITIES



Source: National Health Profile-2019. CBHI – 2019. Economic Survey 2019-20, 2020

- Undertaken immediate relief measures by distribution of food and sanitization kits to pandemic victims
- filled in the shortage in skilled manpower
- enabled PHCs (Public Healthcare Centres) and CHWs (Community Health Workers) to reduce over burdening on the tertiary healthcare system
- created access to professional e-consultation services during lockdowns
- provided 24/7 helpdesk services for covid patients reaching hospitals
- built mobile covid care units in places that lacked the infrastructure and medical equipment/supplies.



Not only were these programs successfully executed but were also augmented further to fit requirements in various parts of the country.

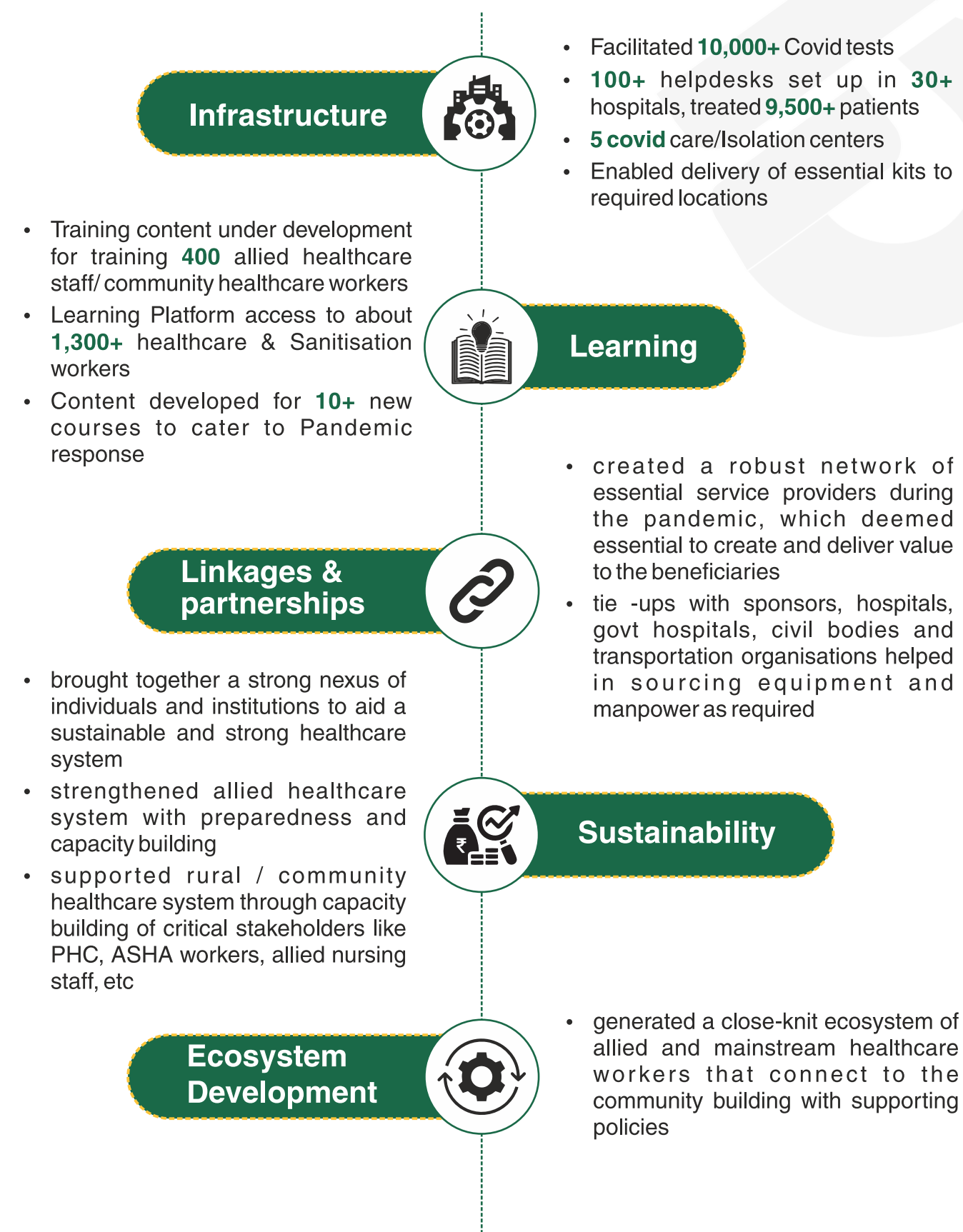
Our Approach

We strongly believe that India's health challenges will only be met by supporting local innovation and building local health capacity. We aim to provide accessible and affordable healthcare services at primary/ community centres to build a durable We strongly believe that India's health challenges will only be met by supporting local innovation and building local health capacity. We aim to provide accessible and affordable healthcare services at primary/ community centres to build a durable system

We took the approach of

- optimal staffing to ensure Community Health Centres with required trained personnel
- empowering community health workers like ASHAs and Anganwadi workers by providing them with training and enabling them
- promoting awareness on preventive healthcare practices and attitudes amongst communities.

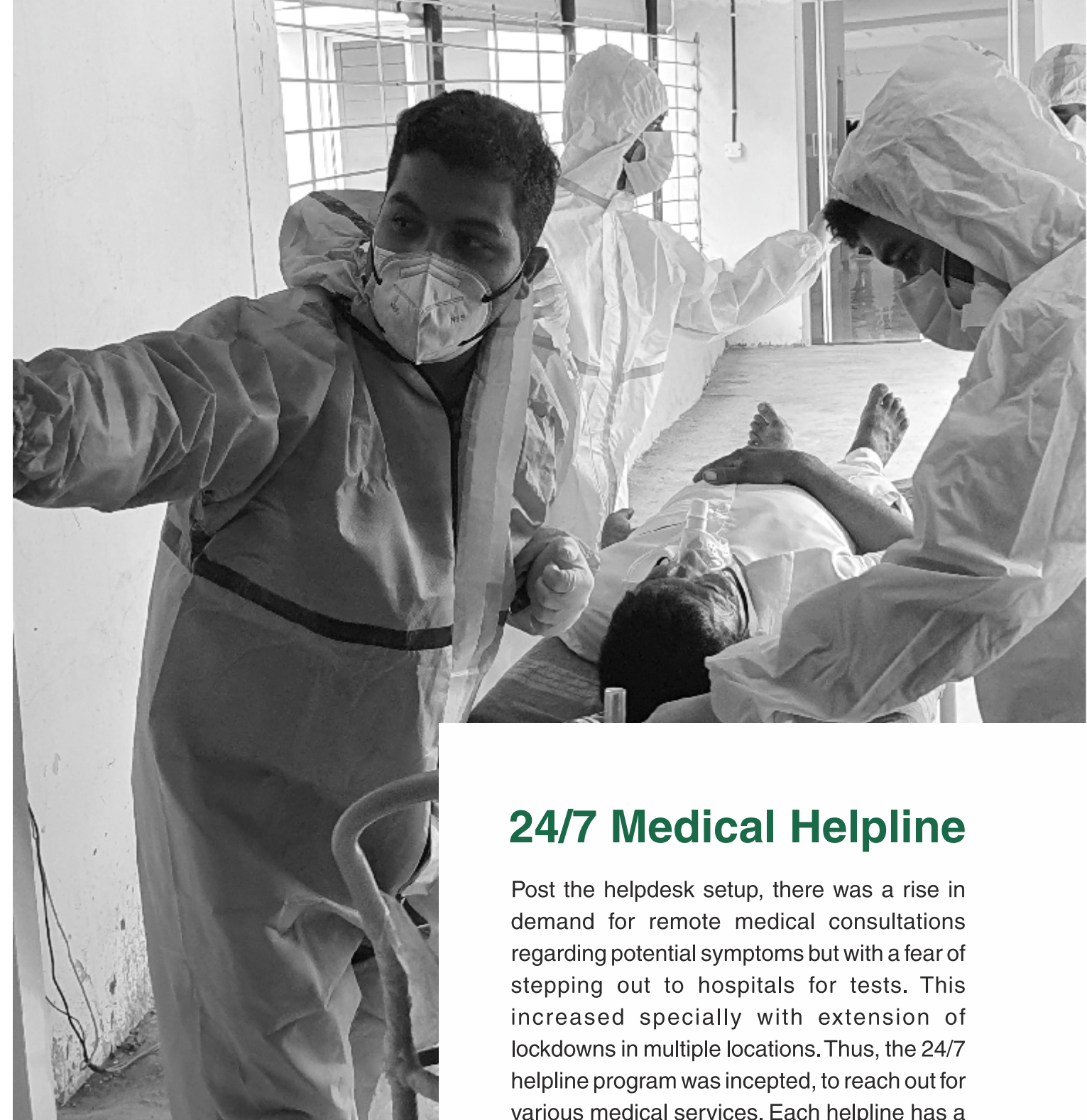
Impact



Key Interventions

24/7 COVID Helpdesk

Under this initiative, we set up and managed 100+ help desks in 35+ hospitals. The 24/7 help desks were situated inside COVID wings of hospitals and manned by our staff and volunteers. We served as a central contact point connecting patients, hospital staff, and government officials. The initiative provided patients with all necessary information and immediate assistance — COVID tests, ambulance service, bed allocations, arranging medicines and plasma, insurance processing and payment of medical bills. Program teams were trained and equipped to counsel hospitalised patients by providing emotional support and connecting with family members through video calls.



