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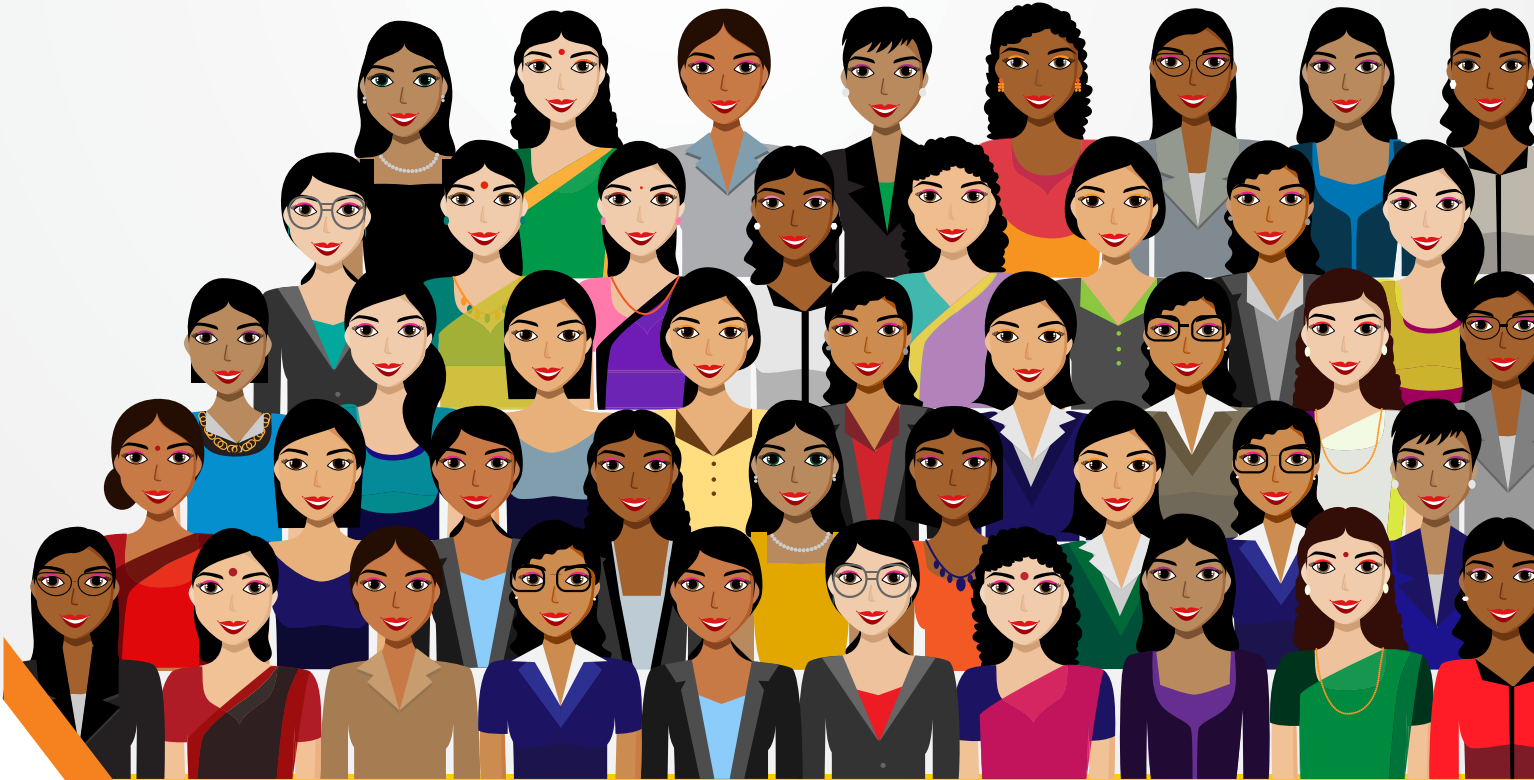
WEConnect
INTERNATIONAL



think big

Women in Business **2016**

November 14 - 15, 2016 | Bengaluru
Bangalore International Exhibition Centre



WE THINK BIG

WOMEN
ENTREPRENEURS

Asia's largest
women entrepreneurship
platform connecting women-
owned businesses with public
and private sector opportunities!

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with public & private sector opportunities

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PREFACE



Shri Siddaramaiah
Hon'ble Chief Minister
Government of Karnataka

I am extremely delighted that WEConnect International and ThinkBig 2016 have taken an initiative in providing a platform to many aspiring and existing women entrepreneurs an equal opportunity for economic freedom and well-being and wealth creation. Such a network will have a critical role in finding solutions to common challenges faced by women globally and bringing about greater equity.

ThinkBig 2016 gave a great opportunity for attendees and delegates to experience the rich programming, targeted matchmaking and an abundance of networking opportunities with Corporate, Government and WBE exhibitors showcasing their brands, products and services, their capabilities and opportunities.

I congratulate WEConnect International for choosing Bengaluru to host ThinkBig 2016. Karnataka has long been at the forefront of building ecosystems that help enable businesses and foster growth. Keeping in mind the tradition of a forward-looking Karnataka, we are building women oriented policies, which will propel equitable and sustainable growth for women owned businesses and women entrepreneurs.

When we launched the new Industrial Policy 2014-19 focusing on equitable and sustainable development with a special focus on manufacturing sector, creation of employment opportunities and promotion of MSMEs, which have a strong base in Karnataka, was a major focus of our policies. Therefore, Women Entrepreneurs have been given special attention to encourage enterprise creation and industrial capacity building by them for an inclusive growth and sustained development. After hearing about WEConnect International's great initiative of helping women-owned businesses succeed in global value chains and connecting them to Indian and Multinational corporations, I approved the reimbursement of the fee of WEConnect

International for the next 3 years for Women Entrepreneurs from the State of Karnataka.

I am happy to note that Karnataka's diversity ratio in employment and entrepreneurship is amongst the best in India. Our ecosystem is regarded as the benchmark for women to live and work and I am happy that we are in the right direction. According to official figures, Karnataka ranks third in the nation in terms of women entrepreneurship with more than 1.03 lakh Women Business Enterprises. According to the fourth Medium, Small and Micro Enterprises (MSME) census, Karnataka, Kerala, Tamil Nadu, and West Bengal have 51.9 per cent of the country's women-owned business truly indicating the potential that exists in our state.

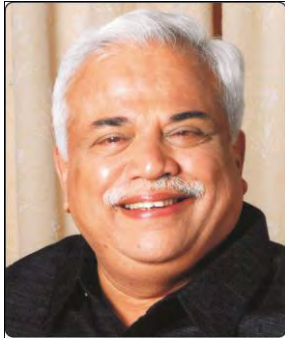
That said, a lot more requires to be done to further enable economic independence of women across the strata and regions of the State. Government of Karnataka has taken significant steps to promote entrepreneurs. Our Industrial Policy 2014-19 has made special provisions to encourage women entrepreneurship by providing the thrust required for economic independence. Through these measures, we hope to facilitate creation of more women enterprises in the state in the coming years.

Government of Karnataka is rolling out the red carpet to Women entrepreneurs and I urge everyone to explore entrepreneurial opportunities in Karnataka and make Karnataka your base. From birth, girls and women continue to face challenges on several fronts. These include infanticide, domestic violence, inequality and lack of opportunity, harassment etc. These challenges are perhaps some of the most pressing challenges facing our generation. In order to overcome these challenges, it is imperative that Governments, Private Sector, associations, NGOs and non-profit organisations such as WEConnect work together. I call upon WEConnect to widen the horizon of your programs to also include finding solutions to some of these challenges into your agenda.

I assure you that Government of Karnataka will do everything possible to support you and anyone who comes to us with a view to promote greater equality for women in our society.

Lastly, my very best wishes to WEConnect International and I wish each and every one of you all the success in pursuing your dreams.

PREFACE



Shri R.V. Deshpande
Hon'ble Minister of State
Large & Medium Industries and
Infrastructure Development
Government of Karnataka

It is a matter of immense pride that we are celebrating the success of women entrepreneurs from across the world. ThinkBig comprises of women who have successfully managed large organisations and held positions of responsibility.

I am extremely happy that we created a partnership between Government of Karnataka and WEConnect International to create ThinkBig 2016, Asia's largest women entrepreneurship and economic empowerment platform connecting women-owned businesses with public and private sector opportunities.

As one of the first states to take progressive steps to encourage women entrepreneurs, we believe it is our duty to nurture, motivate and support their endeavour in reaching greater heights. Through ThinkBig 2016, we want to create a platform that will help entrepreneurs learn and engage meaningfully with industry veterans with an aim to support their business growth. It is an opportunity for our women entrepreneurs to interactions with national and global entrepreneurs, suppliers, vendors, financial organization and support functions in order to explore growth options in their respective fields.

I strongly believe that 21st Century is the century of women. Women are key contributors for the success of our nation. Their contribution is crucial to the development of the nation. Today just over 8 million women in India contribute to approximately 3.09% of the industrial output. One can only imagine the increment in output if more and more women join hands to co-create. Karnataka is witnessing the growth of female entrepreneurs not just in the urban areas, but also in the rural areas where we have seen a tremendous growth of small scale and cottage industries. Today we have over one lakh women entrepreneurs who are actively adding value to the state economy.

It is important that women do not restrict themselves to their village or town. Women must come forward and experiment with the dynamics of business in order to contribute more robustly to the economy. The key to their contribution lies not in the hands of the government alone. The key to their success lies with the industry that must step up and participate in creating meaningful partnerships with these entrepreneurs. WEConnect has been able to connect women entrepreneurs to leading corporate who have made it their mission to support growth of women owned businesses by embracing a supplier diversity policy. We must set up a similar environment in India where we propagate supplier diversity.

I am very glad to share that via ThinkBig 2016, we will provide an opportunity for these women entrepreneurs to participate and showcase their capabilities as potential vendor partner to large organisations. The initiatives like the Buyer Seller Meet, The Access to Market panel, Vendor Development Program are aimed at educating the industry and women entrepreneurs on the various aspects of their business.

We thank WEConnect for bringing ThinkBig to Bengaluru and providing a platform for all our budding and established entrepreneurs to explore opportunities to learn, to grow and to think Big. They have been an integral part of growth of women led businesses across the world today. Their training and certification gives many women the boost of confidence to partner large multinational organisations as vendors and service providers. We do sincerely hope that they continue doing the good work and spread the spirit and confidence to ensure that more and more women take the step towards economic freedom and value creation. We extend all our fullest support to them in the State of Karnataka for developing the skills and expertise in our state.

I take this opportunity to reiterate our commitment, as a government, to the growth of women entrepreneurs in the state. The future of the state lies in the hands of these dynamic women. Our industrial policy of 2014-19 is a step in that direction. In your success lies the success of the state and that of our country.

INTRODUCTION



**Smt. K. Ratna Prabha, IAS
Additional Chief Secretary
Government of Karnataka**

It is my privilege and pleasure to introduce you to ThinkBig 2016, Asia's largest Summit on women owned businesses and women entrepreneurship.

ThinkBig 2016 marked a new beginning for women entrepreneurs and women owned businesses, where women entrepreneurs gathered from all around the world to create a worldwide network and celebrate the Unity and Progress of the "She Folk". It was a journey full of excitement, activity and interesting experiences.

Hosting ThinkBig 2016 in Karnataka was a culmination of the achievements of the Government of Karnataka and showcased the government's foresight in encouraging women entrepreneurship and women-owned businesses.

It provided a platform for women entrepreneurs to connect, network and share knowledge on how to grow and expand their businesses. It enabled us to meet not only to talk about barriers or glass ceilings but also to join hands and set an example for the world to follow.

ThinkBig is a platform, which will create an opportunity for millions of women entrepreneurs to co-exist and unite in harmony and synergy. It is a platform, which will support better access to markets, to finance, more effective entrepreneurial ecosystems and will, in turn, create inclusive growth for all.

At ThinkBig, we gathered to be a part of a new awakening where women from various parts of the world will be able to network, share connections and knowledge, and to create a community of women entrepreneurs and leaders who will stay connected and grow and prosper together. We, as women, should evolve as role models in our spheres and show the way forward to those who walk the same path after us.

FOREWORD



Parul Soni
Country Director
WEConnect International India

“Men go to work, women stay at home”. I have heard this phrase all through my growing years, and hear it even now. It makes me question the balance in our system. It is very lopsided as of now. More often than not, I have seen that this makes women ask “are we worth enough”? I have wanted to shout and say, “Yes! Please believe in yourself!” I believe balance can be brought about. I want to bring a change in that balance of power. Even a delta change would be great. If, in the next five years I can bring even 3% out, I will believe that I have made a change.

I want women to enter the business ecosystem. I believe that the language of business is universally understood and appreciated. People sit up and take notice when someone starts a business, and runs it well. They respect when the business is successful, and makes an impact at a macro scale, at a global level. This is a personal passion - to see women feel, and be, confident. I believe that Women Entrepreneurs need a small push or nudge. I believe they need the means to create and nurture support systems for themselves, and get support from multiple stakeholders in seeding, building, and growing their business.

There has to be a percentage change, meter change, in three to five years, and we have to track that. Initiatives of the Government of India, like the property passbook - it tracks how much of property is with women. Currently, women hold very little assets in the form of property. And that contributes to the balance of power being lopsided. We need to follow the trajectory and continuously ask “Is it moving from blue to pink?” We need to be looking at the whole investment ecosystem. I also believe that when women grow in the business ecosystem, we will be able to curb violence against women. The balance of power shifting, perhaps becoming a little more even, will mean that women CAN stand up to violence against them. Support groups will, hopefully, mean that they WILL also.

With this drive and aim, I set out to find ways and means to make this a reality. Of bringing together key stakeholders that form part of the ecosystem that Women Entrepreneurs operate in. WEConnect International is a global network, based out of Washington DC, that connects women-owned businesses to qualified buyers around the world. When I started talking to them, I realised that this is a great way to really help Women Entrepreneurs dream, discover, and reach their potential for owning and running businesses that they are passionate about, irrespective of the sector they come from. WEConnect looks at bringing in the missing piece. When talking to large corporations (Fortune 500 companies), we see they have an appetite to buy, but it is not 100% clear where they will buy from. Most times, when they look at Women Entrepreneurs, they start associating them with a “cause”. Engaging women-owned businesses is not about doing charity. We want to shift focus to how women are successful in business. We want women-owned businesses to be seen and respected as serious business entities in their own right.

When we started thinking about **ThinkBig**, my conversation with companies started with the question of how to scale up to a level where companies understand “women are in business”. Till last year, we were catering to 300-380 Women Entrepreneurs, in closed events that were purely about supplier businesses meeting corporate buyers. What we have done differently with **ThinkBig 2016** - we have got large women associations (structured spaces focusing on self-help and support for each other), networks (Sheroes, Jaypore blog), and incubators (industry, start-up, educational), along with government representatives, and Women Entrepreneurs, all onto one platform. **ThinkBig** is our flagship event, which has been designed to provide a unique platform that brings the women entrepreneurs closer to market, creates knowledge, access and partnerships.

The build-up of ThinkBig on social media was very good. However, disruption has not happened at the level where pan India people talk about it. The benefit had to go to all the states and not just Karnataka. Everything around ThinkBig was very tough. It has been a journey of thinking big, about the kind of environment you need to think big. **ThinkBig 2016** was a difficult journey with a lot of hardships. From funders to

sponsors to stakeholders it was an arduous task. It was my core team that always stood by me, knowing that, in the end, I am successful.

What I wanted - and I know we have reached to only five on a scale of ten - I wanted more people to understand and come. Traveling to Bangalore, to Bangalore International Exhibition Centre is a challenge. Everybody has wondered what will be my gain. Women entrepreneurs have to realise this is a platform to network, get support, and a sense of community. The community will start knowing each other, helping each other, supporting each other, recommending each other. I have pledged that we will work with 1 million Women Entrepreneurs on an accelerated entrepreneurship journey. With ThinkBig 2016, we have just sown the seed. We have triggered a level of growth. We have triggered something that was not available in the market. All this will lead to delta change. At the same time, there is much work ahead.

THE CONTEXT

Changing Face of Business Ownership

Women business owners today play a critical role in building sustainable ecosystems for economic growth and social progress. From micro enterprises to innovative growth oriented businesses, women-owned businesses have a substantial impact on job creation and the global economy.

Women's business ownership is now regarded as crucial to improving the quality of life of women in India, and the overall society. Women have come a long way in building valuable enterprises that impact job creation and the global economy. Today,

- Women make over **70% of consumer purchasing decisions**
- **57 women's business enterprises** polled generate over **US\$127 million annually** and employ more than **4,600 people across India**
- Women impact over **US\$20 trillion** in annual global spend
- **32-39%** of all **private businesses globally** are **women-owned**
- In the developing world, there are **8-10 million small and medium women-owned businesses**
- However, on average, **women earn only 1% of large corporate and government spend globally**

Stack the information above, and immediately, the inherent disparity raises its head. On the one hand, women are leading the charts on multiple counts where owning and running a business, and impacting buying decisions, is concerned. On the other hand, where getting long-term, sustainable buyers and revenues is concerned, the ecosystems have a lot of gearing up to do, many actions and steps to take to create a much more conducive environment for Women Entrepreneurs (WEs), and Women-owned Businesses (WOBs).

Women Business Ownership and Economic Impact in India

India ranks as one of the most active country for WEs¹, with women making up 49% of the entrepreneurs in the country, placing India ahead of Hong Kong and France. However, India's share of women's contribution to Gross Domestic Product (GDP) is 17%, significantly lower than the global average of 37%². By doubling the contribution of women, India could boost its GDP by \$0.7 trillion in 2025, translating into a positive economic impact. The Indian government is committed to collaborating with the private sector to close the gender gap, with the states of Karnataka, Kerala, Tamil Nadu, West Bengal together constituting over 50% of women owned Micro, Small, and Medium Enterprises (MSMEs).

What this needs is concerted action from multiple stakeholders. Most importantly, what it needs is a mind-set shift - from viewing WOBs as “social causes” or “boutique” outlets to seeing them as large-scale, sustainable businesses that provide employment opportunities. It also involves a mind-set shift - on the part of the society, as well as WEs - from bringing in “supplementary income” or “pocket money” to being contributors to the household expenses and bread earners, at a micro level, and significant contributors to the country’s GDP, at a macro level.

“The journey of a thousand miles begins with the first step”. ThinkBig 2016 was that first step in bringing together large women associations (structured spaces focusing on self-help and support for each other), networks (Sheroes, Jaypore blog), incubators (industry, start-up, educational), government officials, corporate buyers, industry leaders (to help educate and groom WEs on various aspects of doing business), investors (banks, venture capitalists, private equity firms, and angel investors), and WEs, who were present at the event.

¹Global Entrepreneurialism Report, 2015, BNP Paribas

²The Power of Parity: Advancing Women's Equality in India, November 2015, The McKinsey Global Institute

Presenting ThinkBig 2016

The role of Women Entrepreneurs in the Indian growth story is well accepted and documented. Unfortunately, there is a big paradox. Even though women constitute 50% of the Indian population, they continue to remain highly underrepresented within the entrepreneur ecosystem. India accounts for the third highest gender gap in entrepreneurship globally.

Women entrepreneurs in India collectively employ over 8 million people, thus contributing 3.09% of industrial output. It has been found that around 33% of early stage entrepreneurs in India are women. Such statistics provide enough indications that if provided adequate financial and non-financial support; women entrepreneurs can scale-up their business considerably, thus, partaking the benefits of Indian growth story. Additionally, Women's entrepreneurship is a critical tool that can lead women towards economic empowerment and protection from widespread discrimination.

In India, women business owners tend to stay in the informal unregistered sector where they have very limited legal protection or ability to sell to large organizations. Women who do register their businesses with the government do not generally have the business experience, knowledge, or networks required for securing contracts with large organizations. Early thinking around **ThinkBig 2016**, was therefore aimed at bridging these gaps for women who want to grow their businesses in the formal sector in India by offering them access to the business knowledge and networks they need to prosper and create jobs.

WEConnect International (Appendix 1) partnered with the **Government of Karnataka, Thinkthrough Consulting** (Appendix 2) and **MM Activ** (Appendix 3), to host Asia's largest women entrepreneurship and economic empowerment summit, **ThinkBig 2016**. The main goal of ThinkBig 2016 was to connect women-owned businesses with public and private sector opportunities that could dramatically impact the growth of their businesses. The Summit aimed at enabling **4,000** dynamic participants to engage in two days of inspiring and interactive sessions.

While preparing for the event, the organisers narrowed in on the following **challenges** faced by women-owned businesses:

Limited access to Markets:

- Limited information on how to approach and conduct business with corporates
- Limited knowledge on supplier diversity programs of various corporates
- Limited awareness of state government policies that support women entrepreneurship

Limited access to Capacity:

- Women entrepreneurs often require training in all aspects of running a business; from financial accounting to building a presence online
- Women entrepreneurs held back by a lack of capacity development opportunities. Though, certified women's business enterprises adhere to many common business practices, very few implement sustainability programs, secure insurance, design marketing plans, or document hiring and firing procedures—all of which are important to corporate buyers.

Limited access to Finance:

- Limited financial awareness and understanding of financial products/services, generating reluctance among women to access formal sources of finance
- Financial institutions' perception of women having a higher risk profile in the absence of collateral security and guarantee/support by male family member
- Financial institutions are making less efforts to design and promote tailored financial products for women-owned businesses
- Just over one third of the women's business enterprises had access to loans or lines of credit through their banks. With WBEs growing and employing more people over time, global banks are missing a huge opportunity to invest in women. Two-thirds of businesses still lack access to a loan or line of credit.

