

ACCESS Development Services
enabling economic empowerment

access



About ACCESS

ACCESS is a national livelihoods support organization, with focus on incubating innovations for sustainable livelihoods of the poor. With support from DFID (Govt. of UK), ACCESS was established in March 2006 as a professional new generation agency to contribute to and support poverty reduction in India.

ACCESS is uniquely structured to work at all levels of the development sector value chain, from implementing programmes on the ground, working with the Civil Society Organizations, Government Departments, Corporate Sector and Multilateral / Bilateral Agencies, and also supporting policy at the national level.

In the last decade, ACCESS has gained recognition for incubating innovations in livelihoods that has helped to move the economic lot of the poor from subsistence to sustainable levels. ACCESS works both in rural as well as in urban areas. Currently, ACCESS has 32 on-going programmes and works in 9 states in India with over 60 full time professionals in managerial positions and 240 field staff to support programme implementation.

ACCESS Vision and Mission

Vision

ACCESS is a global partner of choice, providing inclusive innovative livelihood solutions and enabling the poor to overcome poverty and live with dignity

Mission

To build capacity of community-based institutions that deliver relevant financial and livelihoods services to the poor and unreachable households



ACCESS Governance and Management

ACCESS takes pride in having an experienced, engaged and diversified Board of Directors. The Board composition represents a diversified range of individuals from Government, Corporate Sector and Civil Society organizations. The Board of Directors meet once every quarter, and provide strategic direction to the organization and support it to align and accomplish its mission goals.

The founding CEO of ACCESS has over 35 years of experience, working in diverse organizations like the RBI, NABARD, State Governments and INGOs, among others, prior to setting up of ACCESS. The current Board of Directors include the following:

- Sanjeev Asthana, MD, I- FARM (Chairman)
- Dr. Arvind Mayaram, Former Secretary, Ministry of Finance, Government of India
- Dr. Joy Deshmukh, Global Head, CSR at Tata Consultancy Services
- Biswajit Sen, Formerly World Bank
- Senthil Kumar, Executive Director, CARE India
- Vipin Sharma, CEO

The day to day operations of ACCESS are managed by the CEO, ably supported by a Senior Management Team. While ACCESS invests in developing Long Term Strategic Plans to align its programmes to its mission, at an operational level, it develops Annual Operating Plans to remain focused.



ACCESS USP

Over the years, gaining from its experiences, implementing a multitude of programmes in diverse context and geographies, and given its strong professional team; ACCESS has developed certain core competencies, which it applies to its initiatives across the spectrum. Among others, a few areas in which ACCESS has demonstrated core strength, include:

Ability to work at all levels of the sector	Develop “lift and shift” models	Positioned as a gateway agency between the poor and the markets	Ability to work at scale
Build local capacities (capacity building of capacity builders)	Support inclusive value chains, favouring primary producers	Identify and incubate innovations	Invest, incubate and strengthen community based institutions / model

ACCESS Three Tier Approach

ACCESS is structured uniquely to work at all levels of the development sector value chain. In strengthening the livelihoods of the poor for sustainable impact, ACCESS employs a three tier approach.

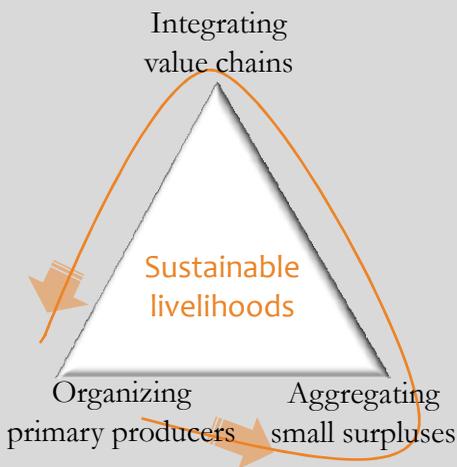
At Tier I, ACCESS implements programmes on the ground, at Tier II it provides technical support to civil society organizations, government departments, corporate sector, and multilateral / bilateral agencies, and at Tier III it engages in national level initiatives.