24/7 Medical Helpline

Post the helpdesk setup, there was a rise in demand for remote medical consultations regarding potential symptoms but with a fear of stepping out to hospitals for tests. This increased specially with extension of lockdowns in multiple locations. Thus, the 24/7 helpline program was inceptioned, to reach out for various medical services. Each helpline has a COVID-19 care support expert assisting callers with admission to hospital and addressing other COVID-19 related queries. The helplines also supported the helpdesks set up at hospitals to facilitate better coordination.

We trained over 100 employees over 1,600+ hours to efficiently guide and provide assistance from remote areas across the nation during the pandemic.

Essentials Kit Distribution

Our Foundation has touched thousands of lives through various covid relief measures across the nation. One such major immediate relief intervention was distribution of essentials to daily wage communities who had lost livelihoods during the lockdown. The kits content was mostly essentials like grocery, sanitization kit and cooked food in multiple districts of Himachal Pradesh, West Bengal, Andhra Pradesh, Pondicherry, Tamil Nadu, Karnataka, Goa and Maharashtra.

In 2020 alone, grocery kits and sanitisations kits have reached thousands of homes along with cooked food packets in some areas. Grocery kits involved essentials like Rice, Atta, Dhal, Grams, Masala, etc and Sanitization kits had basic hygiene and medical care items like sanitisers, masks etc.

This intervention was one of the most challenging to execute in lockdown times but with the support of our sister entity, govt authorities, volunteers and other NGOs the program ran successfully. Not only was there livelihoods survival through the kits distributed, but also many who lost jobs during the pandemic, made an alternative living out of the project that involved heavy backend work like procurement, storage, transportation and other logistics involved.



Our Network

We at Sambhav Foundation, during the course of the pandemic have recognized the importance of fruitful collaboration to bring about the change we visualise for the Indian healthcare system. Hence, bringing together a strong nexus of individuals and institutions to aid a sustainable and strong healthcare system was imperative.

Our associations were varied with,

200+
sponsors for
covid relief activities

35+
tie-ups with hospitals
across locations

90+
State and Local govt bodies,
PHCs and hospitals in
Karnataka and Tamil Nadu

10+
Partners for manpower
deployment

Research and knowledge partners who supported with on ground insights of the situation

The projects we initiated aimed at strengthening the rural community healthcare system through collaborative projects one such being our very own initiative Project Upjeevika- Reimagining Livelihoods at Scale.



Impact Tales



Sayyad Shazia Hussain, is a 36 year old mother of 2 girls in Bengaluru. A multitasker that she is, Shazia has background of trying her hand in startups by running a pre- school, catering business and also a garments establishment. Due to the pandemic it was challenging to sustain the business and had to discontinue it temporarily.

However, the need to sustain a home of 6 required Shazia to take up a job, which is when she came across our 24/7 Covid Helpline service. Shazia joined as a helpdesk frontline worker and then moved to the 24/7 helpline as an executive and was responsible for attending calls from Kolkata and Assam. As she was familiar with local languages, she has been an important contact for patients and doctors during lockdown, by helping with e-consultation appointments etc.

Though the task was hectic as she worked in 2 shifts, and watched causalities and people losing lives, Shazia fearlessly and proudly donned the task of a frontline healthcare warrior during the pandemic and contributed to saving the lives of many, while also taking care of her family financially. "It was a privilege to work under such a huge humanitarian organisation", says Shazia.

- Sayyad Shazia Hussain,
24/7 Helpline Executive, Bengaluru



Mr. Narayan is the sole breadwinner of a middle-class home of 4. He has been working in the textile sector for the past 15 years and is a victim of the economic breakdown during the pandemic. Having lost his job and slowly running out of savings, Narayan had to find an alternate to run his home and continue to educate his children.

"I heard about the 24/7 covid helpdesk program and I applied for it. This way not only did I stabilize my family but also made my contribution to the society during a deadly pandemic". Even though the job had its risks, he was not hesitant and took up the role of a proud covid frontline warrior for almost 2 years. Narayan not only worked as a helpdesk executive but also trained many young helpdesk and helpline executives for our covid-care intervention. "I have seen hundreds of patients and their families' entering hospitals in despair seeking help and leaving happily with relief and gratitude for the work we do and the support we provide."

- Narayan,
Helpdesk Executive & Trainer, Bengaluru

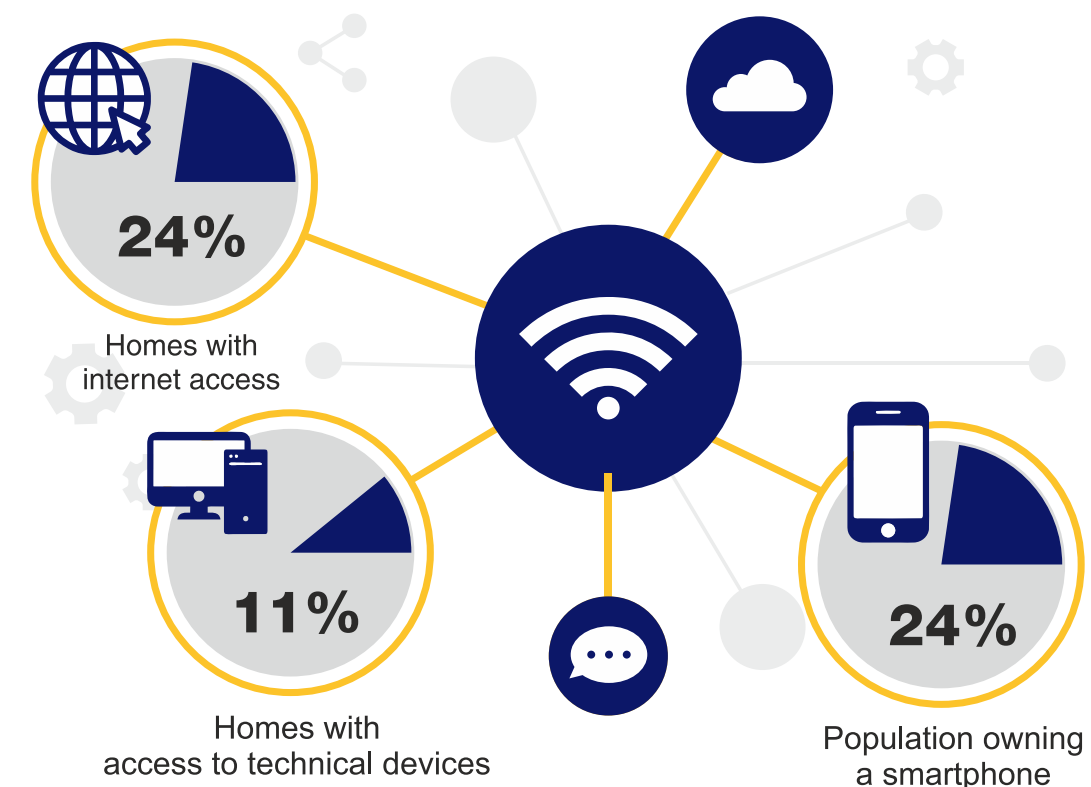
Hybrid Learning



India is placed at a crux where it can reap the benefits of its demographic dividend i.e., we will be the youngest workforce with 300 million youth entering the economy by 2025 *. This means we have exponentially increased workforce which could be tapped for fuelling the nation's growth. With this, it is imperative to develop relevant skills among the workforce, especially from weak financial backgrounds, to enable them to secure jobs and livelihood.