On the buyer side, the following factors highlighted the **importance of supplier diversity**:

- Leads to competitive and dynamic supply options
- Reduces costs; return on investment clearly demonstrated
- Creates access to innovative products and services
- Enhances corporates' image and brand with customers
- Contributes to economic opportunity in target markets
- Helps ensure empowered families and communities: women reinvest 90% of their income into their families, as opposed to men who reinvest 40%

In an effort to find solutions to some of these challenges, the following were **objectives** that **ThinkBig 2016** was designed to work with:

- Create an ecosystem to bring together key stakeholders to support women's entrepreneurial community
- Connect women-owned businesses with the broader business ecosystem
- Introduce women business owners to public and private sector opportunities
- Find solutions to the challenges faced by women business owners
- Enhance the capacity of women business owners
- Encourage corporations to share best practices around supplier diversity and inclusion
- Help corporations build up a buyer/customer base of women-owned businesses consisting of SMEs
- Learn about government initiatives aimed at supporting women enterprise development
- Encourage cross-learning between stakeholders on the findings of their internal reports related to women economic empowerment
- Support the Sustainable Development Goal #5 – Achieve gender equality and empower all women and girls

DESIGN OF THE SUMMIT

Given the above objectives, it was clear that meeting them would involve carefully mapping all the stakeholders that make up the ecosystem for Women Entrepreneurship, and getting them together in one space. What was needed was a common vision that would envelope ThinkBig 2016, and stay alive and vibrant beyond that as well.

ThinkBig 2016 brought together Women Business Owners, Multinational Corporate Buyers and Members, officials from the Government of Karnataka, Multilateral and Bilateral organisations, Investors (including Banks, Venture Capitalists, and Private Equity Firms), and Industry Thought Leaders. The aim was for information to be exchanged, networks to be tapped and built, relationships to be established, business to be done, and a wide community of women entrepreneurs to be seeded - a community that will start helping each other, supporting each other, recommending each other, thus putting WEs on an accelerated entrepreneurship journey. **ThinkBig 2016** has sown the seed.

The summit was designed around three themes that focused on providing women entrepreneurs with:

- Insights into Business Knowledge
- Opportunities for Business Networking
- Access to Business Funding

The delivery of these happened through a combination of engagements:

- WEExplore - planned panel discussions on key areas
- WEDive - in-depth workshops that helped participants dive deeper into various areas
- WEConnect - networking and relationship-building spaces
- WEChallenge - a pitch competition with the opportunity to win a cash prize, as well as mentoring opportunities
- WEEngage - sessions with corporates to get a deeper understanding of their procurement processes

- WEDisplay - an exhibition and trade show space where stalls were set up, and WEs could showcase their business products and services offerings, as well gather information about various products and services designed to cater to WEs
- WECelebrate Awards 2016 - recognising WEs who have contributed significantly across various categories

OVERALL IMPRESSIONS AND HIGHLIGHTS

As the name suggests, **ThinkBig 2016** was indeed, BIG. It was Asia's largest gathering for women entrepreneurship with "scale" being the buzzword across engagement offerings (as detailed in the design section above) as well as participants from myriad walks of life. A snapshot of the numbers:

- **273** stalls
- **Over 2,000** paid delegates
- **1,973** business visitors
- **300** Industry Thought Leaders
- **45** Women's and Business Associations
- **Over 50** Speakers
- **Over 100** Government officials
- About **500** cultural performers through the day

The event saw participants from diverse industries – Agricultural sector businesses, food-processing, IT consulting, handicrafts, manufacturing, financial consulting, electronics, waste management, eco-friendly products, web design portals and websites, wellness and healthcare, fashion and grooming, and social causes. The outreach was also wide from a demographic point of view with WEs from rural and urban areas across India and the world as well as WEs who were first timers to women familiar with networking events, being in attendance.

The event also saw a breadth of speakers - from the corporate, social and development sector, from government bodies and women's associations, from consulting and financial institutions, media, and development aid agencies. This diversity added a rich and vibrant hue to all the exchanges over the two days, and helped deepen understanding for the participants.

Over the two days, the various engagements in the event were tied together through the common thread of Access and Opening up, creating awareness through training and connecting, and creating and tapping opportunities for formal and informal networking.













KEY THEMES

Inaugural Session

The summit was inaugurated by Hon. Chief Minister of Karnataka, Shri Siddaramaiah, in the presence of

- Shri R.V. Deshpande, Hon'ble Minister – Large & Medium Scale Industries and Infrastructure Development, Government of Karnataka;
- Smt. K. Ratna Prabha, IAS, Additional Chief Secretary, Government of Karnataka;
- Mr. Parul Soni, Executive Director, WEConnect International in India;
- Ms. Elizabeth Vasquez, Co-Founder & CEO, WEConnect International;
- Smt. Lalitha Kumaramangalam, Chairperson, National Commission for Women, Government of India;
- Mr. Bunty Bohra, CEO, Goldman Sachs India Services; and
- Dr. Priti G. Adani, Chairperson, Adani Foundation.

Other dignitaries present who were seated at dais were –

- Sh. D.V. Prasad, IAS, Additional Chief Secretary for Commerce & Industry, Government of Karnataka;
- Sh. Gaurav Gupta, IAS, Commissioner Industrial Development & Director of Industries & Commerce;
- Smt. Kamamma, Chairman, Karnataka Handicrafts Development Corporation;
- Ms. Greta Schettler, VP, WEConnect International;
- Ms. Jennifer Daubeny, Canadian Consul General, Bengaluru;
- Mrs. Margit Hellwig-Boette, German Consul General, Bengaluru;
- Ms. Amy Conroy, Political and Economic Associate, United States Consulate General, Chennai;
- Ms. Katharina Kuehn, Advisor, Private Sector Development, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ);
- Ms. Mamta Kohli, Senior Social Development Specialist, UKAid;
- Ms. Ragini Chaudhury, Private Sector Development Advisor, UKAid;

- Ms. Vandana Verma, Program Director, IKEA Foundation;
- Smt. Neera Saggi, Promoter-Director, WEConnect India INT Association,
- Ms. Wenchi Yu, Head of Corporate Engagement, Goldman Sachs;
- Ms. Jenny Grieser, Senior Director, Women's Economic Empowerment, Walmart;
- Ms. Sharmila Hardi, IFC, Senior Manager, FIG;
- Ms. Roshika Singh, Financial Institutions Group, Advisory, South Asia, IFC;
- Mr. Anil Sinha, Chairman, Thinkthrough Consulting;
- Ms. Eika Chaturvedi Banerjee, CEO, Future Learning;
- Ms. Chetna Sinha, Founder and Chair, Mann Deshi Mahila Bank;
- Ms. Neelam Chhiber, Co-Founder & Managing Director, Mother Earth ;
- Smt. P.V. Bharathi, Executive Director, Canara Bank;
- Smt. Chayaa Nanjappa, Founder & Partner, Nectar Fresh Foods;
- Ms. Luna Shamsuddoha, Managing Director, Dohatec New Media, Bangladesh;
- Smt. R. Rajalakshmi, President, eMERG;
- Smt. Archana Bhatnagar, President, MAWE;
- Ms. Aarti Bindra, Managing Director, ACPL;
- Smt. Uma Reddy, Promoter-Director, WEConnect India INT Association;
- Smt. Jyothi Bala Krishna, President, AWAKE;
- Mrs. Geeta Gothi, President, COWE;
- Smt. Rupa Rani, Founder Chairperson, Karnataka Chapter, COWE;
- Mr. A. Padmanabha, President, CASIA;
- Mr. M.C. Dinesh, President, FKCCI;
- Mr. Anuj Sharma, President, BCIC.

Mr. Parul Soni began his inaugural address by thanking the Hon'ble Chief Minister Shri Siddaramaiah, Hon'ble Minister Shri R. V. Deshpande, Smt. Lalitha Kumaramangalam and Smt. K. Ratna Prabha. He mentioned that they were the people behind the success, that what the attendees saw before them was the vision of the Hon'ble Chief Minister and Hon'ble Minister Shri R.V.Deshpande. He acknowledged Mr. Deshpande for having gone each step in a minute way to make

the event a great success, for his vision of thinking about how women should be included in the whole process of women in business.

Mr. Soni mentioned that it was a big privilege for him to be in Bengaluru that day because it is known for start-ups, is known as the start-up capital, the IT capital of the world. He also mentioned that there were people from 19 countries attending the summit, including a delegation from Bangladesh, and delegations from other neighbouring countries. He traced back the journey of six months with pride, and mentioned that from the time that he approached Shri R. V. Deshpande with the proposal to host ThinkBig 2016, he always met with positivity and “yes, yes, we can do it”. He thanked Mr. Deshpande for this and also thanked Smt. K. Ratna Prabha for believing in him. He acknowledged that it had been a pleasure to work with her, under her guidance. He also mentioned that it had been a pleasure to work with Mr. D. V. Prasad and Mr. Gaurav Gupta, who never stopped him from pursuing this dream.

He went on to talk a little bit about the thinking behind **ThinkBig 2016**. Across all the road shows, the visits to Jaipur, Chandigarh, Hyderabad, Bombay, Bhopal, Patiala, Gurgaon, the message being highlighted was “Think Big”. The message was that women have to come out and they have to think that they can create, they can co-create, and they can do well. The idea was that the only thing they need is a very small support, and to be told that they have partners in the journey of entrepreneurship. He spoke about how it is not to do with gender, it is basically the support anybody needs as an entrepreneur. He welcomed everyone present to ThinkBig as a platform, a community that is being built - a community of oneness, a community of unity. He urged the delegates present to interlink, to interwork, and also see how they could build this program into a mega success. **ThinkBig 2016**, he said, was not only Asia's biggest, but also perhaps, one of the biggest in the world. He also thanked Mr. Deshpande, once again, for thinking BIG.

He proceeded to outline the agenda for the two-day event. The various events that were planned were an exposition, a Trade Show, as well as the conference, which included various panel discussions on Access to Markets, Access to Finance,

Access to Entrepreneurial Ecosystems, Access to Technology, and workshops that would be conducted over the two days. He thanked all the delegates for being there, and promised that they would not regret the decision. He committed that they would be really happy to mingle, to meet people, because this community, would be larger still next year, and even larger after that. He ended with thanking, once again, the Government of Karnataka, the Hon'ble Chief Minister Shri Siddaramaiah, the Hon'ble Minister Shri Deshpande and his entire team, and Smt. Ratna Prabha for thinking, and thinking BIG.

Women have to come out and think that they can create, they can co-create, and they can do well.

– Parul Soni

Smt. K. Ratna Prabha, IAS traced the journey of bringing **ThinkBig 2016** to Bangalore. She mentioned how she saw this event as a new beginning, a beginning where women in business have come together to create a worldwide network and celebrate the unity and progress of the "She Folk". She described the journey as one

Women's associations in Karnataka have come together to form a group called "Ubuntu" (African word for helping and being together). It sounds similar to "Oggattu" (Kannada word for unity)

– K. Ratna Prabha, IAS

filled with excitement, activity, and interesting experiences. She spoke about how hosting ThinkBig 2016 in Karnataka was a culmination of the achievements of the Government of Karnataka, and

showcased the government's foresight in encouraging women entrepreneurship and WOBs.

She reminisced how the new industrial policy was launched on 17th October 2014, under the new vision and foresight of the dynamic Chief Minister Shri Siddaramaiah, who was also holding the Industries portfolio then. When it was brought to his notice that WEs needed special focus and attention, he immediately realised the gap and necessity, and agreed to have a separate policy for women, with a host of incentives and concessions for women. This led to a lot of enthusiasm among women's associations in Karnataka, who, since then, have got together and formed a group called the "Ubuntu" group, which in Africa means helping and being together.

Surprisingly, the word "Ubuntu" is very close to the Kannada word "Oggattu". Oggattu also means "together".

Later, supported by the CM, a delegation of about 20 WEs, attended the WEConnect conference in Orlando, USA, and got aware of the WEConnect certification. When they came back and presented this to the CM, he agreed that the Government of Karnataka would reimburse the WEConnect certification for the first three years. She commended the government saying that such an initiative, where the government has come forward to reimburse certification fees, has not happened in any part of India, and perhaps, not in any part of the world. A second delegation of 20-25 women visited Austin, USA, and came back with the idea of hosting ThinkBig in Bangalore, a move that was approved by the CM. She commended this vision of the Government of Karnataka, led by CM and Industries minister, which made the huge gathering possible.

Moving on to talk about the event, Smt. Ratna Prabha spoke about how the event is not only for discussing barriers or glass

Behind every successful woman is a tribe of other women.

– K. Ratna Prabha, IAS

ceilings, but a forum for meeting to join hands for a better tomorrow, to set an example for the world to follow. She believed **ThinkBig 2016** is a platform, which would create opportunity for millions of WEs to co-exist and unite in harmony and synergy. It is a platform, which will support access to market, finance, entrepreneurial ecosystems, and in turn will create wealth. She saw this event as a new awakening for everyone attending, where women from various parts of the world were attending to network and create a community of WEs and women leaders; a community that would stay connected. She emphasised the need to stay connected after the event. She saw this as the world's largest chain of women entrepreneurs, with a very unique partnership with created along with WEConnect, who hold the knowledge and capacity to faster growth.

She reminded the audience of the great challenge and responsibility to perform that they now face. To all the women present, she urged them, as women leaders, to

evolve as role models in their respective spheres of life. Her vision was that women should show the path and lead the way for generations to come, for what women leadership and women entrepreneurship is all about. She highlighted the fact that managing homes and business with perfect balance is no child's play. At home or at work, we mean business - was the message she hoped women would give their surroundings. She also wished that the two-day summit would create and bring together an unprecedented and unimagined chain of WEs, and connections made at the event would create a permanent relationship, a feeling of positivity, friendship, togetherness, and contribute towards the enhancement of the image of the women in a new light, and create space for women in the world's economy. Behind every successful woman is a tribe of other women. She believed it was the day to exhibit that women stand by each other.

She urged successful women to support those women who are not that successful, to be role models. She exhorted all the women present to be leaders, and show the world a new face of women. She took pleasure in saying that she was sure the world was looking at the gathering, at Karnataka, and **ThinkBig 2016**, with great pride.

Ms. Elizabeth Vasquez acknowledged the support of the Government of Karnataka in believing in not just WEConnect,

To our members, I say – pay it forward, expand connections, demonstrate in life, and business, what it means to succeed.

– Elizabeth Vasquez

but also in the power of women to lead India, and the world, together with men. She noted the presence of men who were there, supporting the efforts to realise the dream of equal opportunities for all people to reach their full potential. She talked about how WEConnect corporate members spend over a trillion dollars a year buying from various vendors. To WOBs, thus, she spoke about how WEConnect wanted to hear from them, buy from them, partner with them, and how she believed that the investment of attending **ThinkBig 2016** would definitely pay off. She reminded each person attending that it was up to them to make a commitment to not forget the day, and that they would go back and pay it forward. She urged them to share with other Women Business owners about what they learned, who they met,

and about expanding connections. In doing so, they would be demonstrating what it means to succeed in business, and in life.

She highlighted how WEConnect has members in over 100 countries, and that these members, and all women in the world, could make no more excuses, except move forward and leverage their power. She stressed that men and women, together, have the responsibility and power to fight for equal opportunities, inclusive growth, and job creation.

Mr. Bunty Bohra appreciated the getting together of so many leaders from so many sectors of life: celebrating the women entrepreneurs. He pointed to the power of markets that creates jobs and growth. He spoke about Goldman Sachs' flagship

Including women in business is not a CSR activity, it is creating a space that helps them thrive .

– Bunty Bohra

programme of training 10,000 women entrepreneurs around the world, of whom 1,300 were from India and 130 were attending this event. Bangalore

is their second largest office, the organisation focuses on educating women in engineering colleges across the country, through an internship programme. They have a programme for pregnant and expectant mothers and since 2011, a childcare programme for women who are re-entering business after a break.

Dr. Priti G. Adani spoke about women being the real architects of society. She reminded the audience of how women have relentlessly contributed, at home and with their family businesses, for the betterment of their families, society and communities, despite their efforts being undermined and unrecognised for centuries. She remarked on how this has neither deterred, nor dampened their spirit.

Entrepreneurship one of the most important tools for empowering women, economically and socially.

– Dr. Priti G. Adani

She spoke about how entrepreneurship is one of the most tools for empowering women, economically and socially. In highlighting the factors for WEs to thrive, she

mentioned access to resources and market linkages. She also talked about significant issues being around the extent to which women have actual ownership and active control over the enterprise, how self-confident they are, and how much they invest in self-development. She mentioned that the cooperation of, and encouragement from, their families, social circles, and the government, are all critical factors that help WEs succeed. She appreciated the policies that the Government of Karnataka has in place for WEs. Dr. Adani emphasised the need to provide WEs with training in non-traditional, high-skill activities, as well as in basic management skills, along with providing access to capital. She shared of the work of the Adani Foundation that has worked with 100,000 rural women across 13 states in India with a philosophy of generating social change through income generation programmes for women.

Women in rural India, she said, still engage in direct and allied agricultural activities, run small shops, sell by-products or handmade products and generate income for their families. And they do this despite facing numerous problems of health, malnutrition, repeated childbearing, and lack of education. A Government of India study showed that more than 40% of rural women directly or indirectly contribute to the upliftment of their families, thus bringing about social change.

Dr. Adani shared the example of a group of 60 women in a tribal belt of Chhattisgarh, who were given basic training on tailoring, and initial support, by the Adani Foundation. This group now makes school uniforms and supplies these to all the schools in that entire district. The power of economic self-reliability has made a great impact on their social status. There are hundreds of such examples, she averred, some successful, some failed, but the quest continues.

She shared that Karnataka ranks 3rd in India for women entrepreneurial activity, that it is the home of 103,169 women business enterprises, and the total investment of women owned enterprises totalled 404 million USD in 2012-2013, employing about half a million people. This clearly indicates a significant impact of women owned enterprises. She said other states should learn from Karnataka's example. Dr. Adani also shared that the 4th Medium, Small, and Micro Enterprises (MSME) census

reported that four states - Karnataka, Kerala, Tamil Nadu, and West Bengal - together comprise 51.9% of India's WOBs. According to her, this was clear evidence that South India, especially Karnataka, has an excellent ecosystem for women owned enterprises. In closing she said that she was delighted with the ThinkBig platform, and believed it to be a great initiative.

Smt. Lalitha Kumaramangalam was emphatic in her assertion that, in India, it is

Network, build groups. We have no men's club. We don't even have a women's club. We must get together.

– Lalitha Kumaramangalam

time that it understood that it makes sense to invest in WEs, and that it is not CSR any more. She shared statistics on the labour force, and how 80% of it is women, and how the

problem is that our statistics, at the state or central government level, are not really reflective of the amount of input women have already made in the economy of India. She spoke about how most women workers are in the informal, unorganised sector. 90% of the women in the workforce are in the informal sector; particularly agriculture is totally dominated by women. However, women **own** only 2% of assets. Women have hardly any property in their name, they don't inherit property, and a significant impact of this is that when women approach banks for loans, they are at a severe disadvantage. The same holds true for women who want to build their business.

She highlighted how women are not taught to be pushy or aggressive, not taught to ask for help, or even ask for something that is their basic right. Despite the fact that a woman asking for a loan is asking for it on the same terms as a man, the average woman faces double, triple, and quadruple jeopardies in the process. She reminded the audience to heed the fact that those sitting in the room were not representative of the average woman in the country, and that the average woman in the country is undernourished, underpaid, under-represented, and mostly has no voice. She clarified that a woman saying it is her right to have a crèche at the workplace, because she produced the child, carried him/her for nine months, and is going to breastfeed him/ her because that is the basic nutrition that will give the child the best start in life, is not asking for favours - she is asking for a right. In saying that, she believes, a woman is also saying that if she is not there, the organisation would

spend much more money in training a new person, and would probably get someone who is less efficient, less loyal, and likely much more corrupt.

Smt. Kumaramangalam shared that India has the best form of democracy at the grassroots – the Panchayat-level. 53% of all Panchayat presidents are women. While 15 states in India have 50% reservation for women to be elected to Panchayat offices, the other states have 33% reservation. A quick calculation shows that about 10% of the women who are Panchayat presidents have, therefore, competed and won. There are women among them who are educated, raring to go, and who know they can make a name for themselves. All they need is training; all they need is a mentor. She differed with Smt. K. Ratna Prabha, saying that a significant problem, she believes, is that women don't mentor other women. From her own life and career experience, she noted that her mentors were always men, not women. She was fortunate to have the privilege of a family name and a level of education that most women in the country don't have, as well as to have a family that is very liberal. Many women do not get the same opportunities, and this is why she stressed that women should mentor other women.

According to her, the best thing that **ThinkBig 2016** could do would be to work as a massive boost to networking. She exhorted the women present to

Believe in yourself, trust your own instincts. Most of us are capable of standing on our own feet. All we need is a little support, and that is our right.

– Lalitha Kumaramangalam

network, to build groups, to recognise that we have no men's club, nor a women's club, and that becomes a major disadvantage. She believed that women coming together, raising their voice, asking for help or their rights, have a far greater chance of being heard. She urged women to not tolerate discrimination or violence at any cost, to not adjust.

She drew a clear distinction and talked about how the event was not centred on talking about equality, but that it was about asking for equal opportunity. That women be given the opportunity everyone deserves. She also encouraged women to build groups. She gave the example of how self-help groups have been one of the big

successes, and that the poorest of poor women have built cooperatives that have made economic history almost. She shared of her work with self-help groups in Tamil Nadu since 1994. Some women started by saving Rs. 3 a day, which came to less than Rs. 100 a month. Today, some of those women have bank assets worth crores. They dictate terms in their villages. She used this to highlight that women need to form groups with women who have similar needs and opinions. She also asked women to invest in assets, that she asks all the women she meets to stop buying jewellery, and buy housing property instead - so they would have a roof over their head, when trying to provide for themselves.

She clarified how India is patriarchal, and that it is not just men who are patriarchal, but enough women as well, who are equally, if not more, patriarchal. She mentioned this in the context of discrimination, and how all forms of discrimination are perpetrated by people who are more powerful - man or woman. She averred that this could be averted if women are given the opportunity to stand on their own feet and become economically independent; She said that along with education, the most important thing for any sort of empowerment of women is **economic empowerment**. If a woman is able to earn her own money, and spend it, of her own free will, she is empowered. And once she has done that for a few months or years, no one would be able to hold her back.

She spoke of the importance of believing in oneself, trusting one's own instincts, believing that most of us are capable of standing on our own feet, and that all we need is a little support, which is our right.

