



# IIM

भारतीय प्रबंध संस्थान विशाखपट्टणम  
Indian Institute of Management Visakhapatnam

विद्या परं देवतम्



***Unnati:***  
***Your Generosity supports our Growth***

Indian Institute of Management Visakhapatnam (IIMV) is an institution of national importance under the Indian Institutes of Management Act 2017. It is a professionally managed, Board-governed, body corporate under the Ministry of Education, Government of India.

The IIM Act 2017 enjoins the Institute to attain standards of global excellence in management education, management research and allied areas of knowledge.

Within a short span of time, the Institute has built a reputation for itself, providing comprehensive and holistic management education of high quality, blending theory with practice. IIMV is grooming leaders who can contribute as professional managers, entrepreneurs, and stewards of existing and emerging enterprises in the private, public, and social sectors. Its research is focused on advancing new knowledge, innovation and thought leadership.

The faculty of the Institute, blending industry experience with their impeccable academic and research credentials, bring real-world knowledge to the classroom, for learning outcomes of lasting impact.



## Vision, Mission & Values

The Vision of the Institute is “To champion and excel in educating and nurturing entrepreneurial leaders in creating innovative solutions for business, government, and society”.

### **The Mission of the Institute is:**

- › To be a pre-eminent business school focusing on contextually-relevant solutions for techno-managerial problems, leveraging global best practices and knowledge resources.
- › To foster an environment that encourages creative learning for innovative outcomes.
- › To promote relevance and excellence in all academic, research and allied knowledge pursuits.
- › To demonstrate commitment to ethical and sustainable management practices.
- › To contribute to professionalization of management education with equity and inclusivity as key drivers.

In the pursuit of its Vision and Mission, the Institute is guided by the Core Values of: Academic Freedom, Equity, Excellence, Professionalism and Sustainability.



## Purpose of Fundraising

The purpose of the fundraising campaign, as articulated in this 'Gifting Brochure' is to support the academic programs, research projects and allied initiatives of IIMV. Our aim at the Institute is to maintain and improve the facilities, offer curated educational opportunities, provide scholarships to deserving students, as well as invest in cutting-edge research and resources that enhance our contribution to the industry and the society more impactful.

## Why Give to IIM Visakhapatnam?

Your gift, grant, donation or endowment supports our mission of creating new knowledge with enduring impact, educating, shaping and influencing the current and future leaders.

### Accordingly, our current fundraising priorities focus on:

- › Expanding access and affordability to management-education aspirants.
- › Attracting and retaining the world's best faculty.
- › Growing our global reputation in teaching, research, and societal impact.
- › Fostering an inclusive community of individuals with diverse backgrounds, experiences, and viewpoints to create an environment of creative, open-minded inquiry.
- › Upgrading our facilities and classrooms with state-of-the-art technology, to constantly improve the learning outcomes.
- › Enhancing the Institute's commitment, as a subscriber to the Principles for Responsible Management Education, a United Nations Global Compact initiative, to the creation of sustainable social, environmental and economic value.
- › Developing new programs and courses for the young and the experienced, in tune with their knowledge- and skill needs.

Your support for these priorities helps IIMV reinforce its strengths and retain its position as a top-notch business school. It also impacts the lives of students and faculty and signals your pride as a member in the distinctive community of IIMV alumni, benefactors and patrons.





## Target Audience

Our target audience for this fundraising campaign includes alumni, government departments, public enterprises, corporate sector, industry associations, trade bodies, philanthropists, charitable organizations, sports clubs (amateur and professional) as well as all individuals and institutions who believe in our vision, mission and core values.

## Joining a Community of Donors with the Annual Fund

Support for the Annual Fund makes you an exceptional part of the IIMV donor community and gives the Institute the flexibility to advance current and emerging priorities. It is the seed funding for the new ideas developed at IIMV that will transform the way things are today and impact the way things take shape in the world and the society at large, tomorrow.

Designating your gift to the Annual Fund makes an immediate impact on the Institute's greatest needs. Do consider giving to one of the Annual Fund priorities which include scholarships, global visibility, diversity and inclusion, or any of the research centres or specific endeavours. Your gift makes you part of our committed community of donors and strengthens your connect with us.

Gift Amount	Envisaged Impact of Gift Size
INR 10.00 Mn.	Donors who make gifts of this size (or more) annually are recognized in the Institute's Hall of Fame of Donors.
INR 5.00 Mn.	Annual gifts of this amount inspire philanthropy in others and are eligible to sponsor a pan-IIM challenge-match, campaign or a national event.

