

Pioneering Progress: Hemang Tiwari's Journey to Becoming a Digital Entrepreneur



Hemang Tiwari (second from right) with his students

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Met Hemang Tiwari, an enterprising young individual whose unwavering determination has illuminated a path to success from unconventional beginnings. Despite discontinuing his formal education after class 9, Hemang's zeal to learn propelled him forward on a remarkable journey of self-discovery. Following his departure from classroom education, Hemang embarked on a quest for livelihood opportunities- traversing the rural landscapes in search of a calling. This led him to a position in the district of Patwari, where his responsibilities encompassed data entry and application updates for several government schemes and pensions. It was during these moments that Hemang's interest in computers blossomed, as he delved into exploring websites and unlocking the potential of government initiatives catering to rural and underprivileged communities.

Subsequently, Hemang succeeded in inaugurating a cyber cafe in Hasari, Uttar Pradesh. Here, he offered essential services including printing, photocopying, and documentation, embodying the spirit of entrepreneurship. The initial phase was not without its challenges. Hindered by limited footfall and the logistical constraints of commuting to Hasari, Hemang sought counsel from the [Work4Progress \(W4P\)](#) team. Their advice led him to establish a Common Service Center (CSC) in Orchha (a more favourable location than Hasari), a venture actualised by their unwavering support.

Hemang's transformational journey included immersive interactions with the W4P team, capacity-building sessions, and participation in the Kaun Banega Business Leader (KBBL) competition. Under their guidance, he navigated the intricacies of asset procurement and forged essential market linkages. His aspirations received a tangible boost through a loan from [Rang De](#), a peer-to-peer lending platform championing entrepreneurial ventures. With judicious management, Hemang's venture flourished, enabling him to repay the loan within the stipulated timeframe. He harbours intentions of further expansion of the CSC's activities.

Amidst his entrepreneurial pursuits, Hemang's commitment to education shines brightly. He imparts computer basics to eager students, extending the light of knowledge to the next generation. His endeavours have led to the establishment of not one, but two CSCs, each serving as a nucleus of opportunity – one in his village, and another in the Orchha vicinity. This tenacity has translated into a monthly income ranging from ₹ 25,000 to ₹ 30,000, a testament to Hemang's astute entrepreneurial acumen and steadfast dedication to progress.

Hemang Tiwari's journey stands as a beacon, illuminating the potential that lies within those who dare to dream and persist against all odds. His narrative epitomizes the transformative power of determination, innovation, and a resolute commitment to the pursuit of progress.

W4P is a flagship programme of Development Alternatives, supported by the "la Caixa" Foundation that focuses on creating dignified and meaningful livelihood opportunities for marginalised women and youth in rural India through enterprise development.