In the end, she talked about how the Indian economy understands that investing in women is one of the best things any government can do. That every politician understands that the woman's vote carries weight. She exhorted the women present to use these factors and stand up for herself. In her mind, it was clear that therein lies the progress of the country, that without every one - man and woman - progressing, India would not move forward.

Shri R.V. Deshpande began his speech by acknowledging the presence of the CM, Shri Siddaramaiah, Smt. Lalitha Kumaramangalam, Ms. Elizabeth Vasquez, Mrs. Dr. Priti Adani, Bunty Bohra, Smt. K. Ratna Prabha, Mr. D. V. Prasad, Mr. Parul Soni, and other dignitaries on and off the dais, off the dais, as also the WEs, and representatives from print and electronic media. He mentioned that it was a privilege and honour for Karnataka to have this international conference here. He acknowledged the support of the CM, Shri Siddaramaiah, who has been always encouraging the WEs, and commended him for the introduction of the Industrial Policy of 2014-2019, while he held additional responsibility for the Industries portfolio - a unique policy that helps not only the WEs, but also the weaker sections of society. He was of the opinion that many states would have to think and follow on that policy.

21st century is the century of women. This is your century.
– Sh. R. V. Deshpande
Hon'ble Minister, Karnataka

He surmised that this could be the first international conference for women, held in India, and that was possible thanks to the interest taken by Smt. Ratna Prabha, and the team at WEConnect. He averred that the event was a golden opportunity to connect, to realise that the attendees at the conference ranged from a WE hailing from a village, to those from Bengaluru, Delhi, Bhopal, New York, London, and also South Africa. He was happy that WEs from rural areas had turned up in large numbers, and he saw this as a great opportunity for them. He believed that the exhibition, with more than 272 stalls, was a great opportunity for the WEs to showcase their products and service offerings. He said that women have a lot to do; that they have the responsibility to ensure their dependence reduces. He talked about how the prosperity of the entire world, and India needed women to be involved in economic, social, and education activities. He mentioned that times have changed, and women are not restricted to the kitchen and children any more. Across

You women have a bright future, provided you are not shy. You have to be bold enough.
– Sh. R. V. Deshpande
Hon'ble Minister, Karnataka

the world, and in India, he saw many WEs, big and small, a sight that made him proud. 21st century is the century of women – this is your century.

Minister Deshpande also stressed that it is time for women to grab the opportunities knocking at their door, and that if they have to be successful, they will need to fight. He quoted some statistics while highlighting that the contribution of WEs to the GDP is very very less. Figures showed that just over 8 million women in India contribute 3.09% of the industrial output. This pointed to the tremendous scope there is for women to undertake entrepreneurial activity, whether through trade, industry, even tiny or small industries, and not just the large industries. He stated that they would like to see more and more small entrepreneurs come up.

Karnataka, under the leadership of Shri Siddaramaiah, is developing four exclusive parks for only women. Priority was given to women during allotment. WOBs have been encouraged through incentives, concessions, etc. He assured the audience that Karnataka state, under the leadership of Mr. Siddaramaiah, would not lag behind in encouraging women. He also invited women from other states in the country, and those who have come from abroad, to come and invest in Karnataka. He highlighted how Karnataka is a very progressive state, and had 50% reservation for women in the Panchayat Raj system and Urban Development system. He shared about two important programs have been brought by this government – one is the Stree Shakti program, which empowers women; the other a new housing scheme called Ashraya, aimed at ensuring that assets are created in the name of women, and under which houses are sanctioned to poor women, in their names only, and not in the names of their husbands. Karnataka, he said with pride, has taken a lead to see that women are not dependent on men for anything, and that they be self-sufficient. He believes that women have a bright future, provided they are not shy, provided they are bold. In his experience as Industries Minister, he had observed a large number of women working in the Information Technology (IT) industry, garment industry, jewellery industry, and found that women do a better job than men. He shared his mantra of “invent in Karnataka, innovate in Karnataka, invest in Karnataka” because, according to him, the future of India will be made from Karnataka. He presented the evidence that Karnataka leads IT, BT, start-ups, aviation, human resources – the largest numbers of R&D centres are in Karnataka. He believed this was so because of the rich human resource, and that the future of this country was going to be built from Karnataka. He exhorted the audience to

dream BIG, think BIG, and then ACT BIG, and that doing all these would definitely make them successful.

He concluded his speech with reminding the audience that he had said earlier that 21st century is the century of women. He was emphatic that without the presence of women in any political, social, economic field, the country or the world could not prosper. He reminded the women present that men had been guiding their destiny, but it was time that women decided that their destiny be guided by them alone, and that men's destiny also be guided by the women. He ended with thanking WEConnect for their cooperation and support, especially Parul and his team; Mr. D V Prasad and the entire team for taking interest, especially Smt. Ratna Prabha who took a lot of interest; all the organisers, and the dignitaries on the dais who were investing their time at the event, as also the delegates. He invited them to have two days of rich discussions and deliberations, reminded them to connect as much as possible, and invited them to extend their stay in Bengaluru visiting various sites.

Shri Siddaramaiah, Hon'ble CM of Karnataka, began by acknowledging the presence of Hon'ble Minister Shri R. V. Deshpande, Smt. Lalitha Kumaramangalam, Ms. Elizabeth Vasquez, Shri Bunty Bohra, all dignitaries on and off the dais, representatives from the media, and the delegates present.

Karnataka state is focused on building women oriented policies, which will propel equitable and sustainable growth

*– Shri Siddaramaiah
Hon'ble CM, Karnataka*

He expressed his delight at being present with the attendees at **ThinkBig 2016**, Asia's largest Women Entrepreneurship and economic

empowerment platform, connecting WOBs with public and private sector opportunities. He spoke about how he felt privileged to host it in Bengaluru, Karnataka, and to receive delegates from various parts of the world. He was happy to share that Karnataka state is focused on building women oriented policies, which would propel equitable and sustainable growth.

Shri Siddaramaiah went on to congratulate WEConnect International for choosing to

host **ThinkBig 2016** in Bengaluru. He talked about having approved the reimbursement of the fee of WEConnect International membership for the next three years, in a phase manner, once he understood that the WEConnect International certification helps WOBs succeed in global value chains, and get connected to Indian and Multinational corporations. He also believed that the delegates would benefit from the two-day conference, which promised an opportunity to experience the rich programming, targeted match-making, and abundance of networking opportunities with corporate, government and women business enterprises, and exhibitors showcasing their brands, products and services, their capabilities, and opportunities.

Reminiscing of the time when the new Industrial Policy of 2014-2019 was launched, he talked about how the focus then was on equitable and sustainable development with a special focus on the manufacturing sector, creation of employment opportunities, and promotion of medium, small, and micro enterprises, and all sections of the society. He mentioned how WEs have been given special attention to encourage enterprise creation and capacity building by them, for inclusive growth and sustained development. He was candid about his surprise at the kind of unprecedented response this received from the WEs in such a short span. Initially, the government had thought of developing one women's park at Harohalli, near Bengaluru. But, surprisingly, there had been a great response from all over the state, to set up parks for women. He spoke of recent information that WEs of

Karnataka's diversity ration in employment and entrepreneurship is amongst the best in India.

*– Shri Siddaramaiah
Hon'ble CM, Karnataka*

Kalburgi, a backward district, have also demanded a park. He noted the enthusiasm generated among the WEs, and remarked that if things continued in the same vein, Karnataka would have women's parks all over the state soon.

The Hon'ble CM was happy to share that Karnataka's diversity ratio in employment and entrepreneurship is amongst the best in India. The ecosystem is regarded as the benchmark for women to live and work, and he expressed happiness that the state was moving in the right direction. In support of women in the workforce, he gave

examples of the government having appointed women bus drivers, and having provided 40-50% reservation for women to join local bodies as elected representatives. He cited the World Bank report of 2010-2011, which mentioned that the highest percentage of women work participation was in the USA at 45%. The share was 35% in Brazil, 38% in France, 40% in Indonesia, 42% in Canada, and

Networks like ThinkBig 2016, and WEConnect, have a critical role in finding solutions to common challenges faced by women globally.

*– Shri Siddaramaiah
Hon'ble CM, Karnataka*

43% in the UK. As against these percentages, the women work participation in India was 31.6%. According to the 4th MSME census, Karnataka, Kerala, Tamil Nadu, and West Bengal, have

51.9% of the country's WOBs, truly indicating the potential that exists in Karnataka and India. He was sure that with incentives taken up, Karnataka would soon be in the top slot for Women Entrepreneurship. To his mind, **ThinkBig 2016** was a great platform for many aspiring and existing WEs, providing them with equal opportunity for economic freedom and well being, and wealth creation. He stressed that such networks have a critical role in finding solutions to common challenges faced by women globally, and bringing about greater equity, and he congratulated WEConnect International for this initiative, and partnering with Karnataka.

In closing, he reiterated that the Karnataka government was rolling out the red carpet to WEs, and he urged all present to explore entrepreneurial opportunities in Karnataka, and make Karnataka their base. He also shared his best wishes with WEConnect International, and wished all the delegates the very best in pursuing their dreams. He hoped they would be able to find the right opportunities, and to scale up their businesses. He recognised the relentless efforts of Shri R V Deshpande, the team of officers, and all industries associations, which made the event a success. He ended his comments with an invitation to all attendees to enjoy the hospitality and pleasant experience of the stay in Bengaluru, and to visit the nearest tourist spots.

Key takeaways that participants left the inaugural session with:

- Ask for what you want, it is your right
- It was inspiring to see so much encouragement given to women entrepreneurs from the Govt. of Karnataka
- Beautiful mix of wannabe and successful entrepreneurs - enabling all of us to learn from each others stories and support each other
- This is an interesting mix of prominent thought leaders, private and public undertakings and entrepreneurs. I have been for previous events, so am keen to know what has changed for WEs since the last event.
- I did not know that the state is doing so much for women entrepreneurs. I am surprised to see so many government officials present for the event and to see the Chief Minister stay for so long. We, from the private sector, stay away from government but now I feel like I can reach out to them. Hearing K. Ratna Prabha and Lalitha Kumaramangalam felt good. I may write them a mail. This was inspiring. Makes me want to go back and do something more.
- This was an eye-opener - the government is doing so much. There are so many things that women can do. This was very well organised. The talks were quite inspiring.
- Our lack of awareness holds us back.





































WEExplore

WEExplore was a series of panel discussions held on day one of the summit. WEs face challenges in terms of limited access to markets and finances, a non-conducive ecosystem and limited understanding of technology. Interplay of these factors curtails growth of women-owned businesses. These panel discussions aimed to, therefore, increase awareness regarding these issues so that WEs can build competitive business models that uphold the values of innovation, scaling up and sustainability.

There were four themes explored as panel discussions:

- To help women entrepreneurs expand **Markets**, gain access to a wider client base by supplying to multinationals, and by increasing their awareness of the procurement strategies of various companies, key challenges and suggestions.
- To level the playing field for women by sharing policies, practices, and initiatives undertaken to build multifaceted support, and more effective **Ecosystems** for women's entrepreneurial activity in the country.
- To help women overcome barriers to **accessible Finance**, for both long-term financial, and frequent working capital needs, share initiatives and financial services available, especially for women-owned businesses.
- To increase the awareness of WEs on the availability of digital and technological solutions for business processes, and how they can help improve performance, to help WEs overcome their hesitation to adopt **New Technologies** by highlighting various innovative technology solutions.

Each WEExplore panel discussion was kicked off by a short motivational and insightful WEIgnite talk. The aim of this talk was to bring in an industry leader perspective on what it means to be a WE, or the expectations from WEs, or challenges they face while owning and running businesses.

Access to Markets

The background for including this focus area was that numerous studies have shown that lack of adequate awareness as well as access to markets is a key barrier keeping women from scaling their business and achieving their true potential. The panel discussion was designed to provide WEs with the opportunity to hear from Procurement and Marketing Heads of leading global companies to understand their procurement strategy, current procurement needs, as well as challenges faced. The session was to include an interactive component with WEConnect International Certified Women Owned Businesses raising questions, concerns, and feedback. The panel was to be highly valuable for women entrepreneurs looking to gain access to a wider client base by supplying to large multinational companies.

Mr. Krish Iyer (CEO, Walmart) opened this session with a WEIgnite talk in which he emphasised that WEs should commit to conducting business in an ethical way. He also said that women entrepreneurship could grow in India only through Education, Experience and Exposure.

Ms. Greta Schettler (Vice President, WEConnect International) moderated the panel, which included leaders and procurement heads from companies that engage in Retail sales as well as WEs –*Mr. Gopal Pillai (Director and GM, Amazon Seller Services, Amazon)*, *Ms. Anubha Grover (Strategic Global Source Manager, Intel)*, *Mr. Abhishek Mathur (Chief Procurement Manager, India and South Asia, IBM)*, *Mr. Sanjeev Bhandari (Vice President, Accenture India)*, *Mr. Utkarsh Biradar (VP, Products, ShopClues)*, *Ms. Neelam Chhiber (Co-Founder and Managing Director, Mother Earth)* and *Ms. Chayaa Nanjappa (Founder and Partner, Nectar Fresh Foods)*.

Each of the companies represented shared their Key Performance Indices and overviews of their Diversity & Inclusion programs, which focus on increasing the number of women-owned businesses in their supplier portfolio. Their core message was that increasing sourcing from women-owned businesses requires that all key stakeholders be brought together in a meaningful manner.

Panelists advised WEs to focus on three key areas to ensure greater access to bigger markets - domestic and international:

- *Competitiveness* - related to Cost and Quality - consistency and adherence to high quality standards, clarity of the unique differentiation, and value addition of their product or service.
- *Scalability* - to meet increased demands of volumes.
- *Traceability* - making sure to comply with existing laws, ensuring ethical ways of doing business.

With a 200-strong attendance, the session was interactive and challenging. To the question from a delegate on how to access online sales, panelists responded that WEs must adopt technology for efficiencies and scale; ensure that their product or service meets customer needs, and delivers to stated expectations and promises made. WEs were advised to overcome the mind-set that getting online is tedious - to engage and see that it can actually be simplified.

WEs from rural areas shared their challenges of access to urban markets - they have high quality products but lack information on pricing or consumer need or Internet access for engaging in social media etc. WEs from rural areas are comfortable speaking in their regional languages while urban markets are dominantly English speaking.

WEs also wanted transparency of information and training on skills to negotiate pricing better, and awareness of how to get empanelled with large corporate organizations.

Access to Effective Entrepreneurial Ecosystems

The Panel was designed to bring together government officials, experts, policymakers and entrepreneurs to discuss the initiatives undertaken towards building a multifaceted support for women entrepreneurs. The idea was that creating an entrepreneurial ecosystem goes beyond extending support to existing women entrepreneurs. It involves expanding the pool of potential entrepreneurs by devising policies and incentives, easing the barriers and creating enabling environment for doing business as well as encouraging healthy competition. It is important to integrate policy and regulatory reforms with comprehensive services to educate, finance, advise and encourage women entrepreneurs.

Takeaways that the panel promised included learning about the initiatives and schemes launched by Central and State Governments to boost support to women entrepreneurs, and what the current impact of these schemes is, capacity building through sharing information and creating awareness of entrepreneurship development programs offered by various education and management institutions in India, connecting by knowing of the existing networking opportunities and avenues that entrepreneurs could use to grow businesses, and empowering through information sharing on handholding support extended by government for WEs.

The panel was moderated by *Mr. Anil Sinha (Chairman, Thinkthrough Consulting)* along with inputs from *Mr. Pankaj Pandey (CEO, Karnataka Industrial Areas Development Board)*, *Ms. Jennifer Daubeny (Canadian Consul General, Bengaluru)*, *Ms. Ragini Chaudhury (Private Sector Development Advisor, UK Aid)*, *Ms. Vandana Verma (Programme Director, IKEA Foundation)*, *Ms. Jenny Grieser (Senior Director, Women Economic Empowerment, Walmart)*, *Mr. Clement Chauvet (Chief, Skills and Economic Development, UNDP)* and *Ms. Kathrina Kuehn (Advisor, Private Sector Development, GIZ)*.

About 200 delegates listened very keenly as panelists shared that the largest barrier women face is inadequate information about opportunities and services. A report published in 2014 shows that women in work force in India has come down to 24%

from 37% (2005). In the ILO global ranking report, India stands at 120 with just 20% women-owned businesses.

Several organizations like UNDP, Walmart, UK Foundation focus on delivering intensive high quality skill building and training women entrepreneurs on how to make their product/service unique; how to match this with market need; and help create partnerships that transform the ecosystem. To enable a supportive ecosystem, Karnataka Government is setting up gender-sensitive entrepreneurial areas. Details on the exclusive industrial parks in Harohalli, Mangalore, Dharwad and Bellary were shared, with some information about future plans for further expansion also being unveiled.

Participants voiced some of their challenges:

- How do we get men to take us seriously? Engaging with the Ecosystem also means that we sensitize the men who are vendors/ buyers, to take us seriously.
- As a woman-owned business that is a Small or Medium Enterprise (SME), how do I approach large retailers? I cannot afford to discount my product as much as I am requested to do.

Access to Finance

According to the International Development Research Centre (IDRC) – WEConnect International report, two-thirds of women-owned businesses lack access to a loan or line of credit. While non-availability of long-term finance is a key issue faced by women, regular and frequent need of working capital and long procedure to avail financial services is also critical financial problems faced by most entrepreneurs. Women disproportionately face financial access barriers that prevent them from participating in the economy. The thinking behind including this area was for key stakeholders of leading financial institutions to discuss the concerns, prospective, initiatives and financial services offered by them. Some key takeaways envisaged for the audience were gathering information around the initiatives and schemes launched by leading financial institutions in India to help women owned businesses secure finance for their business. The panel also aimed to discuss the key

challenges that women face on access to finance, as well as the key issues and concern experienced while lending to women owned businesses. The panel also intended to help WOBs understand how they can be better equipped.

The panel was moderated by *Ms. Sharmila Hardi (Senior Manager, IFC)* and supported by *Mr. Vijay Ganapathy (COO, Thinkthrough Consulting)*, *Ms. Chetna Sinha (Founder and Chair, Mann Deshi Bank)*, *Mr. Bhadresh Pathak (Senior President and Head, Business Banking, Yes Bank)*, *Ms. P.V. Bharathi (Executive Director, Canara Bank)*, and *Ms. Wenchi Yu (Head of Corporate Engagement, Goldman Sachs)*.

More than 300 delegates attended the session and they had innumerable questions as it opened up newer thought processes.

Various banks described special programs for WEs that target and support women-owned businesses by looking at existing assets, simplified processes, concessional rates etc. They also talked of the expansion of mobile banking and thumbprint recognition.

The banking institutions shared that their biggest challenge related to overcoming the mind-set and unconscious bias of underwriters against women applying for business loans. Banks shared processes they had created to ensure that no application for credit/ loan from WEs could be rejected without being referred to senior officers. Banks also shared that there is positive belief that women are more diligent about repaying loans, and that defaulting rate on loans by women is low.

Several of the WEs from rural areas shared their challenges:

- Lack awareness of the government schemes and subsidies, or how to get these loans
- They lack confidence to approach bank officers who often turn them away
- They require training on building their confidence to approach bankers or taluk offices to access existing information
- Lack of financial literacy - most WEs are not aware of their accounting books

or the required documentation that must accompany a loan application

- Difficulties in dealing with loan sharks/ middlemen who charge enormous fees and penalties

Access to Technology

The way we do business has evolved significantly in the last decade. Despite democratization of technology, it has been observed that a large segment of WEs is unaware or hesitant to adopt technology to improve the way they do business.

Thus, the panel on Access to Technology was designed to be a highly informative discussion on the availability and need to digitise business processes to improve business performance, as well as highlight various innovative technology solutions that entrepreneurs can consider in order to improve their business performance. Aspects that the panel was to touch upon included discussing availability of innovative technology solutions that entrepreneurs could consider to improve their business performance, need assessment, which involved sharing how entrepreneurs can assess their technology needs, and adaptation, or how adopting technology could help improve business performance.

The panel on Technology was moderated by *Mr. Parul Soni (Executive Director, WEConnect International in India and Global Managing Partner, TTC)* and he was supported by *Ms. Luna Shamsuddoha (Chairman, Dohatec New Media)*, *Ms. Monika Panpaliya (Senior Director, IT International, Boeing India)*, *Mr. Jitendra Chaddah (Senior Director, Operations and Strategy, Intel India)*, *Mr. Srikant Rao (Country Head and MD, ASAP)* and *Mr. Adam Purvis (Founder, The Power of You)*.

About 250 women delegates participated actively in this session, where the panelists uniformly agreed that greater technology adoption is a must for WEs to achieve efficiencies, scale, and analytics that can help drive stronger decisions. They also posed some provocative questions about whether low adoption of technology by WEs was because women felt daunted by technology. Another factor could be that technology adoption by SMEs is low because of the high cost attached to it. With technology being more applications driven, the panelists explored how women can

scale their skills to access these new technologies for efficiency and better decision-making.

Some myths were also broken - when many women from the audience and men who were panelists expressed that women can actually be better at technology adoption than men.

A note of caution was also expressed - not to rush into adopting technological processes. WEs were advised to do a feasibility study to understand their firms Information Technology/ other technology needs. With the availability of the SaaS (Pay-by-use) model, WEs of smaller firms were asked to leverage this to manage costs of using technology. They were encouraged to look for innovative partnerships, and to boldly approach firms for accessing their software for free. The core message was “don’t hesitate to ask for free product try outs or service”.

Day one of information sharing concluded with greater awareness being created, and WEs feeling more empowered with the knowledge they had gleaned through the various panel discussions.

WEDive Workshops

While day one focused on sharing information, day two was centred around creating experiences and deeper understanding some areas that WEs could take back with them and apply to their real-world business challenges.

WEDive workshops were designed to help WEs craft particular solutions to areas around Personal Branding, Leadership, Social Media Outreach, Women's Safety, and Creating Employment Opportunities, Enabling Entrepreneurship & Bridging the Information Gap (the Disha Project).