- Influencing policy
- Informing programmes for the poor
- Empowering communities through establishing community based Social Enterprises
- Enabling access to resources, capital, markets and entitlements
- Programmes that impact livelihoods of the poor

ACCESS Livelihoods Triad

The ACCESS mandate emanates from the analysis that the poor continue to teeter on the brink of subsistence due to lack of access to resources, services, information, finance, markets and entitlements. To help in overcoming these impediments, ACCESS pursues a three-pronged strategy that involves:



- Engaging with primary producers and organizing them into formal community based institutions. Typically ACCESS organizes them into Producer Companies (So far, ACCESS has promoted 117 Producer Companies in five of its nine programme states). Organizing primary producers also helps in economies of scale for procurement of raw material, sharing infrastructure and common facilities, in disseminating training and other interventions, marketing, and broadly helps in empowering communities.
- Aggregation of small surpluses of primary producers into marketable lots helps them better negotiate in the marketplace and also provides them with incentives to seek higher value markets.
- ACCESS also facilitates small producers in their effective integration and participation in value chains. ACCESS builds their capacities to deal with input suppliers, buyers, and technical service providers as also with the government (for their entitlements), among others.

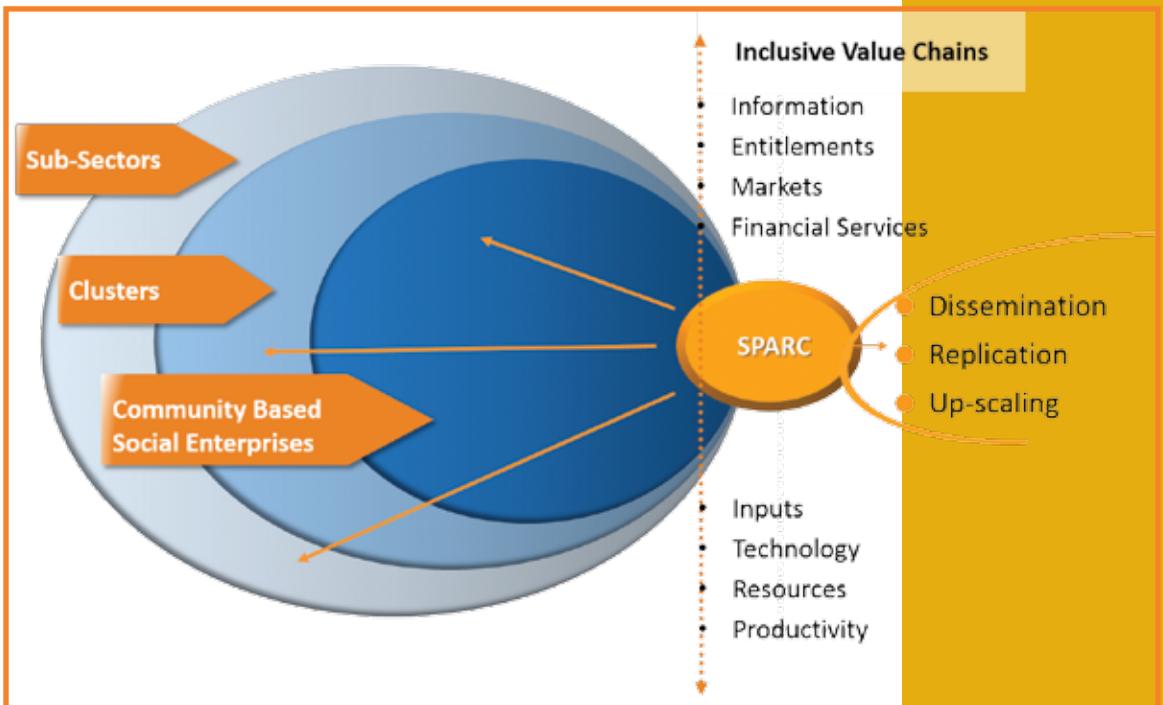
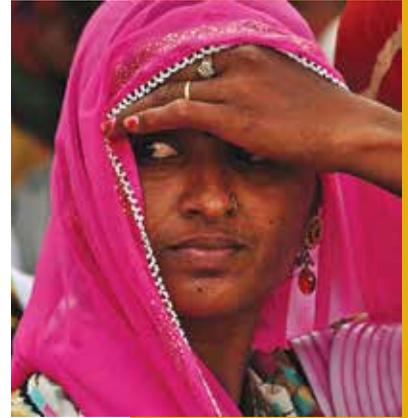
An important ACCESS strategy is to build “inclusive value chains” through which efforts are made to help highest possible benefits of the value chain accrue at the level of production. This is attempted through volume and value strategies; helping in raising productivity and also undertaking certain value addition on site through the community itself.



