RTI’s Foray Into India: Challenges and Opportunities

Anuja G. Purohit
VP and Assistant General Counsel, RTI International
RTI India Board Member
RTI’S INDIA JOURNEY

- **1983**: Began Project Work in India.
- **2006**: Formed a Cross-Institute Team focused on India.
- **2010**: Liaison Office established
- **2014**: Won A Large Award.
- **2015**: Hired in-Country Leader.
- **2016**: $900,000 in Revenues
- **2017**: $1.1 M in Revenues
- **2018**: $1.8 M in Revenues
- 40 employees
Providing **sustainable water management solutions** to increase access to basic drinking water, sanitation, and hygiene services.
RTI INDIA’S GOAL: SUSTAINABILITY

Attracting, Retaining and Developing Talent to Solve India’s Challenges.

Opportunities: Dynamic and Educated Workforce

Challenges:

• Competition for Talent
• Need for Experts and Mentors to Build Capacity
• Funding
Our mission and values define us.
It is who we are.
RTI Values

Excellence

Innovation

Respect for the Individual

Fiscal Responsibility

Respect for RTI

Objectivity

Integrity