

Annual Report

2019-20



अवन्ती
AVANTI FELLOWS

Contents

About us.....	1
Entrance Test Preparation Program.....	4
Sankalp.....	7
Audited Financials.....	10
Stories of Transformation.....	12
Our Alumni.....	13



About us

Avanti Fellows is an award-winning non-profit organization founded in 2010 with the mission to provide affordable, high-quality education to disadvantaged students aspiring to study at India's top universities.

At Avanti, a unique pedagogy is implemented called Peer Instruction®. This pedagogy reduces teacher dependence and enables collaborative learning amongst students. Over the past decade, we have shown that our students outperform the most expensive after-school programs in the country at less than one-fourth the cost.

Avanti has **two core interventions** to create change



Entrance Test Preparation

- Partnership with the Jawahar Navodaya Vidyalaya Samiti
- To date, Avanti has partnered with 5 government systems across 4 states and 1 Union Territory in India to run high quality STEM programs for secondary school (grade 11 -12) along with competitive exam preparation

Sankalp

- Partnership with Haryana Government
- Executing a large education system change project where teachers are provided with technology and content.
- Objective to impart the best quality education in the field of Science and Mathematics to students studying in Grade 9 - 12.

Letters from our Leaders



Akshay Saxena

Co-Founder of Avanti Fellows

Our vision is to provide young Indians from disadvantaged backgrounds with equitable access to high quality colleges. For 10 years now, we have been guided by our core belief that every child has the right to good college education to prosper in life.

Our mission for the future is to support thousands of determined students by providing strong STEM foundational support through our programs to help qualify national entrance examinations and access universities in the higher echelons of the Indian education system. To scale and sustain our student impact, technology integration with innovative pedagogical systems at the school level plays a pivotal role. We also believe that system interventions by building teacher capacity, leveraging technology to deliver high-quality content and instilling better teaching practices will help improve student learning outcomes.

We are pleased to work with long-term partners-in-change that truly believe in creating positive generational impact.

Apart from being the Co-Founder of Avanti Fellows, Akshay is also an Ashoka fellow. He was awarded the Draper Richards Kaplan Fellowship and Echoing Green Fellowship in 2012 for his work at Avanti. Before starting his venture, he served on the founding team of HeartFlow, a venture-backed medical diagnostics company. His prior work experience includes management consulting with the Boston Consulting Group in India, project implementation with the United Nations World Food Programme and fundraising and strategy at The International Save the Children Alliance. Akshay graduated from IIT Bombay with a degree in Chemical Engineering and was enrolled in the MBA program at the Harvard Business School.



Vandana Goyal

Executive Trustee

Avanti Fellows welcomes Vandana Goyal as its Executive Trustee. Vandana has been inspired by Avanti's efforts to reimagine secondary education for young people in India through the use of high-quality technology, content, and pedagogy.

Vandana will be responsible for scaling Avanti's blended learning approach in the field of STEM. Her years of expertise working in the education sector will add immense value as Avanti gears up for its next phase of journey. These include merging technology with traditional education modules, working closely with the government to reshape the secondary education model and most importantly continuing to support meritorious students with access to the best college preparatory education.

“There is a paucity of high-quality organizations working in the secondary education space in India. Avanti Fellows is an innovative organization that has developed blended learning models that show demonstrable impact within government systems. I am energized to join the team to help the organization achieve its ambitious goals for the future.” - **Vandana Goyal**.