Personal Branding

The session was designed on the belief that “a strong personal brand can open the door to new businesses and career opportunities, which is why so many entrepreneurs today invest time in building and curating an authentic presence that highlights their best qualities.” As entrepreneurs, women often put in time and effort into crafting a unique, marketable brand for their business - this usually overshadows another important brand that is critical for the business: a personal brand, brand "YOU".

We need to know who we are at the core of our DNA. Who we are at the core of our being is a gift. It is the value that we bring. We are not compartmentalised creatures who bring only part of ourselves

– Avani Parekh

The aim of the session was to explore how WEs could leverage their unique personality traits and technologies to shape their messages, and take ownership of how people, customers and other businesses perceive them.

Ms. Avani Parekh from Sheroes.in led the session in a highly engaging and interactive format that allowed the audience to share their stories and speak for themselves. The women came up and shared their stories and what makes them who they are today. They got in touch with the fact that they can claim their space once they know who they really are.

Ms. Parekh reinforced the notion that women are connectors. They do things in community.

Leadership

The central premise of the session was that Leadership is the process of interpersonal influence over the activities of team members towards the achievement of organizational goals in a given situation. In order to run a sustainable business, entrepreneurs must work effectively with subordinates, peers and business associates, with the success of a business depending significantly on the leader's ability to develop and sustain the team spirit among the people under their care.

WEs, especially, face a unique set of challenges in their professional careers. The interpersonal skills for building and working in teams, and for managing conflicts, become essential prerequisites for WEs as organisation leaders.

Research indicates that we have only 20 seconds to 2 minutes to make our first impression.

– Sapna Padmanabhan

The session also promised to explore the topic of effective leadership and how it is constantly evolving. The focus was to be on helping participants discover innovative and practical tools that can make them more competent, articulate, creative, credible and inspirational.

The session was led by Ms. Sapna Padmanabhan from BRIDGE Partnership, Hong Kong, and began with sharing that most entrepreneurs are driven by an overriding

Have an honest description of your current reality and a vision that inspires you. The right tension between the two helps you launch yourself and achieve your results.

– Sapna Padmanabhan

purpose when starting their business. However, in the course of daily operations, this purpose is often sidelined. The ability to visualize, articulate,

communicate, and inspire a possible future state for a business is a vital component that transforms an entrepreneur into a successful leader, and is often a determinant in whether a business will succeed or fail.

It then went on to be an exercise in visualization and imagination. “How do I make my vision come through?” was the big question! Aligning the big picture with the jobs people are doing today. One of the biggest ingredients for that is Imagination. Ms. Padmanabhan spoke about how the Vision has to be the Woman Entrepreneur’s, authentic and heartfelt. Also, that WEs need to find innovative ways to keep it alive, to keep the picture of a desired future at the forefront. She highlighted the challenges of balancing work and life, and gave voice to what women can learn to do to ease the pressure on themselves. She exhorted the women to not underestimate the power of imagination, while also emphasising the difference between dreaming and imagination. A key tip that Ms. Padmanabhan shared was about why women should create an Elevator pitch, and about connecting the pitch to the IT-US-ME. Through a highly interactive session, she helped the participants craft their vision, using various models and exercises. She also used Peter Senge’s model to create the right tension between honest description, current reality and an inspiring vision. Participants left the session saying they enjoyed Ms. Padmanabhan’s facilitation style, and that they would implement what they learned and discovered during the session.

Social Media Outreach

The workshop was designed with the aim of helping WEs understand “how to use the Internet & social media to grow their business ten-fold”.

Led by *Mr. Amit Agarwal, Founder WhizKidz Media*, and *Mr. Misbah Ashraf, Product Evangelist*, the session was very interactive, getting the participants to share their approaches to, and experiences with, Social Media.

Women's Safety

This session was geared to help women create safe environments for themselves, and their employees, as well as get some insights into protecting themselves in potentially unsafe situations. Specifically, participants could look forward to learning how to turn various weaknesses like fear, physical size issues etc. into strengths by harnessing their own inherent protective tool. The workshop also promised to touch upon subjects like how to deal with sexual harassment where violence is not an option, and how to escape sexual assault where violent fatality is a possibility. It was led by *Mr. Franklin Joseph (also nicknamed 'Dr. Safety')*.

Creating Employment Opportunities, Enabling Entrepreneurship and Bridging the Information Gap - Disha Project

Disha is a multi-partner collaborative project that works to help vulnerable women in India learn marketable skills and then connect them to income opportunities. It regularly convenes stakeholders across different sectors in India to co-develop solutions to overcome the remaining barriers for women's entry and success in the workforce. At ThinkBig, Disha facilitated a 'deep-dive' with summit participants to assess the current ecosystem that women entrepreneurs operate in, and how different actors can work together to boost access to skills and financial resources, bridge information gaps, create market linkages, and provide mentorship to enable business owners to succeed.

The facilitator for the workshop was *Ms. Vandana Verma (IKEA Foundation)*, present in India for the last 15 years, and focusing on child labour and women empowerment.

The workshop objectives were:

- Raising awareness about the Disha project and partners among ThinkBig participants
- Facilitating a discussion among women business leaders, government, financial institutions, corporations, non-profit organisations, investors and

thought leaders to collaboratively tackle systems challenges to WEs' success in Karnataka

- Developing a shared understanding of the challenges faced by women entrepreneurs, particularly those operating in rural settings
- Collectively identifying strategies for action and potential projects for Disha and partners to scope and lead in Karnataka

Participants broke out into different discussion stations to focus on one facet of the women's entrepreneurship ecosystem.

Access to finance: The session talked about financial literacy among women. Access to finance is one of the biggest challenges that WEs are facing. The rural community faces this challenge much more than their urban counterparts, as the husbands maintain most of their financial records. There was a lot of knowledge sharing on various government schemes available for WEs, and how to connect to women's organization that facilitate these processes.

Customer awareness and access (product demand, product specifications, volumes, quality standards, markets): The competition is intense with the same product being created by different women shrinking the existing market. One of the main challenges is how to keep up with changing market needs? The women spoke about lack of funds to engage in marketing. They discussed that they had heard of social media like Facebook but were not really sure how to get there and use it for promoting their products. A key barrier was a rural community speaking a local language connecting with an English-speaking market.

Scalability was another factor that was a point of discussion, including connecting with mentors who would guide them and take them forward. There was a recognition that there are resources available; the main challenge that the WEs face is tapping into these resources. How to reach out to mentors and these resources came across as a major challenge.

Linking into supply chain: Another challenge that came up during the discussion was access to adequate storage facility, which forces them to sell at whatever price with no bargaining. How could they get access to big retail chains with better storage facilities? How to find mentors/ training in maintaining quality was one of the major points of discussion. 90% farmers grow organically, but middlemen mix products; how to reach the end customer so that the same product reaches them from producer to end customer. On an average, there are 7 hands impacting the pricing; how to avoid middlemen is difficult due to logistics. The probable solution offered was to form groups and fix price, and be stronger with the middlemen. How to leverage HOPCOMS to overcome the supply chain challenge?

Access to information/ skills/ mentoring: Most WEs want to scale up, have skills and aspirations, and dream to grow big. The biggest challenge is lack of information of schemes, inability to find consumers, and lacking knowledge of how to market their product. The dependency on existing NGOs came up, showing how they are left in the lurch when the NGOs leave or close down.

Market issues for collective businesses: Another major challenge to the WEs is that of loan sharks/ micro finance. How to access markets/ finance? Participants wanted mentors who would guide them in understanding the market needs, etc.

Women, once given opportunities, can become catalysts for change, not just in their families, but also in society at large.

Ms. Verma spoke about having a model that can have a transformational impact, can be replicated in terms of public-private partnership, and that responds to the needs of private sector, the aspirations and skills of women, that brings local and international agencies, and skill institutes, together. She suggested that the WEs work with a range of partners - UNDP, IDF and Xynteo.

The key needs of WEs that emerged post all discussions were: **Mentoring, Awareness and Literacy.**

WEEngage Corporate Sessions

Alongside the WEDive workshops, day two also ran some engagement sessions with Corporate organisations that focused on various aspects of running a business, and understanding the ways and means to gaining access to supplier diversity programs. WEEngage was about smaller groups of WEs getting information from teams that work on procurement processes within key organisations.

Business Security

Co-owners of Security India, Capt. Martina George and Major Saurabh Srivastava conducted a workshop on Security challenges for WEs, and how they identify risks, and mitigate them.

When women entrepreneurs start their journey they focus on their goals and plans. However, they often do not think of their personal or business security, and this can pose risks to their lives as well as their brand, operations or assets.

Through a structured presentation, the speakers created awareness about personal and business security, and helped delegates start planning and managing their own as well as their business' security. Key areas that the session focused on included:

- Understanding what is a 'risk' and what is 'risk management'
- Elevating risks from a local to a larger problem
- Planning for business continuity by mitigating identified risks
- Understanding Personal security
- Planning for personal security

The session introduced the above topics in order to enhance delegates' knowledge levels about security, and also to stress the importance of planning for it. Moreover, it introduced key metrics that delegates applied to their own business situations, in the process becoming aware of potential risks to their businesses. During the session, they also created rough plans to mitigate those risks.

A delegate, at end of the session, said she got an opportunity to think about security matters that put her, as well as her business, at risk, and even plan to take care of it, to a certain extent. She said that she would like to make use of the matrices shared to make more detailed plans and take her personal safety more seriously.

Becoming a supplier with Walmart

Jenny Grieser, Prashant Rajapaksha (Regional Head for India, Bangladesh and Pakistan), Puneet, and Sunil Jacob (from the Sourcing team), represented Walmart, as they walked the delegates through the Walmart process of identifying and empanelling suppliers.

20 WEs who were suppliers of a variety of products such as handicrafts, jewellery, meat, etc. attended the session, with a desire to become suppliers to Walmart.

They were taken through a presentation that shared information on -

- An overview of Walmart's business
- Walmart's business model and the productivity loop
- Mission and roles - Global sourcing
- Products sourced from India
- Principles and Quality
- Prequalification process for global sourcing

When the session was opened for questions, they were greeted by very specific questions the WEs had come prepared with. Some sample questions -

- If we are supplying to country other than India, do we need to comply with laws of that country to get licences from that country? Does Walmart have authorised bodies, which can help us with these?
- How do you scale up without an order? What do you look at as scaling up? Can we get some mentoring?
- I have met a buyer at Walmart but I am still not getting any business and I don't even know why.

The presenters, through their answers largely provided information, but also clarified misunderstanding, and offered support and advice.

Some clarifications were -

- Walmart is not going to buy from you simply because you are a woman-owned business. The competitive market scenario demands that WEs do their market analysis, and offer something unique, whether that be by way of innovation, colour range, or shorter delivery times, as examples.
- Walmart is interested in reorderable basic items
- One of the delegates was also offered support in terms of information on why the buyer did not order her product even after meeting with her

Some valuable advice that the delegates received was -

- If you want to go global, understand the market and competition, the culture, the laws for clearing customs, and identify who could be your distributor
- Understand the mind-set of our buyer
- Grow slowly and execute well, building a good product, shipping on time, and surround yourself with people you trust
- Be transparent and state your capacity upfront

A delegate who attended the session said that she realised how competitive business was. She also said that she developed an understanding of what Walmart was looking for.

WEConnect

The team at Power of Youth (PoY) have spent the last five years travelling the world building and serving a community of game changing entrepreneurs and innovators who are proving we can use business to build a better world.

If we have no peace it is because we have forgotten we belong to each other.

– Mamma T

At ThinkBig, team PoY aimed to create a safe space where meaningful connections could be made, and deep insights uncovered, and where delegates could learn as much about themselves as they would about the people they met. A side effect of this work is connections that can last a lifetime; the purpose is much greater than that and much more powerful.

There were close to 45 delegates attending this session when it began. Adam Purvis of PoY took the delegates on a journey of inquiry. He presented a series of insightful questions such as “a moment when they felt most alive” or “my limiting self-belief” which helped them get in touch with themselves. He also got them to share their discoveries with fellow delegates, as well as listening in to, receiving, and connecting with discoveries their co-traveller made.

At first they appeared a little sceptical and also hesitant in participating. However as the session progressed they seemed to be engaging with one another as well as having fun.

Participants left the session saying they had come expecting something different, that this was insightful, and valuable. At the same time, they also wished they had had the opportunity to engage in some networking to establish business contacts.

Participants also shared the following -

The key insights that they wished to take forward -

- Awareness that I need to be a keen listener and give my full attention to my potential customers

- The importance of bonding with people, and looking at people not just from the perspective of business
- Awareness of my fear of making mistakes and losing my job
- Discovered my limiting self-belief “I am not good at working with people”
- Discovered my fear of running out of money

When asked how they plan to apply their learning/discoveries, the following were some of the responses -

- Focus on taking action
- Plan and prepare for engagement meetings
- Get ready with leaflets, pamphlets and concept-building notes
- Review the outcomes of actions consistently
- Must start opening up a little more
- Must start believing in myself
- Must push myself to push people

WEChallenge

WEChallenge was a pitch competition inviting WEs from across India. The participants were selected through an online competition on Facebook, where they had to post a video showcasing their enterprise in three minutes.

There were 82 entrants, out of which 30 candidates were invited to participate in the WEChallenge short listing round on day one of ThinkBig. The shortlisting round involved a three-minute presentation to a panel of judges, followed by a brief question and answer session. Based on this, judges chose 10 participants to engage in the WEChallenge Grand Finale where 5 winning participants were chosen by the Jury. The judges included business leaders from various sectors.

The 30 semi-finalists were highly enthusiastic and energetic WEs who pitched their offerings and answered questions. The list of the semi-finalists and their offerings includes:

WE Name	Enterprise Name	Offering (Product/ Service)
Meghana	Styledotme	An online fashion advice portal
Aparna Mishra	Krishna Polymer	Injection moulded components, tables, hangers, etc.
Pooja	Jogo App	Health and fitness app
S George	Organic food	Selling farm fresh food and sustainable living
Vaishali	Consulting in project management	Online consultancy for various start-ups - delivered 5000 hours of consulting, so far
Theresa	Equipping children with world class education	Social enterprise
Roli	Veins	Green disposables

Sonia Sharma	Organic food	Sustainable living and healthy food
Ruchika	Waffle machine	Food industry
Jayati Agarwal	Influential marketing	PR firm
Ankita	Tactile books for visually impaired children	Social enterprise
Diksh/Aishna	Kidzig	One-stop shop for children
Janaki	Djobs	Career portal
Rashika	Saffron Crafts	Jute products
Vinita	Indian Edulearning Cultural Exchange (IECE)	An experiential learning program
Saumya	Tatpar	Facilities and services

Prachi Gaur	Surprize	Creating memorable moments
Pratibha Singh	Story tellers	Character designing
Shivani	Battees	Handwritten communication
Kruthika	Oowomaniyaa	Online health and wellness consultation for women between 16 and 45 years
Deepa Pant	Swatanya online store	Apparels for women and children
Ganga Raj	I love 9 months	Pre natal and post natal fitness videos
Silpa Reddy	Lux Packaging	Designer packaging for products

Rachana Thamankar	Thrifty gene learning	Online offline financial learning solutions
Manisha	Medilife	Medical card

Some critical feedback that judges provided the participants with included the fact that many had come under-prepared for the pitch, either over-shooting the time allotted to them, or under-utilising it. Also, many needed grooming on how to present to a business audience, as well as how to hold their own with confidence when faced with the stress of difficult questions.

Based on the following criteria for evaluation:

- Team
- Product Readiness
- Market Validation
- Business Model

10 finalists that went into the Grand Finale were:

Meghana Saraogi	styledotme
Pooja Kumar	Jogo
Silpa Reddy	Lux packaging
Rachana	Thrifty gene learning
Pratibha Singh	Storytellers
Vinita	IECE
Ankita	Tactile books for visually impaired
Krutika	oowomaniyaa
Roli Bhatt	Veins
Sonia	Nature Organic

They presented their three-minute pitch and had to take a question from the judges, and one question from the co-participants. All the participants were extremely well prepared and very passionate about their products. The passion to make a difference and create a vision of their own was very obvious in the way the participants presented their pitch.

Judges of the Grand Finale were Sri Vathsala (founder CEO of 2 companies - Wintrans, a start-up advisory for women, and Fintrans), Chirath (entrepreneur and Angel Investor with a portfolio of angel investments with WEs), Geetha (CEO of Ignite confidence Pvt. Ltd., an organisation that imparts education training and mentoring to WEs), and Rakesh (Co-founder of the PAN IIT nation building program, IIT MENTORS, and also lead at sidbistartupMitra.in programs).

The Top five Finalists selected by the eminent jury were:

1. Ms. Meghana Saraogi (styledotme.com)
2. Ms. Pooja Kumar (Jogo)
3. Ms. Roli (veins)
4. Ms. Kruthika Katrat (oowomaniya)
5. Ms. Ankita (tactile books for visually impaired)

The final rewards announced were a **prize money of 1 lakh INR for each WE**, with the winners being enrolled in the WEPair mentorship program. All five finalists hoped to raise funds for their venture, and were looking to scale up their start-ups. They were also looking for mentors, and to increase their customer base. Additionally, they used this opportunity to build network for themselves.

Plenary: Business and Human Rights

The plenary was moderated by *Ms. Mamta Kohli, Senior Social Development Specialist, UK Aid*; The speakers included *Mr. Sher Singh Verick, Deputy Director, DWT South Asia & Country Office India, ILO*; *Mr. Abhishek Jani, Country Director, Fair Trade UK*; *Mr. Kenneth Khalkho, Partner – Ethical Business Advisory, Thinkthrough Consulting*; and *Mr. Arjan de Haan, Program Leader, Social & Economic Policy, IRDC*.

In the early 1990s, the Labour Rights movement brought in several code of conduct for the industrial sector, like BICC, Ethical Trade Partnership and so on. All of these defined minimum wages, working hours, social security benefits, health and safety, ethics and integrity, and management systems that ensured all these compliances. All these components are integral to businesses.

Ms. Mamta Kohli welcomed all the speakers and opened the plenary for discussion by asking the speakers to connect how individuals and businesses grow, and therefore, the significance of human rights in this context.

Mr. Sher Singh Verick responded by saying that there are specific ILO strategies to ensure labour rights to bring about social justice. Hence, it is necessary to get businesses on board in terms of human rights. This is a need, globally, to debate ethics around building businesses. Global supply chains represent 80% of the market, and need to recognise that they have an important role to play in addressing issues with regard to ethical treatment of labour.

Mr. Kenneth Khalkho noticed that the attendance for the plenary was not as big as the previous day. He wondered whether that indicated that human rights as an issue is not taken seriously in the business context. He urged the attendees to go back from the summit with an understanding of supply chain compliance and labour rights.

Mr. Abhishek Jani said that the motto of Fair Trade is to fulfil potential with dignity. Fair Trade deals with small traders and farmers, and these are subject to lot of

exploitation as they are unorganised and unaware of regulatory mechanisms. There is a need, therefore, to organise and collectively think, and act, for these stakeholders. While the system would find a way of circumventing, the collective power of organised labour has to be harnessed in a sustainable manner so that they can ensure that human rights provisions are followed.

Ms. Kohli continued the above thread of discussion by asking how businesses can be made to comply with these human rights mechanisms. Mr. Khalkho replied by saying that a business is perceived as a responsible business where the operating costs are low (less accidents, less attrition etc.). Hence, it is very important to invest these non-financial aspects. It flows from the basic dignity of respecting and caring for human beings by changing behaviour and changing priorities in business.

Mr. Verick added that it is important to promote a business model that includes, and upholds human rights, in small enterprises lower in the supply chain. Productivity increases with the development of right business models, therefore, in this context, there is a need to empower women to be strong entrepreneurs. This requires a bottom-up model that covers the invisible employees especially women.

The discussion proceeded to look at the costs that businesses will have to incur to fulfil these compliances. Mr. Janiwas of the

The impact of work is not just about production, but it is about social justice and traceability.

– Abhishek Jani

opinion that investing in compliances is the real cost of doing business. He gave an example of Mandala brand, a business in Pondicherry that employs 80 % women in business. The owner started taking interest in the personal lives of women workers and supported them. The attrition rate of the business came down and quality increased, which in turn helped her business. The case helped illustrate that Investment in human rights helps businesses gain in the long run.

Mr. Khalkho added that the current mind-set in the industry ignores this issue. As a result, safety of labour and principle of equal wages is compromised. A Walmart study tracked the impact of change of practices, and found that when people are

placed in positions of empowerment they contribute to the overall development of the company.

Human rights are beyond compliance. It is about organisation culture.

– Kenneth Khalkho

This session brought out the importance of investing in human beings and running ethical businesses that can thrive in the

long run, and that is part of being global. That the most successful companies are ethical companies, and that a successful plan towards compliance would involve the capacity building of employees, and an active dialogue around human rights.

The audience raised an important question - whether positions of privilege result in exploitation and in such a scenario how does one deal with it. Mr. Jani replied citing that Fair Trade as a company has 50% board members from the farming community. So every company needs to have a framework that empowers the communities that they work with. The fundamental issue is with awareness and opportunity. There is a changing trend where retailers are engaging with communities and companies are looking at remedial measures like traceability to check if compliance mechanisms are working. The scope of audits has expanded and they can now include the voices of several stakeholders.

Then the issue of migrant labour was discussed and the audience wanted to know how can an entrepreneur take up the issue of educating them when the labour is constantly moving. Also the fact that these labourers work long hours for shorter months. Some of the industries like food are more prone to such a scenario than the others. Mr. Verick replied saying that one has to work with the supply chains and systems that lead to better market approach. And if the entrepreneurs use the bottom-up approach, educate the procurers and increase access to social security, the scenario will improve and the labour movement will stabilise.

Another interesting question was how would human rights make sense when there is food insecurity. Mr. Jani replied saying that the question is not about either or. But it

can be taken up collectively by not employing child labour, less use of pesticides, low use of groundwater and so on.

WEDisplay Trade Show

A trade show featuring 273 stalls of WEs, industry associations, strategic partners, companies, as well as corporate procurement desks over 10000 square meters of space, ran in parallel, through the two days of the event. WEDisplay saw interesting products and services on offer, as well as a wide representation of women from urban and rural India.