The COVID-19 pandemic has highlighted a number of fissures present in our system. Key amongst this is differential access to learning. While the major concern has been with access to quality healthcare, similar questions have been raised in several other sectors like education and employment. The worst affected were individuals largely belonging to marginalized communities who majorly depended on these programs as a way to facilitate upward social mobility.

Internet penetration and access to technology in India



Therefore, mass instruction is hard to achieve through purely digital format. Along with the tech gap, the comfort of staying true to traditional learning system is also a reason to adapt a hybrid learning system to ensure comfort and interest of both trainers and trainees to raise the learning curve.



Ab-initio



Initially, we set out to give access to learning through livelihood building skills and training programs even in remote geographies, through advanced, technical and relevant training programs to vulnerable populations.



Build core competencies through digital and automation exposure to stay relevant in chosen field of work



Ensure uninterrupted sessions of training and learning during the pandemic and lockdown.

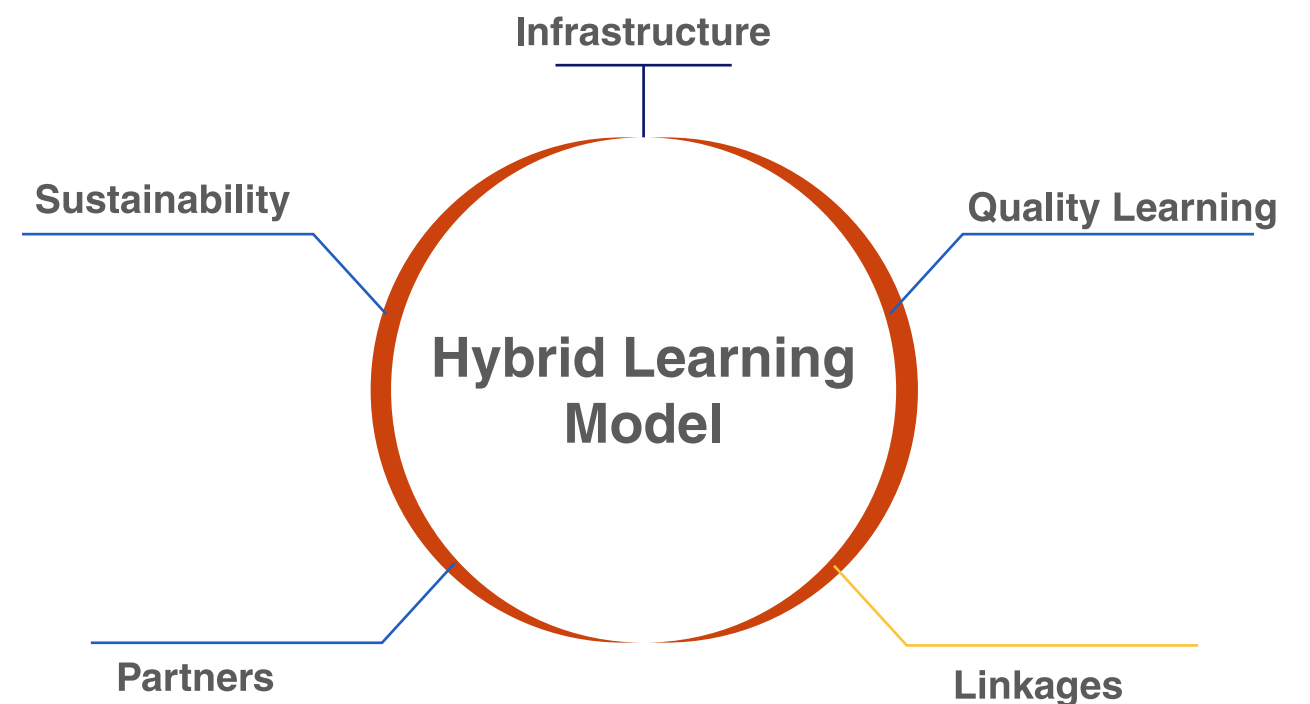


Introduce several new courses to serve as alternative jobs for people who lost jobs during the pandemic.

Hybrid Learning Model

We at Sambhav Foundation, actively work to mitigate this problem by introducing a hybrid learning model. These models transform traditional classroom learning by making a shift to digital course delivery combined with experiential learning. Our approach to hybrid learning integrates online classes — synchronous — with offline content — asynchronous. For courses that require experiential learning, both synchronous and asynchronous content is supported by On Job Training (OJTs) and practical workshops. Every hybrid learning model is uniquely designed to effectively meet the objectives of the course — ensuring that candidates continue to get the best possible training even during the pandemic or remote functioning.

We have designed the intervention keeping two important elements in our hybrid learning programs- 'Access and Relevance'. Staying relevant and abreast of current industry trends is crucial for the right opportunities to come by. Youth from marginalized communities are most vulnerable to losing their livelihood as they are often employed in low skills jobs and will bear the brunt of increasing automation due to lower digital exposure and competencies, hence the Hybrid Learning Model works to bridge this gap.



The COVID-19 pandemic, not unlike other systemic shocks — disproportionately affected socio-economically vulnerable and marginalized populations. This has led us to improvise and use the model for building quick alternative livelihoods for people who lost their jobs due to the economic breakdown during the pandemic.

Impact

Infrastructure



- 50,000+ candidates on-boarded on ed-tech platform in the past 1 year
- Hybrid learning content developed for 30+ courses across 10 sectors
- 100+ centres across 20 states switched to hybrid mode of learning

- 6,000+ hours of training content delivered on the E-learning platform across 70+ courses & 450+ batches
- 350+ hours of train the trainer program delivered for trainer adaptation to Hybrid mode of training



Learning

Linkages



- 20+ marketing workshops to promote brands and train on safety and other industry related nuances and regulations as value add
- 20+ Online Workshops conducted by industry experts

- Tie-ups with 20+ Subject Matter Experts and Instructional Designers for hybrid content development
- 20+ Skilling projects were migrated to Hybrid mode of learning
- Tie up with CLARE to create 100+ hours of interactive content



Partnerships

- programs designed to evolve have the potential to reach a larger number of beneficiaries and tap into previously neglected populations
- constant updating of curriculum ensures the programs are relevant and create sustainable growth and impact

Sustainability



Key Hybrid Programs

While the reviving economy does bring hope for new opportunities, targeted skilling is required to ensure that outcomes are equitable. This is where we step in, providing relevant training programs to vulnerable populations.

Our staff and partners, both at our headquarters and on ground, have been working relentlessly to find innovative solutions for many hurdles like unequal access to the internet and technology, apprehension in shifting to hybrid learning, and the lack of appropriate curriculum and training materials, along with building hybrid programs to deal with pandemic hit livelihoods.