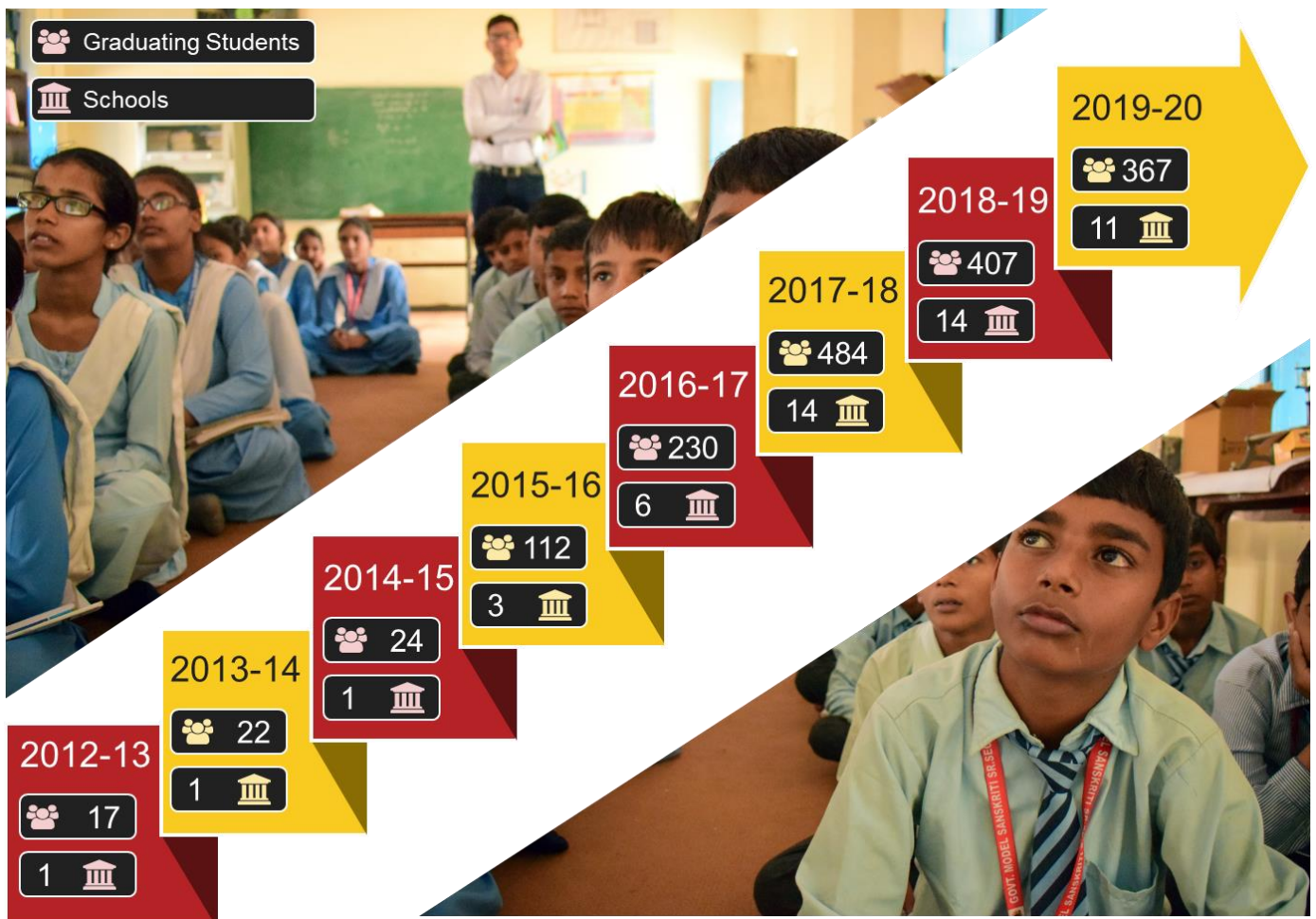
Vandana comes with two decades of leadership experience in enabling children from disadvantaged backgrounds to access high-quality education. She previously served as CEO of Akanksha Foundation, a Mumbai-based non-profit organization in the education space. She led Akanksha to become one of the largest networks of public private partnership schools in urban India and continues to serve on the board of Akanksha Foundation.

Vandana is a graduate from Claremont McKenna College, California, with a degree in Economics. As part of her undergraduate studies, she spent a year at the London School of Economics. She spent four years with Citizen Schools, a Boston-based non-profit organization dedicated to changing the life trajectory of underprivileged urban children, before moving to India and joining Akanksha. In 2012, she was appointed by the World Economic Forum as a Young Global Leader.

Entrance Test Preparation Program

Avanti Fellows started a decade-long strong partnership back in 2010 with the Navodaya Samiti. The Navodaya Samiti is the central governing body for a network of 635 Jawahar Navodaya Vidyalaya schools pan-India and is governed by the Ministry of Human Resource Development. These are residential school systems that cater to secondary and senior secondary school students, and conducts after-school STEM support programs in JNV schools. Avanti also supplements this program with volunteer-led mentoring & career services. Avanti Fellows is present within 11 JNV schools in the states of Maharashtra, Odisha, Karnataka, Jharkhand and the Union Territory of Pondicherry and catering to 900+ students in 2019-20 with after-school support in STEM subjects with trained teachers on school campus.