## Endowments for the Award of Gold & Silver Medals

These endowments help us award medals to recognize and reward meritorious performance. The beneficiaries can be graduating students of any specific program or discipline with demonstrated excellence in academics, co-curricular or extra-curricular activities, all-round performance, community service etc. Medals earmarked for girl students are especially welcome.



Gift Amount	Envisaged Impact of Gift Size
INR 4.00 Mn.	Award of one Gold Medal – annually, in perpetuity
INR 2.00 Mn.	Award of one Silver Medal – annually, in perpetuity

Each Gold Medal is generally of 25 grams; 22 carat BIS hallmarked.  
Each Silver Medal is generally of 25 grams; 999 BIS hallmarked.

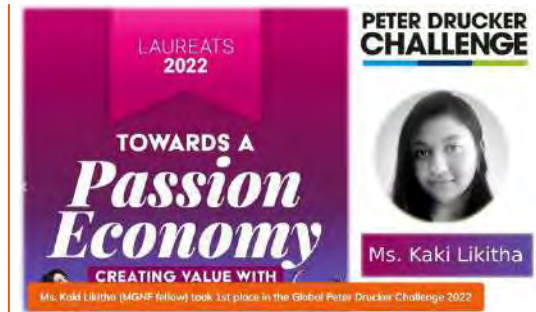
The entire amount of endowment will be treated as corpus and the interest earned thereon shall be utilized to partially defray the expenses incurred towards the cost of the medals.

## Helping Students through Scholarships

Scholarships are crucial in attracting the most diverse and accomplished applicants and helping them to pursue our prestigious MBA program without the constraints of affordability.

Through the IIMV Scholarship Program, the Institute aims to ease the financial limitations so that the talented and deserving students can attend the MBA program and realize their full potential.

Gift Amount	Envisaged Impact of Gift Size
INR 1.50 Mn.	Award of a merit-based scholarship – per student, per year
INR 1.00 Mn.	Award of a merit-cum-means based scholarship – per student, per year



## Helping Students in Distress

Unexpected and unfortunate incidents like accidents, hospitalization, loss of near and dear ones, demise of a supporting family member or guardian etc. can force students into sudden financial difficulties and/or psychological depression. Such students not only deserve due empathy, care, kindness, compassion and emotional support, but also financial help beyond what the Institute normally or already provides.

Your support will therefore be of great value to such students. The additional monetary support and counselling services that the Institute will extend utilizing the resources under this Distress Relief Fund will help them regain their financial and emotional strength. Your donation will therefore make a significant difference in their lives and help them realize their cherished dreams.

Any amount of INR 0.10 Mn. or above, will contribute to serving this worthy cause.



## Students – The Nation Builders of the Future

The vibrant IIMV campus offers the students many opportunities to learn and display (new) talents, interests, skills, hobbies, and creative capabilities.

The wide canvas of on-campus engagements include pursuits in the academic, literary, sporting, yogic, socio-cultural and liberal arts domains.

Socially useful and productive work and voluntary community service are engaging and satisfying value-additions that make the campus life even more meaningful and fulfilling. Students at the Institute form teams and lend a helping hand in rescue and relief operations during the times of natural disasters and calamities. They spread awareness on social issues and support the welfare and well-being of the underprivileged.

There are festivals and meets that showcase and promote the rich heritage, traditions, culture and national character and integrity through events under the banner of “Ek Bharat – Shresht Bharat”. TEDx events are organized to spread new ideas and kindle curiosity and informed conversations on the latest research trends, particularly for the benefit of local communities.

There are a wide variety of co-curricular and extra-curricular events, activities, campaigns, competitions, challenge-leagues, and live projects (intra- and inter-institutional) that the student clubs and teams organize in physical, digital and hybrid mode.

There is thus a lot for every student to actively participate in, contribute to, gain from and feel proud of.

Donations to student activities and events nurture and foster competitive spirit, shared values, brotherhood, mutual support, empathy, emotional intelligence, morals and ethics.

Gift Amount	Envisaged Impact of Gift Size
INR 0.30 Mn.	One major, Institute-recognized student-event, half-day
INR 0.50 Mn.	One major, Institute-recognized student-event, full-day
INR 7.50 Mn.	All major, Institute-recognized student-events, for one-year





## Sustaining our Reputation and the Quality of our Education

Teachers. Scholars. Mentors. Guides. Lifelong Friends and Well Wishers. IIMV professors are unwavering in their commitment to the success of every student. With passion, perseverance and patience, they impart to the young and the experienced, knowledge of genuine value.

