

# Enterprise Development Program 3

Supporting enterprises providing **climate  
smart technologies** for **livelihoods** to scale



Oct 2024 – Oct 2025  
**SELCO Foundation**

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## Need for Mechanisation and Sustainable Energy



Farmers engaged in manual labour



High heat stress puffed rice making unit



## Need for Mechanisation and Sustainable Energy



**Inaccessible Workspace**



**Low value addition and informal mode of business**



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## About SELCO Foundation



**Agriculture and  
Animal Husbandry**



**Crafts and Textiles**



**Microbusinesses**



**Decentralised  
Renewable Energy**



**Energy Efficient  
Appliances**



**Green Built  
Environments**

## Definition OF ENTERPRISES PROVIDING CLIMATE SMART SOLUTIONS/ TECHNOLOGIES FOR LIVELIHOODS. Enterprises that:

- ❖ Supplying and servicing **hardware based/ phygital innovations/solutions** (The solution can encompass **energy efficiency and/or clean energy and/or green built environments** as key part of the offering)
- ❖ **Solve issues of productivity/ income generation/ drudgery reduction** for vulnerable populations
- ❖ Cater their solution and services for under-served communities, including (but not limited to) rural enterprises, farmers, producers, micro businesses, laborers etc. across sectors of **agriculture, animal husbandry, textiles and crafts and retail and service sectors.**
- ❖ are **registered companies** and can be manufacturers, suppliers, dealers, business associates, sales and servicing
- ❖ Have an ambition of expansion, in terms of depth of positive impact and/or achieving numbers in chosen regions.

Enterprises must have technologies/ **solutions that are in scale phase** i.e **gearing or geared to scale, post testing, ready MVPs with proof of concept** or already scaled and are looking to further the impact and scale.



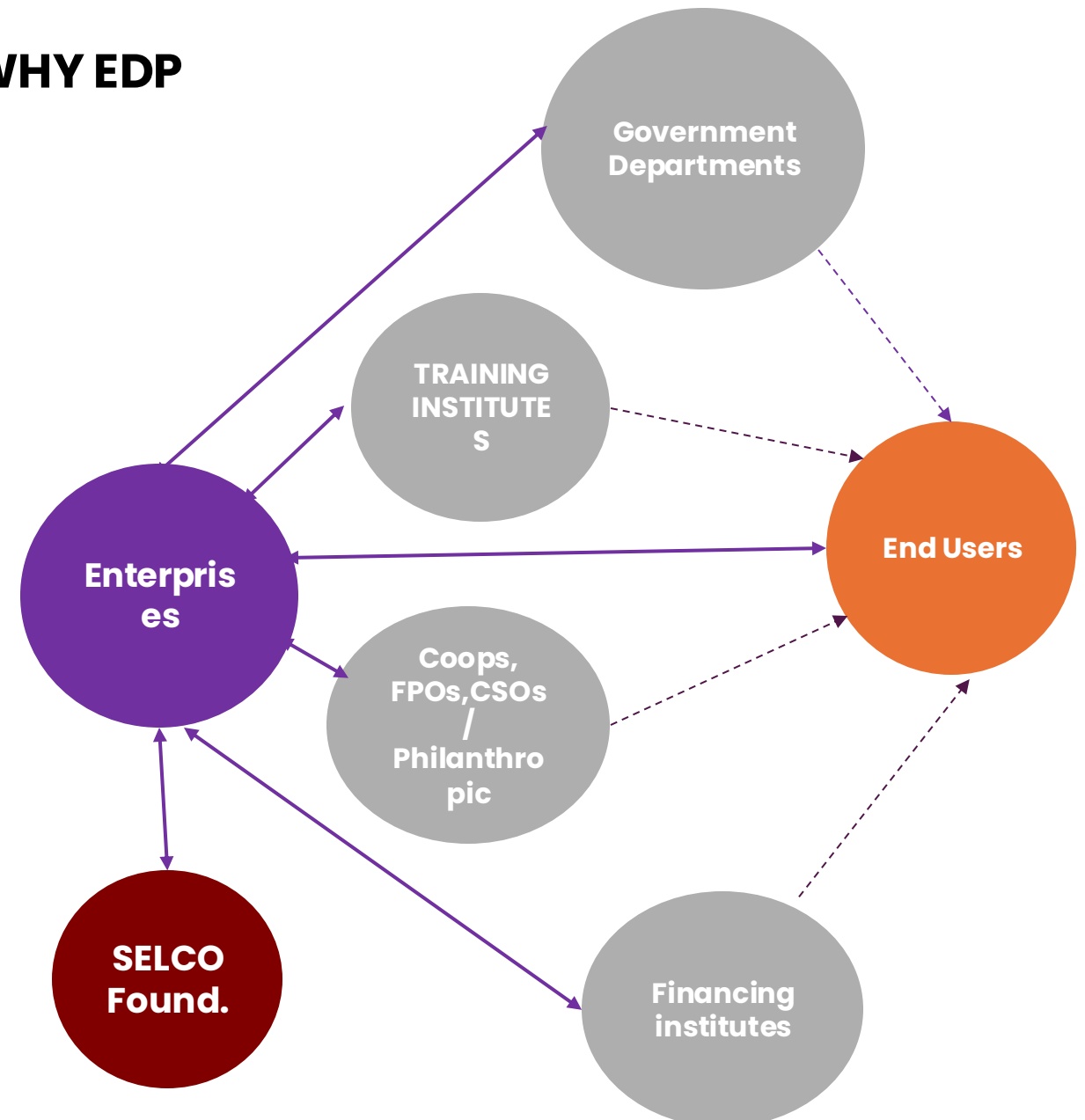
# CHALLENGES FACED BY SOCIAL ENTERPRISES PROVIDING HARDWARE/ PHYGITAL SOLUTIONS FOR UNDER-SERVED POPULATIONS