Seeking Sustainable Impact

ACCESS sub-sector Approach

The adoption of a sub-sector approach by ACCESS is a strategic option, which allows for a focus on specific sub-sectors and helps in strengthening the ecosystem within which livelihoods within a sub-sector are able to transition from a comparative to a competitive advantage and bring economic gains to the region. A sub-sector approach allows for interventions at all levels within the value-chain, from production to policy, for durable outcomes; it provides economies of scale; enables aggregation of resources, helps in organizing demand for inputs and capital; facilitates the establishment of common infrastructure and facilities and opens up an interface with all actors within the value chain. Specific sub-sectors thrive in clusters, and hence also facilitate in bringing communities together and organize them.



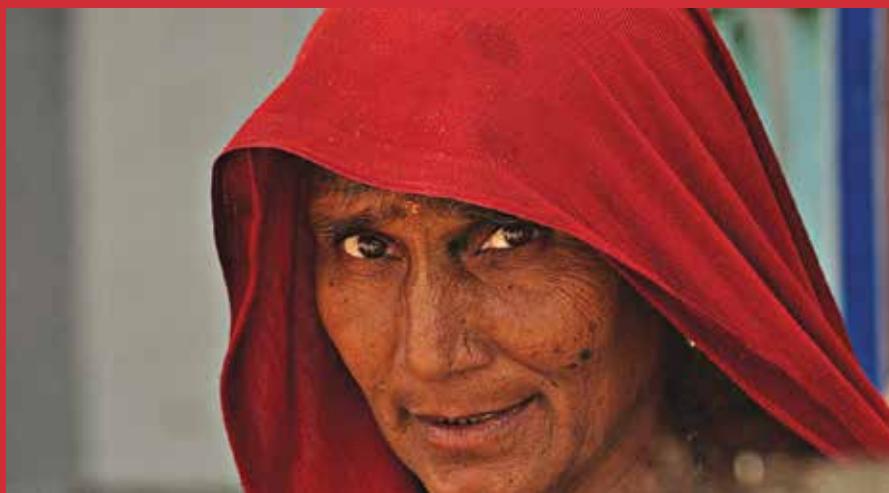
SPARC (Small Producers Assistance Resource Centre)

ACCESS Programme Implementing strategy

Most ACCESS programmes are implemented through a SPARC, which essentially is a clutch of dedicated professionals instituted in the programme location. Relating to the programme, this team of professionals is identified around complementing competencies to provide holistic and integrated services to the primary producers. In addition to providing technical service, SPARC leverages financial and other business services from external agencies in the market. SPARC, thus acts as a gateway agency for the primary producers to access resources, finance, input supplies, technology, information, markets and entitlements.

It is expected that within a short timeframe of three years, the SPARC is well established and is delivering high quality services that help the primary producers to significantly strengthen their livelihoods and make incremental gains. By the time, there is an expectation from most programmes that due to the perceived or realized value that the producers receive from the SPARC and due to benefits from the programmes, post the programme tenure, they are willing to engage with the SPARCS on a cost recovery basis.

Through SPARCs, ACCESS has been able to reach out and strengthen the livelihoods of over 280,000 small producers, establish 119 producer companies and have successfully linked them with input suppliers, finance and markets, as also entitlements.