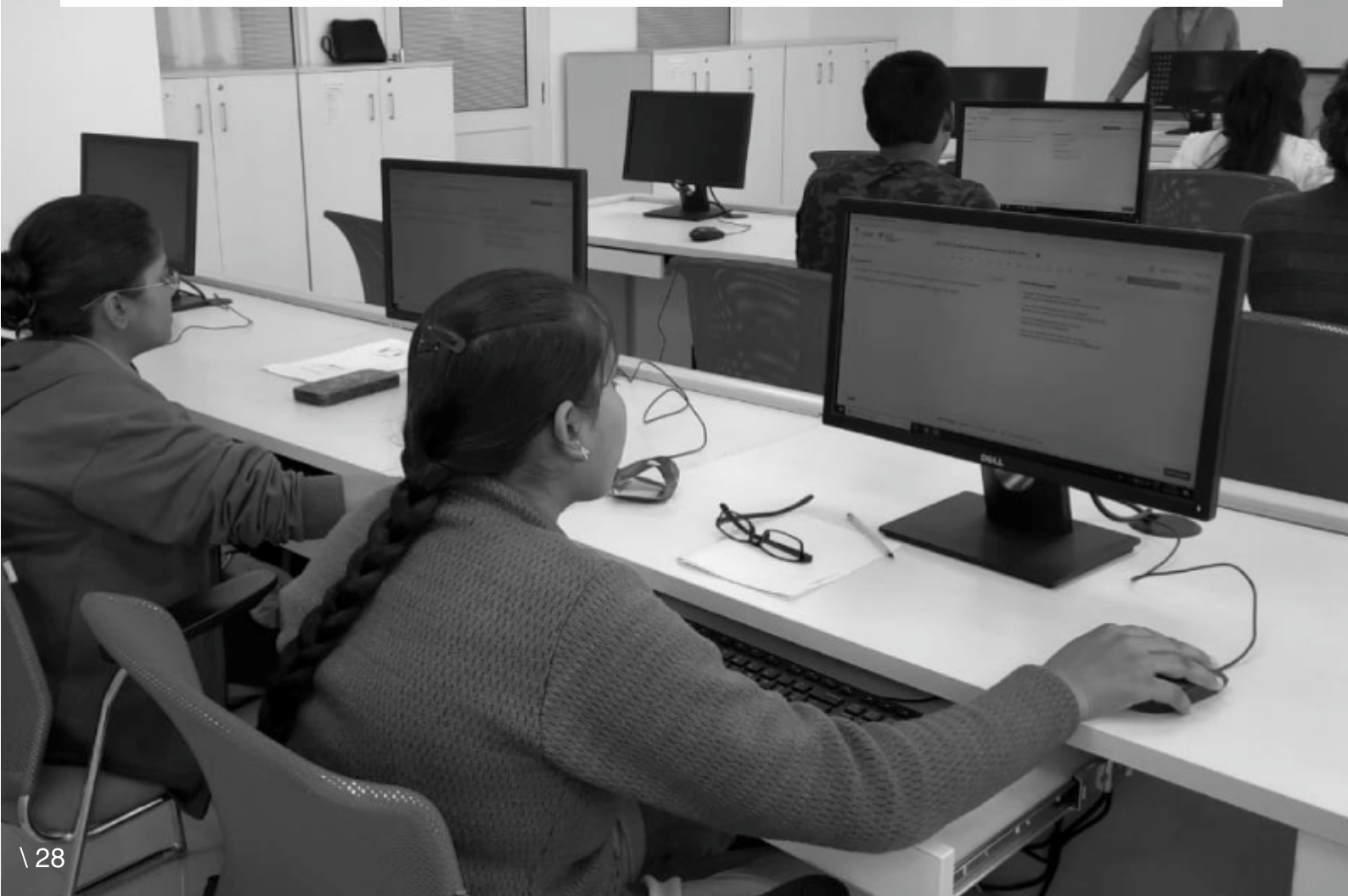
Re-skilling and Up-skilling Program

The large scale displacement of workforce and migration of workers to rural areas is indicative of the disbalanced regional growth specifically in terms of employment opportunities. Sambhav Foundation has launched projects to initiate re-skilling to regain livelihoods lost during the COVID-19 pandemic. The main focus was to educate current workforce with new capabilities and equip them with advanced skills to take over new roles.

During the pandemic, a good number of job roles lost relevance and a similar number of new ones came into existence. This indicates the latent potential, specifically in the healthcare and IT sector, that can be tapped for by providing adequate training and project opportunities for up-skilling.

The pandemic has opened up a number of opportunities and has increased the demand for new-age skills like digital marketing, data analytics, para-medical technicians etc.

Workers from three different industries—beauty and wellness, apparel, and automotive were reskilled and upskilled as per emerging market trends, enabling them to gain new employment opportunities. Under this, we have trained 2,400 candidates through our e-learning platform. These candidates belonged to different geographies and socio-economic backgrounds. The 6 hours of training was spread out and repeated several times over 15 days for each batch, allowing candidates to attend sessions according to their convenience.



Short-Term Training Program

Short-Term Training (STT) Programs was inceptioned to provide quick, effective and alternative livelihoods for people who lost their livelihoods due to the Covid-19 pandemic. Key beneficiaries of this project include underprivileged youth, women, and rural communities. An internal app which was created to help with digitization of the pre-training process, was used as a specialized solution to handle mobilization, registration and enrolment of candidates remotely. The app also monitors training activities, on-job-training and tracks candidate attendance, thus helping our teams control the project activities remotely yet efficiently.

The program had three hybrid training courses—Vehicle Disinfection, Mask-Making and Salon Sanitization & Disinfection. the trainers led the classes online and made available the recordings to the candidates for download and view without having to rely on a consistent high speed internet connection. As a supportive mechanism, our trainers along with the ground teams were in constant touch with candidates to guide them through the course and handhold them through the completion of the training.

The brief trainings included both virtual and in person training post completion of which the candidates were assigned a mentor who would provide hand-holding support for the next few months. This hybrid mode of training — combining online classes, self-learning content, practical learning, and hand-holding — ensured that candidates were sufficiently equipped to take on their new job role.





Awareness Program

The awareness programs are aimed at bringing long-term improvements to road safety and healthcare in India by creating awareness amongst communities, addressing shortfalls in the availability of the right information and by creating awareness and advocacy of individual and community rights and beneficiary schemes to avail.

Programs addressing menstrual awareness for school girls and pregnancy and lactation awareness for mothers along with nutrition and health have been successfully running by breaking myths and educating young women about health and hygiene. The program has tremendous effect on the self confidence of the beneficiaries and have played a vital role in encouraging them to build a livelihood for themselves.

Similarly, a road safety program run for truckers' safety in hill station driving has addressed the concerns faced by truckers in accident prone areas in the hills. This has made a large difference in reducing the number of accidents in dangerous and high-risk roads in the hills.

E-Learning Program

We implemented a hybrid learning program aimed at providing quality driven and market oriented online learning for youth. The objective of the project was to enhance the skills of the underprivileged youth from the Information Technology (IT) and Information Technology Enabled Services (ITES) sector.

The Digital Marketing course covered relevant topics such as Search Engine Optimization (SEO), Search Engine Marketing (SEM), Social Media Optimization (SMO), Social Media Marketing and Email Marketing along with Web Development. The Artificial Intelligence (AI) course trained candidates to help tag real world objects in pictures that train AI models to later identify the object. These courses ensured that students can continue to gain relevant skills that will help them with future employment opportunities.

Through this program, we successfully trained and certified over 4,000 candidates in new-age skills like Digital Marketing, Artificial Intelligence and Web Development. As the projects were online sessions the pandemic had no effect. Rather, there were more enrolments where students began taking classes remotely from homes.



Impact Tales



Dhruvi is currently pursuing computer engineering. A diligent and promising student in academics she shows a lot of promise in career growth. Dhruvi however realised that in a competitive job market staying updated with skills is important to stand out and decided to pursue certification courses parallel to her degree course.

An online ad on Digital Marketing course on social media is what led her to our digital marketing course enrolment. Once she learned that it was from a well known brand and that it involved no fee, she was happy to enroll. She has now completed her course and is certified for digital marketing skill.

Dhruvi's family is into engineering and industrial supply and she hopes to utilize these skills learned in improving her family business in the future. After taking up the course, Dhruvi has become more confident and competent to tackle digital marketing and she's keen on innovating more in the digital marketing space.

- Dhruvi Shah,
Digital Marketing Trainee, Mumbai

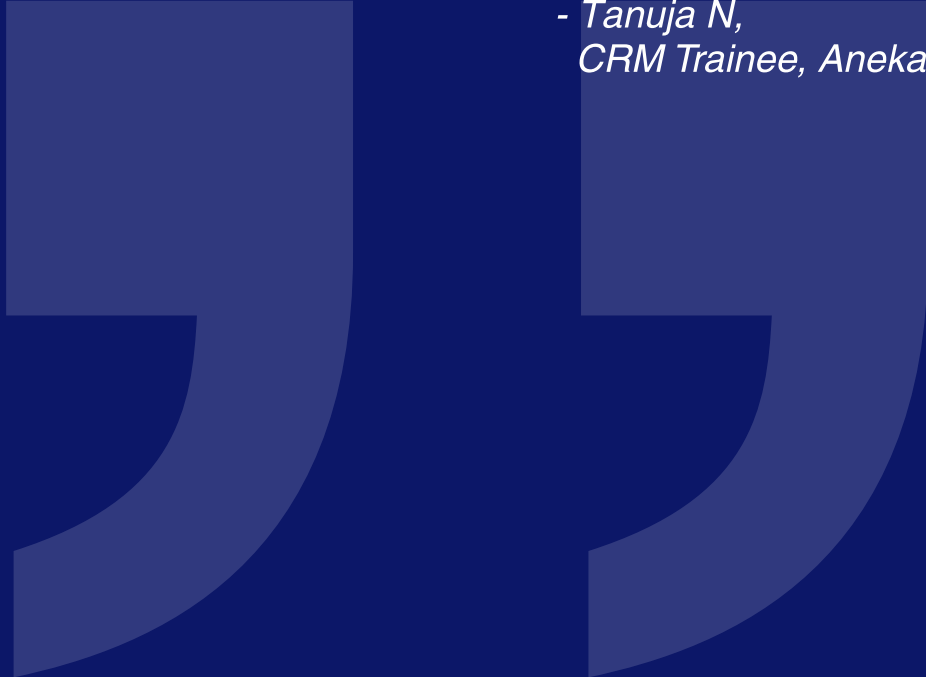


Tanuja N is a commerce graduate from Bangalore University, also a wife and a daughter-in-law. She lives in a family of 5 people. An active person since school and college days, Tanuja was never keen on being limited to home and always had the thirst to work and be independent.

