



Bridges for Enterprise

New Delhi Chapter

Annual Report
2024-25





About BfE

Escalating Social Impact

Bridges for Enterprise (BfE) is a global non-profit organization, where passionate professionals and students work together to provide pro-bono impact consulting services to support early-stage businesses.

BfE New Delhi Chapter at SSCBS, the first BfE chapter in India, undertakes consulting engagements and financial advisory projects to create a more inclusive and sustainable future ensuring impact creation at the most basic level. At Bridges for Enterprise, we aim to escalate social impact and promote social entrepreneurs trying to bring some positive change.



BRIDGES
FOR
ENTERPRISE

We believe social entrepreneurs can
change the world.

Our Impact

2024-25



100+

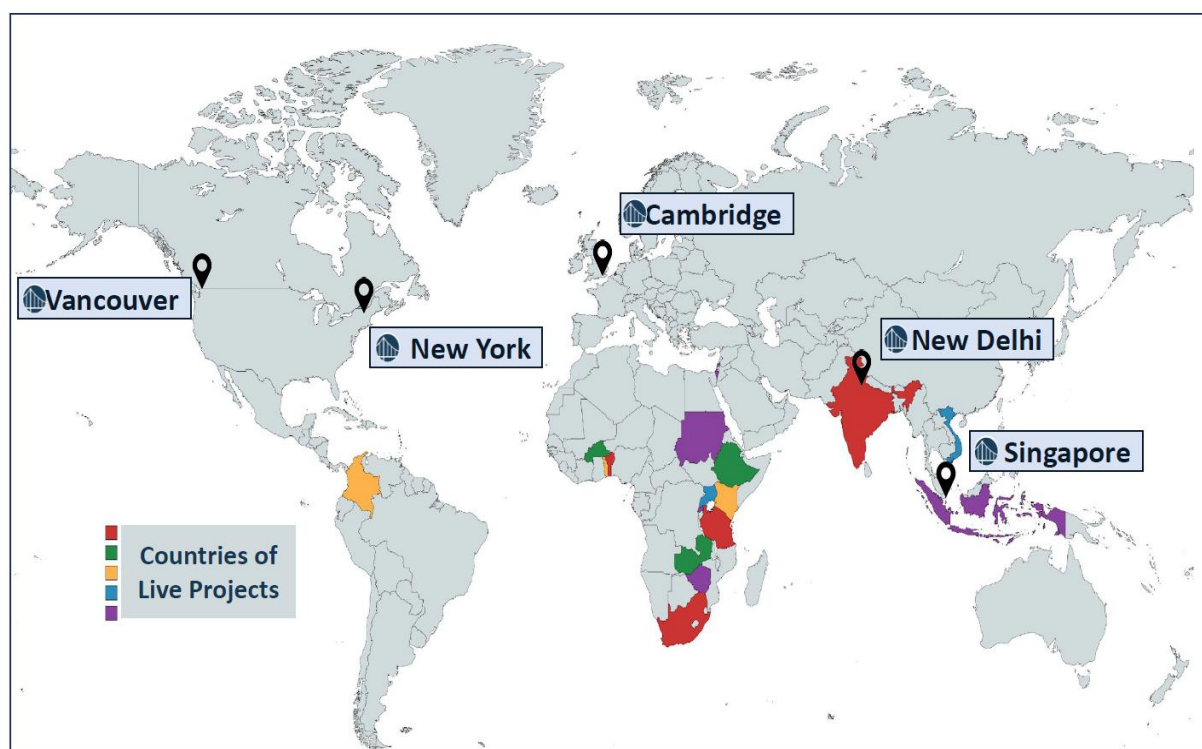
Shortlisted **Startups** joined the BfE Incubation Programme since inception