Avanti's program aims to create a level playing field for the students of Jawahar Navodaya Vidyalaya aspiring for careers in STEM by providing career guidance, mentorship opportunities and academic support they need to be accepted into India's top STEM programs and succeed during their years in college.





Structured Academic Curriculum

Avanti program associates provide structured curriculum in the form of video modules and workbooks to all students. In addition, tests and assessments are conducted on a regular basis to assess student performance and learning outcomes.

Non-academic Support

Avanti provides end-to-end support to all students through proper career counselling and mentorship by IIT/NIT students. In addition, selected students are also provided with assistance in getting scholarships for their college.



IIT-JEE

On average, **65%** of the student attendees qualified the JEE Main examination and **35%** attendees qualified for IIT-JEE Advanced examination

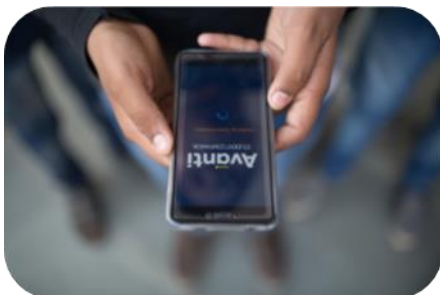
NEET

On average, **90%** of our student attendees qualify NEET examination



Placements

36% of our graduating students have gained admission into India's best engineering and medical colleges



Year	Students in Gr XII	JEE-Mains Qualified	JEE-Adv Qualified	Entry into IIT	Entry into NIT	Top 100 and Government Colleges	Medical Colleges
2013	17	16	7	3	10	1	NEET Coaching started from 2017
2014	23	21	11	5	10	1	
2015	24	22	12	7	11	2	
2016	110	56	20	11	23	64	
2017	230	124	22	6	26	46	
2018	484	207	30	16	55	45	19
2019	520	200	31	16	25	90	21
Overall	1408	646	133	64	160	249	40