The CRM skills training was the path she chose towards achieving this goal. An excellent student during the training, she has been a very active participant and a quick learner during sessions. She is well trained about the job market and has landed a receptionist job with Suzuki Motors Service Center in Anekal for a monthly wage of Rs. 10,000.

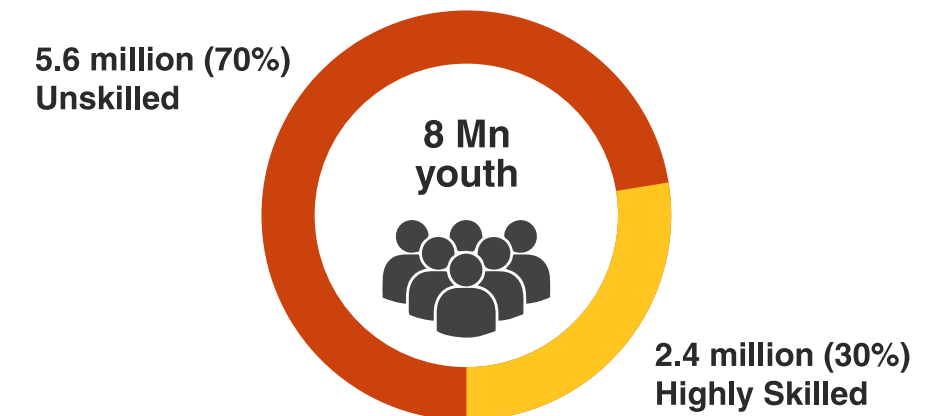
Tanuja now not only is productive and independent, she also supports her family with the income earned.

- Tanuja N,
CRM Trainee, Anekal



Entrepreneurship Development Program

A country with over 90% of the workforce employed in the informal sector and a majority engaged in informal MSMEs (Micro, Small and Medium Enterprises), opens up a need to harness the power of entrepreneurship in the informal sector. With rapid globalization, MSMEs face problems linked to non-availability of suitable technology and constraints on modernization & expansions. Issues like, staying updated with digital infrastructure, lack of trade specific training, social security and financial risks have been major reasons discouraging takers for entrepreneurship. Keeping this in mind, we have been working on creating a scalable model to encourage entrepreneurship.



Around 8 million youth enter the labor force every year in India; out of which only 2.4 million (30%) of these are highly skilled and the remaining 5.6 million (70 %) are unskilled.

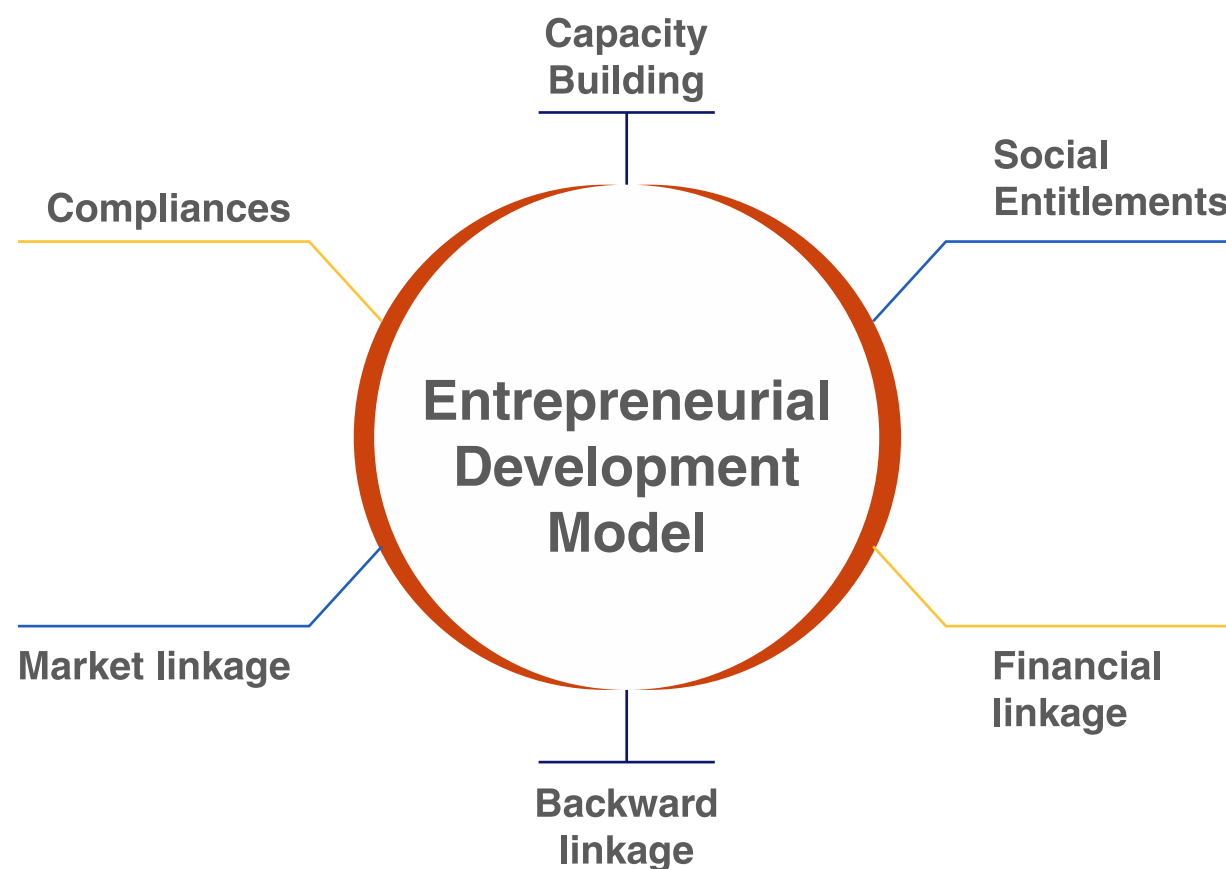
Employing over 110 million workers, MSMEs contribute 29% of India's GDP and comprise almost half of its exports, but only 25.8 million (less than 25%) of the workers have formal social security benefits. Despite this, the significance of MSMEs in creating sufficient opportunities, employment, handholding and social security has not been up to mark, leading to lesser takers of the entrepreneurship route for a livelihood.