500+

Students and professionals available to provide support to entrepreneurs

78%

of Startups in the 2019/20 cohort were very satisfied by their experience





Our Mentor Board

2024-25



Jeremy Soh
Pro-Bono Consultant with BfE



Siyuan Tan
Consulting Manager



David Hinton
Impact Consultant



Chris Vijt
International Consultant

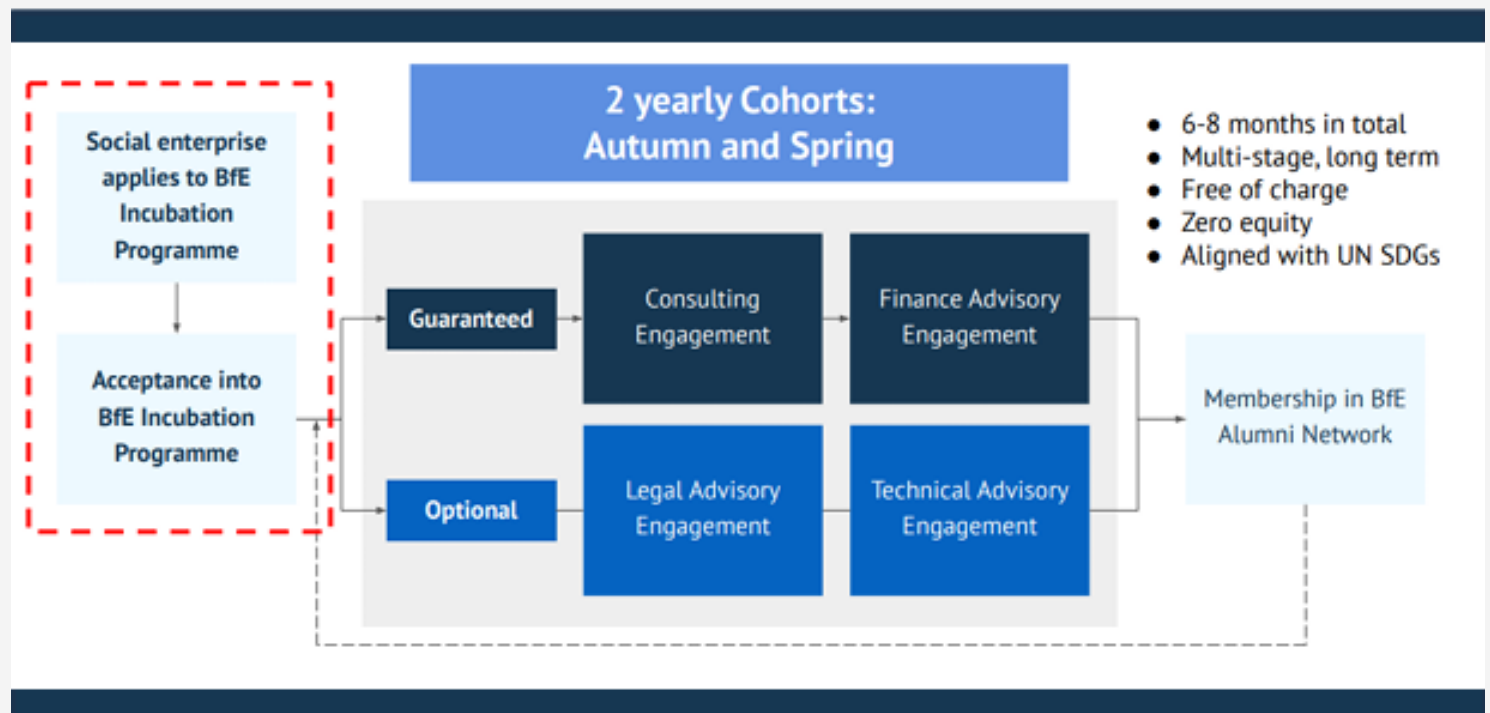


The BfE New Delhi team proudly released the 3rd edition of the BfE Casebook, a comprehensive, student-authored resource aimed at equipping undergraduates with the tools needed to excel in consulting. Built on insights from real client engagements and interview prep experience, this year's edition takes a refined, impact-driven approach. It features detailed solutions to actual cases asked in MBB interviews, adapted to reflect structured thinking and social impact perspectives.

Widely appreciated across consulting circles in India and abroad, the BfE Casebook 2025 remains a high-impact guide for aspiring consultants at SSCBS and beyond.