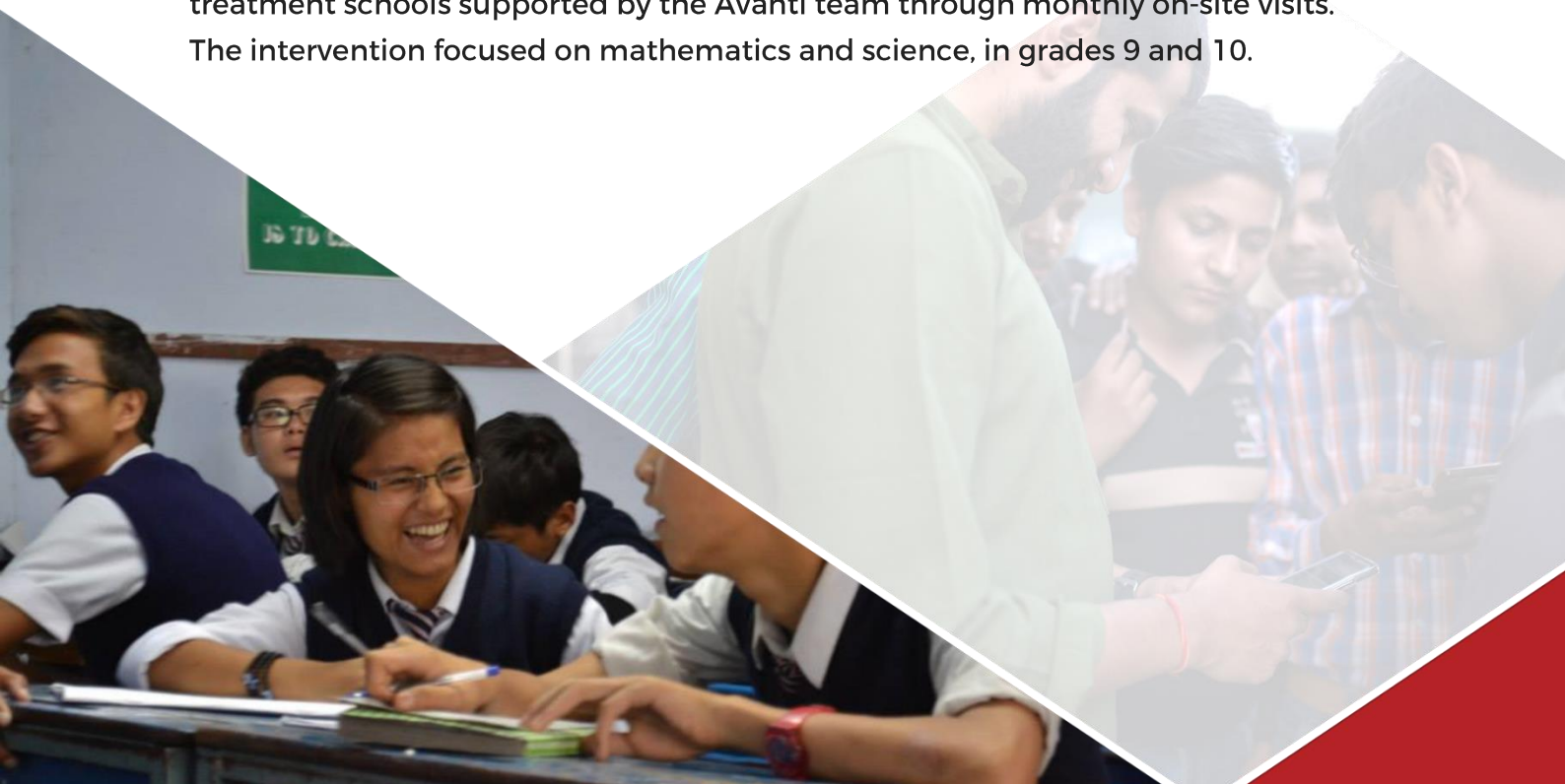


Sankalp

Avanti believes that the real power to transform children's lives is in the hands of our teachers. Over 6 years ago, Avanti began various interventions in the government school system, all designed to improve the quality of STEM education available in secondary school. The intervention focuses on improving math and science education by training teachers to effectively use structured content, video lectures and peer learning in their classroom- pedagogy that has been proven to work in Avanti centers but also considered effective practice in classrooms worldwide. In 2019-2020, Avanti launched a partnership with the Government of Haryana in 240 of its secondary schools under the aegis of the "Sankalp" program, supported by our partners, Michael and Susan Dell Foundation, USAID and managed by Samagra Governance. Our evaluation partner for the program is Abdul Latif Jameel Poverty Action Lab, South Asia (J-Pal SA)

As part of the Sankalp initiative, Avanti is developing customized blended content and in-class and at-home learning apps to help transform learning outcomes in the government schools where we are present. The government has invested over \$100,000 USD in equipping schools with ICT equipment, power backup and Avanti's program managers work in close collaboration with the Office of Department of Education to train, monitor, and support teachers in creating dramatic learning level shifts in STEM from grades 9 to 12.

The 240 schools participate in a randomized trial, wherein 80 of the 160 treatment schools received an educational-technology intervention, which encouraged teachers to "blend" their classroom instruction with video materials and workbooks, while the other 80 schools received workbooks only with the treatment schools supported by the Avanti team through monthly on-site visits. The intervention focused on mathematics and science, in grades 9 and 10.



Core Pillars of the intervention are:
Curriculum Content

Hindi/English medium content with three major components - workbooks, video lessons and execution guide

- 300 Hours of High Quality Video Content created for Maths and Science for Grade 9 to 12 for all chapters (100% Coverage)
- 12 Comprehensive Workbooks for Grade 9 to 12 covering 100% syllabus in Maths and Science. This includes Notes, Remediation, Board Practice, At Grade Level exercise

Assessment

Tests to evaluate learning levels and provide detailed inputs on academic improvement

- Students Tested - 39,835
- Student Interviews - 916

Capacity building

Training teachers to run a blended learning classroom using pedagogical elements designed by Avanti

