

2017-18 ANNUAL REPORT

AVANTI FELLOWS

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NOTE FROM THE DIRECTOR

Dear All,

Avanti was established in 2010 with a simple aim to provide opportunity to students from the underserved backgrounds. Over past 8 years, we have worked to improve our content, operations and outreach to ensure the maximum impact and aim for the best results.

Avanti Fellows helps students from disadvantaged backgrounds to excel in math and science and thus are in position to make good career choices.

2017-18 has been an excellent year that has demonstrated above mentioned purpose of existence. It has been a steep learning curve.

We ran two programs. One for urban middle school children in Chennai Municipal Corporation (CMC) Schools (12) and the other one for rural students in Jawahar Navodaya Vidyalayas (14). Both programs very encouraging results.

In Chennai, had a positive impact on both reading and mathematical ability for students. It was multiple times more than some of the established middle school interventions in the country. Weaker students had higher gains from the program than others so that their schooling could be continued. The intervention also had a positive impact on Class X board exam scores.

At Jawahar Navodaya Vidyalayas (JNVs), we were able to facilitate around 100 students in past 1 year alone in top 100 engineering colleges of the country thereby taking our cumulative tally to 200 (25% of our intake) since 2010. Almost all schools we worked put up the best results in board examinations in their history with average score of 82%.

While academic performance was excellent, the impact it creates on individual students and their families is far reaching. The most important immediate outcome is there is probability of manifold increase in their income levels after they complete the studies as a result of entry into India's premier professional colleges (JNV) or continuation of education to higher secondary (Chennai). Moreover, during intervention we found students' and parents' aspirations and hope to do well increased dramatically. School authorities, students and parents specifically mention that this would not have been possible without Avanti's support. Such response is probably a bigger incentive for Avanti to continue its effort and do well further.

Contribution of each of our partners government authorities like CMC, school administrations, students themselves and dedication of Avanti team has been immensely valuable. I thank each one of them and wish for their support in years to come for Avanti to continue good work.

Deepak Kamble
Program Director
Avanti Fellows

NOTE FROM OUR STUDENT

Dear Readers,

I am a student of PCMB in Class 11th in JNV Palghar and this is my first year of studying with Avanti. In the beginning of 11th, few of our friends went out for private coaching classes to prepare for the JEE and NEET. The remaining of us assumed that we are unfortunate and these exams are impossible for us to crack. We had no motivation and never thought that we would even get a shot at appearing in the entrances. But our assumptions were broken into pieces when Avanti classes were started in our school, these classes were a ray of hope for all us unfortunates. We are very grateful to get such a golden opportunity.

Avanti has created a positive and motivating education environment in our school. They are well thinkers of our future. The facilities provided by Avanti are the best. All their teachers are IITs and NITs, they provide us with modules, video lessons which are very helpful. They also conduct regular tests to know student learning levels. We are encouraged to focus on our basics and to appear for our exams with a clear conceptual understanding.

We love the easy and interactive teaching style of Avanti classes. The most interesting part are the Concept Tests, in which each and every students puts front their opinion. Earlier students were less focused on their studies, but Avanti was a milestone that motivated and guided us about the importance of education. their motivation touched our hearts and now we're confident that we would also be able to crack the so called hard nuts (JEE and NEET) after completing the 2 year coursework with Avanti Classes.

In a nutshell, each and every student is now more hardworking and attentive in class and enjoying the fun teaching learning method. Avanti has proved that nothing is impossible, if you can dream it you can achieve it because where there's a will there's a way.

Sarita Lalji Maurya
11th Grade, PCMB
JNV Palghar

VISION & MISSION

Vision

- An Indian education system that creates responsible citizens equipped for careers that ensure financial security and lifelong learning.

Mission

- To develop curriculum, teaching and mentorship practices that equip students for financially secure careers and instil a culture of responsibility and lifelong learning. Collaborate on each front with teachers and school management to ensure adoption throughout the Indian education system.