Startup Recruitment

In collaboration with BfE Singapore





Uganda

PROBLEM STATEMENT

- Smallholder farmers in Uganda face restricted market access, unfair prices, and significant post-harvest losses
- Urban retailers struggle with unreliable supply chains
- Nampya addresses these issues by building a tech-enabled, efficient, and fair food supply chain to connect farmers and retailers

OUR APPROACH

- Conducted market analysis and assessed agritech firms in the region
- We designed **strategies to improve warehouses** and implement **M&E framework**
- The M&E framework included seven qualitative and five quantitative indicators
- For warehouse expansion, we created a plan focusing on logistics, transportation, and technology

RESULTS

- Nampya **raised farmers' income by 60%**
- Increased deliveries to 50,000 tons per year
- **Cut post-harvest losses by 35%**
- Improved last mile efficiency by 20%

STARTUP OVERVIEW



- **Nampya Farmers Market** is a Ugandan agri-tech startup **connecting smallholder farmers to urban retailers** through a mobile-enabled platform
- By streamlining crop listings, logistics, and delivery, it ensures fair pricing, reduces waste, and improves food access
- With over 5,000 farmers onboard, Nampya promotes economic empowerment and sustainable development

1 NO POVERTY



2 ZERO HUNGER



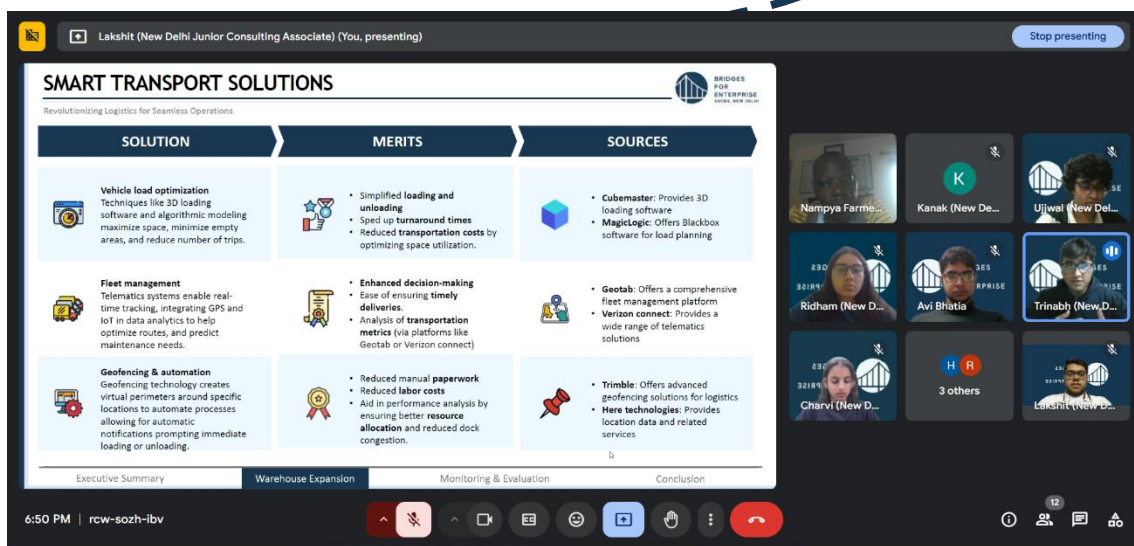
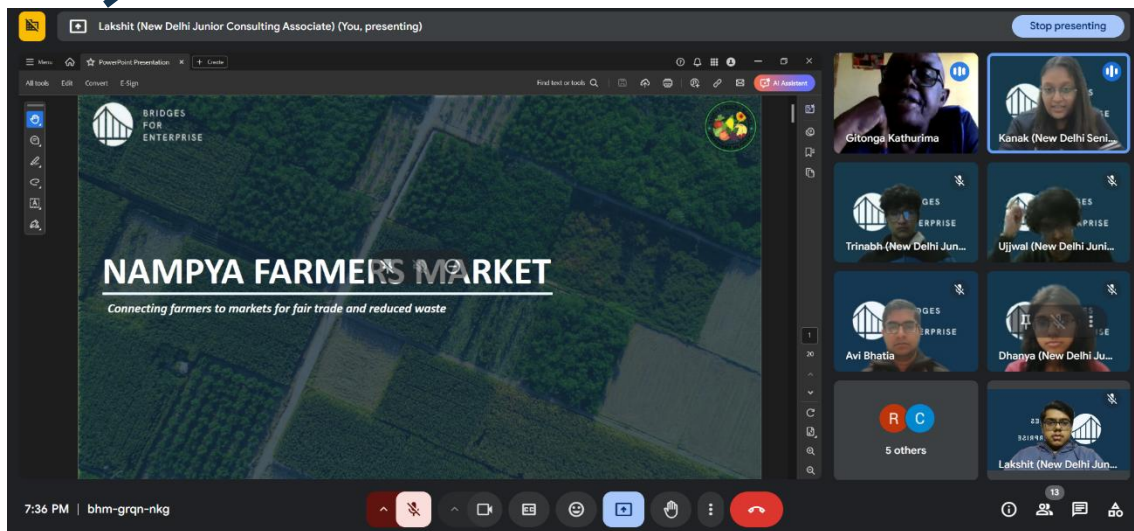
5 GENDER EQUALITY