- ❖ **High transaction costs** for end user acquisition, supply and servicing
- ❖ Affordability and lack of appropriate **financing/ available subsidies for product (+service)**
- ❖ **Lack of supporting scale procurements** or programs by government/ other entities
- ❖ **Low MOQs and scattered demand conversion**, therefore difficult to price product appropriately and provide service efficiently
- ❖ Operational capacity to scale – **lack of appropriate internal systems, processes and talent to strategize and manage scaling efforts**
- ❖ Maintaining **community engagement and local integration** while scaling
- ❖ High cost of ecosystem building – **getting empanelment/ certifications, raising patient finance <both end user and enterprise level>, training, unlocking schemes and policies.**
- ❖ Building appropriate **partnerships- both public and private** to scale effectively.



## SELCO FOUNDATION'S APPROACH AND WHY EDP

- While SF often designs programs with ecosystem stakeholders such as banks, government departments etc. EDP is **program that is specifically aimed at bridging the gaps for enterprises to scale climate smart technologies at a grassroots level.**
- **Scaling is often a result of strategic partnerships with stakeholders** such as financing institutes, government departments/ schemes or policies, training institutes, NGOs/ CSOs or philanthropies etc.
- Through this program SF aims to directly **partner with enterprises and support them to build such partnerships for scale.**