VALEDICTORY

The valedictory was attended by

- Hon'ble Home Minister Dr. G. Parameshwara,
- Smt. K. Ratna Prabha, IAS, Additional Chief Secretary, Government of Karnataka,
- Dr. G. Kalpana, Principal Secretary, Department of Personal and Administrative Reforms,
- Mr. Sonjoy Chatterjee, Chairman, Goldman Sachs India;
- Dr. Kiran Mazumdar Shaw, Managing Director, Biocon India Limited;
- Ms. Elizabeth Vasquez, CEO, WEConnect International and
- Ms. Greta Schettler, Vice President, WEConnect International,

Ms. Greta Schettler opened the valedictory ceremony by inviting the audience to share their experiences of the summit. The audience responded by saying that it was a great opportunity for networking and meeting women from all over India, and that it gave them a sense that women could compete with men.

Mr. Sonjoy Chatterjee remarked that access to capital is a big hurdle that the entrepreneurs face to build businesses and India still has a small percentage of women led businesses. He felt that the capacities of women entrepreneurs should be built and he mentioned that Goldman Sachs, in partnership with Indian Institute of Management, Bangalore, was starting a 12-month course on women entrepreneurship in that direction.

Dr. Kiran Mazumdar Shaw thanked Smt. K. Ratna Prabha for bringing such a wonderful event to Bangalore. She felt that investing in Karnataka means investing in women. She congratulated the organisers for the apt theme of ThinkBig as it helps women to break out of the boutique mind-set. India is a start-up capital and Bangalore stands at 15th place in the world as a start-up hub. Women own 9% of these businesses. It is expected that by 2020 the number of start-ups will treble. 60% of the jobs are created by SMEs. Women find it difficult to scale up as 90% of them

find it difficult to access capital. She urged women to hold on to their entrepreneurial spirit and get all the support required from the government.

Smt. K. Ratna Prabha, IAS, spoke about why Govt. of Karnataka insisted that this event is brought to Bangalore. During the course of finalising, the Industrial Policy the government realised that the women had the potential to scale up here but needed access to capital and markets. The women are hearing about this network and coming forward to join. Some women are happy and some not so happy. But I will ask them to wait till their efforts pay off.

After this, the ThinkBig song was sung and the audience joined with them.

Dr. G. Parameshwara congratulated Ratna Prabha for all her hard work and acknowledged her role in bringing the global investor's meet to Bangalore. He applauded the Chief Minister and the Minister for Large and Medium Scale Industries for creating an entrepreneurial ecosystem in Karnataka. On behalf of the government, he said that the government offers a safe place for investment and hopes that many more industries are set up here in future.

The Valedictory included the giving away of the **WECelebrate Awards** for 2016. The awards were to recognize and celebrate the achievements of WEConnect International in India Certified Women-Owned Businesses in the respective categories set out for the year.

The objective of these awards was to honour excellence and potential of these women entrepreneurs. They were a tribute to women who have managed to overcome challenges and have been able to achieve brilliant success in their chosen field. The awards were designed to provide inspiration for other women entrepreneurs, and set an example of ethical and responsible entrepreneurship.

There were three award categories:

- **WE-Innovation Award**- for WEs who have implemented an innovation in their product or service or process or promotional campaign in order to make their

brand stand apart or achieve scalability. Parameters for winning included innovation in terms of developing a product or service or process or promotional campaign, etc., out of the box thinking, and scalability due to innovation (projected/actual).

Ms. Kumud Sharma of Super Seva Services was presented this award.

- WE-Inspiration Award- for WEs who have managed to overcome challenges and stereotypes, and have achieved success in their chosen field. Indicative parameters for judging included types of challenges faced, measures taken to overcome the challenges, and what others could learn from that organization.

This award was presented to Ms. Ranjini Poddar of Artech.

- WE-Promote WE Award- for WEs who have more than 50% of their employees and vendors as women/ women-owned and managed businesses. The criteria for winning included the number of women as employees, and the number of women as vendors.

Ms. Rashmi Vaswani of Rich for having more than 50% employees and vendors as women.

Mr. Parul Soni closed the valedictory, and the event, with his closing remarks in which he spoke about feeling truly accomplished with the way the summit has taken shape, and how it has paved way for WEs to connect and grow. He whole-heartedly thanked the Govt. of Karnataka, Smt. K. Ratna Prabha and all his partners for supporting him in this journey. He applauded Elizabeth and her team's contribution for taking up the cause of building a women's entrepreneurial network and shared how a WhatsApp group of women entrepreneurs is growing strong in numbers every day.







































IMPACT

An event of the scale of ThinkBig 2016 is going to have long-lasting impact, much of which will be visible in the months and years to come. The event is just the beginning. Having said that, there was some significant impact that was visible during the event itself.

- 2500 WEs from across India, and the world, were part of it. Almost 2000 business visitors attended as well. Spreading the word for Women Entrepreneurship at such a large scale was a key impact that the event made.
- It also brought together people from diverse backgrounds and resources on one platform.
- The event brought together both the public and private stakeholders.
- It achieved the fundamental purpose of helping WEs network, and bringing them closer to realities of the sector. It opened up new thoughts and avenues for women-owned businesses.
- WEs from Kalburgi launched a website (www.klamp.org) of their own during the summit. They built it all in a matter of ten days and wanted to showcase it as part of the event. It shows the enthusiasm that women entrepreneurs felt during the build up of the event.
- WEs left with greater insight into what it means to own and run a business, the imperatives of accessing markets, finance, technology, and the ecosystem they are a part of.
- Key corporate buyers like Walmart, Amazon, and ShopClues shared details of their sourcing and supplier diversity processes, giving the WEs ideas on how to become suppliers to these corporates.

Way Forward

The way ahead can be looked at from two angles. First, as a step for WEs to consolidate the learnings from the summit to redefine their businesses; and second, for the organisers to recapture what worked in the summit, what needs to change, and what more to include in the coming year.

Way ahead for women entrepreneurs

The summit opened a unique opportunity for women to network with other entrepreneurs, buyers and sellers. It, thus, increased the base of their contacts and was a great platform for relationship building for their businesses.

The summit focused on the challenges that WEs face, and creative ways of dealing with the same, be it accessing markets or finances. Most importantly, it helped them understand the value of an ecosystem that fosters the growth of women entrepreneurship. The WEs realised how, as part of the ecosystem, they have to look beyond personal gains and work towards collective bargaining and mutually beneficial mechanisms that would allow them to grow. They have to now make an effort to become global citizens through strategic thinking and use of technology.

The WEs have to locate their businesses in a framework of compliances that promote human rights, inclusiveness, and equal opportunity. The footfall in the human rights session was not impressive as WEs focused more on business networking, and other areas that would immediately help their businesses grow. They have to go towards being socially responsible entrepreneurs.

During one of the panel discussions it was pointed out that large number of WEs still choose businesses related to fashion and retail, though there are lot of opportunities in sectors like agri-based businesses. The clarion call was for WEs to expand their preferences to venture into uncharted, yet profitable businesses.

Finally, WEs have to enter a learning mode, and tap into the innumerable courses and certifications that are available to enhance their growth and effectiveness as entrepreneurs.

Way ahead for the Karnataka and the Nation

India is a country of unity with diversity and has 29 States and 7 Union Territories with a population of 1210.19 million out of which 586.47 million are female and 623.72 million are males as per 2011 Census. The status of women has improved considerably with conscious efforts of the Government of India and State Government from time to time.

Hon'ble Chief Minister of Karnataka, Sri Siddaramaiah is known for his concern towards the welfare of deprived sections and the downtrodden. When he was holding charge of Minister for Industries, he appointed Smt. K. Ratna Prabha, IAS, as the first woman Additional Chief Secretary for Commerce and Industries and also realized the necessity to have a separate policy for women with hosts of incentives and concessions and also to establish exclusive women's parks in the State. His vision is to have an exclusive women's park in every district of Karnataka by 2020 and also to focus on skill development of women so that they will be in a position to produce best quality goods to face the challenges in the market both National and International. He also recognizes that women who constitute 50% of the population need to be encouraged and their contribution to the economy for an inclusive growth and a healthy and balanced growth of the State is necessary.

There are several associations of women entrepreneurs like AWAKE, Emerge, COWE, KASSIA, WEKAS, LAMP etc. These women associations and organisations of Karnataka were working independently decided to come together and grow together to form a consortium called Ubuntu to work for the growth of Women Entrepreneurs. Ubuntu means spreading humanity and supporting one another. It also means I am what I am because of who we all are. This group also is on a Whatsapp group and members are in touch daily. Later, a delegation of women entrepreneurs led by Smt. K. Ratna Prabha, IAS, was approved by the Hon'ble Chief

Minister to attend the WE Connect conference at Austin, where the logistics of WE Connect Certification was understood. This resulted in the Government of Karnataka issuing the Government Order on bearing the cost of WEConnect Certification of Women Entrepreneurs from Karnataka for the first three years. Such an initiative has not happened in any part of the country and probably the world. Invest Karnataka a Global Investor's Meet organised in February 2016 was the most successful event which attracted huge investment proposals to the State and an exclusive women's vendor development with top MNCs was held. Later on, a delegation again visited Orlando to attend WEConnect Conference wherein the decision to conduct ThinkBig 2016 was discussed. ThinkBig 2016 was organised on 14-15th November 2016 in Bangalore, which was Asia's largest women entrepreneurship and economic empowerment platform connecting women-owned businesses with public and private sector opportunities ThinkBig was a culmination of the achievements of Government of Karnataka and showcases the Government's foresight in encouraging women entrepreneurship and women owned businesses. As rightly said women have been called the "third billion" – the next wave in mainstream economic growth which will propel economies into the future. To help ensure this growth, all countries must support expanding market opportunities for their women business owners through business education and market access.

In addition to supporting women entrepreneurship which is mainly focused in urban and semi-urban areas, Government of Karnataka also supports women's self-help groups in rural areas to empower them economically and socially by organizing them into self-help groups. These groups are given loans from the Banks to support their activity. So far they have around 1.50 lakh self-help groups and these groups have saved around Rs. 2,139 crores since inception.

Now the way forward is to have a pyramid approach from the grass roots to the capital and build up the economy of the State and the Country in providing mentorship to women entrepreneurship to get business linking them with MNCs and facilitating them to scale up business. It is also our endeavour to reduce the gap between rural and urban entrepreneurship and slowly merge them.

Way ahead for the organisers

The summit achieved its goal of reaching out to large number of WEs, and other key stakeholders in the ecosystem for women entrepreneurship, creating Asia's largest women entrepreneurship event. The way forward calls for creating deeper impact and investing the next few years in strengthening the ecosystem that has been activated.

Some of the challenges that emerged in the areas of planning and organisation will also need attention. A key concern voiced by participants was that with many sessions and offerings happening simultaneously, they felt pressured to choose to attend one and leave another, and therefore, felt like they lost out on some engagements. Perhaps, a model where more in-depth, single sessions are offered, so women entrepreneurs engage in learning a concept in its entirety, could be explored.

To keep the relationships and network vibrant and alive, there were suggestions and requests for smaller localised events that could be run in various regions, which could also reach out to a larger number of WEs, some of whom may not be able to attend an annual event in a city far away from them.

Another aspect was how the good work and foundation laid during the event could be firmed up and nurtured. A greater, more concentrated focus and effort is required to help WEs build their professional and business capacities and capabilities. An idea could be offering short, intensive courses related to different aspects of personal and business growth through the networks and relationships with various women's associations. Some of the courses that are offered by Walmart and IKEA Foundation could be linked to WEs network so that they are encouraged to take up learning seriously.

Finally, what could also be invested in is an exhibition that showcases social businesses run by women entrepreneurs, and which propels the idea of innovation and sustainability.

END NOTE

In ending, it can be categorically said that ThinkBig 2016 has definitely opened up the space for WEs and the ecosystem to reach a wider audience, and build on relationships critical for the support network for WEs to flourish. It is huge step, and the first in a journey of a thousand miles. What needs to happen now is for the ecosystem to invest in nourishing the emergence and growth of WEs and women-owned businesses. This will require energies to be focused and concerted to actions at the micro and macro level, from various stakeholders. In the words of the poet, Robert Frost -

*“...But I have promises to keep
And miles to go before I sleep
And miles to go before I sleep.”*



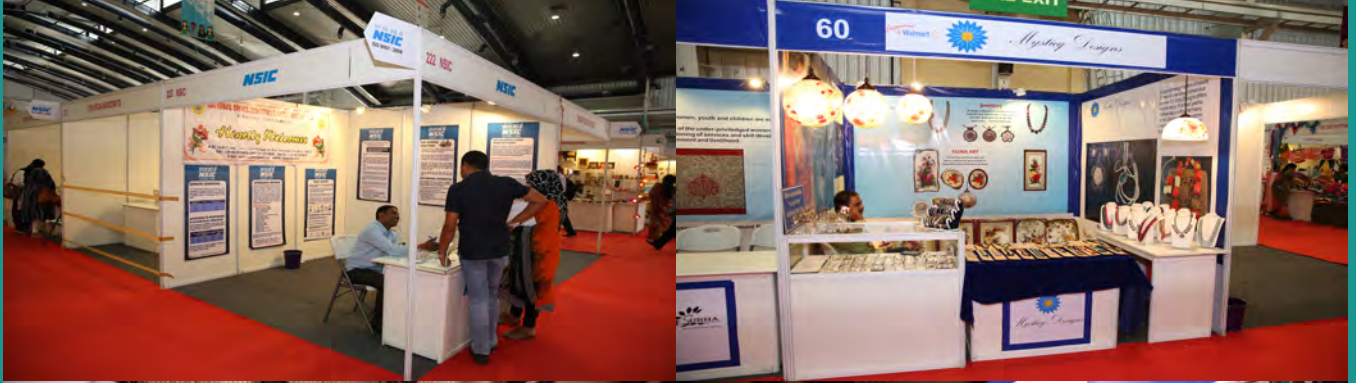
























Annexure 1

Speakers' Directory

LAUNCH OF THE WEDISPLAY TRADESHOW

DAY 1: Nov 14
10.00 am - 10.30 am
Hall 2

Launch of the **WeDisplay Tradeshow** by the **Chief Guest - Chief Minister of Karnataka & Delegation of Ministers** in presence of various Global Women's Associations & lighting of the lamp by Hon'ble Chief Minister in the presence of other Dignitaries

INAUGURATION FUNCTION

DAY 1: Nov 14
10.30 am - 12.00 noon
Jacaranda



Inaugural Address by
Shri Siddaramaiah
Hon'ble Chief Minister
Government of Karnataka

Keynote Address by
Shri R.V. Deshpande
Hon'ble Minister - Large & Medium
Scale Industries and Infrastructure
Development, Govt. of Karnataka



Address by
Smt. Lalitha
Kumaramangalam
Chairperson, National Commission
for Women, Government of India

Opening Address by
Smt. K. Ratna Prabha, IAS
Additional Chief Secretary
Government of Karnataka



Shri D.V. Prasad, IAS
Additional Chief Secretary
Department of
Commerce & Industry
Government of Karnataka

Shri Gaurav Gupta, IAS
Commissioner for Industries
and Director of Industries &
Commerce
Government of Karnataka



Address by
Ms. Elizabeth Vasquez
Co-Founder & CEO
WEConnect International

Address by
Dr. Priti G. Adani
Chairperson
Adani Foundation



Address by
Mr. Bunty Bohra
Chief Executive Officer
Goldman Sachs India

Welcome remarks by
WEConnect International
Mr. Parul Soni
Executive Director
WEConnect International in India



INAUGURATION FUNCTION

DAY 1: Nov 14
10.30 am - 12.00 noon
Jacaranda



**Vote of Thanks by
Ms. Uma Reddy**
Promoter - Director
WEConnect India INT Association

Ms. Greta Schettler
Vice President
WEConnect International



Ms. Vandana Verma
Program Director
IKEA Foundation

Ms. Neera Saggi
Director
WEConnect India INT Association



Ms. Amy Conroy
Political & Economic Associate
U.S. Consulate General
Chennai

Ms. Jennifer Daubeny
Canadian Consul General
Bengaluru



Mrs. Margit Hellwig-Boette
German Consul General
Bengaluru

Ms. Yoonah Kang
Executive Director
Office of Corporate Engagement



Ms. Wenchi Yu
Head of Corporate Engagement
Goldman Sachs

Ms. Jenny Grieser
Senior Director, Women
Economic Empowerment
Walmart



Ms. Katharina Kuehn
Advisor, Private Sector
Development, Deutsche
Gesellschaft für Internationale
Zusammenarbeit (GIZ)

Ms. Luna Shamsuddoha
Managing Director
Dohatec Media
Bangladesh



INAUGURATION FUNCTION

DAY 1: Nov 14
10.30 am - 12.00 noon
Jacaranda



Ms. Luna Shamsuddoha
Managing Director
Dohatec Media
Bangladesh

Ms. Mamta Kohli
Senior Social Development
Specialist
UK Aid



Ms. Ragini Chaudhury
Private Sector Development
Advisor
UK Aid

Ms. Neelam Chhiber
Co-Founder & Managing Director
Mother Earth



Ms. Aarti Bindra
Managing Director
ACPL

Ms. Roshika Singh
Advisory
FIG South Asia, IFC



Ms. Sharmila Hardi
IFC, Senior Manager
FIG

Ms. Chetna Sinha
Founder and Chair
Mann Deshi Mahila Bank



Smt. P.V. Bharathi
Executive Director
Canara Bank

Ms. Eika Chaturvedi Banerjee
Chief Executive Officer
Future Learning



Mr. A. Padmanabha
President
KASSIA

Mr. M.C. Dinesh
President
FKCCI



INAUGURATION FUNCTION

DAY 1: Nov 14
10.30 am - 12.00 noon
Jacaranda



Smt. Chayaa Nanjappa
Founder & Partner
Nectar Fresh Foods

Smt. R. Rajalakshmi
President
eMERG



Smt. Jyothi Bala Krishna
President
AWAKE

Smt. Archana Bhatnagar
President
MAWE



Smt. Rupa Rani
Founder Chairperson
Karnataka Chapter
COWE

Mr. Anuj Sharma
President
BCIC



WEIGNITE : SESSION KEYNOTE

DAY 1: Nov 14
1.00 pm - 1.10 pm
Jacaranda



Mr. Krish Iyer
Chief Executive Officer
Walmart India

**WEEXPLORE: ACCESS TO MARKET OPPORTUNITIES
(PARALLEL)**

DAY 1: Nov 14
1.10 pm - 2.00 pm
Jacaranda



Moderator
Ms. Greta Schettler
Vice President
WEConnect International

Ms. Anubha Grover
Strategic Global
Sourcing Manager
Intel



Mr. Gopal Pillai
Director & GM, Seller Services
Amazon India

Mr. Utkarsh Biradar
VP - Products
Shopclues



Contd..



Mr. Sanjeev Bhandari
Vice President
Accenture India

Mr. Abhishek Mathur
Chief Procurement Manager -
India & South Asia
IBM



Ms. Neelam Chhiber
Co-Founder & Managing Director
Mother Earth

Ms. Chayaa Nanjappa
Founder & Partner
Nectar Fresh Foods



WEIGNITE : SESSION KEYNOTE

DAY 1: Nov 14
2.00 pm - 2.10 pm
Jacaranda



Ms. Sharmila Hardi
IFC, Senior Manager
FIG

WEEXPLORE: ACCESS TO FINANCE

DAY 1: Nov 14
2.10 pm - 3.00 pm
Jacaranda



Moderator
Ms. Sharmila Hardi
IFC, Senior Manager
FIG

Mr. Vijay Ganapathy
COO & Partner
Thinkthrough Consulting



Ms. Chetna Sinha
Founder and Chair
Mann Deshi Mahila Bank

Mr. Bhadresh Pathak
Senior President & Head -
Business Banking
Yes Bank



Ms. P.V. Bharathi
Executive Director
Canara Bank

Ms. Wenchi Yu*
Head of Corporate Engagement
Goldman Sachs



WEIGNITE : SESSION KEYNOTE

DAY 1: Nov 14
3.30 pm - 3.40 pm
Jacaranda



Ms. Eika Chaturvedi Banerjee
Chief Executive Officer
Future Learning

WEEXPLORE: ACCESS TO EFFECTIVE ENTREPRENEURIAL ECOSYSTEMS (PARALLEL)

DAY 1: Nov 14
3.40 pm - 4.30 pm
Jacaranda



Moderator
Mr. Anil Sinha
Chairman
Thinkthrough Consulting

Mr. Pankaj Pandey, IAS
Chief Executive Officer
Karnataka Industrial Areas
Development Board (KIADB)



Ms. Jennifer Daubeny
Canadian Consul General
Bengaluru

Ms. Ragini Chaudhary
Private Sector
Development Adviser
UK Aid



Ms. Vandana Verma
Program Director
IKEA Foundation

Ms. Jenny Grieser
Senior Director, Women
Economic Empowerment
Walmart



Mr. Clement Chauvet
Chief, Skills and
Business Development
UNDP

Mr. Kathrina Kuehn
Advisor, Private Sector
Development, Deutsche
Gesellschaft für Internationale
Zusammenarbeit (GIZ)



**WEEXPLORE: ACCESS TO TECHNOLOGIES
(PARALLEL)**

DAY 1: Nov 14
4.40 pm - 5.30 pm
Jacaranda



Moderator

Mr. Parul Soni
Executive Director
WEConnect International in India
& Global Managing Partner, TTC

Ms. Luna Shamsuddoha
Chairman
Dohatec New Media



Ms. Monica Aggarwal
Vice President, India Systems
Development Lab
IBM

Mr. K.G. Alai
Chief General Manager
SIDBI



Ms. Akanksha Himatsingka
Managing Director
Himatsingka Wovens

Ms. Monika Panpaliya
Sr. Director, IT International
Boeing India



Contd..