OUR THEORY OF CHANGE

Avanti's Theory of Change is based on the fundamental belief that its program can systematically address the constraints that prevent students, from achieving their potential. Avanti's approach enhances academic performance and helps increase students' and parents' perceived value of continued education, especially in technical fields such as Science, Mathematics and Engineering. Avanti's program results in academic gains, reduced drop-outs and improved college access. In the long run, Avanti improves students' educational and employment outcomes which will outlast the program duration.

Table 1: Avanti's Theory of Change			
Inputs	Outputs	Short-term Outcomes	Long-term Outcomes
Supplementary educational materials Interactive learning activities & materials Collaborative learning processes & classroom methods Regular testing and monitoring Orientation, training and coordination with school principals and teachers Career guidance Parent education	Increased student interest in learning Increase in student hours spent on academics Exposure to effective and collaborative learning methods Facilitators certified & trained in Avanti's collaborative learning process Increase in student & parent awareness of opportunities that come with greater learning	Higher grades Improved learning behavior Greater student aspiration Greater parental aspiration & support	Reduced dropout rates in high & higher secondary school, especially for girls More students in college Better performance in college Upward mobility

THE HIGHER EDUCATION CRISIS

Equal accessibility to quality higher education is a basic human right*, yet millions of Indian students are devoid of it.

*UN, Universal Declaration of Human Rights (Article 26)

Each year 5 lakh students take the Joint Entrance Examination hoping to secure one of 50,000 seats at quality government engineering colleges. The IITs are one of the most premier institutions in the country having a selection rate of less than 3%. Further, students from low-income homes have less than 1.5% chance of qualifying the IIT-JEE making them more than 7-times less likely to gain access to India's top colleges. Hence, students from government schools are severely underrepresented in India's top engineering colleges. This is a consequence of both poor government schools and lack of access to specialized coaching for entrance exams.

It's not enough to help government school students go to college. According to NASSCOM, only 25% of India's engineers are employable. This means that we need to create opportunities for gifted students from disadvantaged backgrounds to study at elite colleges like IITs/NITs. They need to be given access to comprehensive resources and trained to learn critical problem solving skills to help equip them to clear these examinations.

OUR SOLUTION

Avanti's collaborative learning programs are revolutionizing how Math and Science is learnt by 30,000 high-school students across major government schools in India. There are two keys to our success. The first is to switch from didactic "chalk and talk" teaching to peer instruction - where students teach each other. The second is the effective use of technology to equip teachers and students with minute-by-minute lesson plans and leveled learning materials. Our programs have doubled the acceptance rate of underserved students into India's top STEM colleges - establishing Avanti as the most cost-effective way to transform learning in low-resource settings in India.

Avanti's pedagogy, "Peer Instruction" has been developed over 20 years of research at Harvard University and focuses on students taking ownership of their own learning through debate, collaborative problem-solving, testing supported by structured digital and printed study materials. Avanti's product helps teachers change their role in class - from an *instructor* to a *facilitator* of learning.

Our programs have amongst the highest selection rates at exams like the IIT JEE and NEET, with over 50% of our students clearing the IIT JEE and NEET each year. In addition, exposure to the Avanti program has been shown to dramatically improve the academic ability and competence of the teachers leading to improved performance year on year.

By reducing the dependence on high-skill teachers, Avanti's model is affordable and scalable and has been successfully implemented in extremely rural settings.

Avanti has a multi-year partnership with the Jawahar Navodaya Vidyalaya Samiti (JNV) that runs 635 free, fully residential schools for gifted rural students. Our goal is to expand our program to all of these schools both through Avanti implemented models and training of JNV teachers. Through this partnership we aim to send over 12,000 students to the IITs, NITs and top Medical colleges each year and over 20,000 students to professional STEM courses each year by 2025. In this way we aim to significantly improve the equity at India's elite STEM colleges and create a level playing field for rural students across India.