**Expanding global visibility too helps the Institute maintain its position as a top business school.**

You can help us attract and, retain and train the world's best faculty and researchers.

Gift Amount	Envisaged Impact of Gift Size
INR 3.00 Mn.	Doctoral research assistantship for five years to help an outstanding researcher to become future faculty.
INR 5.00 Mn.	Cutting-edge faculty-research in any management discipline, leading to peer-reviewed output.
INR 5.00 Mn.	Sabbatical of a faculty member to a premier Indian or foreign university, institution or enterprise to work on collaborative projects and research; advance new knowledge and innovation; and/or for any other purpose of academic and professional development.
INR 7.50 Mn.	Short-term immersion visits (for five years, annually) of one faculty with high-performance or with high potential and promise, to a reputed international business school (e.g., HBS)
INR 40.00 Mn.	One distinguished / eminent professorship (the highest academic honour at the Institute) for five years.



## Sponsorship for Special Lectures & Talks

IIMV also welcomes donations for organizing special talks such as distinguished lectures by policy makers and industry experts, focusing on sectors such as BFSI, Retail, Manufacturing, Supply Chain & Logistics, FMCG, e-Commerce and other domains such as Healthcare, Real Estate & Construction, ICT etc. These lectures can help the target audience gain a deeper understanding of the contemporary trends and developments in the respective sectors. Such occasions also offer opportunities for experience-sharing, knowledge-transfer and exchange of constructive thoughts that could feed into and shape policy and practice. IIMV will bring out newsletters and/or monographs on behalf of the sponsors, drawing upon the insights and ideas emerging from such lectures.

Gift Amount	Envisaged Impact of Gift Size
INR 7.50 Mn.	Distinguished Lecture Series – Yearly once, for five years.
INR 6.00 Mn.	Special Lecture / Talk Series to mark special occasions – yearly once, for five years.

## Invest in the Green Buildings that house our Human Capital

Named space opportunities, i.e., naming-rights for maintenance of the award-winning infrastructure are available at the IIMV campus. These include classrooms, faculty offices, discussion rooms and seminar rooms, studio facility, learning resource centre/library, auditorium, centres of excellence, labs, “hive” spaces for collaborative work, incubator seats, co-working and social-interaction spaces, hostels, dining areas, cafeterias, indoor sports complex (comprising squash court, badminton court, gymnasium etc.), outdoor sports facilities (comprising cricket ground, FIFA-standard football ground, etc.), organic farms, gardens, walkways, cycling tracks, galleries, gates, amphitheatre, solar farms, electric-vehicle charging stations, electric-mobility vehicles, parking lots etc.





IIMV has GRIHA five-star rating for its campus masterplan. Nestled among three hills with a water-body in the vicinity, it boasts of salubrious, serene and scenic environs set in sylvan surroundings. With aesthetics and ambience of high order, it is the perfect place for pursuing academic and professional interests and healthy hobbies. It has gardens of cyclone-resistant trees scientifically selected and planted. About 9000 trees - evergreen, medicinal, flowering, fruit-bearing and palms - dot the campus. The vegetables and fruits, organically grown seasonally and round-the-year, meet the on-campus catering needs. The facilities, grounds and the gardens are ideal named-space opportunities for organizations committed to supporting sustainable initiatives.

Donations for creating new assets to complement or supplement the existing infrastructure are also welcome.

Gift Amount	Envisaged Impact of Gift Size
INR 20.00 Mn.	Creation of physical and/or digital infrastructure - one time
INR 3.00 Mn.	Maintenance of infrastructure - per year