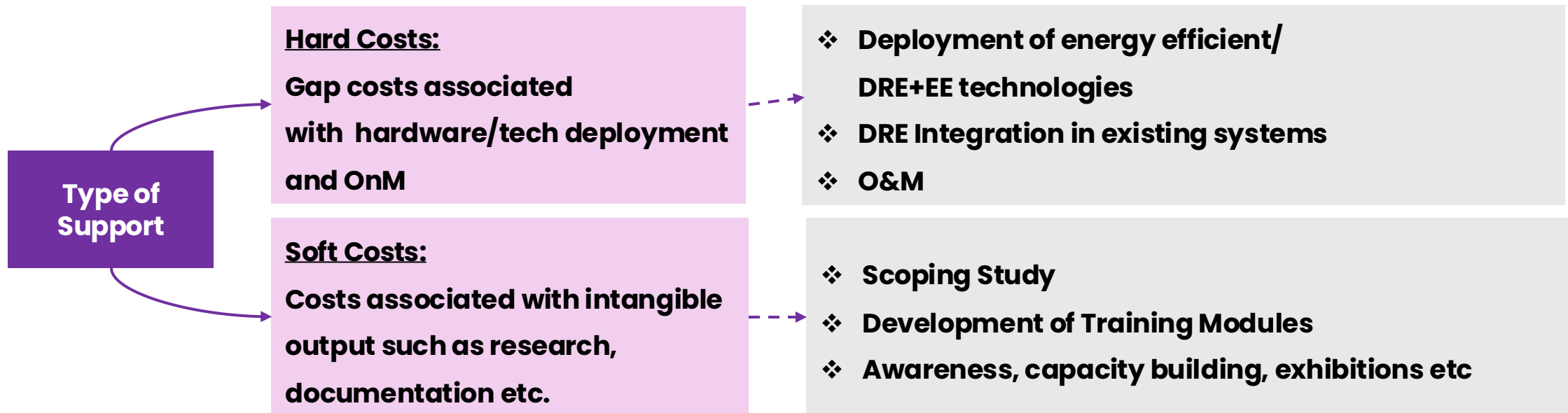




# What is Enterprise Development Program (EDP) 3?

EDP is a program designed to **support enterprises providing climate smart technologies in Agri-allied, Food processing, Retail and Services, Manufacturing and/or textile and crafts sectors to scale.**

The larger goal is to **capture learnings from successful enterprise-led scale models in the livelihood/DRE ecosystem**  
The aim is to partner with **enterprises that are building ecosystems for their solutions to be adopted and scale via unlocking the potential of local partnerships.**



# What is expected out of Enterprises applying for the program?

The enterprises interested in the EDP partnership need to layout clear plan for scale the plan, should include:



**Overall Program objective  
+ Solution with technical specs**



**Region focus and reasons for selection of region**



**The scale strategy – Approach,  
Partnerships, Financial model**



**Gaps that EDP can help you bridge in achieving that scale**



**step by step process of achieving end user access and adoption  
(with all processes and partners involved)**

## EDP 3 Examples of types of support provided

SI No.	Scope of work	Activity
1	Support for implementation	Gap financing for solarization/DRE integration of existing units
		Gap financing for setting up new EE/DRE/EE+DRE units
2	Business development	Surveys or studies which enable entering new markets for scaling
		Capture success stories & processes for building product confidence
		Strategic HR for effective scaling i.e dedicated HR for sales, unlocking govt or finance, service and maintenance etc
3	Module for usage and/or Technical training	Product Video for scale solutions
		Step by Step for end user Operations and use of technology
		Dos and Don't for End User
		Minimum maintenance for end users
		Installation Guide for technicians

SI No.	Scope of work	Activity
4	<b>Outreach &amp; Marketing</b>	Participation in Exhibitions & expos for product demonstrations
		Conduct / participate melas & fairs, Stakeholder and Bankers Workshops to showcase technology and initiate partnership for scaling
		Exposure Visits for relevant stakeholders
		Digital marketing/ Social media / ads
		Other Collaterals- flyers, brochures, photography, videos
5	<b>Certification &amp; empanelment</b>	Initiating process for certification and empanelment of technology for scale up
		Preparation of Sample product/ Documentation required for certification & empanelment for scale up

## EDP Partners till date



**Bi-Sons<sup>®</sup> PRIVATE LIMITED**

**Bison Private Limited**



**Vishwa Agro and  
Biotech**



**Keshabson  
Incubators and  
Machinery**



**SNL Energy  
solutions**



**Avanijal**



**Rudra Solar**



**Star Associates**



**SapthaKrishi  
Scientific**



**Katidahan**



**Sukmukh Renewables**



**Neomotion**



**Autostudio  
Private Limited**



**Fueslage  
Innovations**



**Sukoon  
Solutions**



**Smart Powerloom  
and Technologies**



**Stepupify Labs  
Private Limited**



**Gurunank  
Agriculture  
India**



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## EDP Partners till date



**Malem**



**V B Agri  
Solutions**



**Saharia Solar**



**Zenitek**



**Bhasker Machinery**



**Bhojpatta**



**Greengold  
International**



**Deori Steel  
Fabrications**



**Raheja Solar Food  
Processing**



**Imphal Machines**



**AgriVijay**



**Chhuanmawia  
Fabrication**



**Aicheng  
Innovation**



**Inav Agro**



**Nandi Food Machines**



**Maaito and Sons**



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## EDP Partners till date



Oscillo Machines Private Limited  
Innovating Periodically.