8 DECENT WORK AND ECONOMIC GROWTH



Engagement Meetings



Philippines

PROBLEM STATEMENT

- Farmtri struggled to stand out in Thailand's competitive agrotech market dominated by IoT and data-driven solutions
- Key issues included unclear services, poor website usability, and low engagement. Addressing these was crucial to deliver tailored solutions and improve the digital user experience

OUR APPROACH

- We analysed Farmtri's market position, assessed regulations, evaluated potential, and identified opportunities for scalable and sustainable growth in the Thai agriculture sector
- We structured a phased implementation plan focusing on operations, technology upgrades, and partnerships to ensure user-centricity and alignment with Farmtri's long-term vision

RESULTS

- Farmtri boosted productivity by 25%
- **Reduce water wastage by 20%**
- Positively impacted 30,000 lives
- Projected **\$50M revenue** while strengthening local brand visibility

STARTUP OVERVIEW



- **Farmtri** is an agrotech platform using IoT, AI, and data analytics to support smallholder farmers and **optimize supply chains**
- It offers precision tools, demand forecasting, GPS logistics, and real-time dashboards
- By focusing on efficiency, sustainability, and farmer empowerment, Farmtri is building a future-ready agricultural ecosystem that **connects rural producers with modern food systems** across Southeast Asia

2 ZERO HUNGER



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



11 SUSTAINABLE CITIES AND COMMUNITIES



12 RESPONSIBLE CONSUMPTION AND PRODUCTION





Engagement Meetings

The screenshot shows a Zoom meeting interface. On the left, a presentation slide titled "WEBSITE OVERVIEW" is displayed. It contains a navigation bar at the top with links like "Home", "About", "Services", "Contact", and "Login". Below the navigation bar, there are several sections: "OUR PLATFORM OFFERS TOOLS DESIGNED TO", "KEY FEATURES", and "CURRENT ISSUES". The "CURRENT ISSUES" section lists six points: 01. Lack of digital marketing strategy, 02. Low quality of content, 03. Lack of user engagement, 04. Lack of social media presence, 05. Lack of mobile app, and 06. Lack of data analytics. On the right side of the Zoom window, there is a grid of eight participant video feeds. The participants are: Vidhi (New Delhi Ju...), Keshav (New Delhi ...), Archit (New Delhi J...), Nischal (New Delhi ...), Sanyam (New Delhi ...), Manzo Nyifamu, Yugank (New Delhi ...), and Anvesha (New Delhi...). Below the video feeds, there is a chat window with a message from Yugank (New Delhi Junior Consulting Associate) stating: "navigation bars is overlapping content. If you check the site, the navigation bar, at the down, it overlaps a lot of content and the images are also fully skilled. Which makes it less attractive or less appealing to the consumers or the farmers. Next is the learn more and getting". At the bottom of the Zoom window, there is a toolbar with various icons for mute, video, chat, and other functions.

The screenshot shows a Zoom meeting interface. On the left, a presentation slide titled "OPTIMIZING FARMTRI'S DIGITAL TOUCHPOINTS [3/4]" is displayed. It contains three main sections: "CURRENT SITUATION", "METHODS OF OUTREACH", and "PLATFORM BASED POAS". The "CURRENT SITUATION" section includes "FARMTRI's Position", "Industry's Overview", and "Farmers' Front". The "METHODS OF OUTREACH" section includes "Relevant Content", "Instilling Trust", and "Miscellaneous factors". The "PLATFORM BASED POAS" section includes "Dividing the POAs into Social Platforms and Professional Front...". On the right side of the Zoom window, there is a grid of participant video feeds. The participants are: Keshav (New Delhi Junior Consultin...) and Satyam (New Delhi Junior Consultin...). Below the video feeds, there is a chat window. At the bottom of the Zoom window, there is a toolbar with various icons for mute, video, chat, and other functions.



