**Teaching Case Study on India Education Outcomes Fund and Development Impact Bond**

Interview with Mr. Ashutosh Tyagi, Social Finance India (7 November 2019)

**Preliminary**

1. Case study agreement – to be kindly reviewed, signed and emailed.
2. Can we use/refer/cite the information provided in the Prospectus?
3. Video shoot – 15 minutes, when would it be convenient for you to schedule this?
4. Need references to key stakeholders. Who can be interviewed? And who can be video graphed?
5. Oral permission to record the interview (for transcribing notes)

**Questions**

| About IEOF | 1. Can you please **share the story of SFI and IEOF** - chronologically how things unfolded from the time the idea of launching SFI got crystallized to the present time? 2. What did you **learn from EOF** - Africa and Middle East and what could not be applied in the Indian context? 3. Is the education sector mature for an Outcome Fund? What was SFI’s understanding about the **maturity of the sector** in the initial months? Has this understanding changed? In what way? 4. In what ways is the IEOF **“innovative**” or trying to catalyze innovation in education? And in what ways is it relying on the established or the traditional? *(in terms of funding sources, programs, providers etc.)* |
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| Stakeholders | 1. There are different sets of stakeholders (both internal and external). How were they **identified**? What are their **motivations and what are their concerns**? 2. Did you face any **challenges bringing together the stakeholders**? What did you do? 3. How open are **central/state governments** to IEOF and what are their concerns/reservations? How do you plan to engage with them? |
| Experiences & Insights | 1. What are your **initial experiences of setting up the IEOF**? Have there been any changes or course corrections along the way? 2. What has been achieved with respect to **what was intended and what has remains to be achieved**? What are the reasons? 3. What was the **experience of designing the first DIB** like? What was the process like? What expertise was required? How much time did it take? 4. What are the **main challenges** today – those confronting IEOF and those pertaining to designing and launching the DIB? How do you address these challenges? 5. What are the key **lessons** learned from the design, development, operationalization and implementation of the IEOF and from the design, development and operationalization of the DIB? 6. What **questions need to be asked** with regards to innovative financing based on the experience of IEOF and DIB? 7. Which of these **lessons** are transferable within the India and which of the lessons are transferable even outside India? |