OUR PEDAGOGY

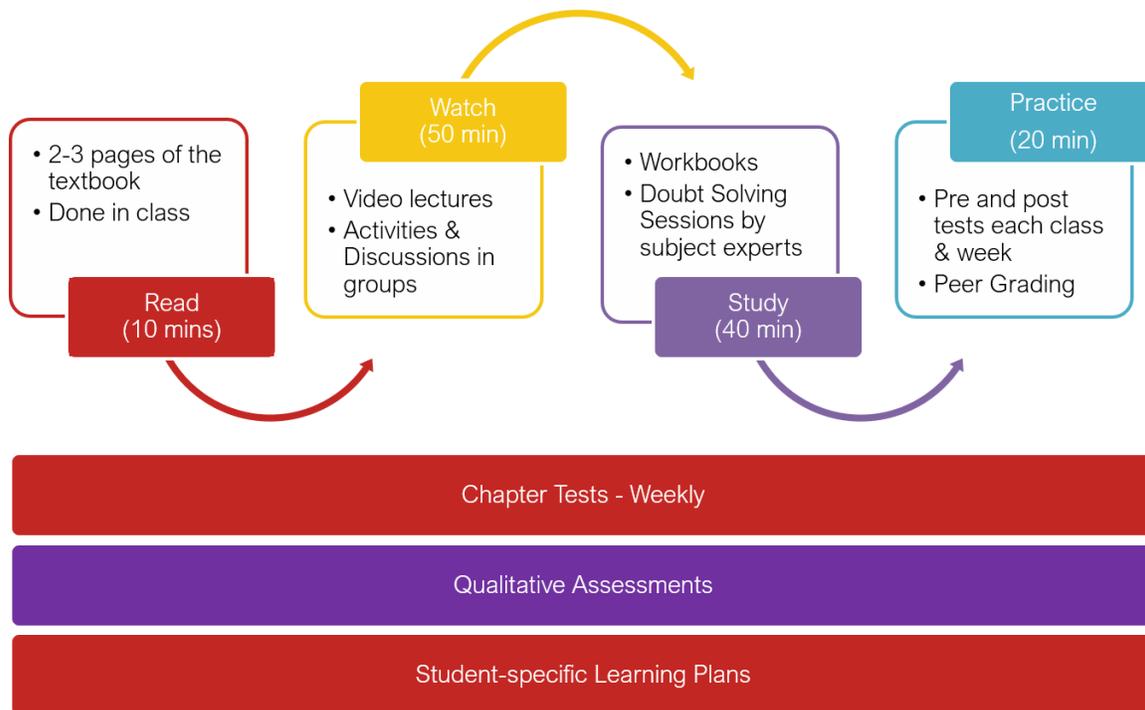
Avanti's Pedagogy is based on Peer Instruction, a collaborative learning toolkit developed by Prof. Eric Mazur at Harvard University.



Prof. Eric Mazur
Harvard University

Avanti's pedagogy incorporates innovative features from successful education programs around the globe, and adapts them to the Indian context to tackle the myriad problems plaguing secondary education. This learning methodology is based on Peer Instruction, a collaborative learning toolkit developed by Prof. Eric Mazur at Harvard University. Peer Instruction has been shown to work in a variety of classrooms across the world through over 20 years of peer-reviewed academic research.

Avanti’s program harnesses the power of information and communication technology to deliver high quality video lectures and interactive content to students. It places an emphasis on self-learning and collaborative learning to break the cycle of rote learning and regurgitation and help students improve their critical thinking and problem-solving faculties. It also recognizes the importance of professional development and growth by providing students with counseling and information on opportunities.



There are two primary reasons that Avanti’s program is so effective. The first is that it focuses on “changing learning behaviour” as opposed to “aiding” conventional learning with curriculum and technology. The second is that it is implemented in close collaboration with the Government School administration ensuring that the program is integrated into the school timetable, teacher incentives and monitored by the key stakeholders within the government.