India

PROBLEM STATEMENT

- Slow Made India aims to scale operations while staying true to its artisan-led, sustainable production model
- The brand faces challenges in diversifying its supply chain, expanding artisan training capacity, and securing grants to support growth

OUR APPROACH

- We developed a region-specific multi-shoring strategy to reduce production delays and reliance on a single cluster
- To address skill gaps, we proposed a modular artisan training model aligned with government schemes
- For funding, we mapped relevant Indian and EU grant opportunities and built a roadmap for participation in global trade fairs

RESULTS

- Tapped into 4+ global trade fairs for international exposure
- Leveraged 6+ national and international grant schemes
- Strengthened visibility in ethical fashion markets across India and Europe

STARTUP OVERVIEW



- **Slow Made India**, founded in 2018, is a **sustainable fashion** and textile brand reviving the relevance of handloom in modern lifestyles
- It produces eco-friendly, hand-woven selvedge denim using natural dyes. SMI celebrates mindful making rooted in Indian craft heritage
- The brand also showcases its work at international trade fairs, connecting Indian artisanship with global markets

8 DECENT WORK AND
ECONOMIC GROWTH



11 SUSTAINABLE CITIES
AND COMMUNITIES



12 RESPONSIBLE
CONSUMPTION
AND PRODUCTION



13 CLIMATE
ACTION



Engagement Meetings



A few more methods can be adopted by SMI to make their process more efficient and sustainable. These are as follows:

- 1. Energy efficiency:** Solar panels, and energy-efficient machinery are becoming common features in modern denim facilities. Manufacturers are significantly lowering their carbon footprints by reducing reliance on fossil fuels. Advanced equipment and process optimization also contribute to reduced energy consumption, making production more sustainable. These energy-efficient practices are both environmentally beneficial and cost-effective, providing long-term savings for producers and helping keep selvedge denim competitive in the market.
- 2. Waste reduction:** Many brands are adopting circular economy principles by recycling fabric scraps into new products or incorporating them into innovative designs. Additionally, some manufacturers repurpose efforts for insulation materials or donate them to community projects. These efforts minimize landfill contributions and highlight the potential for resourcefulness in production.
- 3. Upcycled dyes:** They are significant for promoting environmental sustainability by reducing waste, minimizing chemical pollution, and conserving resources. Derived from discarded materials, they support circular economy practices and sustainable fashion initiatives. Additionally, they provide economic opportunities for local communities and help preserve traditional dyeing techniques. Upcycled dyes offer unique, natural color variations that enhance aesthetic value, making them a responsible and innovative alternative to conventional synthetic dyes. SMI as an initiative to become more sustainable can start using upcycled dyes, to lower their carbon footprint.

Suppliers of Upcycled Dyes:

Website: <https://innatex.de/en/>
Notes: International fair for sustainable textiles, with a strong B2B focus.

Netherlands:

- **Modfabriek (Amsterdam)** – Entry Cost: Starts around ₹95,000 for small booths Website: <https://modfabriek.nl/en>
Notes: A key event for forward-thinking and sustainable fashion brands.
- **Textile Festival Twente** – Entry Cost: ₹18,000–₹36,000
Website: <https://www.textilefestival.nl/>
Notes: Textile design and art event, offers boutique-level exposure.

Execution Plan:

- Share exhibition space with sustainability-focused consortiums or incubators
- Demonstrate live weaving or dyeing techniques to showcase craftsmanship
- Distribute curated swatch books and QR-enabled lookbooks

Strategic Certifications and Partnerships To ensure transparency and gain credibility in the sustainable fashion sector, the following certifications are recommended. A mix of high-recognition and cost-effective alternatives has been included:

- 1. Global Organic Textile Standard (GOTS)**
Cost: ₹2,00,000–₹5,00,000
Website: <https://global-standard.org/>
Scope: Comprehensive supply chain certification.
- 2. Bluesign® System**
Cost: Approx. ₹3,00,000+

SMART SOURCING

Leveraging forecasting and vendor management to build a resilient and scalable artisan supply chain