**WEEXPLORE: ACCESS TO TECHNOLOGIES
(PARALLEL)**

DAY 1: Nov 14
4.40 pm - 5.30 pm
Jacaranda



Mr. Jitendra Chaddah
Sr. Director
Operations and Strategy
Intel India

Ms. Sirisha Voragunti
CTO
Mastercard - South Asia



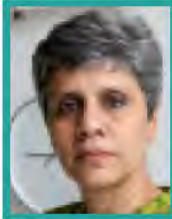
Ms. Manisha Raisinghani
Co-Founder & CTO
LogiNext Solutions

Mr. Srikanth Rao
Country Head & MD
ASAP



PLENARY: BUSINESS & HUMAN RIGHTS

DAY 2: Nov 15
9.30 am - 10.30 am
Jacaranda



Moderator
Ms. Mamta Kohli
Senior Social
Development Specialist
UK Aid

Mr. Sher Singh Verick
Deputy Director, DWT South Asia
& Country Office India
ILO



Mr. Abhishek Jani
Country Director
Fair Trade
UK

Mr. Sunil Jacob
Senior Manager,
Responsible Sourcing, South,
South East Asia & Pacific
Walmart



Mr. Kenneth Khalkho
Partner - Ethical Business
Advisory
TTC

WEDIVE: WORKSHOP ON PERSONAL BRANDING

DAY 2: Nov 15
9.30 am - 11.00 am
Cassia



Ms. Avani Parekh
Sheroes.in

**WEDIVE: POWER TO WOMEN WORKSHOP ON WOMEN'S SAFETY
AWARENESS: EMPOWERMENT AGAINST CRIME & VIOLENCE &
PSYCHOLOGICAL EMPOWERMENT AGAINST SEXUAL HARASSMENT/ABUSE**

DAY 2: Nov 15
2.00 pm - 3.30 pm
Jacaranda

(For Women Participants Only)



Mr. Franklin Joseph
Safety Empowerment Specialist &
Founder, Indian Institute of
Special Tactics & Combat Science
and Power to Women Safety
Empowerment Workshops

WEDIVE: WORKSHOP ON SOCIAL MEDIA OUTREACH: HOW TO USE THE INTERNET/ SOCIAL MEDIA TO GROW YOUR BUSINESS 10X? (PARALLEL)

DAY 2: Nov 15
2.00 pm - 3.30 pm
Cassia



Mr. Amit Agarwal
Founder, WhizKidz Media
Former YouTube India Head

Mr. Mizbah Asaraf
Partner
India Goes Global



WECELEBRATE AWARDS & VALEDICTORY CEREMONY

DAY 2: Nov 15
4.00 pm - 6.00 pm
Jacaranda



Shri R.V. Deshpande
Hon'ble Minister
Large & Medium Scale Industries
and Infrastructure Development
Government of Karnataka

Dr. G. Parameshwara
Hon'ble Home Minister
Government of Karnataka



Dr. Kiran Mazumdar Shaw
Chairperson & Managing Director
Biocon Ltd.

Ms. Elizabeth Vasquez
Co-Founder & CEO
WEConnect International



Smt. Lalitha Kumaramangalam
Chairperson, National Commission
for Women, Government of India

Smt. K. Ratna Prabha, IAS
Additional Chief Secretary
Government of Karnataka



Smt. V. Manjula, IAS
Principal Secretary
Department of IT, BT and S&T
Government of Karnataka

Dr. G. Kalpana, IAS
Principal Secretary
Department of Personnel &
Administrative Reforms
Government of Karnataka



Smt. Uma Mahadevan, IAS
Principal Secretary
Department of Women &
Child Development
Government of Karnataka

Smt. M.V. Savithri, IAS
Commissioner
Social Welfare Department
Government of Karnataka



Smt. N.T. Abroo, IAS
Managing Director
Karnataka Minority
Development Corporation
Government of Karnataka

Ms. Greta Schettler
Vice President
WEConnect International



WECELEBRATE AWARDS & VALEDICTORY CEREMONY

DAY 2: Nov 15
4.00 pm - 6.00 pm
Jacaranda



Ms. Shradha Sharma
Founder & Chief Editor
YourStory

Mr. Sher Singh Verick
Deputy Director, DWT South Asia
& Country Office India
ILO



Mr. Sonjoy Chatterjee
Chairman
Goldman Sachs India

Ms. Kalpana Saroj
Chairman
Kamani Tubes



Mr. Parul Soni
Executive Director
WEConnect International in India

Mr. Jagdish Patankar
Managing Director
MM Activ Sci-Tech Communications



Ms. Monica Malhotra
Managing Director
MBD

Prof. Balvinder Shukla
Vice Chancellor
Amity University



Dr. Sapna Poti
Principal MIS and Monitoring
National Skill Development
Corporation

Smt. Anita Gupta
OSD, Directorate of
Capacity Building
Ministry of Skill Development
Govt. of Sikkim



Smt. Sartaj Lamba
AJ Travels
Chandigarh

Ms. Deepika Handa
AGM
HSIIDC



Annexure 2

Event Program Schedule

DAY 1: MONDAY, 14 NOVEMBER 2016

10:00 – 10:30 (Hall 2)	Launch of the WEDisplay Trade Show by the Chief Guest (Chief Minister of Karnataka) & Delegation of Ministers in presence of various Global Women’s Associations & lighting of the lamp by Hon’ble CM and Presidents of Associations.
10:30 – 12:00 Main Conference Centre --- Jacranda	<ul style="list-style-type: none"> • Welcome remarks by WEConnect International – Mr. Parul Soni, Executive Director in India • Opening Address by Smt. K. Ratna Prabha, IAS, Additional Chief Secretary, Government of Karnataka • Keynote Address by Shri R.V. Deshpande, Hon’ble Minister – Large & Medium Scale Industries and Infrastructure Development, Government of Karnataka • Address by Smt. Lalitha Kumaramangalam, Chairperson – National Commission for Women, Government of India • Address by Ms. Elizabeth Vasquez, Co-Founder & CEO – WEConnect International • Address by Mr. Bunty Bohra, Managing Director, Goldman Sachs India • Inaugural Address by Shri Siddaramaiah, Hon’ble Chief Minister of Karnataka • Vote of Thanks by Shri Gaurav Gupta, IAS, Commissioner for Industries and Director of Industries & Commerce <p>Seated at dias – Smt. Akanksha Himatsingka, *Smt. Aparna Reddy, *Smt. Arundhati Bhattacharya, *Ms. Devika Shroff Nihalani, *Ms. Ekta Kapoor, *Ms. Farah Khan, *Smt. Mallika Srinivasan, *Smt. Sangita Reddy, *Ms. Monica Malhotra, *Ms. Ashwini Asokan, *Ms. UpasanaTaku, *Ms. Manisha Raisinghani</p>
12:00-13:00	LUNCH

Session Timings	JACRANDA	GULMOHAR	CASSIA	PARIJATHA	HYBISCUS
13:00 – 13:10	WEIgnite : Session Keynote by Krish Iyer, CEO, Walmart India	WEChallenge Semi-Finals	WEConnect International Networking		WEEngage Corporate Session 1
13:10 – 14:00	WEExplore: Access to Market Opportunities <ul style="list-style-type: none"> • Greta Schettler, VP, WEConnect International (Moderator) • Sanjeev Bhandari, Vice President, Accenture India • Neelam Chhiber, Co-Founder & Managing Director, Mother Earth • Abhishek Mathur, Chief Procurement Manager – India & South Asia, IBM • Chayaa Nanjappa, Founder & Partner, Nectar Fresh Foods 				
14:00 – 14:10	WEIgnite : Session Keynote				WEEngage Corporate Session Walmart
14:10 – 15:00	WEExplore: Access to Finance <ul style="list-style-type: none"> • Sharmila Hardi, IFC, Senior Manager, FIG (Moderator) • Chetna Sinha, Founder and Chair, Mann DeshiMahila Bank • Bhadrash Pathak, Senior President & Head – Business Banking, Yes Bank • Rajni Mishra, Chief General Manager – Bangalore Circle, State Bank of India • P.V. Bharathi, Executive Director, Canara Bank • Madhan Mohan, Head – Small Business Banking, RBL Bank 				
15:00 – 15:30	TEA BREAK				

Session Timings	JACRANDA	GULMOHAR	CASSIA	PARIJATHA	HYBISCUS
15:30 – 15:40	WEIgnite : Session Keynote	WEChallenge Semi-Finals			CanDo India
15:40 – 16:30	WEExplore: Access to Effective Entrepreneurial Ecosystems <ul style="list-style-type: none"> • Anil Sinha, Chairman, TTC (Moderator) • Jennifer Daubeny, Canadian Consul General, Bengaluru • Ragini Chaudhary, Private Sector Development Adviser, UKAid • Vandana Verma, Program Director, IKEA Foundation • Jenny Grieser, Senior Director, Women Economic Empowerment, Walmart • Clement Chauvet, Chief, Skills and Business Development, UNDP • Kathrina Kuehn, Advisor, Private Sector Development, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) • Wenchi Yu, Head of Corporate Engagement, Goldman Sachs 				
16:30 – 16:40	WEIgnite : Session Keynote by Shri Priyank Kharge, Hon'ble Minister for IT-BT & Tourism, Government of Karnataka				
16:40 – 17:30	WEExplore: Access to Technologies <ul style="list-style-type: none"> • Rekha Menon, Chairman, Accenture India • Jitendra Chaddah, Sr. Director, Operations and Strategy, Intel India • Ashwini Asokan, Co-Foundr& CEO, Mad Street Den • Manisha Raisinghani, Co-Founder & CTO, Loginext 				
19:00 – 21:00	VIP Dinner				

DAY 2: TUESDAY, 15 NOVEMBER 2016					
Sessions Timings	JACRANDA	GULMOHAR	CASSIA	PARIJATHA	HYBISCUS
9:30 – 10:00	Plenary: Business & Human Rights:	WEDive:	WEDive:		
10:00 – 11:00		Workshop on Personal Branding: SaireeChahal, Sheroes.in	Workshop on Creating Employment Opportunities, Enabling Entrepreneurship & Bridging the Information Gap: Disha Project		WEEngage Corporate Session 4
11:00 – 11:30	TEA BREAK				

11:30 – 13:00	WEChallenge Grand Finale	WEDive: Workshop on Leadership: BRIDGE Partnership, Hong Kong	WEDive: Workshop on Creating Employment Opportunities, Enabling Entrepreneurship & Bridging the Information Gap: Disha Project		WEDive: Workshop on Food Technology & Safety in the Food Processing Industry CFTRI
13:00 – 14:00	LUNCH				
Sessions Timings	JACRANDA	GULMOHAR	CASSIA	PARIJATHA	HYBISCUS
14:00 – 16:00	WEDive: Workshop on WEConnect International Certification: Parul Soni, Executive Director, WEConnect International in India	WEDive: Workshop on Social Media Outreach: How to use the Internet/Social Media to Grow	WEDive: Power to Women (<u>For Women Participants Only</u>): Workshop on Women's Safety Awareness: Empowerment		Goldman Sachs Buyer/Seller Meet

		<p>Your Business 100x?</p> <p>Amit Agarwal Founder, WhizKidz Media</p> <p>Former YouTube India Head</p>	<p>against Crime & Violence & Psychological Empowerment against Sexual Harassment/ Abuse</p> <p>Franklin Joseph</p>		
16:00 Onwards	<p>WECelebrate Awards & Valedictory Ceremony</p> <ul style="list-style-type: none"> • Address by Dr. Kiran Mazumdar Shaw, Chairman & Managing Director, Biocon Ltd. • Address by Mr. Sonjoy Chatterjee, Chairman, Goldman Sachs India • WECelebrate Awards Ceremony and Address by Chief Guest 				

Annexure 3

Press Coverage

The art of making it BIG

The first edition of ThinkBig 2016 Summit in the city was all about networking & supporting the ecosystem of women entrepreneurs from all across the world

| Barkha Kumari
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For 52-year-old Rathi Shrinivasan, the last two days have been quite an eye-opener. Owner of Rathi Creations, a go-to shop for wedding-related products (from clothes to cards) in Dharwad, Shrinivasan has been running the business since 1984.

After attending the two-day ThinkBig 2016 Summit in the city, she realised it was time she looked at her business differently. "After talking to other participants at the conference, and understanding their business models, I realised it was high time I took my business online. This will get my products and services better visibility. Here, I learnt the importance of social media marketing, and how to do it." In her career as a social entrepreneur, Shrinivasan has set up Self Help Groups for women across Dharwad, Hubli, and surrounding regions. She plans to share the lessons learnt with them once she gets back.

It's pretty much the same with Deepa Pant, a participant from Delhi. "We got a lot of opportunity to network. That will happen in any networking event, but when it is a woman-only platform, the understanding and bonhomie among the participants is more," she says. Pant runs a social initiative, where women from underprivileged backgrounds make apparel and accessories.

In fact, more than 2,500 women entrepreneurs from 19 Indian states, including Karnataka, Telangana, Rajasthan, Maharashtra, Sikkim, Jammu & Kashmir, Madhya Pradesh, Uttar Pradesh and Meghalaya among others, and 19 countries including Bangladesh, Sri Lanka, Nepal, Bhutan, USA, UK, Canada, China, Germany, Hong Kong, France, Sweden, Norway etc, turned up for the ThinkBig 2016 Summit, held at Bangalore International Exhibition Centre at Tumkur Road on Monday and Tuesday.

Considered to be one of Asia's largest women entrepreneurship platforms, it is an initiative of WEConnect International, a network that connects women-owned businesses (WOBs) to qualified buyers around the world. Held jointly with the State government, it aimed to introduce women entrepreneurs to various public and private sector opportunities, and encourage MNCs to build up a



Ratna Prabha, addl chief secretary, commerce and industries department, and team singing the Think Big song at the event

buyer/customer base of women-owned enterprises. In attendance were Indian and multinational organisations looking to source from WOBS, senior officials from domestic and foreign governments focused on supporting the growth of women entrepreneurship, and investors (banks, VCs, and private equity firms).

The two-day event had over 400 participants showcasing their products and ideas that included household items, food products, and even green energy alternatives.

In addition, workshops, panel discussion and buyer-seller meets, conducted by various corporate houses such as Accenture, Walmart, Goldman Sachs, and Amazon, discussed the future of women-owned businesses, women's rights at organisations, and the possibilities of growth. The website of Karnataka Ladies Association



We have got a lot of opportunity to network. When it's a woman-only platform, the bonhomie and understanding is more

and Manufactures' Park (K-LAMP) was also launched at the gathering, to boost the business prospects of women from Bidar, Yadgir, Raichur, Koppal, Bellary and Gulbarga. A women start-up program at IIM-B, targeted at women with no previous entrepreneurial background, was also unveiled.

ThinkBig 2016 Summit is one of the many efforts the state government has undertaken to support WOBS, one of them being the upcoming all-women entrepreneur park in Harohalli (40km south of Bengaluru). K Ratna Prabha, additional chief secretary, commerce and industries department to the government of Karnataka, has been at the forefront of these initiatives. And she was overwhelmed by the turn out at the venue. "Most government schemes are targeted towards people below the poverty line. But this event has managed to reach out to women who fall between the middle class and lower-middle income groups. These are the women who have made it big in life on their own. This event is first-of-its-kind. The response has been unprecedented," she said.

In fact for Archana Bhatnagar who's been a businessperson for 38 years, and knows the game intricately, it was an enriching experience. The

managing director of Jabalpur-based Haylide Chemical, which makes eco-friendly personal care products, also added, "ThinkSummit brought a spectrum of women entrepreneurs, from rural areas to the top shots, under one roof."

Incidentally, one of the key highlights of the summit was the WEChallenge – a competition for women-led startups. Entries submitted ranged from a health and wellness consultation site for women, a one-stop-shop for children, tactile books for visually impaired children, to green disposable items. Meghana Saraogi (of Styledotme), Pooja Kumar (of JoGo), Krutika Katrat (of Oowomaniya), and Anika Gulati (tactile books for visually impaired) were shortlisted from a list of 30 applicants.

Parul Soni, executive director, WEConnect International in India, put the larger aim of ThinkSummit in perspective, as she said, "The growth in the supply chain diversity budgets of WEConnect International in India's corporate members has increased their ability to procure more from women-owned business (WOB), enhancing the global market value. Our aim is to broad-base the supplier base to increase spend of global companies for women entrepreneurs."

Women entrepreneurs get support from govt, MNCs

SUPRIYA KUMARASWAMY | DC
BENGALURU, NOV. 14

Touted as the Asia's largest women entrepreneurship summit, ThinkBig 2016 organized by WEConnect International in association with the government of Karnataka on Monday saw participation from over 3000 women entrepreneurs in Bengaluru.

The two-day mega event organized at the Bangalore International Exhibition Centre (BIEC) is aimed at connecting women entrepreneurs belonging to various industry sectors with banks, industry leaders and businesses to help them thrive.

"Women can significantly contribute to the economy of the nation but unfor-

tunately, they are not taken seriously in our country," the additional chief secretary of Government of Karnataka, K. Ratna Prabha told *DC*.

Mrs. Prabha said that the women entrepreneurs face issues while getting loans from banks and clearances from the government. Through ThinkBig Summit, they get an opportunity to connect and network, and seek financial support.

"We have said that 5 percent of plots in every industrial areas should be given to women in addition to the various exclusive parts we are developing. I have seen many women coming forward from places such as Bidar, Gulbarga and Bijapur and Belagavi," she added.

The man behind the event, the CEO of WEConnect, Parul Soni has brought together all the major stake holders, from government to industry to international organizations, to "understand what will benefit women".

"Lack of access to market, finance and technology is the major challenge that for every woman entrepreneur is facing today," said Mr. Soni.

However, through ThinkBig 2016, Mr. Soni looks forward to give a "positive nudge" to all those women entrepreneurs.

The global CEO and co-founder of WEConnect, Elizabeth A. Vazquez, also said that women do not have equal access to the right type of business networks.

Women Entrepreneurs to Get More Industrial Parks: CM

Our Bureau

Bengaluru: Women entrepreneurs across the state are demanding exclusive parks in their respective region, chief minister Siddaramaiah said on Monday.

"Initially we thought of developing one Women's Park at Harohalli near Bangalore. But surprisingly there has been a great response from all over the state to set up parks," he said after opening the two-day ThinkBig event, organised by WEConnect International.

The women in Kalburgi district have also demanded a park for them. "Such is the enthusiasm generated amongst Women Entrepreneurs. At this rate I am sure we would have women's park all over the state soon," the CM said.

Industries minister RV Deshpande said the government proposed to promote exclusive industrial areas for women at potential locations such as



ET ARCHIVE

Harohalli, Ramanagara and Hubballi. The government, he added, also proposed to promote exclusive clusters for women in textile and gem & jewelry.

"Karnataka is witnessing the growth of women entrepreneurs not just in the urban areas, but also in the

rural areas where we have seen a tremendous growth of small scale and cottage industries," Deshpande said.

Between 2007 and 2014, 1.37 lakh medium and small scale industries were registered in Karnataka with an investment of about ₹110 billion and job opportunities for about 9 lakh people.

"Of these enterprises, about 30% enterprises are by women with a share of 12% and 20% in investment and employment respectively," the industries minister said.

ThinkBig connects women-owned businesses with public and private sector opportunities, said Deshpande.

The govt proposed to promote exclusive industrial areas for women at potential locations such as Harohalli, Ramanagara

The chief minister earlier said that WEConnect International certification helped women-owned businesses succeed in global value chains, and connect them to Indian and multinational firms. "After hearing this great initiative, I have approved the reimbursement of the fee of WEConnect International for the next three years in a phased manner to encourage women entrepreneurs," he said.

52 pc of women-owned businesses come from Karnataka, 3 other states

ENS @ Bengaluru

KARNATAKA is one of the four states in the country that collectively contributes to 51.9 per cent women-owned businesses, but it may be much more, said National Commission for Women chairperson Lalitha Kumaramangalam.

She was speaking at the ThinkBig 2016, an entrepreneurship summit organised by WEConnect International in association with the state government at Bangalore International Exhibition Centre.

"Investing in women is no longer corporate social responsibility (CSR) but a necessity as 80 per cent of the workforce constitutes women. About 90 per cent of the informal sector is constituted by women and more so in agriculture. But women own only two per cent of assets as they do not inherit property and because of this banks refuse loans as there is no security," she added.

She said basic things like a creche at a workplace is not a

favour but a right. "The amount of money and time that is wasted on training someone new, inexperienced and incompetent is much greater than what companies invest in setting up a creche at a workplace," she said.

She said that the NCW had recently set up a creche under her tenure, the first since its inception in 1992. "If this is the state of affairs at NCW, I shudder to think of other workplaces," she said.

Entrepreneurship in K'taka

Over **1.37 lakh** MSMEs registered during 2007-2014, with approximate investment of `110 billion and employment opportunities for 9 lakh

Of these enterprises, around 30 per cent are by women with a share of 12 per cent and 20 per cent in investment and employment respectively

As per fourth census of MSME, there were 19.59 pc of MSMEs owned by women in state against of 13.75 pc across India

Share of women enterprises in Karnataka is much higher than Gujarat, Maha and AP

In Karnataka, **27.7 pc** are female employees in MSMEs against all-India percentage of 20.45

Exclusive industrial areas for women

CM Siddaramaiah said that the new industrial policy 2014-19 of the state proposes to promote exclusive industrial areas for women at Harohalli, Ramanagara and Hubballi. Exclusive clusters for women in textile, and gems and jewellery; special attention will be given to make industrial areas women-friendly by providing creches and schools.

K'taka to reimburse WEConnect certification fees for next 3 years

Shalina.Pillai
@timesgroup.com

Bengaluru: Karnataka is creating women-oriented policies to propel growth in industry, chief minister Siddaramaiah said. "Karnataka's diversity ratio in the workforce is among the best in India. Recently, we appointed women bus drivers and provided 50% reservation for women in local bodies," he said, speaking at the launch of ThinkBig 2016, a two-day women entrepreneurship summit organized by WEConnect International, a global platform for women entrepreneurs, and the state government.

The summit is aimed at educating and training women entrepreneurs and connecting them to public and private sector opportunities and encouraging corporations to build a buyer-customer base of women-owned businesses. ThinkBig



Chief minister Siddaramaiah pointed to the fact that Karnataka's diversity in workforce is among the best in India

2016 is being attended by over 2,500 women entrepreneurs from over 19 countries.