AVANTI'S PLACE IN SECONDARY SCHOOL REFORM

For most parents the purpose of secondary school education is a white-collar job implying regular wages and upward salary mobility. Unfortunately, most government schools fail on this promise. The more than 30% attrition rate from grade 10 to grade 11 is evidence of this. Avanti's intervention focuses on helping government school systems fulfil this promise in three important ways

1. **Ensuring the students are ready for Sr. Secondary school by the time the graduate class 10.**
This means ensuring that students are academically at or beyond grade level in Math and Science and giving the confidence and toolkit to continue learning further.
2. **Creating opportunities for students interested in Science and Mathematics to qualify some of the worlds most difficult selection tests.** Test preparation is expensive and unavailable in most Indian towns and cities. Avanti helps government schools provide this essential service to their Science and Mathematics students
3. **Creating examples of excellence and achievement within the government school system.** Several Avanti students from government schools have gone on to place in the top 500 nationally on the IIT Joint Entrance examination. Students have also gone on to study on full scholarships at the world's best universities including the Massachusetts Institute of Technology. While few in number, these examples provide students with the hope, courage and aspiration for excellence necessary for them to strive harder and stay in Sr. Secondary school.

Avanti is working towards this goal through three workstreams

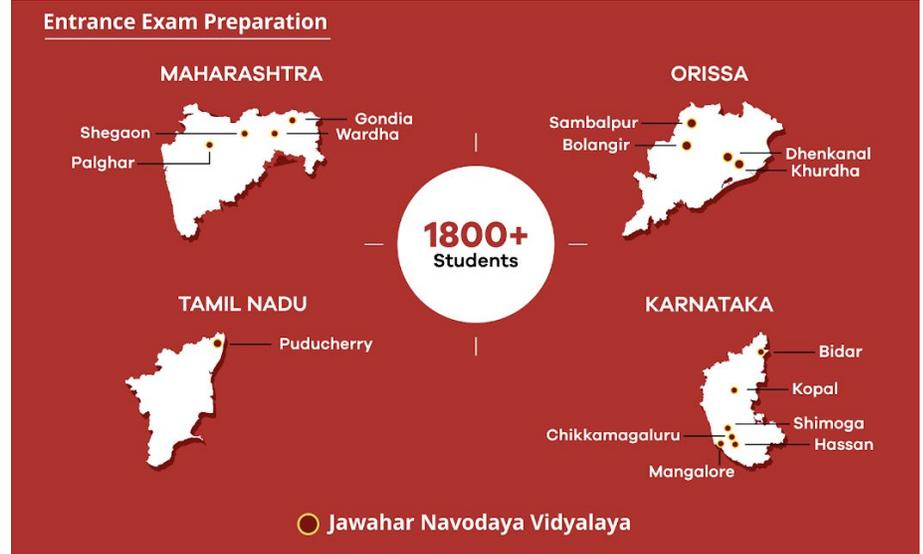
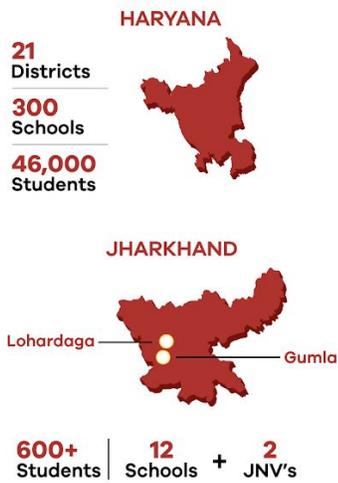
1. Creating the next generation technology leaders from rural India by Entrance Exam Preparation
2. Government System Transformation by helping reshape the SCERT, DIET and Education department to embrace blended-learning technology and modernise program monitoring and assessments.
3. Curriculum and technology development by creating Multilingual digital content