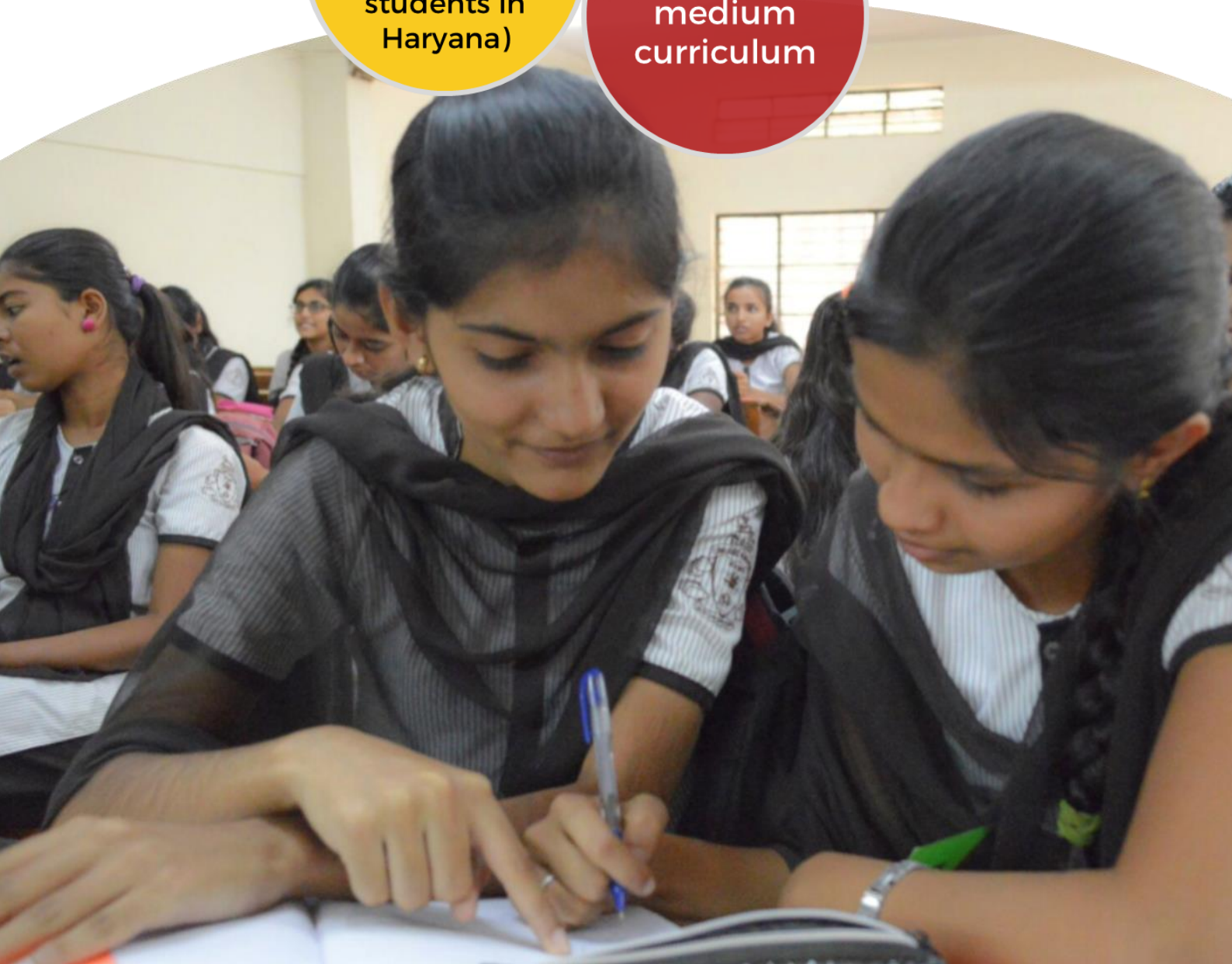
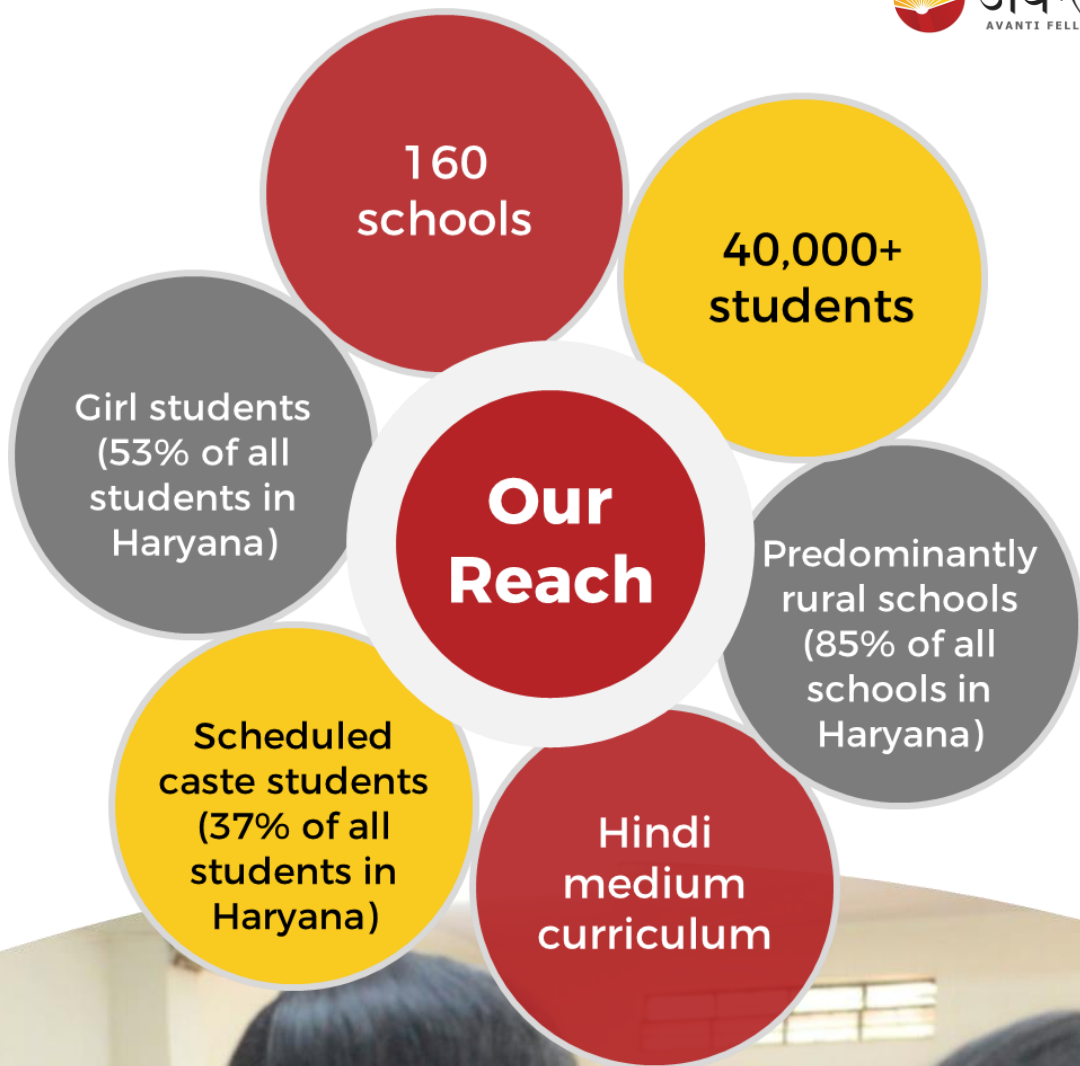
- Teachers Trained - 550+