The government announced that WEConnect certification fees would be reimbursed for next three years. The certification is a formal guarantee to corporations that they are purchasing goods and/or services from women owned businesses that meet universal standards for women's business enterpri-

ses. The four criteria considered are ownership, management & control, contribution of capital & expertise, and independence. Under their diversity policies, many global corporations have internal mandates to procure a certain proportion of goods/services from women owned businesses.

Karnataka is developing four exclusive tech parks for women, said R V Deshpande, minister for large and medium industries and infrastructure. He added that there was tremendous scope for women to connect since the contribution to GDP by women entrepreneurs is very less. "According to the figures, just over 8 million women in India contribute approximately 3.09% of industrial output. So Karnataka will not lag behind in encouraging women," he said.

“Think Big is our message to Indian women who have the gift of

YOUR STORY **HER STORY** **SOCIAL STORY** **YSTV** **YS PROFILES** **WHAT'S YOUR STORY?**

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Asia's largest women entrepreneurship meet ThinkBig 2016 to be held in Bengaluru on Nov 14, 15

ANIL BUJOR LULLA. 13 NOVEMBER 2016

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Two years ago on International Entrepreneurs' Day, several small womens' groups were called for a meeting by the Karnataka government to forge partnerships and suggest a way forward for women entrepreneurs to strike out on their own.



Ratnaprabha

ThinkBig in Bengaluru, a pictorial journey through women entrepreneurship

ANIL BUDUR LULLA, 15 NOVEMBER 2016

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ThinkBig 2016, the two-day Asia's largest women entrepreneurship platform got off to a rocking start on November 14 in Bengaluru with Karnataka chief minister Siddaramaiah calling it a huge step for women in India who can use the opportunity to connect and sell their produce to a global world.



The event at Bengaluru International Exhibition Centre is being organised by WEConnect International, a Washington DC-based non-profit in partnership with the Karnataka

మహిళలకే అగ్రాసనం

- పారిశ్రామికాభివృద్ధికి మరింత ఊతం
- ముఖ్యమంత్రి సిద్ధరామయ్య వెల్లడి

ఈనాడు- బెంగళూరు: రాష్ట్రమంతటా మహిళల ఆధ్వర్యంలో పరిశ్రమల ఉద్యానాల్ని ప్రారంభించే సున్నట్లు ముఖ్యమంత్రి సిద్ధరామయ్య వెల్లడించారు. బెంగళూరు నగరంలో సోమవారం ప్రారంభమైన రెండు రోజుల అంతర్జాతీయ మహిళ పారిశ్రామికవేత్తల సమావేశం 'థింక్ బిగ్-2016'ను ఆయన లాంచనంగా ప్రారంభించి ప్రసంగించారు. 'బెంగళూరు నగర సమీపంలోని హకోహళ్లి వద్ద మహిళలే నిర్వహించే పరిశ్రమల ఉద్యానాల్ని మొదటి ఏర్పాటు చేయడంలాంటి దీనికి రాష్ట్రం అన్ని మూలల నుంచి అనూహ్య రీతిలో సానుకూల స్పందన లభించింది. వెనుకబడిన ప్రాంతమైన కలబురగి జిల్లా నుంచి కూడా మహిళా పారిశ్రామికకులు ప్రత్యేక ఉద్యానాల్ని కోరుతున్నారు' అని విపులీకరించారు. దీనికి ప్రభుత్వం సానుకూలంగా స్పందించి ఆన్లైన్ జిల్లాల్లోనూ వీటి ఏర్పాటునకు కృషి చేస్తుందని చెప్పారు. తమ ప్రభుత్వం ఇటీవల బస్సు డ్రైవర్లు, కండక్టర్ల నియామకాల్లో మహిళలకు రిజర్వేషన్ కేటాయించిందన్నారు. స్థానిక సంస్థల్లో 40-50 శాతం రిజర్వేషన్ ఉందని చెప్పారు. '2010-11 ప్రపంచ బ్యాంకు నివేదిక



నారీ భేరి : మహిళా పారిశ్రామికవేత్తల మహా సమావేశాన్ని ప్రారంభిస్తున్న ముఖ్యమంత్రి సిద్ధరామయ్య తదితరులు

ప్రకారం ఉద్యోగాల్లోని మహిళల శాతం అమెరికాలో 45 కాగా బ్రిజిల్లో 35 శాతం. ఫ్రాన్స్లో 38, ఇండోనేషియాలో 42, కెనడాలో 43గా దాఖలైంది. మన దేశంలో అది 31.6 మాత్రమే. నాలుగో మాధ్యమ, చిన్న, అతి చిన్న పరిశ్రమల గణాంకాల ప్రకారం వాటిని నిర్వహిస్తున్న మగవల శాతం కర్ణాటక, కేరళ, తమిళనాడు, పశ్చిమ బంగాలో 51.9 శాతమని సిద్ధరామయ్య చెప్పారు. ప్రభుత్వం తీసుకుంటున్న చర్యల వల్ల మొత్తం దేశంలోకెల్లా మహిళా పారిశ్రామికకుల

సంఖ్య కర్ణాటకలోనే అత్యధికం కానుందని ఆశించారు. సమావేశంలో పాల్గొన్న మహిళలు పరిశ్రమల నిర్వహణలో ఎదుర్కొంటున్న సమస్యల్ని చర్చించి పరిష్కార మార్గాల్ని అన్వేషించేందుకు థింక్ బిగ్ చట్టబద్ధ వేదికన్నారు. పరిశ్రమల మంత్రి దేశ్పాండే, వాణిజ్య పరిశ్రమల శాఖ ఆదనపు ప్రధాన కార్యదర్శి రత్నప్రభ తదితరులు సమావేశంలో పాల్గొన్నారు. దేశ, విదేశాలకు చెందిన పలువురు మహిళా పారిశ్రామికకులు సమావేశానికి హాజరయ్యారు.

ಮಹಿಳಾ ಉದ್ಯಮಿಗಳಿಗೆ ನೆರವು



ಬೆಂಗಳೂರು, ನ.14- ಮಹಿಳಾ ಉದ್ಯಮಿಗಳಿಗೆ ಎಲ್ಲಾ ರೀತಿಯಲ್ಲೂ ನೆರವು ನೀಡುವ ನಿಟ್ಟಿನಲ್ಲಿ ಸರ್ಕಾರ ಹೆಚ್ಚಿನ ಕಾಳಜಿ ವಹಿಸಿದೆ. ಈ ಹಿನ್ನೆಲೆಯಲ್ಲಿ ಹಾರೋಹಳ್ಳಿಯಲ್ಲಿ ನಿರ್ಮಿಸಲಾಗುತ್ತಿರುವ ಮಹಿಳಾ ಪಾರ್ಕ್ ನಿಂದ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳಿಗೆ ಹೆಚ್ಚಿನ ಆನುಕೂಲವಾಗಲಿದೆ ಎಂದು ಮುಖ್ಯಮಂತ್ರಿ ಸಿದ್ದರಾಮಯ್ಯ ತಿಳಿಸಿದ್ದಾರೆ.

ಬೆಂಗಳೂರು ಇಂಟರ್ ನ್ಯಾಷನಲ್ ವಸ್ತು ಪ್ರದರ್ಶನ ಕೇಂದ್ರದಲ್ಲಿ ಏರ್ಪಡಿಸಿರುವ ಎರಡು ದಿನಗಳ ಥಿಂಕ್ ಬಿಗ್ -2016 ಮಹಿಳಾ ಉದ್ಯಮಿಗಳ ಸಮಾವೇಶ ಉದ್ಘಾಟಿಸಿ ಅವರು ಮಾತನಾಡಿದರು.

ರಾಜ್ಯ ಸರ್ಕಾರ 2014ರಲ್ಲಿ ಜಾರಿಗೆ ತಂದ ಕೈಗಾರಿಕೆ ನೀತಿ ಉದ್ಯೋಗ ಸೃಷ್ಟಿ ಮತ್ತು ಸುಸ್ಥಿರ ಅಭಿವೃದ್ಧಿಗೆ ಪೂರಕವಾಗಿದ್ದು, ಎಲ್ಲ ಪರ್ಗಗಳಿಗೂ ಅದರಲ್ಲಿ ಸಮಾನ ಅವಕಾಶ ಕಲ್ಪಿಸಲಾಗಿದೆ. ಅದರಲ್ಲೂ ಮಹಿಳೆಯರಿಗೆ ಎಶೇಷ ಎನಾಯಿತಿ ಮತ್ತು ಸೌಲಭ್ಯಗಳನ್ನು ನೀಡಲಾಗಿದೆ. ಕರ್ನಾಟಕದಲ್ಲಿ ಮಹಿಳಾ ಉದ್ಯಮಕ್ಕೆ ಪೂರಕವಾದ ವಾತಾವರಣವಿದೆ. ಈ ಅವಕಾಶವನ್ನು ಬಳಸಿಕೊಂಡು ಮಹಿಳಾ ಉದ್ಯಮಿಗಳು ಕರ್ನಾಟಕ ದಲ್ಲಿ ಹೆಚ್ಚಿನ ಸಂಖ್ಯೆಯಲ್ಲಿ ಉದ್ಯಮ ಆರಂಭಿಸಲು ಮುಂದೆ ಬರಬೇಕು ಎಂದು ಆಹ್ವಾನ ನೀಡಿದರು.

ಬಗ್ಗತ್ತಿಗೆ ಮಹಿಳಾ ಉದ್ಯಮಿ ದಾರರ ಅವಶ್ಯಕತೆ ಇದ್ದು,

ಅವರಿಗೆ ಎಲ್ಲ ರೀತಿಯ ಸಹಕಾರ ನೀಡಬೇಕು. ಆರ್ಥಿಕ ಅಭಿವೃದ್ಧಿಯಲ್ಲಿ ಮಹಿಳೆ ಯರ ಸಹಭಾಗಿತ್ವ ಬಹಳ ಅಗತ್ಯವಿದೆ ಎಂದು ಹೇಳಿದರು.

ಬೃಹತ್ ಮತ್ತು ಮಧ್ಯಮ ಕೈಗಾರಿಕಾ ಸಚಿವ ಆರ್ .ಎ. ದೇಶಪಾಂಡೆ ಮಾತನಾಡಿ, ಭಾರತದಲ್ಲಿ 3 ದಶಲಕ್ಷ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳಿದ್ದಾರೆ. ಒಟ್ಟು ಕೈಗಾರಿಕೆಯಲ್ಲಿ ಇವರ ಪಾಲು ಕೇವಲ ಶೇಕಡಾ 3.09 ರಷ್ಟಿದೆ. ಈ ಕ್ಷೇತ್ರದಲ್ಲಿ ಮಹಿಳೆಯರ ಪಾಲು ಇನ್ನುಷ್ಟು ಹೆಚ್ಚಾಗಬೇಕು. ಕರ್ನಾಟಕದಲ್ಲಿ 1.37 ಲಕ್ಷ ಸಣ್ಣ ಕೈಗಾರಿಕೆಗಳಿವೆ. 9 ಲಕ್ಷ ಜನರಿಗೆ ಉದ್ಯೋಗ ನೀಡಿದೆ. ಶೇ.30ರಷ್ಟು ಮಹಿಳಾ ಉದ್ಯಮಿಗಳು ಈ ಕ್ಷೇತ್ರದಲ್ಲಿದ್ದಾರೆ ಎಂದರು.

ರಾಜ್ಯ ಸರ್ಕಾರ ಮಹಿಳಾ ಉದ್ಯಮಕ್ಕೆ ಹೆಚ್ಚಿನ ಪ್ರೋತ್ಸಾಹ ನೀಡುತ್ತಿದೆ. ನವ್ಯ ಕೈಗಾರಿಕಾ ನೀತಿ ಮಹಿಳಾ ಉದ್ಯಮಿ ಸ್ನೇಹಿಯಾಗಿದೆ. ಹಾರೋಹಳ್ಳಿ, ರಾಮನಗರ ಮತ್ತು ಹುಬಳ್ಳಿಯಲ್ಲಿ ಮಹಿಳೆಯರಿಗಾಗಿಯೇ ಪಾರ್ಕ್ ನಿರ್ಮಿಸಲಾಗುತ್ತಿದೆ. ಮಾತ್ರ ವಲ್ಲ ಜವಳಿ, ಚೆನ್ನಾಭರಣ ತಯಾರಿಕೆಯಲ್ಲಿಯೂ ಮಹಿಳೆಯರಿಗೆ ಪ್ರತ್ಯೇಕ ಕ್ಲಸ್ಟರ್ ಗಳನ್ನು ನಿರ್ಮಿಸಲಾಗುವುದು ಎಂದು ತಿಳಿಸಿದರು.

21ನೇ ಶತಮಾನ ಮಹಿಳೆಯರ ಶಕ್ತಮಾನವಾಗಿದ್ದು ಮಹಿಳೆಯರು ಸಂಘಟಿತರಾಗಿ ಇನ್ನಷ್ಟು ಉದ್ಯಮ ಆರಂಭಿಸಬೇಕು.

ಪುರುಷರು ಕೂಡ ಮಹಿಳೆಯರಿಗೆ ಬೆಂಬಲವಾಗಿ ನಿಲ್ಲಬೇಕು. ರಾಜ್ಯಕ್ಕೆ ಬರುವ ಮಹಿಳಾ ಉದ್ಯಮಿದಾರರಿಗೆ ಶೀಘ್ರಗತಿಯಲ್ಲಿ ಅನುಮತಿ, ಮತ್ತಿತರ ಸೌಲಭ್ಯ ಒದಗಿಸಿಕೊಡಲಾಗುವುದು ಎಂದು ಹೇಳಿದರು.

ಹೆಚ್ಚುವರಿ ಮುಖ್ಯಕಾರ್ಯ ವರ್ತಿ ಕೆ.ರತಪ್ರಭಾ ಅವರು ರಚಿಸಿರುವ ಗೀತೆಯನ್ನು ಇದೇ ವೇಳೆ ವೇದಿಕೆಯಲ್ಲಿ ಪ್ರಸ್ತುತಪಡಿಸಿ ಲಾಯಿತು.

ಗಮನ ಸೆಳೆದ ಮಾರಾಟ ಮಳಿಗೆ: ಸಮಾವೇಶದಲ್ಲಿ ಮಹಿಳಾ ಉದ್ಯಮಿದಾರರು ತಯಾರಿಸಿದ ಉತ್ಪನ್ನಗಳ ಪ್ರದರ್ಶನ ಮತ್ತು ಮಾರಾಟ ಪೇಳಿ ಎರ್ಪಡಿಸಲಾಗಿದೆ. ಕರ್ನಾಟಕ, ತೆಲಂಗಾಣ, ದೆಹಲಿ, ಪಂಜಾಬ್, ರಾಜಸ್ಥಾನ ಸೇರಿದಂತೆ 19 ರಾಜ್ಯಗಳ ಪ್ರತಿನಿಧಿಗಳು ಭಾಗವಹಿಸಿದ್ದಾರೆ. ಅಲ್ಲದೆ ಬಾಂಗ್ಲಾದೇಶ, ತ್ರೀಲಂಕಾ, ನೇಪಾಳ, ಅಮೆರಿಕ, ಇಂಗ್ಲೆಂಡ್ ಸೇರಿದಂತೆ 19ಕ್ಕೂ ಅಧಿಕ ದೇಶಗಳ ಪ್ರತಿನಿಧಿಗಳು ಭಾಗವಹಿಸಿದ್ದಾರೆ.

ಕಾರ್ಯಕ್ರಮದಲ್ಲಿ ರಾಷ್ಟ್ರೀಯ ಮಹಿಳಾ ಆಯೋಗದ ಅಧ್ಯಕ್ಷ ಲಲಿತಾ ಕುಮಾರವೆಂಗಳಂ ಇಲಾಖೆಯ ಆಯುಕ್ತ ಗೌರವ್ ಗುಪ್ತ, ಅಧಿನಿ ಘಂಡೇಶನ್ ಅಧ್ಯಕ್ಷೆ ಡಾ.ಪ್ರೀತಿ ಜಿ, ಅಧಿನಿ, ಎಲೆರಂಜಿಲ್ ವೆಸ್ಟ್, ಬಂಟಿ ಬೊಕ್ಕಾ, ಪರೂಲ್ ಸೋನಿ, ಡಿ.ವಿ.ಪ್ರಸಾದ್ ಮತ್ತಿತರರು ಉಪಸ್ಥಿತರಿದ್ದರು.

ರಾಜ್ಯದ ನಾಲ್ಕು ಕಡೆ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳ ಪಾರ್ಕ್ ಸ್ಥಾಪನೆ

ಶೀಘ್ರದಲ್ಲಿ ರಾಜ್ಯಾದ್ಯಂತ ವಿಸ್ತರಣೆ | ಎಲ್ಲ ವರ್ಗಗಳಿಗೂ ಸಮಾನ ಅವಕಾಶ | ಸಿಎಂ ಹೇಳಿಕೆ



ಬೆಂಗಳೂರು ಅಂತಾರಾಷ್ಟ್ರೀಯ ಮತ್ತು ಪ್ರದರ್ಶನ ಕೇಂದ್ರದಲ್ಲಿ ಏರ್ಪಡಿಸಿರುವ ಎರಡು ದಿನಗಳ ಥಿಂಕ್ ಬಿಗ್-2016 ಮಹಿಳಾ ಉದ್ಯಮಿಗಳ ಸಮಾವೇಶದಲ್ಲಿ ಮುಖ್ಯಮಂತ್ರಿ ಸಿದ್ದರಾಮಯ್ಯ, ಸಚಿವ ಆರ್.ವಿ.ದೇಶಪಾಂಡೆ, ಸರ್ಕಾರದ ಹೆಚ್ಚುವರಿ ಕಾರ್ಯದರ್ಶಿ ಕೆ. ರತ್ನಪ್ರಭಾ ಮತ್ತು ವಿವಿಧ ರಾಜ್ಯಗಳು ಮತ್ತು ವಿವಿಧ ದೇಶಗಳಿಂದ ಆಗಮಿಸಿದ್ದ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳು

• ಕನ್ನಡ ಪ್ರಭ ವಾರ್ತೆ ಬೆಂಗಳೂರು

ಮಹಿಳಾ ಉದ್ಯಮಿಗಳಿಗೆ ರಾಜ್ಯ ಸರ್ಕಾರ ಎಲ್ಲ ರೀತಿಯ ನೆರವು ಸಹಕಾರ ನೀಡುತ್ತಿದ್ದು, ರಾಜ್ಯದ ನಾಲ್ಕು ಭಾಗಗಳಲ್ಲಿ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳ ಪಾರ್ಕ್‌ನ್ನು ನಿರ್ಮಿಸಲಾಗುತ್ತಿದೆ ಎಂದು ಮುಖ್ಯಮಂತ್ರಿ ಸಿದ್ದರಾಮಯ್ಯ ಹೇಳಿದ್ದಾರೆ.

ಬೆಂಗಳೂರು ಅಂತಾರಾಷ್ಟ್ರೀಯ ಮತ್ತು ಪ್ರದರ್ಶನ ಕೇಂದ್ರದಲ್ಲಿ ಏರ್ಪಡಿಸಿರುವ ಎರಡು ದಿನಗಳ ಥಿಂಕ್ ಬಿಗ್-2016 ಮಹಿಳಾ ಉದ್ಯಮಿಗಳ ಸಮಾವೇಶ ಉದ್ಘಾಟಿಸಿ ಮಾತನಾಡಿದರು. ಈಗಾಗಲೇ ಕನ್ನಡಪುರ ಸಮೀಪದ ಹಾರೋಹಳ್ಳಿ, ಕಲಬುರಗಿ, ಮೈಸೂರು, ಹುಬ್ಬಳ್ಳಿ ಮತ್ತು ಧಾರವಾಡದಲ್ಲಿ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳ ಪಾರ್ಕ್‌ಗಳನ್ನು ನಿರ್ಮಿಸಲಾಗುತ್ತಿದೆ. ಅದಷ್ಟು ಬೇರೆ ಪಾರ್ಕ್‌ಗಳನ್ನು ರಾಜ್ಯಾದ್ಯಂತ ವಿಸ್ತರಿಸುತ್ತೇವೆ ಎಂದರು.

ರಾಜ್ಯ ಸರ್ಕಾರ 2004ರಲ್ಲಿ ಜಾರಿಗೆ ತಂದ ಕೈಗಾರಿಕೆ ನೀತಿ ಉದ್ದೇಶದ ಸೃಷ್ಟಿ ಮತ್ತು ಸುಸ್ಥಿರ ಅಭಿವೃದ್ಧಿಗೆ ಪೂರಕವಾಗಿದ್ದು, ಎಲ್ಲ ವರ್ಗಗಳಿಗೂ ಸಮಾನ ಅವಕಾಶ ಕಲ್ಪಿಸಲಾಗಿದೆ. ಮಹಿಳೆಯರಿಗೆ ಏಕೀಕರಣ ಮತ್ತು ಸೌಲಭ್ಯಗಳನ್ನು ನೀಡಲಾಗಿದೆ. ಕರ್ನಾಟಕದಲ್ಲಿ ಮಹಿಳಾ ಉದ್ಯಮಕ್ಕೆ ಪೂರಕವಾದ ವಾತಾವರಣವಿದೆ. ಈ

ಅವಕಾಶವನ್ನು ಲೆಕ್ಕಿಸಿಕೊಂಡು ಮಹಿಳಾ ಉದ್ಯಮಿಗಳು ಕರ್ನಾಟಕದಲ್ಲಿ ಹೆಚ್ಚಿನ ಸಂಖ್ಯೆಯಲ್ಲಿ ಉದ್ಯಮ ಆರಂಭಿಸಲು ಮುಂದೆ ಬರಬೇಕು ಎಂದು ಹೇಳಿದರು.

ಜಗತ್ತಿಗೆ ಮಹಿಳಾ ಉದ್ಯಮಿದಾರರ ಅವಶ್ಯಕತೆ ಇದ್ದು ಅವರಿಗೆ ಎಲ್ಲ ರೀತಿಯ ಸಹಕಾರ ನೀಡಬೇಕು. ಆರ್ಥಿಕ ಅಭಿವೃದ್ಧಿಯಲ್ಲಿ ಮಹಿಳೆಯರ ಸಹಭಾಗಿತ್ವ ಬಹಳ ಅಗತ್ಯವಿದೆ ಎಂದು ಹೇಳಿದರು.