OUR PROGRAMS & LOCATIONS

→ ENTRANCE EXAM PREPARATION

→ GOVERNMENT SYSTEM STRENGTHENING

Government System Strengthening



Empowering students through ENTRANCE EXAM PREPARATION

**EACH YEAR AVANTI HELPS OVER 150 LOW-INCOME STUDENTS GAIN ADMISSION TO
THE IITs, NITs AND TOP MEDICAL COLLEGES**

The path to transformation begins when each child can access quality education and achieve their dream of getting admitted into India's best colleges. The main purpose of our program is to provide academic guidance and high-quality training to selected low-income students from grades XI and XII at JNV schools in various districts.

This after school test prep program consists of the following inputs:

- i) Innovative and comprehensive academic materials and video lectures in Science and Mathematics
- ii) Trained facilitator to conduct classroom sessions, based on a collaborative 'peer-learning' model
- iii) Career counselling for students.

The combination of these inputs helps improve adolescent students' learning outcomes, problem-solving and soft skills, and instils confidence and a sense of purpose in enrolled students. Avanti's test-prep programs help students targeting a place amongst India's top 10% colleges.

Mentorship & Alumni Relations

We also have Mentorship Chapters running in 5 colleges(1 IIT and 4 NIT's) providing mentorship to the students currently in our JNV schools. To start with and to give a social presence to the mentorship program, we designed the **Mentorship Webpage** and the *mentorship handbook* which entails the mentorship chapter essentials.

With almost 900+ Alumni it was required to maintain a current,dynamic and robust *database* of all the students. We have collected data of almost all the alumni's so that we can track them and provide the right kind of support they need. To support them further:

1. We have formulated a community where all our Alumni can talk, seek help and provide support to each other. This community is on LinkedIn (*Avanti Alumni Network*) which will be further used to track their career trajectory and seek support from the other linkedIn professional.
2. We have tried to reach to the every possible *scholarships* that our fellows can gain and have successfully enrolled for vahini Scholarship (129 fellows) and FFE Scholarships (20 fellows) so that our fellows can get the financial assistance throughout their college tenure.
3. In terms of Counselling, getting ready for the placements and thereafter the work readiness we have collaborated with *Mentor together* organization to support our fellows in carving the best of the best to achieve their highest potential. Mentor together is initially working with 250+ Alumni fellows to screen in for the mobile application based mentoring.

Next Phase of our Jawahar Navodaya Vidyalaya intervention

Avanti's six-year intervention in the Jawahar Navodaya Vidyalayas is poised to enter its next phase. Starting 2018, Avanti will help the Navodaya Vidyalayas create a cadre of teachers with specialized training for the IIT JEE. The teachers will have access to Avanti's curriculum and technology and will be assisted by a team of master trainers who will take charge of program monitoring. Over the next two to three years, this intervention should yield a clear understanding on the model to scale this complex teaching task through training and provide an excellent proving ground for the Avanti's new adaptive testing platform.

**We plan to ensure better learning outcomes by enabling teachers in
Haryana & Jharkhand**

GOVERNMENT SYSTEM STRENGTHENING

by transforming Science and Math learning outcomes

AVANTI ENHANCES SCHOOL SYSTEMS AT ALL LEVELS USING TEACHER TRAINING, PEER LEARNING AND STRUCTURED CONTENT

Our system transformation work aims to address three important issues that have resulted in the systematic exclusion of the underrepresented students.

- The quality and standard of instruction between in Class 9 and 10.
- The lack of availability of quality academic content (both Hindi and English medium) for Math and Science for Government School Students.
- The availability of quality test-prep for high-potential students graduating Class 10 from government schools.

Our premier motive is to better the STEM learning outcomes of students from government schools. For the same, we focus on training government school teachers to use Avanti's technology and curriculum to improve student results for grade-level teaching. We work with teachers to deploy standardized classroom materials, teaching practices and to build their capacity to leverage technology in delivering high-quality content. These teaching practices focus on improving student's conceptual clarity through peer collaboration and in-class practice.