On-ground support

The Avanti Team along with Block/District Resources will monitor and mentor the program

- School visits - 1775
- 388 visits for in-school training and setting up infrastructure
- 1,387 visits for classroom observation and support
- 3,114 classes were observed and supported





Audited Financials

BALANCE SHEET AS AT 31ST MARCH, 2020

[Consolidated accounts for Foreign and Domestic contributions]

Amount (In Rs.)

31.03.2019	LIABILITIES	SCH	Rs.	31.03.2020	31.03.2019	ASSETS	SCH	Rs.	31.03.2020
	Capital Fund					Fixed Assets			
10,000	Corpus Fund				4,78,194	Asset against Project Grant	V		4,56,51,585
-	Opening Balance		10,000		27,27,825	General Fixed Assets	VI	27,27,825	
-	Add : Received during the year		-		(19,05,207)	Less: Accumulated Depreciation	VII	(20,96,244)	6,31,581
-	Less : Amount Spent towards Project		-	10,000					
	General Reserve					Fixed Deposits with bank			
27,14,633	Opening balance		10,85,345		-				
39,76,915	Add: Trf from Accumulation u/s 11(2)		-			Current Assets			
			10,85,345		6,94,445	Security Deposits	VIII		6,76,445
(43,13,829)	Excess of income/(Expenditure) over (Expenditure)/Income		(10,32,945)		5,374	Cash in Hand			5,374
(18,06,803)	Transfer from Project Account		22,28,013						
5,14,429	Transfer from Reserve for Assets		-		23,25,356	Balances with Banks			
-	Accumulation u/s11(2)				16,930	Canara Bank		99,981	
	Y.E. 31.03.2019		-	22,80,413	28,44,701	Kotak Bank		30,71,803	
						ICICI Bank (FCRA Account)		1,94,96,942	2,26,68,726
47,52,120	Project Grant	II		1,94,34,965					
	Assets Reserves for Project Grant	III			6,49,338	Other Current Assets	IX		11,75,915
4,78,194	Opening balance		4,78,194						
	Add : Addition of Asset Purchsed		4,87,38,044						
	Less : Transfer to General Reserve		-						
	Less : Depreciation Project Asset For C.F.Y		(35,64,653)	4,56,51,585					
	Current Liabilities								
15,11,295	Other Liabilities	IV		34,32,660					
78,36,954				7,08,09,623	78,36,954				7,08,09,623