ಬೃಹತ್ ಮತ್ತು ಮಧ್ಯಮ ಕೈಗಾರಿಕಾ ಸಚಿವ ಆರ್.ವಿ. ದೇಶಪಾಂಡೆ ಮಾತನಾಡಿ, ಭಾರತದಲ್ಲಿ 8ನೇ ಅಧಿಕ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳಿದ್ದಾರೆ. ಒಟ್ಟು ಕೈಗಾರಿಕೆಯಲ್ಲಿ ಇವರ ಪಾಲು 3.09ರಷ್ಟಿದೆ. ಈ ಕ್ಷೇತ್ರದಲ್ಲಿ ಮಹಿಳೆಯರ ಪಾಲು ಇನ್ನಷ್ಟು ಹೆಚ್ಚಾಗಬೇಕು. ಕರ್ನಾಟಕದಲ್ಲಿ 1.37 ಅಕ್ಷ ಸಣ್ಣ ಕೈಗಾರಿಕೆ ಗಳವೆ 9 ಲಕ್ಷ ಜನರಿಗೆ ಉದ್ಯೋಗ ನೀಡಿದೆ. ಶೇ.30ರಷ್ಟು ಮಹಿಳಾ ಉದ್ಯಮಿಗಳು ಈ ಕ್ಷೇತ್ರದಲ್ಲಿದ್ದಾರೆ ಎಂದರು.

ರಾಜ್ಯ ಸರ್ಕಾರ ಮಹಿಳಾ ಉದ್ಯಮಕ್ಕೆ ಹೆಚ್ಚಿನ ಪ್ರೋತ್ಸಾಹ ನೀಡುತ್ತಿದೆ. ನಮ್ಮ ಕೈಗಾರಿಕಾ ನೀತಿ ಮಹಿಳಾ ಉದ್ಯಮಿ ಸ್ನೇಹಿಯಾಗಿದೆ. ನಾಲ್ಕು ಕಡೆಗಳಲ್ಲಿ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳಿಗೆ ಪಾರ್ಕ್ ಮಾತ್ರವಲ್ಲ ಜವಳಿ, ಚಿನ್ನಾಭರಣ ತಯಾರಿಕೆಯಲ್ಲಿಯೂ ಮಹಿಳೆಯರಿಗೆ ಪ್ರತ್ಯೇಕ ಕ್ಷೇತ್ರ

ಗಳನ್ನು ನಿರ್ಮಿಸಲಾಗುವುದು ಎಂದರು.

21ನೇ ಶತಮಾನ ಮಹಿಳೆಯರ ಶತಮಾನವಾಗಿದ್ದು ಮಹಿಳೆಯರು ಸಂಘಟಿತವಾಗಿ ಇನ್ನಷ್ಟು ಉದ್ಯಮ ಆರಂಭಿಸಬೇಕು. ಪುರುಷರು ಕೂಡ ಮಹಿಳೆಯರಿಗೆ ಬೆಂಬಲವಾಗಿ ನಿಲ್ಲಬೇಕು. ರಾಜ್ಯಕ್ಕೆ ಬರುವ ಮಹಿಳಾ ಉದ್ಯಮಿದಾರರಿಗೆ ತೀವ್ರ ಗತಿಯಲ್ಲಿ ಅನುಮತಿ, ಮತ್ತಿತರ ಸೌಲಭ್ಯ ಒದಗಿಸಲಾಗುವುದು ಎಂದರು. ಸರ್ಕಾರದ ಹೆಚ್ಚುವರಿ ಕಾರ್ಯದರ್ಶಿ ಕೆ. ರತ್ನಪ್ರಭಾ ಹಾಜರಿದ್ದರು.

ಮಾರಾಟ: ಸಮಾವೇಶದಲ್ಲಿ ಮಹಿಳಾ ಉದ್ಯಮಿದಾರರು ತಯಾರಿಸಿದ ಉತ್ಪನ್ನಗಳ ಮಾರಾಟ ಮತ್ತು ಪ್ರದರ್ಶನ ಏರ್ಪಡಿಸಲಾಗಿದೆ. ಒಟ್ಟು 400 ಮಳಿಗೆಗಳಿದ್ದವು. ಕರ್ನಾಟಕ, ತೆಲಂಗಾಣ, ದೆಹಲಿ, ಪಂಜಾಬ್, ರಾಜಸ್ಥಾನ ಸೇರಿದಂತೆ 19 ರಾಜ್ಯಗಳ ಪ್ರತಿನಿಧಿಗಳು ಭಾಗವಹಿಸಿದ್ದರು. ಶ್ರೀಲಂಕಾ, ಬಾಂಗ್ಲಾದೇಶ, ಅಮೆರಿಕ, ಇಂಗ್ಲೆಂಡ್ ಸೇರಿದಂತೆ 19ಕ್ಕೂ ಅಧಿಕ ದೇಶಗಳ ಪ್ರತಿನಿಧಿಗಳು ಭಾಗವಹಿಸಿದ್ದರು. ಕಾರ್ಯಕ್ರಮದಲ್ಲಿ ರಾಷ್ಟ್ರೀಯ ಮಹಿಳಾ ಆಯೋಗದ ಅಧ್ಯಕ್ಷೆ ಲಲಿತಾ ಕುಮಾರಮಂಗಲ, ಇಲಾಖೆಯ ಆಯುಕ್ತ ಗೌರವ್ ಗುಪ್ತ, ಅಧಿನಿ ಘಂಡೇಶನ್‌ನ ಅಧ್ಯಕ್ಷೆ ಡಾ. ಪ್ರೀತಿ ಅಧಿನಿ ಇದ್ದರು.



ಸಮಾವೇಶದ ಉದ್ಘಾಟನಾ ಸಮಾರಂಭದಲ್ಲಿ ಮುಖ್ಯಮಂತ್ರಿ ಸಿದ್ದರಾಮಯ್ಯ, ರಾಷ್ಟ್ರೀಯ ಮಹಿಳಾ ಆಯೋಗದ ಅಧ್ಯಕ್ಷೆ ಲಲಿತಾ ಕುಮಾರ್ ಮಂಗಳಂ, ಅದಾನಿ ಫೌಂಡೇಷನ್ ಅಧ್ಯಕ್ಷೆ ಡಾ. ಪ್ರೀತಿ ಜಿ. ಅದಾನಿ, ರಾಜ್ಯ ಸರ್ಕಾರದ ಹೆಚ್ಚುವರಿ ಮುಖ್ಯ ಕಾರ್ಯದರ್ಶಿ ಕೆ. ರತ್ನಪ್ರಭಾ, ಬೃಹತ್ ಕೈಗಾರಿಕಾ ಸಚಿವ ಆರ್.ವಿ. ದೇಶಪಾಂಡೆ ಉಪಸ್ಥಿತರಿದ್ದರು

ಮಹಿಳಾ ಉದ್ಯಮಿ ಸ್ನೇಹಿ ಕೈಗಾರಿಕಾ ನೀತಿ: ಭರವಸೆ

‘ಥಿಂಕ್ ಬಿಗ್’ ಸಮಾವೇಶಕ್ಕೆ ಸಿ.ಎಂ ಸಿದ್ದರಾಮಯ್ಯ ಚಾಲನೆ

ಪ್ರಜಾವಾಣಿ ವಾರ್ತೆ

ಬೆಂಗಳೂರು: ತುಮಕೂರು ರಸ್ತೆಯಲ್ಲಿ ಇರುವ ಅಂತರರಾಷ್ಟ್ರೀಯ ಪ್ರದರ್ಶನ ಕೇಂದ್ರದಲ್ಲಿ ನಡೆಯುತ್ತಿರುವ ಮಹಿಳಾ ಉದ್ಯಮಶೀಲತೆ ಮತ್ತು ಆರ್ಥಿಕ ಸಬಲೀಕರಣ ಸಮಾವೇಶ ‘ಥಿಂಕ್ ಬಿಗ್’ಗೆ ಮುಖ್ಯಮಂತ್ರಿ ಸಿದ್ದರಾಮಯ್ಯ ಅವರು ಸೋಮವಾರ ಚಾಲನೆ ನೀಡಿದರು.

‘ಮಹಿಳಾ ಉದ್ಯಮಿದಾರರಿಗೆ ಸರ್ಕಾರದ ನೆರವಿನ ಅಗತ್ಯ ಇದೆ. ಆರ್ಥಿಕ

ಚಟುವಟಿಕೆಗಳಲ್ಲಿ ಮಹಿಳೆಯರ ಸಹಭಾಗಿತ್ವ ಹೆಚ್ಚುತ್ತಿದ್ದು, ಮಹಿಳೆಯರ ಸಹಭಾಗಿತ್ವದಡಿ ಸ್ಥಾಪಿಸುವ ಉದ್ಯಮಿಗಳಿಗೆ ರಾಜ್ಯ ಸರ್ಕಾರ ಅಗತ್ಯ ನೆರವು ನೀಡಲಿದೆ’ ಎಂದು ಭರವಸೆ ನೀಡಿದರು.

ಬೃಹತ್ ಕೈಗಾರಿಕಾ ಸಚಿವ ಆರ್.ವಿ. ದೇಶಪಾಂಡೆ ಮಾತನಾಡಿ, ‘ಮಹಿಳಾ ಉದ್ಯಮಿಗಳು ಎದುರಿಸುತ್ತಿರುವ ಸಮಸ್ಯೆಗಳು ಹಾಗೂ ಸವಾಲುಗಳಿಗೆ ಸೂಕ್ತ ಪರಿಹಾರ ಕಂಡುಕೊಳ್ಳುವುದೇ ಸಮಾವೇಶದ ಉದ್ದೇಶವಾಗಿದೆ’ ಎಂದರು.

‘ಏಷ್ಯಾದ ಅತಿದೊಡ್ಡ ಮಹಿಳಾ ಉದ್ಯಮಿದಾರರ ಸಮಾವೇಶ ಇದಾಗಿದ್ದು, ಪರಸ್ಪರ ಸಂವಹನಕ್ಕೆ ಉತ್ತಮ ವೇದಿಕೆ ಒದಗಿಸಿದೆ’ ಎಂದು ರಾಜ್ಯ ಸರ್ಕಾರದ ಹೆಚ್ಚುವರಿ ಮುಖ್ಯ ಕಾರ್ಯದರ್ಶಿ ಕೆ. ರತ್ನಪ್ರಭಾ ಹೇಳಿದರು.

ಮಹಿಳಾ ಉದ್ಯಮಿಗಳ ಮಾರುಕಟ್ಟೆ ಪ್ರವೇಶ, ಹಣಕಾಸು - ತಂತ್ರಜ್ಞಾನ ನೆರವು, ವ್ಯವಹಾರ ಮತ್ತು ಮಾನವ ಹಕ್ಕುಗಳು ಕುರಿತ ವಿಚಾರ ಸಂಕಿರಣ ಆಯೋಜಿಸಲಾಗಿದೆ.

ಹೊಸ ಕೈಗಾರಿಕಾ ನೀತಿ ಉದ್ಯಮಗಳಿಗೆ ಪೂರಕ



ವಿಜಯವಾಣಿ ಚಿತ್ರ

ಥಿಂಕ್ ಬಿಗ್ ಸಮಾರೋಪದಲ್ಲಿ ಮಹಿಳಾ ಉದ್ಯಮಿ ಕುಮುದಾ ಶರ್ಮಾ ಅವರಿಗೆ ಗೃಹ ಸಚಿವ ಡಾ. ಜಿ. ಪರಮೇಶ್ವರ್ ಪ್ರಶಸ್ತಿ ಪ್ರದಾನ ಮಾಡಿದರು.

■ ವಿಜಯವಾಣಿ ಸುದ್ದಿಜಾಲ ಬೆಂಗಳೂರು

ರಾಜ್ಯ ಸರ್ಕಾರ ಉದ್ಯಮಸ್ನೇಹಿಯಾಗಿ ಕಾರ್ಯನಿರ್ವಹಿಸುತ್ತಿದೆ. ಹೊಸದಾಗಿ ಜಾರಿಗೊಳಿಸಲಾಗಿರುವ ಕೈಗಾರಿಕಾ ನೀತಿಯಿಂದ ಉದ್ಯಮಗಳಿಗೆ ಸಾಕಷ್ಟು ಅನುಕೂಲವಾಗಿದೆ ಎಂದು ಗೃಹ ಸಚಿವ ಡಾ. ಜಿ. ಪರಮೇಶ್ವರ್ ಅಭಿಪ್ರಾಯಪಟ್ಟಿದ್ದಾರೆ.

» **ಗೃಹ ಸಚಿವ ಪರಮೇಶ್ವರ್ ಅಭಿಮತ** ಬೆಂಗಳೂರು ಆಂತಾರಾಷ್ಟ್ರೀಯ ಪ್ರದರ್ಶನ ಕೇಂದ್ರದಲ್ಲಿ **ವಿ ಕನೆಕ್ಟ್** ಸಹಯೋಗದಲ್ಲಿ ಹಮ್ಮಿಕೊಂಡಿದ್ದ 'ಥಿಂಕ್ ಬಿಗ್' ಮಹಿಳಾ ಉದ್ಯಮಿಗಳ ಸಮಾವೇಶದ ಸಮಾರೋಪ ಸಮಾರಂಭದಲ್ಲಿ ಮಾತನಾಡಿದರು. ದೇಶದ ಜಿಡಿಪಿಗೆ ಮಹಿಳೆಯರೂ ಕೊಡುಗೆ ನೀಡುತ್ತಿರುವುದು ಶ್ಲಾಘನೀಯ ಎಂದರು.

ಬಯೋಕಾನ್ ಎಂಡಿ ಕಿರಣ್ ಮಜುಂದಾರ್ ಷಾ, ಸಿಬ್ಬಂದಿ ಮತ್ತು ಆಡಳಿತ ಸುಧಾರಣಾ ಇಲಾಖೆ ಪ್ರಧಾನ ಕಾರ್ಯದರ್ಶಿ ಡಾ. ಜಿ. ಕಲ್ಪನಾ, ವಿಕನೆಕ್ಟ್ ಸಿಇಒ ಎಲಿಜಬೆತ್ ವಾಸ್ಕೂಜ್, ರಾಷ್ಟ್ರೀಯ ಮಹಿಳಾ ಆಯೋಗ ಅಧ್ಯಕ್ಷೆ ಲಲಿತಾ ಕುಮಾರಮಂಗಲಮ್ ಉಪಸ್ಥಿತರಿದ್ದರು. ಉದ್ಯಮ ಕ್ಷೇತ್ರದಲ್ಲಿನ ಅವಿಷ್ಕಾರ ಮತ್ತು ಮಹಿಳಾ ಉದ್ಯೋಗಗಳನ್ನು ಸೃಷ್ಟಿಸಿದ ಮೂವರು ಸಾಹಸಿ ಉದ್ಯಮಿಗಳಿಗೆ ವಿಕನೆಕ್ಟ್ ಸಂಸ್ಥೆ ಪ್ರಶಸ್ತಿಗಳನ್ನು ನೀಡಿತು.

ಥಿಂಕ್ ಬಿಗ್‌ಗೆ ಉತ್ತಮ ಸ್ಪಂದನೆ ಮಹಿಳಾ ಉದ್ಯಮಿಗಳಿಗಾಗಿ

ಹಮ್ಮಿಕೊಳ್ಳಲಾಗಿದ್ದ ಥಿಂಕ್ ಬಿಗ್ ಸಮಾವೇಶಕ್ಕೆ ಉತ್ತಮ ಪ್ರತಿಕ್ರಿಯೆ ಲಭಿಸಿದೆ ಎಂದು ಸರ್ಕಾರದ ಹೆಚ್ಚುವರಿ ಮುಖ್ಯ ಕಾರ್ಯದರ್ಶಿ ರತ್ನಪ್ರಭಾ ಹೇಳಿದರು. 2 ದಿನಗಳ ಸಮಾವೇಶದಲ್ಲಿ 19 ರಾಜ್ಯಗಳ 2 ಸಾವಿರ ಪ್ರತಿನಿಧಿಗಳು ಪಾಲ್ಗೊಂಡಿದ್ದರು. 1,900 ಜನ ವಾಣಿಜ್ಯ ವಿಚಾರವಾಗಿ ಸಮಾವೇಶಕ್ಕೆ ಭೇಟಿ ಕೊಟ್ಟಿದ್ದಾರೆ ಎಂದು ತಿಳಿಸಿದರು.

Annexure 4

Organiser Profiles

WEConnect International

WEConnect International works to identify, educate, register and certify women's business enterprises based outside of the U.S. and then connect them with multinational corporate buyers. We also support our corporate members with tools, resources and events to assist with global program development.

WEConnect International currently operates and certifies women-owned businesses through local partnerships include Australia, Brazil,



Canada, Chile, China, Colombia, Costa Rica, India, Germany (new), Indonesia, Ireland, Israel, Jamaica, Mexico, Nigeria, Peru, South Africa, Turkey and the UK/Europe. In addition, women-owned businesses from almost 100 countries are represented in our global database via self-registration.

WEConnect International corporate members include: Accenture, Act Group, AIG, Access Bank, American Express, Anthem, Apple, Avis Budget, Barclays, BMW, BNY Mellon, Boyner Group, Boeing, Bristol-Myers Squibb, The Business Development Bank of Canada, Cargill, Chevron, Ciena, Citi, Coca-Cola, Cummins, Inc., Dell, Delta, Disney, Dun & Bradstreet, EcoLab, Enterprise Holdings, Estee Lauder Companies, ExxonMobil Corporation, EY, Garanti Bank, GlaxoSmithKline, Goldman-Sachs, Hewlett-Packard Enterprise, Hilton, IBM, Ingersoll-Rand, Intel, Interpublic



Group, Johnson Controls, Johnson & Johnson, JP Morgan Chase, Knoll, Marriott, MasterCard, Merck, MetLife, Microsoft, Monsanto, Morgan Stanley, Nokia, Pacific Gas and Electric, PepsiCo, Pfizer, Inc., Procter & Gamble, Roche, Royal Bank

of Scotland, SAP, Sodexo, TD Bank, The Inter-America Development Bank, TransCanada, Turkish Economy Bank, UPS, Verizon, Walmart, Wells Fargo, Westpac Bank and Wyndham. WEConnect International helps women-owned businesses succeed in global value chains. Certified women are eligible to use the Certified Women-Owned Logo.

WEConnect International in India has been working in the country since 2012 with strategic partners, government agencies, corporate members and women entrepreneurs to help the country's women-owned businesses succeed in local and global value chains. We are registered as a **Section 25** Not-for-Profit Company and

are also registered under Section 12A and 80 G of the Income Tax Act, 1961, in India.

For more information, please visit: WEConnectInternational.org/en/network/asia/india

Thinkthrough Consulting

Thinkthrough Consulting (TTC) is a multidisciplinary professional services organization that specializes in providing advisory support to sustainable development initiatives. TTC strives to engage with clients to address critical challenges through providing access to the best possible expertise and innovative solutions to achieve efficiency and create the desired impact.



TTC works with Multi & Bilateral organizations, International Funding Agencies, Government Agencies, NGOs and Corporate Foundations and Impact Funds in assisting them across various thematic areas.

We offer advisory support across the sustainable development initiative value chain covering a cross section of thematic areas including Education, Water and Sanitation, Sustainable Livelihoods (farm and non-farm), Skill Development, Corporate Social Responsibility, Gender and Inclusion, Financial inclusion, Governance, Grant Efficiency and Health and Nutrition.

We are a **multi-disciplinary team of practitioners** consisting of Management Graduates (from different faculties and specializations), Chartered Accountants, Cost and Financial Accountants, Lawyers, Social Workers, Sociologists, Anthropologists and Researchers with diverse skill sets, competencies and experience in sustainable development initiatives.

Services Offered

Our range of services revolve around the following key themes:

Development sector advisory:

Our extensive experience with the development sector helps us in supporting organizations with tailor-made solutions for all their needs including governance, management, strategy, capability development and impact assessment.

Sustainability & climate change advisory:

Our solutions are aimed at helping organizations to effectively manage sustainability and climate change risks as well as leveraging on opportunities arising from the same, through innovative and timely actions.

Ethical business advisory:

We support organizations in embracing ethical practices, evaluating risks and developing mitigation strategies across business and value chain.

General Organizational Capabilities

Multidisciplinary team

In the rapidly changing global environment, development actors face several critical challenges across the value chain of social development initiatives. It is our endeavour to provide end-to-end value added services across functionalities and domains to our clients and assist them across the multiple layers of criticality. This is where our multi-disciplinary team of practitioners with their diverse skill sets, competencies and varied experience bring their expertise to each of the projects in hand.

Global advisory Council

TTC's Global Advisory Council (GAC) consists of eminent practitioners and domain experts on social development initiatives from across the globe. The GAC is a body of exceptional personalities, thought leaders and sector champions and includes 110 members from 28 countries having thematic and functional expertise on various millennium development thematic issues.

The GAC provides:

- Insights into strategic issues, critical business parameters and key sensitivities
- Effective teaming for exceptional client experience
- Access to worldwide capabilities, knowledge and good practices

Strategic Partners

Our strategic partners are institutions with credibility and experience who bring in niche capabilities to complement what we do, to aggregate all important services under one roof, making us a one stop destination for clients. Our strategic partners assist us in:

- Providing access to global network, standards, resources and knowledge base to provide comprehensive solutions
- Supporting clients across the entire social development value chain

MMActiv



MM Activ Sci-Tech Communications Pvt. Ltd. is engaged in creating, planning, development & implementation of the fully integrated national & international

Conferences and Tradeshows, focusing on frontier technologies.

MM Activ creates and nurtures a platform for effective interaction amongst industry, scientific fraternity, policy makers, opinion leaders and academia in the events with specific focus areas being Research & Development, Biotech, Nanotech, Nutrition & Nutraceuticals, Agrotech, ICT, Aerospace, Defence, Manufacturing and Higher Education.

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