CHALLENGES

- Order-Driven Procurement**
 - Raw material sourcing only begins after a confirmed order is received
 - This increases the production period, which is a waste of idle time
- Off Season Inactivity**
 - Time between fashion weeks (May-July, Nov-Jan) goes underutilized
 - This time is ideal for planning, artisan training, or pre-processing
- Inventory Management**
 - Uncertainty in material availability leads to understocking/overstocking
 - Reliance on artisan availability rather than proactive planning
- Quality Variability**
 - Decentralized suppliers may create raw material quality inconsistencies
 - It also affects the number of defects in their product
- Sustainability-First Model**
 - Ethical sourcing from craftspeople increases costs and timelines
 - Limited ability to scale fast or deal with surge in demand

STRATEGIC SOURCING SOLUTIONS

- Data-driven Forecasting**
 - Use past sales trends to forecast demand and place pre-orders for yarn and dyes.
- KPIs to Track**
 - Style Repetition Rate (%)
 - Yarn Usage per Unit (kg)
 - Dye Usage per Unit (g)
 - Last Season Units Sold
 - Peak Ordering Window
 - Average Lead Time
- Vendor Scorecard**
 - Periodic vendor scoring on:
 - ✓ Timeliness
 - ✓ Quality consistency
 - ✓ Communication
 - ✓ Cost-effectiveness
 - Supports smart reordering decisions
- Pre-process Preparation**
 - Off-season tasks:
 - ✓ Convert yarn cones → hanks
 - ✓ Prep warp bobbins
 - ✓ Test new indigo shades
 - Utilizes idle capacity and reduces production delay
- Sourcing Calendar**
 - Build a sourcing calendar with:
 - ✓ Pre-process
 - ✓ Production
 - ✓ Delivery
 - ✓ Buffer
 - Cultivate recurring client relations
- Local Material Partnership**
 - ✓ Partner directly with organic cotton growers and natural dye suppliers
 - ✓ Avoids middlemen, improves control

Philippines

PROBLEM STATEMENT

- Pic-A-Talk aims to **expand** its presence in **Southeast Asia** by offering culturally localized AAC tools for underserved users
- Limited awareness, affordability barriers, and a lack of localized alternatives continue to restrict AAC access for millions in low-resource settings

OUR APPROACH

- We focused on building a scalable model for inclusive AAC adoption by combining market segmentation, and community-based outreach
- Our strategy involved analyzing underserved user groups, assessing institutional readiness, and **mapping revenue streams through user-tiering**
- We analyzed inclusive education, user behavior, implementation barriers, and stakeholder alignment via networks and institutions

RESULTS

- Pic-A-Talk can now reach 70% more therapists regionally
- Impact **200k+ student** across **42,000 schools**
- Boost in rural access and early invention, and adoption rates

STARTUP OVERVIEW



- **Pic-A-Talk**, founded in the Philippines, is a social impact startup in **assistive technology**, empowering non-verbal individuals through customizable **Augmentative and Alternative Communication (AAC)** tools
- The app enables picture-based speech tailored to local languages
- With a focus on accessibility, education, and inclusivity, it bridges gaps for children with autism and speech impairments

3 GOOD HEALTH
AND WELL-BEING



4 QUALITY
EDUCATION



9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



10 REDUCED
INEQUALITIES





Engagement Meetings

This appears to be a long document. Save time by reading a summary.

Milestones the Company Can Set for Each Phase:

Phase	Tentative Milestones
Phase 1	1,000–2,000 freemium users 5–7 early partner centers/schools 200+ active monthly users
Phase 2	3,000–5,000 users 300–500 paid conversions 5 school/hospital pilots initiated
Phase 3	10,000+ users 1,000+ paid users Partnerships with 2–3 LGUs and 2 regional DepEd units
Phase 4	20,000+ users 2,500–3,000 paid users Recognition from at least one national agency or DepEd region University SLP curriculum pilot live

Note:
These milestones are conservative estimates and should be treated as tentative. They can be revised based on real-time market response, funding availability, partner engagement, and policy environment changes. The focus should remain on steady, sustainable growth while maintaining the mission-driven impact of the platform.

Video call participants: David Hinton, S, JG, SK, and others.