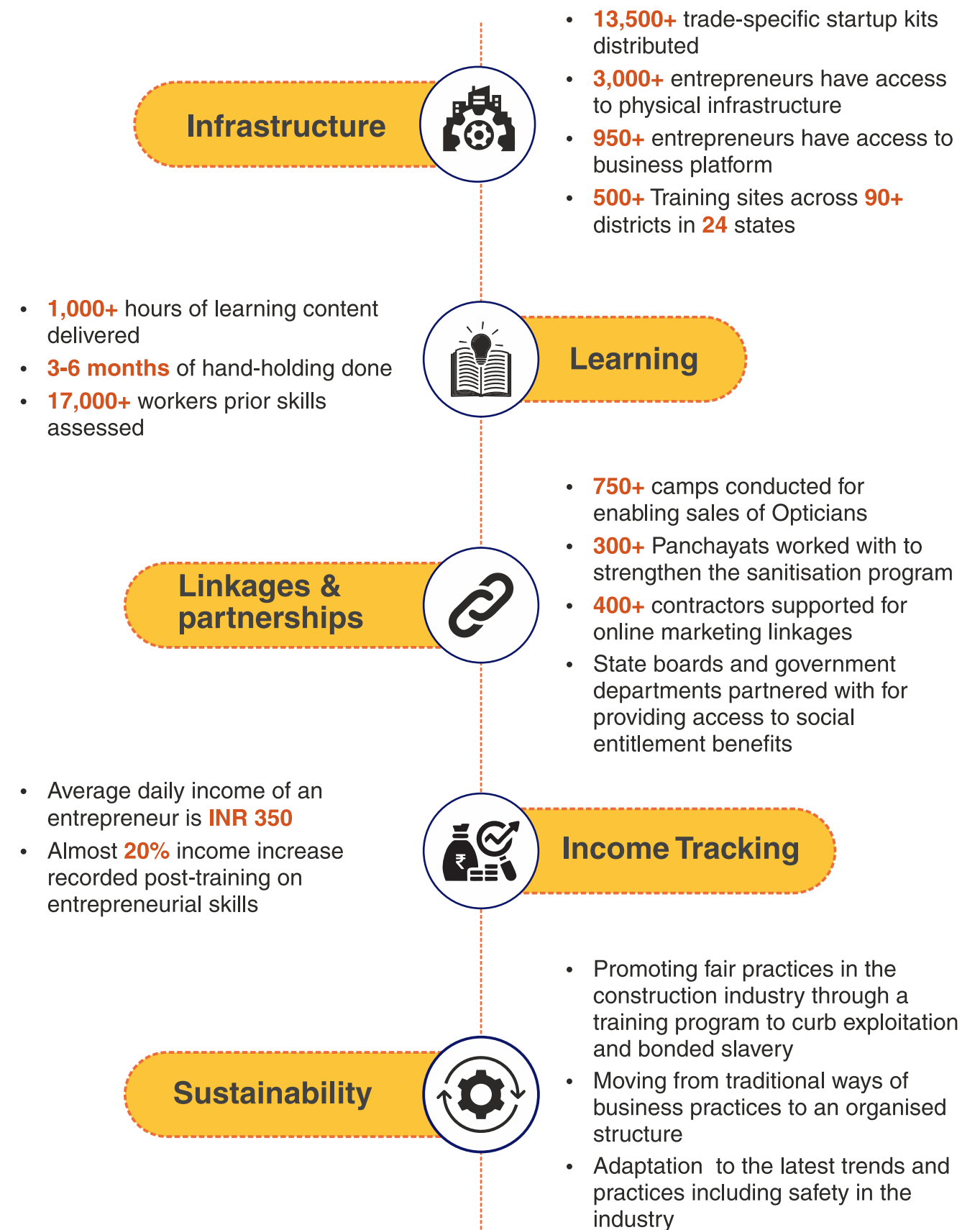
Entrepreneurial Development Model

Realizing the need and the growth potential of entrepreneurship in the informal sector, we at Sambhav Foundation operate to provide informal workers with sustainable livelihoods and provide potential and practicing entrepreneurs with the required tools essential to build and manage a growing business.

This not only supports sustained economic growth but also creates new avenues for employment among the entrepreneurs. Entrepreneurship also helps increase spending in markets, facilitates knowledge transfers, and spurs innovation. Nurturing the entrepreneurial spirit in individuals and consequently enlarging the pool of entrepreneurs is the main goal of the model.



Impact



Key Entrepreneurial Programs

Sanitization and Hygiene Entrepreneur (SHE)

The SHE programs is a standing example of our agility to quickly adapt and execute apt and innovative solutions during the onset of the pandemic, right from conceptualization to successful execution. Our goal behind the program was to reskill people in Sanitization & Hygiene to provide multidimensional disinfection service covering vehicles, office space and beauty salon, which also enabled rebuilding livelihoods for people who lost jobs due to the pandemic.



Nurturing Centres

We started the Eye Mitra Program as an endeavour to provide livelihood opportunities to educated yet unemployed youth as optical technicians and to correct a significant public health concern for local communities. The program addressed three key issues: Providing vision correction amongst communities, creating jobs for enrolled candidates as an alternative livelihood option to earn better wages.



950

sanitization entrepreneurs trained

7,600+

training hours

₹300

min income/day enabled during pandemic

The program consists of a quick mobilization drive followed by a two-day training- a combination of virtual lectures and practical sessions. The training sessions introduced the candidates to entrepreneurship, COVID-19 awareness, the process of sanitization and its importance, demonstration of the process and the functioning of the tools in multiple locations across the nation, the prominent ones being Karnataka, Odisha and Kerala.

10

districts in Karnataka, Odisha, and Telangana executed the program

1,000+

candidates enrolled

300+

optical entrepreneurs created

1:25

ratio of technician to population accessing service

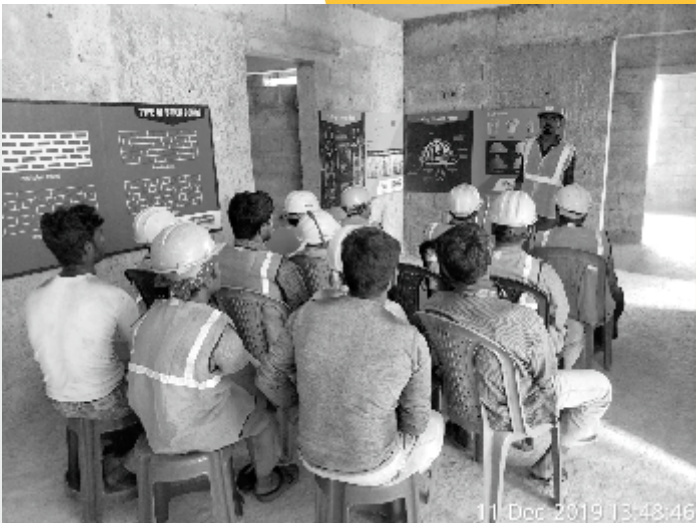
~200%

hike in income in only first year of handholding and guidance

Under this initiative, under-employed youth were recruited and trained in basic vision screening and spectacle dispensing courses. Our interventions continued post this stage through guidance and handholding. This further empowered them to start their own business bringing local-affordable eye care to semi-rural and remote communities. The candidates qualified under this project become rural opticians or refractionist who can render optical solutions in their neighbourhood and administer regular vision screenings.

Micro Entrepreneurship

This program was incepted to address the prevalence of forced and bonded labour among internal migrants moving from one region to another, prone to exploitation due to unawareness. Our goal was to bring about systemic changes in the construction sector through small and micro contractors.



2,000+
people trained

320+
training hours

250+
work linkages enabled

400+
Ethical Micro contractors support
in backend linkages

Our main objective was to support micro entrepreneurs gain financial independence and achieve social security through training and awareness programs. The Recognition of Prior Learning (RPL) sessions creates an avenue to upskill construction workers and the certification provides recognition to their skills leading to bigger and better opportunities in the market. This training has brought about ethical operating practices amongst contractors, workers and customers, along with handholding for financial wellbeing.

Intangible Impact

1

AWARENESS

- Increased Awareness around safety regulations and proactive fostering of a safe and hygienic working environment, which is usually in the vulnerable position of high exposure risks combined with a lack of social protection in the informal sector.
- Awareness of social entitlements and schemes available to benefit their business.
- Working class more aware of labour rights, with awareness of topics ranging from human trafficking, important documentation, family problems, and COVID safety guidelines up to access to important helpline numbers that assist labour grievances.

2

TRADE SKILLS AND PRACTICES

- Acknowledgement and certification by authorities such as National Skill Development Corporation (NSDC) that would allow them to find suitable employment in the market.
- Adaptation to latest trends and fair business practices through awareness/training program in various industries
- Holistic improvement through enhanced creativity, confidence building, marketing and sales exposure of candidates, etc., resulting in improved business outcomes like better income opportunities, occupational safety, social status and also fostering openness for further learning.
- The projects encourage the protection of informal workers and incorporating economic enterprises into the mainstream economy.

3

SUBSIDIARY LIVELIHOODS

- Entrepreneurship not only builds livelihoods for one beneficiary and immediate family but also boosts morale among impoverished populations, creates jobs under entrepreneurs, and leads to income-generating activities.
- strengthen local network linkages and create unique partnerships to improve socio-economic outcomes in the informal sector.

Impact Tales



Coming from a weak financial household, 18 year old Swathi saw her mother struggle to run the home all by herself, with no monetary contribution from the father . After completing 10th std she hoped to reduce her mother's financial burden by taking up the house responsibility but didn't know how. The trainers reached out to Swathi at an eye care store owned by her relative and briefed me about the course.

"At this point in life I did not imagine my life will change so drastically with the optician course" says Swathi. Apart from setting up a eye testing centre in Warangal, she has conducted over 100 eye care camps in rural and urban areas of Warangal selling over 1000 spectacles for the required, in these camps. "I want my mother to quit her job and rest as I'm confident of running our home as the sole breadwinner", says Swathi who is now a role model to many who want to stand on their own feet and support their homes towards a better livelihood.