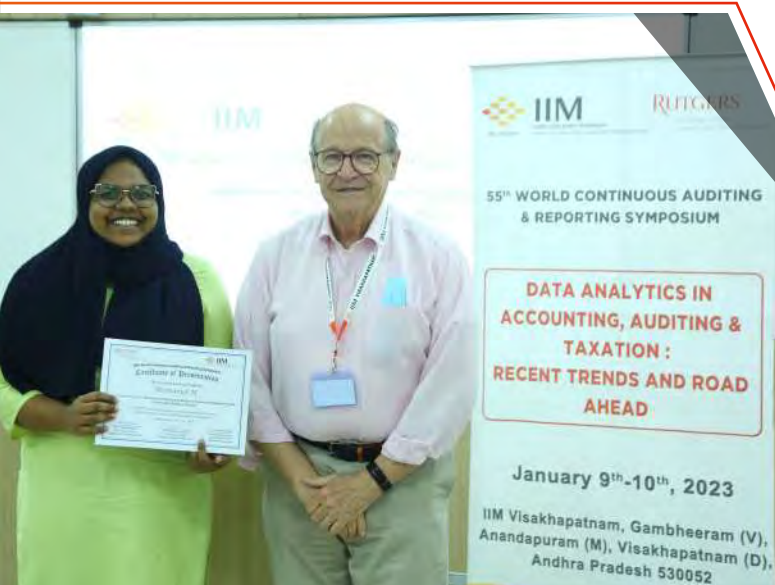
## Impacting Academic-Inquiry through Endowments

The IIMV Endowment is a dedicated and permanent source of funding that maintains and fosters the teaching and research mission of the Institute.

Utilization will be towards donor-directed specific programs, priorities, or purposes (dedicated scholarships, named professorships, etc.) and will be in accordance with mutually agreeable terms.

From strategy to policy, governance to regulation, management thought to practice, IIMV research has lasting and profound impact on business, culture, and society. Focus areas feed into national development goals like environment, social and governance issues, realizing sustainable development goals, skill building, social entrepreneurship, digital transformation, financial inclusion, ethics, corporate governance, empowering MSMEs and leadership development.

When you support our specialized programs, research activities or allied initiatives; or specific centres of excellence, decision labs, etc. you help our faculty and students make pioneering innovations that contribute to thought leadership and lead to solutions for meeting challenges with local focus and global appeal.



Gift Amount	Envisaged Impact of Gift Size
INR 5.00 Mn.	Promote entrepreneurial acceleration through new-venture challenge sponsorships (per year) for IIMV students and alumni, young and brilliant minds in schools and colleges, budding entrepreneurs and others keen on creating value for money and value for many.
INR 4.00 Mn.	Create lasting social influence by sponsoring an impact-investing competition for students (per year), promote corporate social responsibility or community service.
INR 4.00 Mn.	Sponsor (per year) a research professional who can partner with our renowned faculty members across disciplines.
INR 5.00 Mn.	Endow an expert-in-residence program (per year) to bring industry leaders together with IIMV students for experiential learning and action research.
INR 5.00 Mn.	Endow a research-centre directorship (per year) to lead academic inquiry in new fields of study.



## Sustainability Initiatives

With the objective of contributing holistically to the society, the Institute is committed to the vision of inclusive, equitable and sustainable development goals.

The Institute is also a subscriber to the Principles for Responsible Management Education, a United Nations Global Compact (UNGC) initiative, for the creation of sustainable social, environmental and economic value. We are also a member of the UN Sustainable Development Solutions Network (SDSN). Guided by the purpose of sustainability, we will mainstream into our education, research and allied knowledge activities, the principles and practices of social and environmental responsibility for the larger good of business and society. Towards this end, we will –

- Build capacities facilitating responsible global citizenship.
- Engage in research, policy advocacy and advisory work to advance the contribution of organizations to sustainable development goals.
- Generate new knowledge and innovation to address challenges in achieving judicious balance among economic, social and environmental dimensions.
- Facilitate stakeholder consultation and partnership with interested entities in exploring and adopting effective strategies and practical approaches to address sustainability issues.



Gift Amount	Envisaged Impact of Gift Size
INR 10.00 Mn.	Teaching, training, research and allied knowledge activities to enhance capacities, facilitate and promote commitment in thought and action to sustainable development goals.