ACCESS Operations

Self-Reliance and Livelihoods for Refugees

Supported by UNHCR
Delhi

FPO Forum

Supported by SFAC
Rajasthan

Formation of Farmer Producer Organisations (FPOs)

Supported by SFAC
Rajasthan, Madhya Pradesh, Odisha, West Bengal

Dharashakti

Supported by RKVY
Rajasthan

Jeevika II Sawai Madhopur

Supported by HSBC
Rajasthan

Strengthening of Producer Company in Agri Value Chain Commodities

Supported by Rabobank
Rajasthan

Pink City Rickshaw Company

Supported by HSBC
Rajasthan

Promotion of Sustainable Agriculture through Farmer Owned Institutions

Supported by ITC
Madhya Pradesh

Improving Market Access through Farmer Producer Organization

Supported by Voluntary Services Organization (VSO)
Madhya Pradesh



Sustainable Livelihood Enhancement by NTFP

Supported by SRLM

Madhya Pradesh

Cluster Intervention for Bhagalpur Power Loom Cluster

Supported by SIDBI

Bihar

Value Chain and Market Linkages Support for the State of Odisha

Supported by OLM

Odisha



Andhra Pradesh Rural Inclusive Growth Program (APRIGP)

Supported by World Bank

Andhra Pradesh

Incubation of Producer Company

Supported by NABARD

Telangana

Setting up Maize Value Chain Project – UDAY Agri

Supported by Rabobank

Telangana



The Two ACCESS Flagship Initiatives

Over the years, ACCESS has established two flagship initiatives to inform and influence policy and strengthen the enabling environment- the Inclusive Finance India Platform and the Livelihoods Asia Initiative.



Inclusive Finance India is a global policy platform on Financial Inclusion set up with the objective of enabling cross-pollination of best practices and breakthroughs, specifically to influence India's Financial

Inclusion strategy and campaign. With its legacy of more than 13 years, Inclusive Finance India has provided substantial evidence, increased guidance and strong articulation for building a strong ecosystem and making key recommendations on financial inclusion policy, regulation, supervision, technology advancements, client protection and institutional framework for stakeholders. In the last three years, the Summit has broadened its ambit; more and more themes related to financial inclusion are deliberated and delved into. The Inclusive India Finance Summit strives to bring all stakeholders together to build a consensus on the strategies and policies for tangible and sustainable financial inclusion. The Inclusive Finance India Summit receives an overwhelming participation from more than 800 delegates and over 100 speakers who contribute to the deliberations and debates across 15 sessions during the two days.

The Inclusive Finance India platform has evolved to comprise of the following sub- initiatives:

- Inclusive Finance India Summit
- Inclusive Finance India State of the Sector Report
- Inclusive Finance India Awards
- Knowledge Fair
- Other Associated Events



Livelihoods Asia

Livelihoods Asia is aimed at supporting, informing and influencing policy, showcasing best practices and addressing key challenges and issues faced by the livelihoods of the poor. Livelihoods Asia Summit is held as an annual event that brings together up to 500

participants and over 70 resource persons, from across the region, on a single platform to discuss critical issues that impede and afflict the livelihoods of the poor and in turn inform policy with the new learning. The mission of Livelihoods Asia Initiative therefore is to create a regional platform that presents opportunities for cross learning and sharing of these unique experiences, both successes and failures within countries in the region. Within Livelihoods Asia Platform, specific sub initiatives have been designed to make this platform an effective bridge for cross learning.

The sub initiatives include:

- Livelihoods Asia Summit
- State of India's Livelihoods (SOIL) Report
- Livelihoods Asia Case Study Competition

The ACCESS Universe

While ACCESS was set up in 2006, over a period of time, as it evolved, it was felt that for sustainable outcomes, institutional mechanisms, rather than ephemeral project based interventions would be more appropriate. In addition to the need for composite models for engaging with and hand-holding the community, finance and markets were seen as two critical challenges for primary producers. Appropriately, ACCESS established a few specialized affiliates to address these impediments.