- Swathi,
Optician, Warangal



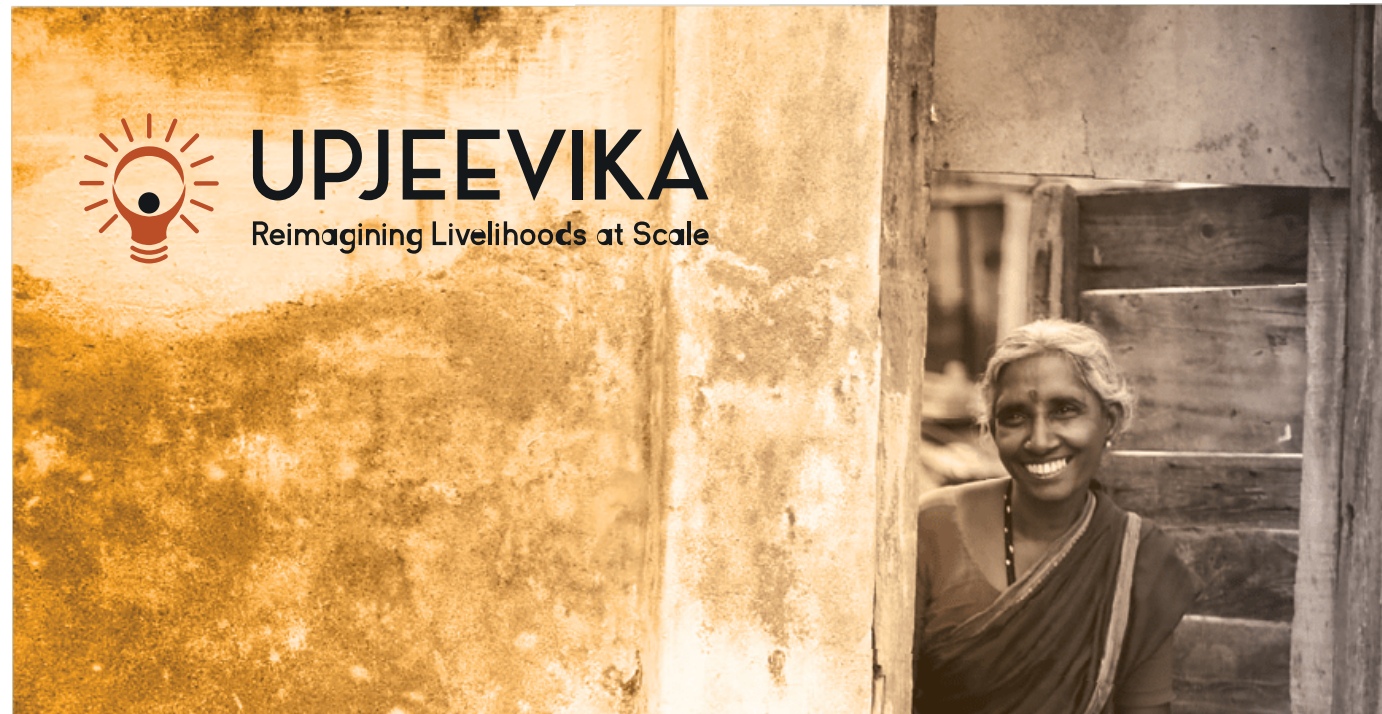
Priya Kumari, is a 19-year-old born and raised in a poor mason's home in a village outside Bangalore. While her mother works as house maid, her younger brother and sisters are pursuing their education. Being the eldest daughter, she had to quit her education to support her mother to run their family. Since last two years she was working as helper for mason. Due to Covid 19, she lost her job and started looking for an opportunity to earn.

One of her friends introduced her with Sambhav SHE program. Priya called Sambhav officials to enquire about the program and showed interest to join the program. She was very enthusiastic to become an entrepreneur as she always had the dream of running her own business. She got trained and certified under the Sanitization and Hygiene Entrepreneurship (SHE) program. From day one her business clicked and she started earning from SHE services. "From no job during the pandemic to earning an average of 5 - 6 thousand every month, this alternative livelihood option really helped me and my family survive the pandemic, financially."

- Priya Kumari,
Sanitization and Hygiene Entrepreneur
Bengaluru Rural

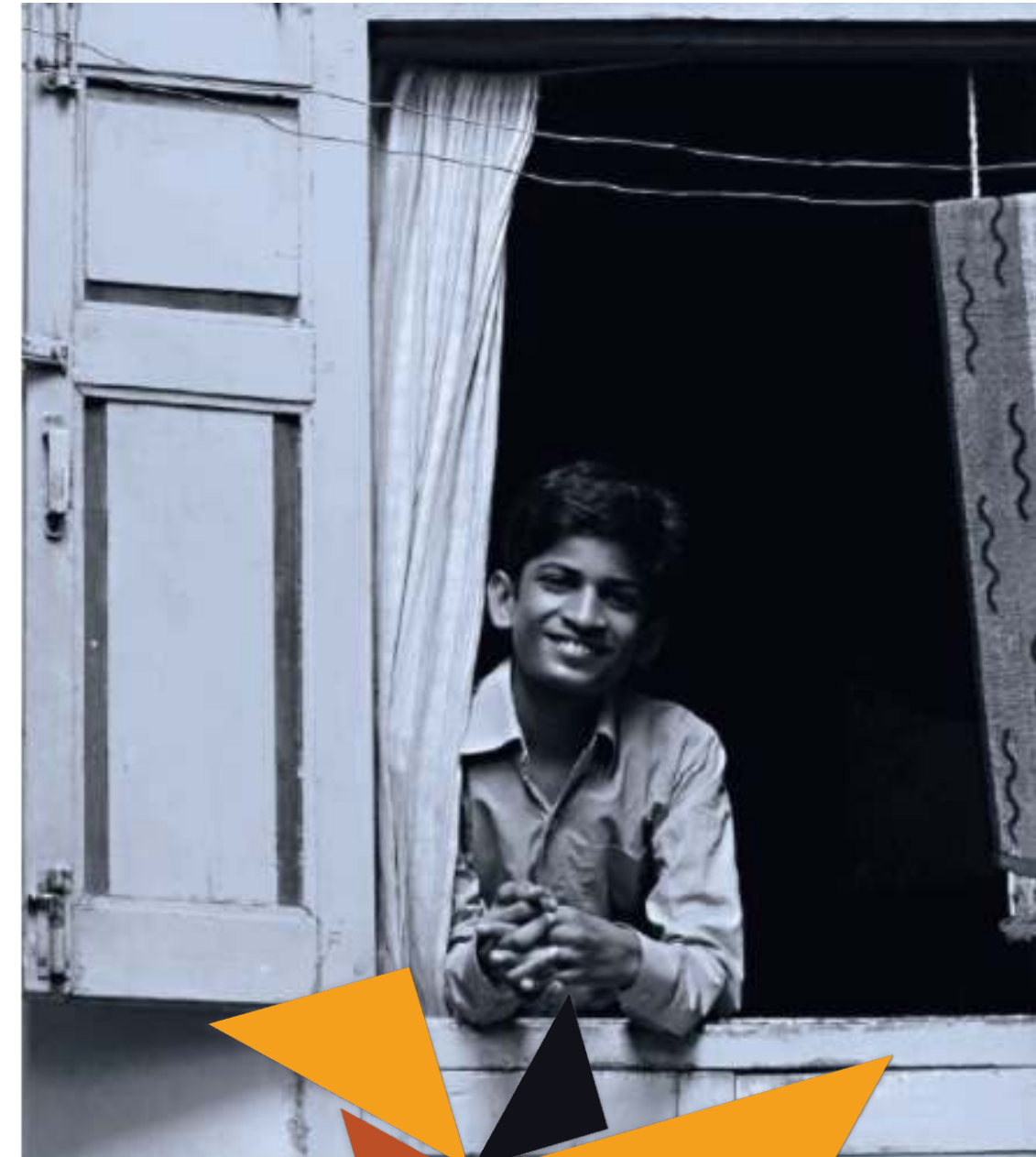
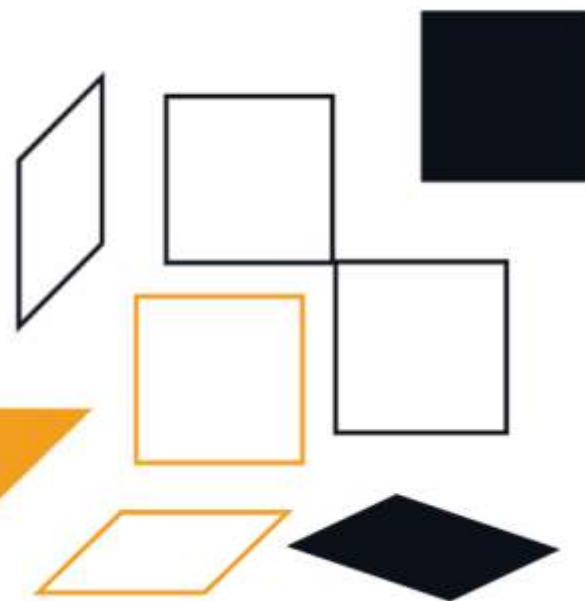


Upjeevika - Reimagining Livelihoods at Scale



Upjeevika was inceptioned to identify and support scalable social innovation in the livelihoods space with a mission to create an ecosystem that can provide promising social enterprises with the skills technology, community support, and market linkages they need to scale their impact. The incubation program's key task is to arm innovators and change-makers with actionable research, invite them to ideate collaboratively, and prototype scalable solutions that create an impact.

