



Ekta Kishore
Mapdek India



Saumya Shukla
Dectrocel Healthcare

Dr. Pallavi Rao
Chaturvedi
Get Set Parent



Atal Incubation Centre - BIMTECH Annual Report on **ENTREPRENEURIAL INITIATIVES, ACTIVITIES & ACHIEVEMENTS**

June 2021- May 2022

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Dr. H Chaturvedi
Director
BIMTECH

FOUNDER TRUSTEE'S MESSAGE

During the last two years, the pandemic has devastated the economy everywhere. However, start-ups have done mostly well worldwide, including in India. The number of unicorns has increased in India more than in any other country. Ed-Tech, Fin-Tech, Agri-Tech, and Health-Tech have suddenly arrived at the centre stage in the economy. Why have these contrary trends emerged in the economy, and why has the global pandemic been able to facilitate one of the most exciting growth trajectories for innovation, entrepreneurship, and risk-taking? These issues need in depth research for future planning in India.

Atal Incubation Centre-BIMTECH (AIC-B), the incubator which is run under CIED, started its journey on January 20, 2018, and now it is almost 4+ years old. Within this short time, it has grown and is now well recognized as one of the most vibrant, dynamic, and resilient incubators in Indian Higher Education. It is heartening to go through its annual progress report, which speaks volumes about its leadership and teamwork.

Start-ups and entrepreneurship have surely changed the landscape of the Indian economy. For years, we have seen brightest minds migrating abroad in search of greener pastures. But now the trends have started changing. The initiatives of the Indian government spurred the growth of start-ups through the gateways of various schemes and initiatives of both union and state governments. Fuelled by a conducive environment created by cumulative opportunities, Indian start-ups ecosystem finally reaped fruits in the form of 100 Unicorns by 2nd quarter of 2022.

However, Indian leaps in bounds in start-ups didn't come in isolation. There has been a slow shift in the Indian entrepreneurial paradigm. The remarkable rise of women entrepreneurs as the fastest growing category at India and worldwide levels added fire to the wings of economic development. Today, women entrepreneurs account for a third of the business operations worldwide in formal set up. The steady rise and their contribution is bound to create a ripple effect, surpassing different layers of society, classes and also to the generations to come. The contemporary outcomes are self-explanatory that investing in women implies promoting inclusive and sustainable economic growth. The buzz of creating disruption can live up to its full narrative only if we are able to bridge the gaps of the ecosystem, be it gender disparity, technology divide or between haves or have not and we, at BIMTECH, are trying to do our part in reducing such inequalities. AIC-B has created programs like 'SAMBHAV' which helps persons with disabilities (PWD) to support and grow their ventures.

I am very optimistic about the future growth of our incubator. AIC-BIMTECH is constantly scanning the Indian and global incubation sectors to discover new opportunities. There will be some challenges in working upon those opportunities. The post-pandemic geopolitical situation is full of surprises. Still, one thing is sure the Indian economy is destined to become the fastest growing economy in the world within a couple of years. In that scenario, AIC-BIMTECH will have ample scope to jump into the next orbit.

Dr. H Chaturvedi



Dr. Abha Rishi
CEO
AIC-BIMTECH

CEO'S MESSAGE

In this dynamic world, changes have occurred in all spheres of human activity. Liberalization and globalization has accelerated the pace of change, with tangible and visible results. It has aided in the emergence of various classes of entrepreneurs, including women, whose entry was once insignificant and challenging. For a long time entrepreneurship has been seen as a male preserve, with women given the cold shoulder. Their entry into the startup ecosystem is of more recent origin.

Women's entrepreneurship has been identified as an important, untapped source of economic growth. Women have already shown their vital role in other spheres like politics, administration, medical and engineering, technical and technological, social and educational services. From excelling in education to being entrepreneurs, women are raising the bar. For India to become a \$5 trillion economy, entrepreneurship by women must play a bigger role in its economic development.

It's time for society, financial institutions, angel investors and the government to understand that the country cannot foster sustainable progress without the participation of women, who can catalyze economic growth. "Entrepreneurship by women is important not just for gender equality, but the entire economy."