**Oscillo Machines**



**Lushly Day Agritech**



**E-Mileage**



Agri Techno  
Optimized for Happiness

**Sonu Agro Engineering**



temperate  
technologies

**Temperate Technologies**



**Farm again**



**Pequirel Technologies**



**ALTO Precision**



**Aumsat technologies LLP**



**Farm2Fork Technologies Private Ltd.**

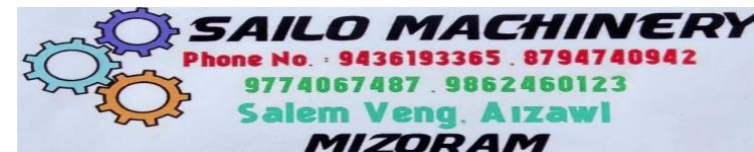


**BLUE STAR AUTOMACHINES**  
Food & Agro Processing Machinery

**Bluestar Automobiles**



**Prompt Innovations Pvt Ltd**



**Sailo Machinery**



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## EDP 1 AND 2 Summary: Examples of solutions implemented



**Enterprise:** Neo Motion

**Project:** Livelihood on Wheels

**Description:** Sunil Karanjule in Ahmednagar Maharashtra. Neo motion has helped him with setting up commons service center for his livelihood leading to a secure source of income



**Enterprise:** Prompt Innovations Pvt Ltd

**Project:** Installation of Technology

**Description:** Mr Hanwat Singh using the technology MilkoChill 160LPD to store Camel milk that is highly prone to spoilage if not transported within hours.



**Enterprise:** Temperate Technologies

**Project:** Cooling system for short-term storage

**End user details:** Renuka Bio Farms in Tirupathi with Temperate Technology cooling system.

# FEATURED CASE STUDY 1: ALTO Precision

## About enterprise:

Alto Precision specializes in the production of compact rice processing units, offering a range of technologies that cater to various stages of the paddy value chain. Their product portfolio includes pre-cleaners, hullers, crackers, polishers, and graders, all designed for efficient and effective rice processing

**Regional focus:** Karnataka, Andhra Pradesh, Tamil Nadu

## Problem Statements addressed:

- ❖ Elimination of manual hulling
- ❖ Improve Profitability through value addition
- ❖ Clean and reliable source of energy through DRE Integration

