



entrepreneur Success SERIES

We are back with our monthly spotlight on successful entrepreneurial initiatives and an adjacent academic perspective.

In this issue, we feature Mr. Harish Hande of Selco India whose for-profit social enterprise has truly brought 'light' into many lives by providing sustainable energy services to underserved communities through a combination of doorstep service and doorstep financing.

The research note on '*Entrepreneurial Finance*' explains the why and how of the business' oxygen - money.

Warmly,

[The Editorial Team](#)



[Video Case Study](#) SELCO India Lamp that brings happiness



Harish Hande observed that under-served segments of the society could vastly benefit from holistic solar-based energy solutions that combine technology and affordability. Thus began the saga of SELCO, which has activated over two lakh solar systems since 1995 by overcoming the financial barriers that hindered its delivery to deserving people. [More](#).



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Do you know what *Watered Capitalization* is? You should, if you're an entrepreneur.

An entrepreneur's success is dependent upon the knowledge of financial discipline as much as it depends on his/her idea.

This note unveils and gets to the roots of finance and the possibilities that an entrepreneur should absolutely know before embarking on a venture. [More](#)

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