With consistent development in the start-up ecosystem in India, women now have access to resources which enable their own development and support in building economic resilience. As per the Sixth Economic Census by the National Sample Survey Organization (NSSO), only 14% of the businesses in India are run by women entrepreneurs. However, this number is growing. Banks, central and state governments, non-profits, and many other institutes/organizations are addressing the disparity through various initiatives. This indicates that the path for a more inclusive and empowered society is being paved. While the Indian government is providing the much-needed impetus to the system, it is our obligation to facilitate an enabling environment for women desirous of entering the startup ecosystem, by rendering them equal opportunities and opening up avenues for them to thrive.

The success of these women entrepreneurs could motivate other women to participate in the entrepreneurial space. They, in turn, could provide employment to other women in their community, and the nation. These small strides come together to contribute towards a larger goal of economic development — increasing access to livelihood, working towards eliminating poverty and propelling economic growth.

I invite you to learn more about our Centre by looking through our websites – <https://www.BIMTECH.ac.in/center-for-innovation-and-entrepreneurship-development> and www.aicbimtech.com and we would love to have you stop in for a visit sometime!

With best wishes!

Dr. Abha Rishi

Executive Summary

(Overview)
June 2021- May 2022

Established in 2009, the Centre for Innovation and Entrepreneurship Development (CIED), aims to prepare men and women to lead, innovate, and think entrepreneurially in business, public and social service, to be job creators and role models. For the past 14 years, we have inspired, educated, and empowered potential entrepreneurs as they innovate and create business ventures. Our mission is to support and mentor the entrepreneurial ambitions of BIMTECH students, alumni, faculty and the community at large and turn BIMTECH into a crucible for entrepreneurship initiatives. We do this by providing inspiration, driving team formation, and facilitating venture development. These days, great business ideas can come from anywhere. To encourage them, we need to increase the breadth and depth of the entrepreneurial ecosystem by multiplying connections among entrepreneurs and mentors, improving access to entrepreneurial education, creating events and activities that activate all the participants in the start-up community, and much more. In congruence with this core idea, in the last academic year of June 2021 to May 2022, the Centre carried out various activities. They are collated under 5 heads, viz.

1. Advisory Board of the Centre

For the academic year 2021-22, CIED had 13 Advisory Board members.

2. Members of the Expert Panel of Mentors

The Centre has created an expert Panel of Mentors to support the budding entrepreneurs. The Centre is utilizing the services of eleven mentors for this initiative.

3. Atal Incubation Centre- BIMTECH

The institute was one of the first ten selections out of the 3658 first-round applicants for Atal Incubation Centres by the Atal Innovation Mission (AIM) in 2016-17. AIC-BIMTECH is one of a kind academia-industry-government partnership, driven by AIM, to create high-class incubation facilities with suitable infrastructure in terms of capital equipment and operating facilities. AIC-BIMTECH is working on a four-stage incubation process for the incubatees, viz. Khoj, Prarambh, Gurukul, and Udaan. Since its inception on 20th January 2018, it has hosted 220+ incubatees.

4. Conversations with Women Entrepreneurs

Entrepreneurship requires innovation, curiosity, hard work, risk-taking, and overcoming challenges. Three AIC-BIMTECH Women Entrepreneurs shared their perspectives on entrepreneurship and being a woman entrepreneur.

5. Academic Activities

(A) Business Literature Festival 2022

The Business Literature Festival 2022 was held virtually by BIMTECH. Business leaders and their literature were featured at the event. Book discussions, launches, panels, author interviews, masterclasses, and contests were all part of the virtual literary event. A panel discussion on "Entrepreneurship & Innovation" was moderated by Dr. Abha Rishi, CEO of the Atal Incubation Centre.