## EDP 1 and EDP 2

### About technology scaled

- ❖ Solar powered Mini Rice Mill – 15 units

**Soft support:** NA

**Stakeholder Engagement:** Govt. scheme PMFME

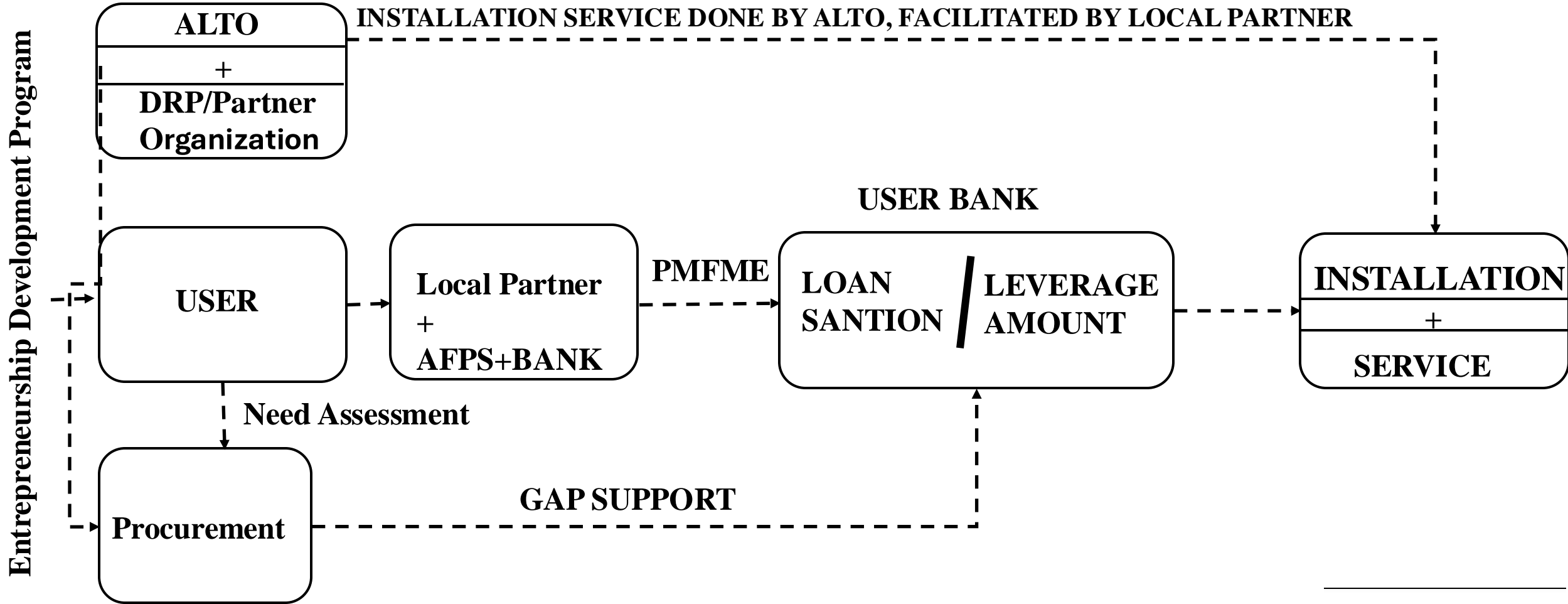
### Key Learnings from EDP

- ❖ Product Scale are Seasonal Usually Between Jan to Aug
- ❖ PMFME Leverage is Dependent on Budgets Which are Rerasicant in Nature
- ❖ Lack of Civil Infrastructure Is a Major Drawback, Hence Need Assessment should be Done
- ❖ Leverage Amount Vary Based on The End-User Topology. Example The Tribal Department Requires Gap Financing Up to 70% Under the PMFME Scheme
- ❖ A Multi- Geography Approach Should Be Taken Due to Unpredictable Budget Allocation



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### 3. Working Plan EDP (1,2)

















## Installation of technologies by ALTO Precision



# FEATURED CASE STUDY 2 : SNL Energy Solutions Private Limited

EDP 2

**About enterprise:** SNL Energy solutions is a clean energy enterprises. SNL Energy Solutions Pvt. Ltd. is a social enterprise focused on providing reliable, affordable & sustainable solar solutions to address regional specific challenges. The enterprises is based out of based out of Yairipok, Manipur and often work in collaboration with partners like SELCO, UNDP, Banks & other local organisations to scale our solutions across different section of society.

**Regional focus:** Manipur, North East India

## Problem Statements:

- ❖ Drudgery and manual mode of production
- ❖ Absence of clean and reliable source of energy

## Technologies scaled

- ❖ Loom – 10 units
- ❖ Pottery – 10 units
- ❖ Petty Shop – 10 units
- ❖ Egg Incubator – 5 units

**Total units:** 35 units



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## Soft support

- ❖ Technical Module
- ❖ Business Development
- ❖ Posters, Flyers, Case studies

**Stakeholder Engagements:** NA

## Key Learnings

- ❖ Importance of Market research to affectively address the need
- ❖ Importance of Capacity building among the end users for effective utilization of the technology
- ❖ Collaboration with Seva helped in scaling technologies



## Installation of technologies by SNL Energy Solutions



**Solar Panel for scaling livelihood**



**Pottery Wheel**

# FEATURED CASE STUDY 3 : Imphal Machines

EDP 2

**About enterprise:** Imphal Machines is manufacturer of food processing machines based in Imphal, Manipur state. We develop machines like solar drier, electric drier, bamboo shoot peeling machines, bamboo shoot slicing machine, vegetable slicer, etc. They also developing new machines like cinnamon bark cleaning machine, pineapple slicer, etc

**Regional focus:** North-East India

## Problem Statements:

- ❖ High drudgery in value addition process for livelihood technologies

## Technologies scaled |

- ❖ DRE integration of solar electric dryer

**Total units:** 02 units

## Soft support

- ❖ Collaterals
- ❖ Development of Experience Centre/Demo Hall
- ❖ Digital Marketing
- ❖ In-depth study on efficiency of dryer Outreach events

## Key Learnings

- ❖ Gathering data on machines enhances their utilization and performance.
- ❖ Videos and images help expand reach to new end-user segments.



