

Deploying Innovative Technologies to Solve the World's Challenges and Contribute to Sustainable Development

Company Data

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541613, 541690, 541990, 541720

SWaM Cert. No. 723348

Virginia Minority Owned Small Firm
Based in Virginia (8A application in
progress)

Our Philosophy and Approach

We bring a systems based interdisciplinary and multisector approach to our work. We are very stringent in the selection of our projects, based on their value to sustainable development, our ability to provide an effective solution, the strength of the client and their commitment to sustainable development, and the potential returns from success execution. We do not hold our equity positions for long times and enter into buy back agreements where we sell shares back to the company/owners based on agreed upon milestones and benchmarks (profitability, market penetration etc). We believe strongly in the principles of sustainable development and the importance of inclusion and fairness in our projects. We conduct thorough due diligence on all of our projects and analyze the background and reputations of our clients before accepting an engagement or undertaking new ventures

Our History

Tambourine Innovation Ventures was established by the merger of Tambourine Technologies Inc., (TTI) established in 1994 by Dr. Atul Wad and the ten years of Professional practice of Ravi Gupta. TTI offered consulting services, investment and venture capital services and designed and implemented innovative technology based ventures in developing countries. It operated in Latin America, Africa, India the Caribbean and SE Asia. Mr. Gupta had extensive experience as a consultant to many of the international development agencies, multilateral development banks, private companies and financial institutions and worked in Latin America, the Caribbean, Africa, Asia and the Balkans. The merged company brought together a complete suite of expertise in all aspects of innovation and business development and a history with a large variety of clients – public, international agencies (MDBs, Development agencies, the UN system, private corporations, governments and NGOs.

Our Solutions

We deliver a full suite of strategic services and solutions to international development organizations, governments, NGOs, multilateral banks, and the private sector on the topics on:

- **Design of New Ventures Based on Sustainable Innovation**
- **Innovation Management, Eco-Systems, and Clusters**
- **Resource Productivity**
- **Risk Finance and Impact Investment**
- **Entrepreneurship Development**
- **Climate Change and Energy**
- **Industry 4.0**
- **Technology Deployment and Commercialization**
- **Sustainable Business Models and Strategies**
- **Business Solutions for the Base of Pyramid (BoP)**

Why we are Different

- We have a strict and consistent focus on projects within our core areas of expertise – innovation and sustainable development
- We have the capacity to undertake projects in any region of the world and have on the ground experts in most regions.
- We work closely with academic institutions and constantly monitor advances in the fields relevant to our work – innovation economics and technology management, venture capital, technological advances, regulatory and institutional changes, changes in market structures and demand, investment practices and models, national and international policies relating to our focus (e.g. S&T/I, Development, etc)
- We have one of the lowest overhead rates in the industry by keeping indirects to a minimum. We utilize the vast majority of our revenues and resources on direct project costs.
- We take the interests and priorities of our clients very seriously and make every effort to satisfy those needs, priorities and preferences, but in a manner that ensures the provision of the highest quality of results in the most efficient manner. As such, we view our clients not solely as clients but as 'partners' in our work.

Who can Benefit from our Expertise?

- Development agencies and development banks (international bilateral, multilateral etc) developing and implementing programs and projects involving innovation and technology
- Private companies and entrepreneurs with technology needs or seeking to strengthen their technological capabilities or develop/adapt technologies to enhance competitive advantage
- Investment organizations (VC, Impact, MDBs, commercial, etc) seeking potential investment targets or assistance in evaluating candidate firms and conducting due diligence
- Government agencies seeking to strengthen technological and scientific and innovative capabilities, systems and eco systems to contribute to national sustainable development, enter new markets and restructure S&T/I mechanisms to improve their effectiveness.
- Industry associations, universities and training institutes seeking to develop training programs in areas related to innovation.
- R&D Centers and Universities seeking to commercialize their technologies

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