(B) E-CELL Programs

• KRANTI

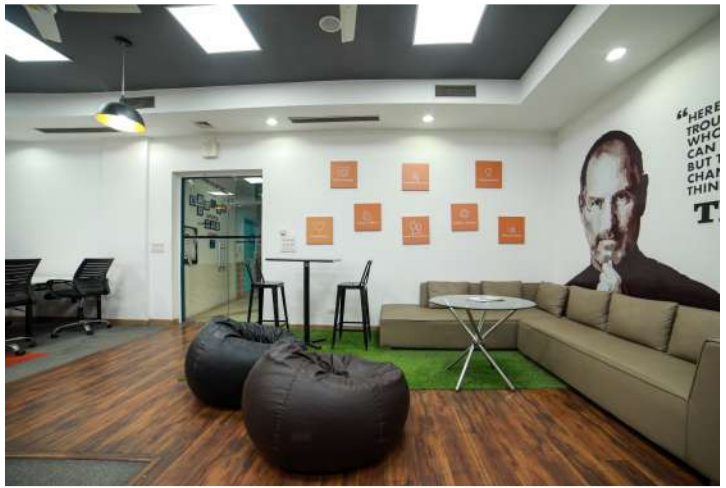
E-CELL BIMTECH and the CIED hosted KRANTI to commemorate the country's 75th anniversary of independence. The virtual event centered on "how entrepreneurship in India has changed over the last 75 years." Participants were encouraged to submit videos of key entrepreneurs who helped shape the country's ecosystem. Many applicants responded to the event call creatively, showcasing their talents in short films.

• Mind Your Business

Entrepreneurship is a way of life that entails learning to negotiate, manage finances, and handle crises. Mind Your Business, an event to "manage crises," was organized by BIMTECH's E-cell. The event was designed to provide participants with experiences that will help them grow as managers. The event aimed to improve stress management and critical thinking skills. Its goal was to improve one's overall personality as a good manager.

• Ready, set, scavenge

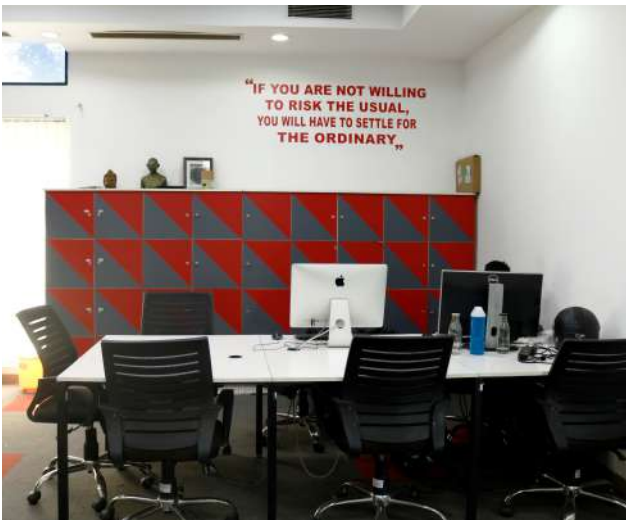
Ready, set, scavenge! - Entrepreneurial treasure-hunting hosted by E-cell of BIMTECH. It involved solving puzzles, overcoming obstacles, and smiling like "Sherlock Holmes." To keep up with Covid 19, it was hosted on "Dare2Compete" so participants could compete from the comfort of their homes.



INCUBATOR INFRASTRUCTURE



TOTAL AREA 16,500 sq.ft.
75 SEATED WORKSPACE
70 SEATED AUDITORIUM
05 MEETING ROOMS
CO-LIVING SPACE
LIBRARY FACILITY
HEALTHCARE FACILITIES



About Atal Incubation Centre - BIMTECH

Atal Innovation Mission (AIM): It is a Government of India endeavor to promote the culture of innovation and entrepreneurship, driven by Niti Aayog. AIM supports the establishment of new incubation centres called Atal Incubation Centres. In January 2018, AIM selected the Birla Institute of Management Technology (BIMTECH) to set up Atal Incubation Centre - BIMTECH (AIC-BIMTECH) for turning the vision of Atal Innovation Mission into reality. The Institute was one of the first ten selections out of the 3658 first-round applicants.

AIC-BIMTECH is a sector agnostic business incubator driven by Atal Innovation Mission to create high-class incubation facilities with suitable infrastructure in terms of capital equipment and operating facilities. Built over a total area of 16,500 sqft, it also offers a facility of co-working and co-living space to its incubatees. It is coupled with the availability of sector-wise experts for mentoring the startups to become successful entrepreneurs and enterprises.

Atal Incubation Centre - BIMTECH has incubated more than 220+ startups since its inception that have raised over 24+ cr in funding to date. AIC-BIMTECH has created 1800+ jobs via the incubated startups supported to date. It has 110 Corporate and Academic partnerships and over 45 international and local mentors. The innovation here lies in focusing on creating sustainable businesses through various public and private partnerships by providing market access and capital. Our work is in four verticals of Incubation and acceleration, partner programs, impact programs and as an ecosystem enabler.

