



Web Networked Enterprises Whole is more than the sum of its parts

Enterprises of any scale, small producer-owned enterprises or MSMEs, can benefit from coming together under a single network.

Each strand by itself

Mostly, producer-owned enterprises and MSME operate in isolation within the narrow geography of their locality. This restricts their scale and growth and increases their risk in a dynamic macro-economic environment. If they were to connect with each other and form a single web, there is much to gain.

Our Model

Discovering each Strand

We study each strand of the network understand its capabilities and needs.

Understanding the Connections

We understand the connections that can be made at different orbits in the network across the six possibilities of leverage.

1. Influence

They can better influence Govt. policies and garner better resources.

2. Quality

They can set quality standards, audits and certification for the enterprises, thereby increasing consumer acceptance for the products.

3. Brand

They can choose to brand their products under a single brand name like Amul, thereby achieving the scale that is required to navigate media and retail.

4. Price

They can negotiate better and get a higher price for their products and lower price for their inputs.

5. Technology

They can leverage technology better.

6. Knowledge

They can create platforms to share knowledge and better understand the macro-economic environment.

Weaving the Web

We inspire each enterprise with a vision of what the network can do for them.

We create a legal entity with investments from the enterprises and other funds.

We set standards for institutional policies and processes that enable better participation.

We outline a road map for creating the connections in the web and leverage the different levels – Quality, Price, Brand, Technology, Knowledge and Influence.

We set reviewing mechanism so that it becomes a learning, growing organisation.

Outcomes

Self-reliant Evolution

From individual organisations to networked enterprises that can increase their returns and reduce its risk. Greater self-reliance as critical resources such as technology, brand, certification and knowledge are shared.