## Recognition & Rewards for Donors

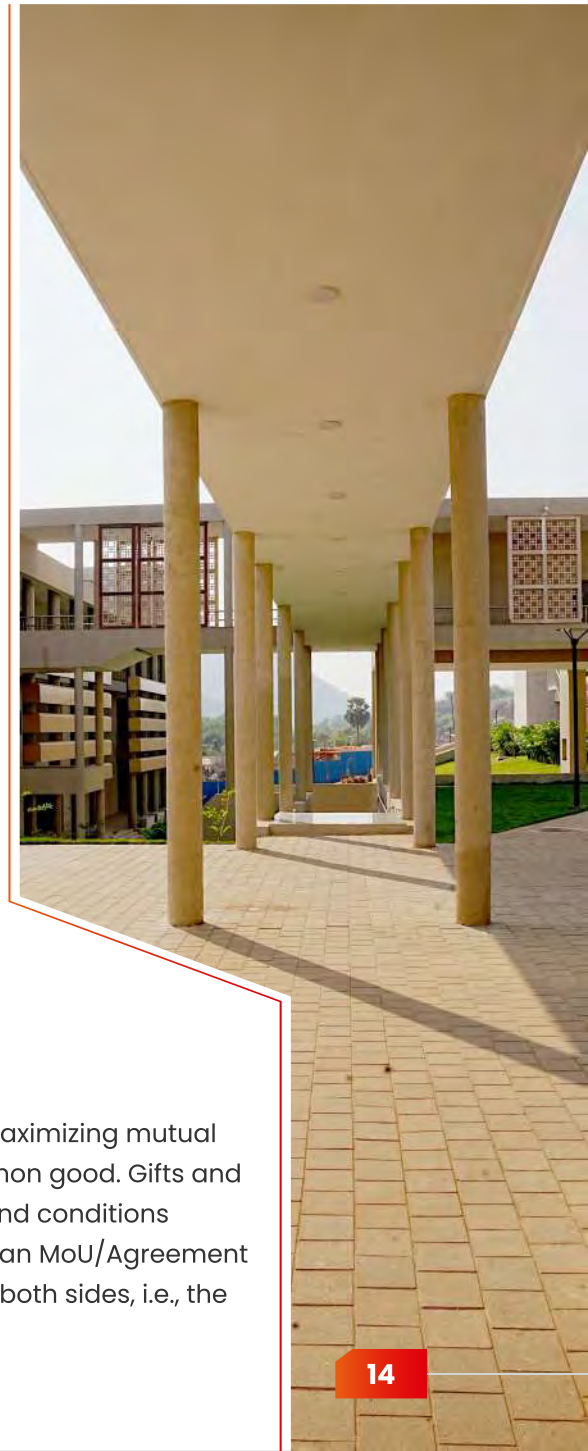
In appreciation and grateful acknowledgment of the generosity, we would like to offer the following rewards to our donors:

- › Membership to an exclusive IIMV Patrons Society through a limited-edition Platinum, Gold or Silver Card that allows access to select IIMV facilities and amenities (e.g., sports and games)
- › Invitations to all special functions, events and programs.
- › Acknowledging and publicizing your contribution on all the relevant occasions
- › Displaying at relevant, prominent places in the Institute
- › Recognition on the IIMV website, Annual Reports, Newsletters and other relevant publications
- › A scroll/citation of appreciation
- › A tax-exemption certificate for donations that qualify under the law. [The Institute has been granted exemption u/s 80G of Income Tax Act, 1961 with effect from the Assessment Year 2019-20. Accordingly, donations made to IIMV by entities and individuals are tax-deductible under section 80G of the Indian Income Tax Act].

Indeed, association with IIMV is certain to strengthen your brand image, enhance your reputation and goodwill among all your key stakeholders.

## Modalities of Implementation

Offers for funding will receive careful consideration internally, with a view to maximizing mutual interests in the larger framework of public-purpose, public-interest and common good. Gifts and gifting options, acceptance, utilization, reporting and other governing terms and conditions thereof are described in the Giving Policy. In conformity with the Giving Policy, an MoU/Agreement signed by the Institute with the donor will clearly enunciate the provisions (on both sides, i.e., the donor and the donee) of operationalizing the donations accepted.



## Conclusion

IIMV has established a proud tradition of providing quality business education to aspirants from across India. With many first-mover initiatives to its credit, it enjoys a distinctive place among the business schools of the country. Your support will help us to strengthen our mission through a wider bouquet of educational offerings, richer in scale, scope, spread and specialization. With abiding commitment to professionalize management education, the Institute will continue to impart skills and knowledge that make students and managers professionally competent, socially responsible and environmentally conscious. The Institute shall continue to sharpen its focus on inclusive, equitable and sustainable development goals and contribute holistically, for the larger good of the society.

We therefore look forward to your support to our mission, in the form of gifts, donations, or endowments. Your patronage and partnership in our progress and success, contributing to our growth and good functioning will be deeply appreciated and gratefully acknowledged.

## Contact Details

To learn more about the Giving Policy, gifting options and about the ways we could partner, please write to us at the following coordinates and we will be delighted to connect with you:

### The Chairperson

Office of the Resource Generation Affairs & Networking (ORGAN)  
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**IIM**

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