WHAT WE DO



Incubation and Acceleration: We assist emerging businesses in gaining access to mentors, training, shared space, professional assistance, funding, and other services that will propel them to success.



Partner Programs: We collaborate with well-known organizations to provide better opportunities on a large scale to many individuals and groups of individuals and work toward developing the entrepreneurial ecosystem in the country.



Impact Programs: We collaborate with renowned, values-driven organizations to create and implement social impact programs and initiatives that deliver long-term and measurable social change to make the world a better place.



Ecosystem Enabler: Our mission is to stimulate the establishment of startups and increase the number of successful companies that originate and develop in India. By fulfilling our mission, we contribute to job creation and enhanced economic health in the region.



Funding: We provide seed funding for early-stage startups through our internal funds, our SFS corpus of 5 cr, and funds from corporate and institutional partners. Seed funding covers a startup's expenses while it is getting started, getting it through the first phase and to the point where it can raise funds on a larger scale.

KEY OFFERINGS

Market Readiness: We help startups understand their target market through market research and capability assessment; additionally, gap and need analysis aid in defining focus areas and key interventions.















Mentors and Experts: AIC-BIMTECH gives startups access to a large network of mentors and experts to help them navigate the various stages of their development.

Operational Readiness: Startups are helped to develop scalable business practices by addressing issues like effective hiring, scalable sales processes, business setup, legal and administrative matters, and access to local funding.

Product Fitment: Our programs focus on business model validation and go-to-market strategy guidance from domain experts. We are assisting startups in developing products and user experiences that are market-fit.

Market Access: Startups are helped with goals and milestones, roles and responsibilities, PoC financing, pricing strategy, connecting with potential clients, and working on a PoC to increase the chances of success for both parties.

AIC-BIMTECH Community: Access to potential clients, investors, and other entrepreneurs provides critical product feedback and helps startups refine and test their value propositions, bring skill sets together, better understand their customers, and scale faster.

 <p>Zoho: Free Zoho One to each incubatee, total price value of to 1.86 lacs INR</p>	 <p>F6S: Alpha Card of the total price value of USD 1,000,000. (for startups with more than USD 15K funding).</p>	 <p>Amazon Web Services: Free credits of the total price value of USD 5000</p>	 <p>PayU: Free transaction credits of approx. USD 2700</p>
 <p>MSG91: Free 50,000 SMS per month for 6 months</p>	 <p>IBM : Free credits worth \$1,000/month in free credits for 12 months.</p>	 <p>Exotel: Credits worth INR 4500 with a validity of 6 months which can be used for both calls and SMS.</p>	 <p>Digital Ocean - Hatch: Access up to \$1,000 worth of DigitalOcean's cloud for 12 months</p>
 <p>Hubspot: Offers a full platform for inbound marketing, sales, customer service, and CRM software</p>	 <p>Myera: Free credits worth INR 61,200/- to every eligible startup for over a period of 6 months</p>	 <p>Caller Desk: Six months free CallerDesk premium account with a total of 16,000 Calling Minute credits each</p>	 <p>Greythr: Benefits up to 25 employees</p>
 <p>FundEnable: FundEnable offers end-to-end transaction support. They offer a technology platform with 12+ hours of learning content and 20+ tools & templates to help with fundraising preparation.</p>	 <p>Twilio: Total \$7800 worth of benefits. Twilio (SMS, Voice, WhatsApp) - US\$1,000. Twilio SendGrid (Email API + Marketing Campaigns) - US\$1,800. Twilio Flex (Contact Center) - 5000 user agent hours worth</p>		

AIC-BIMTECH in Numbers

220+ Startups ' Impacted

1800+ Jobs Created

36 Startups Raised Funds

INR 24+ Crores Raised by Incubatees

29 Awards Received by Incubatees

78% 2yr Startup Survival Rate

INR 8.05 Crores worth Partner Benefits

300+ Training & Workshops Conducted

1000+ Media Mentions

90 Corporate Partnerships

20 Academic Partnerships

45 Mentors Onboarded

INR 1.6 cr Invested In Incubatees

INR 48 cr Revenue Generated by Startups

STARTUP NAME







Total Funds Raised (INR Lakhs)