Significant Accounting Policies & Notes to Account - Schedule I

"This is the Balance Sheet referred to in our report of even date"

INCOME & EXPENDITURE ACCOUNT
 FOR THE YEAR ENDED 31st MARCH, 2020
 [Consolidated accounts for Foreign and Domestic contributions]
 Amount (In Rs.)

31.03.2019	EXPENDITURE	SCH	31.03.2020	31.03.2019	INCOME	SCH	31.03.2020
		SCH	Total	Total		SCH	Total
3,65,55,442	Salary	XII	3,03,10,806	5,70,17,506	Donations Received	X	11,03,98,593
1,61,99,641	Program Expenses	XIII	1,15,24,412	5,44,707	Other Income	XI	1,54,532
1,00,926	Students Expenses	XIV	3,37,877	-	Project Fund Adjustment		
37,97,734	Travelling Expenses	XV	38,17,637				
13,72,290	Office Expenses	XVI	5,47,348				
31,64,884	Other Expenses	XVII	29,63,742				
44,38,694	<u>Transfer to Project Fund</u>	XVIII	6,40,82,345	37,53,569	<u>Transfer to Project Fund</u>	XIX	19,98,096
				43,13,829	Current Deficit		10,32,945
6,18,76,041	TOTAL		11,15,86,070	6,18,76,041	TOTAL		11,15,86,070

Note: Project which are closed have transferred the Surplus or deficit to Reserves. But this is subject to Management approval

Significant Accounting Policies & Notes to Account - Schedule I

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

Stories of Transformation

Manoj G S – JNV Hassan School

JEE Percentile:97.002

Manoj G S, who spent his childhood in rural environment has come a long way and has improved manifold today. Lost his mother at a very young age, his father took care of him and his sister. Inspired by his mother's words and his father's hard work and dedication, he set out to be an IAS aspirant.

Since the beginning of class 11, he started to study sincerely and consistently, improving step by step. He was also the school captain for JNV Hassan. He succeeds in being an efficient school leader and a smart student.

He used to work every day, planned how to utilize every hour of the day. His strength is planning, and he tries hard to execute the plan. This together results in a better performance. Despite being a topper on JEE Mains, he is not satisfied by his score and is currently aiming for a good score JEE Mains 2 and Advanced.

Keerthana S P – JNV Mangalore School

JEE Percentile – 90.54

In lower classes we didn't have the slightest idea of competitive exams. I feel our seniors were also not too serious about this. By the introduction of Avanti Fellows in our school I could see our seniors preparing for the competitive exams and our results in competitive exams became noteworthy.

Our seniors had given me the good thoughts of Avanti which I experienced on entering Class 11th and 12th. Initially the fact that we are undergoing Avanti Coaching motivated us. The Avanti teachers helped me know my potential and to achieve it. A bit of practice every day increased our confidence. The concept videos, concept tests, module questions gave me a clear idea of JEE examination. Group discussions with friends helped to strengthen our conceptual knowledge. Visit by students from NITK helped a lot and lot. They cleared our doubts and they motivated us. Planning and most importantly its execution is the key to the success. I feel we have achieved it from Avanti. Thanks to Avanti.

Our Alumni

Lohith N

NIT Karnataka

Avanti Fellows, 2015-17

I completed my pre-university education in Jawahar Navodaya Vidyalaya, Hassan under guidance and coaching of Avanti Fellows. First, I would wish to convey my gratitude to Avanti Fellows for choosing and supporting JNV Hassan students. The reason I am studying in NITK is Avanti Fellows. I can't even imagine where I would have landed if Avanti Fellows had not chosen our Vidyalaya for preparing students to qualify JEE examinations. I had no idea what is JEE, NITs', IITs' until Avanti Fellows support. Thank you for showing direction and enlightening my journey of qualifying JEE Mains and entering NITK for our higher studies. Avanti Fellows also supported in overcoming our financial challenge for paying college fee. It is a boon for me to be a student member of Avanti Fellows.