We work on system transformation with the objective of developing the most efficient model for implementing smart-class and workbook-based teaching for Science and Math targeting Grades 9 and 10. Our curriculum uses a mix of carefully designed video content, peer collaboration and structured worksheets that fit together to create a minute-by-minute plan for in-class teaching and classwork.

OUR IMPACT

90% of students graduating from our programs secure admission to programs with strong employment prospects in STEM careers, securing not just their futures but also that of their families

TANGIBLE IMPACT

Year	Students in Gr XII	JEE-Main	JEE-Adv	Entry into IIT	Entry in NIT/ other Top 100	Engineering	Others
2013	17	16	7	5	12	0	
2014	23	21	11	5	17	1	
2015	24	22	12	5	17	2	
2016	110	56	20	9	24	64	
2017	230	124	24	2	33	82	72
2018	527	207	30	12	97	113	264
Total	931	446	104	38	200	262	336

- Average score of students in CBSE Examination is **85.3%**
- **35%** students scored **above 90%** in CBSE Examination
- **56%** students **qualified in JEE Main** 2018
- **Over 25%** students admitted into India's top 100 Engineering or Medical colleges

INTANGIBLE IMPACT

- Students learn a learning methodology that could be used lifelong (Peer learning)
- Substantial increase in student and parent aspirations
- Exposure to role models (mentors)
- **Upward mobility of family** as well as society (>47% Qualify in JEE Mains)

OUR STUDENT STRENGTH

Year wise and Program wise beneficiaries of Avanti Fellows over last 6 years are as following:

Year	Chennai	JNV	Tibet	Haryana	Fellows	Jharkhand	Total
2012	142	40	-	-	122	-	304
2013	170	46	45	-	68	-	329
2014	450	138	110	35	40	-	773
2015	1,508	340	-	58	-	-	1,906
2016	1,436	806	-	58	-	-	2,300
2017	860	1,172	-	25	-	-	2,057
2018*	-	1,215		46,000	-	500	47,715
Total	4,566	3,757	155	46,176	230	500	55,384

*Current Program

BOARD OF TRUSTEES

1) Ashank Desai

Ashank Desai is the Co-founder and former Chairman of Mastek Ltd and a founding member of NASSCOM. He serves on the Governing Board of IIM Ahmedabad, IIT Jodhpur and is a member of the Advisory Board of SOM School of Management IIT Bombay and IIT Hyderabad. He is also a past Chairman of PanIIT Alumni India (PIAI) and was the Vice-Chairman, Society for Innovation and Entrepreneurship (SINE), IIT Bombay. He is a high-end provider of vertically-focused enterprise technology solutions and platforms. He was conferred with the much-coveted Outstanding Entrepreneur Award at the Asia Pacific Entrepreneurship Awards (APEA) in 2010. He is known for his outstanding contributions to the Indian Enterprise solutions industry. He holds an MBA from IIM Ahmedabad and a Bachelor's degree in Mechanical Engineering from IIT Bombay.

2) Piyush Tewari

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) and has been instrumental in leading it to several policy wins and on-ground impact since founding it 2008. Previously, Piyush led the India operations of Calibrated Healthcare, a LA-based private equity fund. Prior to Calibrated, Piyush served on the founding team of India Brand Equity Fund, an initiative of the Prime Minister of India to promote India as a globally competitive investment destination. 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.

3) Raj Gilda

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 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 Government of India as a member of National Skill Development Agency (NSDA). He is an advisor to Rashtriya Madhyamik Shiksha Abhiyaan (RMSA), Government of Maharashtra and member of 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 University of Texas at Austin and received an award for exceptional community service from the President of the United States.