Source of external funding







Phoenix Robotix Pvt Ltd	542.4	PRIVATE (ANGEL/VC/PE/ETC.)
Electrologic Technologies Pvt Ltd	225	AIC-BIMTECH, THIRD DERIVATIVE, ICICI BANK
Knifedge Lab Technologies Pvt Ltd (betterdrones)	200	PRIVATE (ANGEL/VC/PE)
"Salins Technologies Pvt Ltd (the Hobby Tribe)"	200	PRIVATE (ANGEL/VC/PE)
Jal Technologies Pvt Ltd	170	PRIVATE (ANGEL/VC/PE)
Sarvodaya Infotech Pvt Ltd (truck Suvidha)	150.05	GOVT: STATE/CENTRAL/OTHER ORG.
Liquii Beverages Pvt Ltd (liquii)	139.00	PRIVATE (ANGEL/VC/PE)
Gold & Glitter Pvt Ltd	92.5	AIC-BIMTECH & PRIVATE (ANGEL/VC/PE)
Clinohealthinnovation Pvt Ltd	80	PRIVATE (ANGEL/VC/PE)
Veratech Info Llp (veratech)	75	PRIVATE (ANGEL/VC/PE)
Wardo Circular Fashion Pvt Ltd	65	PRIVATE (ANGEL/VC/PE)
Chainworks Digital Pvt Ltd	60	GOVT: STATE/CENTRAL/OTHER ORG.
Uneako Green Earth Pvt Ltd (vaigyanik Likho)	51.28	AIC-BIMTECH - HDFC
Rootsgoods Pvt Ltd	45	PRIVATE (ANGEL/VC/PE)
Rajpura Marketer & Distributor Llp	40	GOVT: STATE/CENTRAL/OTHER ORG.
Aikya Organics Pvt Ltd (dhaanika)	30	PRIVATE (ANGEL/VC/PE)
Nu Payment Technologies Pvt Ltd	30	AIC-BIMTECH
Bio Craft Innovation Pvt Ltd (biomize)	25	PRIVATE (ANGEL/VC/PE)
Mati Farms Pvt Ltd (inbetweens)	25	PRIVATE (ANGEL/VC/PE)
Fititout Solutions Pvt Ltd	23.1	AWARD
Artysun	21.25	AIC-BIMTECH - HDFC (GRANT/FUND)
Ceretonin Education Pvt Ltd (probano)	20.78	PRIVATE (ANGEL/VC/PE)
Myera Technologies Pvt Ltd	20	AIC-BIMTECH
Pragati	15	GOVT: STATE/CENTRAL/OTHER ORG.
Cricinshots Gaming Pvt Ltd	15	AIC-BIMTECH
Mapdek India Pvt Ltd	15	AIC-BIMTECH
Sadabahar Greens Pvt Ltd	12	GOVT: STATE/CENTRAL/OTHER ORG.
Pinance Farms (opc) Pvt Ltd (farms2families)	10	GOVT: STATE/CENTRAL/OTHER ORG.
Vymanik Aerospace Solutions Llp	10	GOVT: STATE/CENTRAL/OTHER ORG.
Kumudini Energy Pvt Ltd	10	GOVT: STATE/CENTRAL/OTHER ORG.
Vymanik Aerospace Technologies Pvt Ltd	10	GOVT: STATE/CENTRAL/OTHER ORG.
Likhotronics Tech Pvt Ltd	8.5	AIC-BIMTECH
Energinee Innovations Pvt Ltd	7.315	PRIVATE (ANGEL/VC/PE)
Avasarshala Pvt Ltd	5	GOVT: STATE/CENTRAL/OTHER ORG.
Tarni Advisors Pvt Ltd	3.52	GOVT: STATE/CENTRAL/OTHER ORG.
Imw Automotives (opc) Pvt Ltd	1	GOVT: STATE/CENTRAL/OTHER ORG.