India still fights to pull a large population out of poverty in spite of being 2 decades into the 21st century. There are areas left within the social sector that are on no one's radar. Many of the gaps aren't even understood because we lack high quality and reliable data and research. Therefore, the magnitude of the problem is beyond the reach of a single theory of change.



The solution is a lot more complex and can only be dealt with multiplicity of ideas and interventions to bring about a difference from the roots. We need an ecosystem to make a concerted, collaborative effort towards well-researched innovation in crucial but overlooked areas. There is a need to nurture and incubate these ideas so that they can be developed into sustainable solutions with the impact as their primary goal.

Upjeevika was conceived with this very objective- An incubator that can venture into sectors and geographies that require interventions and promote social innovation based on research by providing the space and resources to develop innovative pilots, creative experiments, and personalised solutions for India's social challenges.



Saadhya School

The Saadhya School is an initiative designed to help differently-abled children, adolescents and youth to bridge the development gap, enable them to be self-reliant and future ready. The initiative was undertaken to support the differently abled from the weaker economic sections.

Special Education Programs are held for children born at a risk of being underdeveloped for their age to minimise their difficulty in learning and coping with the society just like all other students. This ensures these students are trained and guided well enough to earn an income with the skills imbibed during the school years.

This year however, was the year of online sessions which the students responded and engaged with excitement, with the support of parents.

Key Interventions



Initial Training

The early intervention program helps children aged 0-6 years with a delayed developmental milestone. Our intensive programs support children to minimize functioning difficulties and so they can work and bridge the gaps in their overall development.

Sambhav School executes its student training program as per the North Carolina curriculum. Assessment index is also calculated based on the same protocol. The program is for children (7-14 years) with down's syndrome and borderline and hyperactive bipolar disorder. The sessions are conducted under the surveillance of experienced doctors and in-house child psychologist who monitor students growth and medical conditions regularly. This enables students to pursue their academics consistently.

Life Skills and Vocational Training

In 2010, the initiative was incepted with the intention of imparting life skills and vocational skills to adolescents and adults(aged 15-30), with psychosocial and children with intellectual disabilities. Our training centres enable the students with work skills and prepare them to earn a living under a sheltered or an open employment.

Currently, Data Entry, tailoring, Sales Operation Assistant trade trainings are on along with product making sessions for making diyas, candles, soaps, paper bags, jewellery, phenyl etc.



Sponsor Partners 2020-2021

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samvardhana motherson	Tetra Pak PROTECTS WHAT'S GOOD™	Rotary District 3190	REPLICON™	ORACLE®

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TATA TATA POWER	Swiss Re	AXA	AKSHAYA PATRA Unlimited food for education™	PARLE
emids experience partnership.	Unilever	Give2Asia		

Financial Statement

SAMBHAV FOUNDATION
BALANCE SHEET AS AT MARCH 31, 2021

PARTICULARS	Notes	31-Mar-2021	31-Mar-2020
		Rs.	Rs.
RESERVES AND LIABILITIES			
Corpus Fund	2	7,87,395	7,87,395
Reserves and Surplus	3	8,11,64,374	5,92,23,305
		8,19,51,769	6,00,10,700
NON-CURRENT LIABILITIES			
Long-Term Borrowings		-	-
Long Term Provision		-	-
			-
CURRENT LIABILITIES			
Trade Payables	4	57,14,253	59,02,333
Other Current Liabilities	5	-	79,22,612
Short-Term Provisions	6	8,20,911	8,20,911
		65,35,164	1,46,45,856
		8,84,86,933	7,46,56,556
ASSETS			
NON-CURRENT ASSETS			
Fixed Assets			
Tangible Assets		3,35,90,947	3,92,56,101
Intangible Assets			-
Capital Work-In-Progress			-
		3,35,90,947	3,92,56,101
Non-Current Investments		-	-
Long-Term Loans and Advances		-	-
Other Non-Current Assets	7	73,39,090	73,39,090
		73,39,090	73,39,090
CURRENT ASSETS			
Current Investments			-
Cash and Cash Equivalents	8	4,33,76,222	1,41,15,070
Cash in Fixed Deposit		-	99,15,623
Short-Term Loans and Advances	9	41,80,672	40,30,672
Other Current Assets		-	-
		4,75,56,894	2,80,61,365
		8,84,86,933	7,46,56,556

Significant Accounting Policies & Notes1
This is the Balance Sheet referred to in our report of even date

For Balu & Anand
Chartered Accountants
Firm Reg No. 000367S

For and on Behalf of the Board of Trustees

Srinivas Bharath N K
Partner
Membership No 211142

Gayathri Vasudevan
Chief Mentor/Trustee

Rajesh AR
Managing Trustee

Place : Bangalore
Date :

SAMBHAV FOUNDATION
STATEMENT OF INCOME & EXPENDITURE FOR THE YEAR ENDED MARCH 31, 2021

PARTICULARS	Notes	31-Mar-2021	31-Mar-2020
		Rs.	Rs.
<u>Income</u>			
Endowment fund			8,94,75,944
Contribution received towards Charitable Activities		31,35,91,716	11,52,12,497
Other donations		1,86,71,552	6,86,462
Other Income	10	17,77,292	9,44,084
		33,40,40,560	20,63,18,987
<u>Expenditure</u>			
Employee benefits expense	11	3,47,47,771	4,68,81,843
Other expenses towards charitable activities	12	27,16,86,567	11,74,93,914
Depreciation		56,65,153	80,94,119
		31,20,99,491	17,24,69,876
Excess of Income Over Expenditure / [Excess of Expenditure Over Income] [Before Tax]		2,19,41,069	3,38,49,110
Less: Provision for Income Tax			-
			-
Excess of Income Over Expenditure / [Excess of Expenditure Over Income] [After Tax]		2,19,41,069	3,38,49,110

Significant Accounting Policies & Notes1

This is the Income & Expenditure Account referred to in our report of even date

For Balu & Anand
Chartered Accountants
Firm Reg No. 000367S

For and on Behalf of the Board of Trustees

Srinivas Bharath N K
Partner
Membership No 211142

Gayathri Vasudevan
Chief Mentor/Trustee

Rajesh AR
Managing Trustee

Place : Bangalore
Date :



The Way Forward

We at Sambhav Foundation visualize building a strong nation with a robust youth population, all skilled and well equipped to run the nation at it's full potential. Our constant effort lies in ensuring adapting and acclimatizing to new trends and tools that will enable this journey. Technology has been is one such constant partner in our journey so far and will continue to do so. Specially this year, with remote functioning being our only support system.

The dream of making knowledge and opportunities accessible to all, irrespective of limitations in geography, affordability, time and qualification has been a constant driving fuel for us. As big an impact our physical presence has made since inception, a hybrid approach has helped us extend larger and soar higher in terms of outreach. This will be our future!

Building and enforcing a full-fledged skilling and training institute on a virtual platform is our new dream and we are all set to realize this one too — **E-LEARNING** . As a result, over 80% of our programs already run on the hybrid model. However, what we seek to do is more than just an andragogical session, we seek to create an experience—A learning experience—A personal experience. More than anything, a self-discovery experience for beneficiaries. We seek to invest and build a capacity that is qualitatively and quantitatively of excellent standards and is on par with world class learning experience at a basic cost.

While learning and weaving opportunities is mainstream there are multiple factors crucial to allow the learning to assimilate. These grid factors can range from a safe work environment, housing up to health and hygiene, all closely interdependent. Therefore, our focus will now expand to the broader interventions grid, where all elements supporting and stabilizing the process of learning and growing will be nurtured for a holistic growth.

Here's to building an equitable and dignified tomorrow for the future generation!



Sambhav Foundation

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