Achal Bhase

NIT Srinagar

Avanti Fellows, 2016-18

It was a very good experience with Avanti classes as my dream was to become an engineer. I got a very good opportunity in the form of these classes. When I was in grade 11, Mr. Mandar Shinde was our coordinator and in grade 12 Tirupati Sir and Pallavi ma'am started preparing us for the exam. They conducted many exams and showed many videos which were beneficial for me to qualify JEE mains. Although I could not qualify advance, I still got admission in NIT Srinagar and I am very much thankful to Avanti and my teachers for this achievement. It makes me happy to be able to express my views and gratitude for Avanti today. It has given me a very valuable platform where I could improve and prove myself.



Our Trustees



Vandana Goyal

Executive Trustee

(E): vandana@avantifellows.org | (P): +91- 9833228551)

Vandana is the Executive Trustee at Avanti Fellows and leads all operations and fundraising strategy at Avanti Fellows. In addition to her work at Avanti, Vandana is a Board Member and former Chief Executive Officer of the Akanksha Foundation. In her capacity as CEO at Akanksha Foundation, she led a team of 550 employees and over 500 volunteers, all serving 21 schools that educate 9,300 children in India. She also led the organization through both a strategic and leadership shift as it transitioned from a founder-led organization to a professional institution, and from its supplementary education program to its public-private partnership school network. Akanksha's schools became one of the largest and most successful urban networks of Private Public Partnership schools in India under her leadership. She joined Akanksha in 2006 as a representative on the McKinsey team that developed the blueprint for Teach for India. Vandana has graduated from Claremont McKenna College with a degree in Economics.



Raj Gilda

(E): raj.gilda@lend-a-hand-india.org

Raj is a banker turned social entrepreneur and Co-Founder of 'Lend A Hand India'. He leads the team for resource mobilization and external relations for Lend A Hand India apart from managing its presence in USA and UK. Prior to leaving the corporate sector in 2011 to focus full time on Lend A Hand India, he spent ten years in New York working with Citibank and Deloitte Consulting. Raj was recently appointed by the Government of India as a member of National Skill Development Agency (NSDA). He is an advisor to Rashtriya Madhyamik Shiksha Abhiyan (RMSA), Government of Maharashtra and member of a state level committee to effectively utilize CSR resources for education sector. He was also selected by the UK Government, as a Chevening Gurukul Scholar (2012) at the London School of Economics. He was recognized as a top 100 graduate alumni of the University of Texas at Austin and received an award for exceptional community service from the President of the United States.



Ashank Desai

(E): ashank.desai@mastek.com

Ashank is the Founder and Former Chairman of Mastek Ltd, and one of the founder members and Past Chairman of NASSCOM. He is the Managing Trustee of Mastek Foundation, which works with around 25 NGOs. He was a former President of Asian Oceanian Computing Industry Organisation (ASOCIO), an Association of 21 countries like Australia, Japan, South Korea, Singapore etc. Mr. Desai has been involved in National Industry Associations like CII & FICCI as a Committee Member at the Regional as well as National Level for the last 10 years. Mr. Desai is the Chairman of “Digital Committee” at IMC since the last 2 years.



Piyush Tiwari

(E): piyushtewari@savelifefoundation.org

Piyush Tewari is a tri-sector leader with 15 years of experience in building and scaling government, corporate, and social enterprises. He currently serves as the CEO of SaveLIFE Foundation (SLF), started in 2008 to improve road safety and emergency medical care across India. Piyush is an Ashoka Fellow, an Echoing Green Fellow, and a Rolex Laureate. He has been profiled by The New York Times, National Geographic and Time Magazine. He holds a Master’s degree in Public Administration from Harvard University and a Bachelor’s degree in Information Technology from Delhi University.

Organizational Supporters



Individual Supporters

Saurabh Goel
Seema Bansal
Mohit Bhatnagar
Sumeet Nagar

Government Partnerships



Follow Our Work



@Avantifellows



@Avantifellows



@Avantifellows



www.linkedin.com/company/avanti-fellows/



www.avantifellows.org



info@avantifellows.org