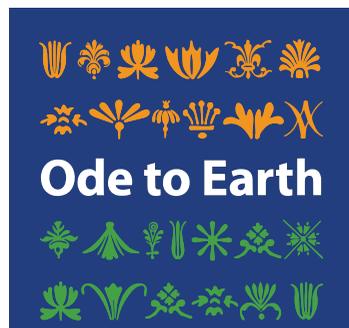
Specialized Affiliates



ACCESS ASSIST is a specialized affiliate of ACCESS that works towards financial inclusion of the poor. Through a series of tailor-made interventions that support financial literacy and education, ASSIST seeks to bridge the hiatus between the supply and demand sides and bring the large population of poor households within the fold of formal financial system.



ACCESS Holding Ventures India Pvt. Ltd. is the holding company of ACCESS and its specialized affiliates. The company plays an advisory role and binds the affiliates around a common vision. Additionally, ACCESS Ventures undertakes technical and consulting assignments on behalf of ACCESS.



Ode to Earth was set up to help and link small producers to high value mainstream markets through business intelligence, advisory and design support. Envisaged as a gateway agency between primary producer and consumers, Ode to Earth supports over 100 producer groups and organizations in around eight locations across the country.

ACCESS Brands

Helping the Poor to Reach Mainstream Markets



Supporting women artisans in the desert region of western Rajasthan who are engaged in applique work



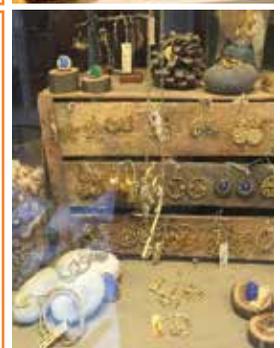
Helps the forest displaced women in Ranthambor, the National Tiger Reserve, who are engaged in stuffed toy making, embroidery and stitching. Products are marketed through the STRIPES store in Ranthambor.



Promotes the products of the organic leather product artisans, on the outskirts of Jaipur.



Under JJADE, ACCESS helps 10,000 fashion jewellery artisans market their products through retail, B2B and online stores.



Five hundred women in Ranthambor are organized into a Producer co. and are engaged in spices processing. Tamara is the brand under which they market their gourmet spices



200 women have been trained to ply e-rickshaws, that are specially designed to ferry tourists within Jaipur for a unique medieval experience of the Pink City.



ACCESS Partners

ACCESS has been fortunate to have received a groundswell support from several diverse stakeholders who have contributed to the organisation in their own capacity as advisors, funders and well wishers. While initially, much of the resources were received from international agencies, over the years, several important national funding agencies, and among these, the government and its apex agencies have added to the list.

Government

1. Society for Elimination of Rural Poverty, Government of Andhra Pradesh
2. Department of Agriculture Govt. of Madhya Pradesh
3. Rashtriya Krishi Vikas Yojana (RKVY): Government of Rajasthan
4. West Bengal Watershed Development Agency, Government of West Bengal
5. Department of Horticulture and Fruit Processing Industries, Government of West Bengal

Apex, Developmental and Financial Institutions

1. Small Industries Development Bank of India (SIDBI)
2. National Bank For Agriculture and Rural Development (NABARD)
3. Small Farmers' Agri Business Consortium (SFAC), GOI
4. Microfinance Institutions Network (MFIN)

International Organizations

1. Rabobank Foundation
2. Citi Foundation
3. RBS Foundation
4. Michael and Susan Dell Foundation
5. Bill and Melinda Gates Foundation
6. Ford Foundation
7. IFAD
8. ACCION
9. OXFAM India
10. GIZ
11. PACS
12. ICCO

13. ACTED
14. HAND IN HAND
15. OMIDYAR NETWORK

Multilateral and Bilateral Institutions

1. UNDP
2. UNHCR
3. World Bank

Corporates and Banks

1. HSBC
2. HDFC Bank
3. Standard Chartered Bank
4. IDBI Bank
5. IDFC BANK
6. Bandhan Bank
7. RBL BANK
8. State Bank of India
9. MUDRA Bank
10. MasterCard
11. Reliance Commercial Finance
12. Dia Vikas Capital



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UDAIPUR

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39-B, Niketan, Ambamata Scheme
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KOLKATA

BA-97, Sector-1, Salt Lake City
Kolkata-64, WB
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HYDERABAD

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Hyderabad-500016

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