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## Installation of technologies by Imphal Machines



**Ginger/ turmeric washing machine**



**Electric Dryer**



## Solar drier



**Solarec Mini**



**Solarim**

# Frequently Asked Questions

Sl. no.	Questions	Responses
1	Is the EDP an awards? Will I be getting unrestricted cash prize if I am selected for this?	This program is aimed at scaling and building the DRE/Livelihood ecosystem. Through this enterprises will be getting support in areas of scaling/deploying solutions, unlocking finances, conducting marketing and outreach activities. For more information please refer to the ToR: <a href="https://selcofoundation.org/piloting-and-scaling-energy-efficient-and-or-dre-driven-livelihood-technologies-solutions-2/">https://selcofoundation.org/piloting-and-scaling-energy-efficient-and-or-dre-driven-livelihood-technologies-solutions-2/</a>
2	What is a financial model? How much leverage am I expected to bring in?	A financial model shows the sources of leverage required to implement the technology, which can come from financial institutions, enterprises, end users, and grants (including philanthropic funding). The expected leverage from enterprises will depend on factors like location, the type of technology being scaled, and the cost of deployment.
3	What if my scale strategy does not have any financial institutes or government partnerships as part of it?	<p>The enterprises are eligible to apply for the program even if there is not any financial institute or govt. partnerships involved. The scope of the enterprise include:</p> <ul style="list-style-type: none"> <li>❖ Deployment and scaling the livelihood technologies</li> <li>❖ Unlocking relevant schemes and finance</li> <li>❖ Conducting Research and Documentation</li> <li>❖ Creating Training Modules</li> <li>❖ Conducting Awareness and Orientation workshops with end-users, Financial Institutions, NGOs etc.</li> <li>❖ Applying for Certification and Empanelment of technologies</li> <li>❖ Marketing and Outreach Activities like Branding/Sales, Marketing, Events/Melas</li> </ul>



## Frequently Asked Questions

Sl. no.	Questions	Responses
4	Can I apply for programs outside of India?	This program is currently limited to enterprises operating across India. Therefore, only those enterprises focused on scaling technologies relevant to the specified scope of work above within the country are eligible to apply.
5	What are the must have documents for application?	<ul style="list-style-type: none"> <li>❖ GST Certification</li> <li>❖ Incorporation or Company Registration Certificate</li> <li>❖ PAN card no (Enterprise or Individual)</li> <li>❖ Government ID Proof (For an Individual)</li> </ul>
6	Who will be the Jury for selection of the enterprise? What will be the selection Criteria?	<p>The jury will be composed members with diverse expertise across technical, programmatic, and operational domains. The applications will be reviewed Jury members. Some of the criteria for evaluation of the application will be the scope of work in the ToR, the budget and the proposal uploaded by the enterprise.</p> <p>Apart from the above, the following will be kept in mind while evaluating the applications</p> <ol style="list-style-type: none"> <li>1) Enterprises catering to Agriculture, Animal Husbandry, Food Processing, Retail &amp; Services, Manufacturing and/or Textiles &amp; Crafts sectors</li> <li>2) Technically sound and well-functioning livelihood technologies</li> <li>3) Intent for post installation servicing of technologies</li> <li>4) Past work with SELCO Foundation</li> </ol>