Licensing with Schools

Accelerating AAC Adaptation Through Strategic School Partnerships

APPROACH STRATEGY

- Engage Key Stakeholders Early**
Engage school administrators and DepEd SPED coordinators early by showcasing Pic-A-Talk through demos. Highlight how it can support IEPs and improve communication for students with special needs.
- Launch Pilot Programs in Schools**
Initiate pilot programs in selected SPED-focused schools to test Pic-A-Talk in real classrooms. Gather feedback from teachers and therapists to refine usability, effectiveness, and integration with learning objectives.
- Provide Comprehensive Training**
Offer hands-on AAC training to teachers, SLPs, and aides. Ensure they gain confidence using Pic-A-Talk to support learners' communication goals, supported by manuals, tutorials, and accessible tech support.
- Partner with Schools & Scale**
Collaborate with schools that have active parent-teacher support groups. These communities can promote AAC awareness, share success stories, and help drive adoption of Pic-A-Talk as champions of inclusive communication.

POTENTIAL INSTITUTIONS FOR FUTURE COLLABORATIONS

1. Handumanan Elementary School (Bacolod City)
2. Happy Beginners School of Learning (Bacolod City)
3. Riverside College Children's Learning Center (Bacolod City)
4. Jack and Jill SIDERA SPED Center (Bacolod City)

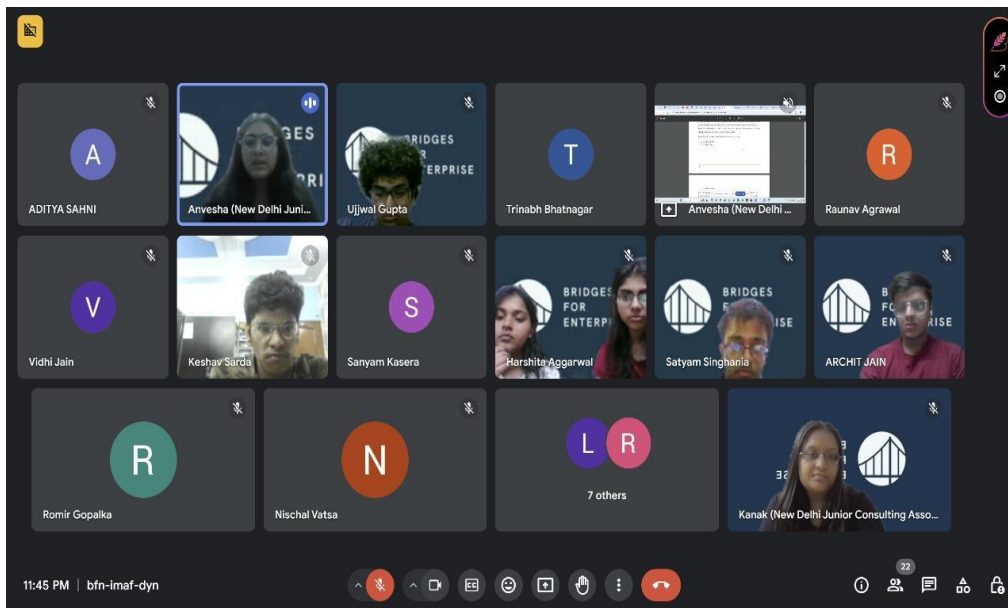
LEGISLATION

- A 2022 law mandates inclusive education and bans schools from rejecting students with disabilities.
- Enforcement is poor; the actual student-teacher ratio (31:1) is double the ideal (15:1).
- SPED received no dedicated funds in the 2023 national budget.
- Autistic children often attend regular schools lacking proper support.

Video call participants: Jeremy S, S, F, H, and others.

Training Sessions

Knowledge sharing sessions and bootcamps



KNOWLEDGE SHARING SESSIONS

BfE conducted a Knowledge Sharing Sessions (KSS) focusing on slide design, research methodologies, startup recruitment, resume building and strategies for excelling in case competitions. Members received comprehensive training in these key areas

CONSULTING BOOTCAMP

Our consulting bootcamps feature professionals from McKinsey, Bain, Dalberg, and LEK, offering live interview scenarios and actionable feedback. In these sessions, members tackle frameworks, profitability, guesstimates, market entry, and sector-specific problem-solving under real-time pressure



Contact Us



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