OUR DONORS

Current Donors

- Tata Trusts
- Tata Motors Limited
- Michael and Susan Dell Foundation
- Infosys Foundation
- MacArthur Foundation
- Volkswagen
- Dasra

Past Donors

- UnLtd India
- Echoing Green
- Draper Richards Kaplan Foundation
- Warburg Pincus
- Echidna Giving

OUR FINANCIALS

BALANCE SHEET

BALANCE SHEET AS AT 31ST MARCH, 2018									
[Consolidated accounts for Foreign and Domestic contributions]									
Amount (In Rs.)									
31.03.2017	LIABILITIES	SCH	Rs.	31.03.2018	31.03.2017	ASSETS	SCH	Rs.	31.03.2018
	Capital Fund					Fixed Assets			
	Corpus Fund				597,527	Asset against Project Grant	V		768,825
10,000	Opening Balance		10,000		441,402	General Fixed Assets	VI	538,702	
-	Add : Received during the year		-		(380,964)	Less: Accumulated Depreciation	VII	(434,082)	104,620
-	Less : Amount Spent towards Project		-	10,000					
					-	Fixed Deposits with bank			7,734,750
	General Reserve					Current Assets			
2,938,281	Opening balance		7,618,432		246,900	Security Deposits	VIII		651,445
	Less: Trf to Accumulation u/s 11(2)		(4,509,695)		5,374	Cash in Hand			5,374
			3,108,737			Balances with Banks			
4,680,151	Excess of income/(Expenditure) over (Expenditure)/Income		(926,884)		4,598,330	Canara Bank		1,253,964	
	Accumulation u/s11(2)				5,715,621	Kotak Bank		81,675	
	Y.E. 31.03.2016		532,780		5,061,588	ICICI Bank (FCRA Account)		105,166	1,440,805
	Y.E. 31.03.2017		3,976,915	6,691,548					
7,603,748	Project Grant	II		2,611,315					
	Assets Reserves for Project Grant				818,264	Other Current Assets	IX		617,163
313,531	Opening balance		597,527						
283,996	Add : Reserves for Assets	III	171,298	768,825					
	Current Liabilities								
1,274,335	Other Liabilities	IV		1,241,291					
17,104,042				11,322,979	17,104,042				11,322,979
Significant Accounting Policies & Notes to Account - Schedule I									
"This is the Balance Sheet referred to in our report of even date"									
For Girish S Watwe & Associates					For and on behalf of the Trust				
Chartered Accountants									
Girish S. Watwe					Trustee				
Proprietor									
Membership No. 41757									
Place : Mumbai									

INCOME & EXPENDITURE ACCOUNT

INCOME & EXPENDITURE ACCOUNT							
FOR THE YEAR ENDED 31st MARCH, 2018							
[Consolidated accounts for Foreign and Domestic contributions]							
31.03.2017	EXPENDITURE	SCH	31.03.2018	31.03.2017	INCOME	SCH	31.03.2018
		SCH	Total			SCH	Total
17,245,119	Salary	XII	20,912,542	31,735,345	Donations Received	X	29,530,062
2,591,987	Program Expenses	XIII	8,206,886	352,362	Other Income	XI	422,718
168,996	Students Expenses	XIV	466,669	(3,529,579)	Project Fund Adjustement		4,079,706
1,860,873	Travelling Expenses	XV	2,095,594				
1,158,362	Office Expenses	XVI	1,654,336				
852,640	Other Expenses	XVII	1,623,344				
	Excess for the Year				Excess for the Year		
4,680,151	Excess of Income/(Expenditure) over (Expenditure)/Income		-	-	Excess of Income/(Expenditure) over (Expenditure)/Income		926,884
28,558,128	TOTAL		34,959,371	28,558,128	TOTAL		34,959,371
Significant Accounting Policies & Notes to Account - Schedule I							
"This is the Income & Expenditure referred to in our report of even date"							
For Girish S Watwe & Associates				For and on behalf of the Trust			
Chartered Accountants							
Girish S. Watwe				Trustee			
Proprietor							
Membership No. 41757							
Place : Mumbai							