Sl. no.	Questions	Responses
7	Who can apply?	<ul style="list-style-type: none"> <li>❖ Enterprises that develop/supply/integrate Energy Efficient and/or DRE powered livelihood technology solutions in sector of agriculture, micro business, animal husbandry</li> <li>❖ Enterprises having ready-to-field pilot/scale technologies i.e. minimum viable product with proof of concept completed</li> <li>❖ Futuristic technologies with a ready to scale in the livelihood sector</li> <li>❖ Grassroots enterprises catering to local demand for livelihood technologies.</li> <li>❖ Enterprises looking at working closely with stakeholders such as NGO/ govt. Institutes/Financial institutions for scaling their technologies.</li> </ul>
8	How will the due-diligence be done for the applications selected?	<ul style="list-style-type: none"> <li>❖ Compliance related documents</li> <li>❖ Assessment of past work ( if necessary)</li> </ul>
9	Are the enterprises who have been selected under EDP 1 and EDP 2 eligible to apply for the EDP 3?	All the enterprises selected under EDP 1 and EDP 2 are eligible to apply as along they fulfill the criteria mentioned in the Tor

Sl. no.	Questions	Responses
10	Is the program only for installation of newer systems?	<p>The program has a wide scope of work – that includes the following</p> <ul style="list-style-type: none"> <li>- Deployment and scaling the livelihood technologies /DRE integration</li> <li>- Unlocking relevant schemes and finance</li> <li>- Conducting Research and Documentation</li> <li>- Creating Training Modules</li> <li>- Conducting Awareness and Orientation workshops with end-users, Financial Institutions, NGOs etc.</li> <li>- Applying for Certification and Empanelment of technologies</li> <li>- Marketing and Outreach Activities like Branding/Sales, Marketing, Events/Melas</li> </ul>
11	Since the duration of the program is for a year, will it be possible for enterprise to propose the program for shorter time?	Yes, the maximum duration of the program is 1 year, with clarity on quarterly milestones. Enterprise can close the program earlier if they have completed their deliverables.
12	What support can I expect from SELCO Foundation beyond financial support for hard and soft proposed costs?	Beyond financial support for hard and soft proposed costs, SELCO Foundation provides technical expertise, partnership and scaling support through its existing programs, access to networks such as government depts/institutions, and any additional support the enterprise with respect to the technology.

Sl. no.	Questions	Responses
13	What happens if I don't meet my intended/ targeted implementation and leverage number?	<p>Incase of non achievement of deliverables, SELCO Foundation shall not pay the enterprise and further SELCO shall have the right to terminate this contract. Further, the organization will have the right to claim the funds to the extent of work which is not completed against amount paid.</p> <p>Having said so, the focus will be on collaboratively identifying solutions, refining strategies, and adjusting timelines if necessary.</p>
14	How do we apply for the program?	<p>The ToR for the program has been released on SELCO Foundation's Website and social media posts. The application is in the google form mentioned in the ToR.</p> <p>Link to ToR: <a href="#">Link</a></p> <p>Link to Google Form: <a href="#">Link</a></p>

## Call for Applications !

Support for Piloting and Scaling Energy Efficient and/or  
DRE Livelihood Technologies



SELCO Foundation invites **technology and clean energy enterprises to apply for support to pilot and scale various Energy Efficient and/or Decentralized Renewable Energy (DRE) driven livelihood solutions**

Geography : **Pan India**

Duration of Program : **Till 30th October '25**

Support Provided For : **Research, Outreach, Documentation, Certification, Technology Demonstrations and Pilots, Awareness and Trainings etc.**

Who Can Apply ?

- ❖ Enterprises that **develop/supply/integrate Energy Efficient and/or DRE** powered livelihood technology solutions in sector of agriculture, micro business, animal husbandry.
- ❖ Enterprises having **ready-to-pilot technologies i.e. minimum viable product** with proof of concept
- ❖ **Futuristic technologies** ready to **scale** in the livelihood sector
- ❖ Enterprises seeking to **deploy technologies for evidence building**
- ❖ Grassroots enterprises **catering to local demand for livelihood technologies**
- ❖ Enterprises looking at **working closely with stakeholders** such as **NGO/ govt. Institutes/Financial institutions** for scaling their technologies



Last Date for Application  
**23<sup>th</sup> October 2024**

For more information about SELCO Foundation please refer to our website: <https://selcofoundation.org/>

Please scan the QR Code to apply for the program



Link to ToR: [Link](#)

Link to Google Form: [Link](#)

**For any queries related to the program please send an email to:**

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