Incubation Programs Details


KHOJ





 DETAILS	<p>A zero-fee and zero-equity virtual pre-incubation program for aspiring entrepreneurs and those with business ideas but are unsure how to proceed. The program is intended to help these individuals validate their ideas as well as develop their entrepreneurial instincts.</p> <ul style="list-style-type: none"> • Transform an idea into an actionable business plan. • Group expert sessions by Subject Matter Experts (SME). • 12 Virtual Sessions • Glossary and sample documents • Free Co-working space
 DURATION	4 Weeks
 COHORT SIZE	40
 SECTORS	Sector Agnostic
 ELIGIBILITY	Ideation/Prototype stage
 FEES	Zero

PRARAMBH






 DETAILS	<p>Upon completion of the 4 weeks' Khoj program, qualified startups are selected for Prarambh, an 8-week-long in-depth incubation program that is aimed to help the startup convert their idea into a profitable venture.</p> <ul style="list-style-type: none"> • Subject Matter Experts (SME) sessions on laying the groundwork for the company (legal, finance, operations, marketing, etc.) • Access to Fundenable toolkit, an eContent platform for capital raising • Company registration, DIPP registration, MSME registration, Logo trademark. • Exposure to 45+ dedicated and experienced SME and mentors for networking. • Free Co-working space • Access to soft benefits from our partners.
 DURATION	8 Weeks
 COHORT SIZE	15
 SECTORS	Sector Agnostic
 ELIGIBILITY	Prototype to Market Fit stage
 FEES	INR 4999*

GURUKUL

 DETAILS	<p>This program is aimed to nurture early revenue-generating startups to work towards self-sustainability, by strengthening their sales, optimizing operations, and market expansion support by creating new networks and partnerships.</p> <ul style="list-style-type: none"> • Create channel partners for strengthening the sales pipeline • KPI based program delivery • National and international exposure • Collaboration with local conglomerates, professional associations, government agencies, etc. with a focus on specialized industries • A dedicated industry-specific mentor for guidance • Co-working space for the incubated period • Access to soft infrastructure benefits from our partners
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 DURATION	9 - 12 Months
 COHORT SIZE	Maximum of 7 startups at a time
 SECTORS	Sector Agnostic
 ELIGIBILITY	Revenue generating.
 FEES	2% Equity

UDAAN

 DETAILS	<p>This program is exclusively designed to support the startup in their fundraising, irrespective of their stage and maturity. Any startup from the stage of ideation to expansion can be a part of this program.</p> <ul style="list-style-type: none"> • Access to fundraise • Access to investors with the help of the incubator network • Only for investment-ready startups
 DURATION	9 - 12 Months
 SECTORS	Sector Agnostic
 ELIGIBILITY	Investment readiness
 FEES	Success fee model

AIC BIMTECH has extensive experience handling multiple programs involving scouting, outreach, and training assistance. The programs we run are data-driven and outcome-oriented, as we constantly monitor set KPIs to gauge our progress. During each stage of the incubation process, startups have the opportunity to network and interact with other entrepreneurs and diverse practitioners—all of whom have a genuine interest in supporting entrepreneurs and their business ideas. As startups progress through the phases, they receive valuable feedback on their project and approach and expert advice and recommendations.



OUR STARTUPS

FACES OF

Our Startups: Frontrunners

LQI
FOOD & BEVERAGES



LQI is an FMCG startup that makes Frozen DIY Smoothie Packs made entirely of fresh fruits. LQI smoothie packs are prepared using proprietary technology of freshly squashing fruits and vegetables to eliminate the hassle of cutting, peeling, and chopping fruits while providing customers with a consistent natural smoothie taste at the convenience of their home or office in 60 seconds.

Lqibev.com | email: palak@liquii.com / shubham@liquii.com | Palak Kapoor & Shubham Khanna



TRUCK SUVIDHA
LOGISTICS



TruckSuidha is an online communication platform that connects transporters, industries, logistics, and truck drivers. TruckSuidha connects the transportation industry with technology. It aims to improve the lot of truck drivers while also modernizing the entire transportation industry. It provides a variety of services, including free listing, online directory, load post, load board, truck post, truck board, distance calculator, web profile service, etc.

Trucksuidha.com | ishu.b@trucksuidha.com | Ishu Bansal & Amit Punani



BIOMIZE

GREEN / SUSTAINABILITY



Biomize, India's first bambooware brand, is a Delhi-based startup founded with the goal of replacing plastics and bringing bamboo usage into the mainstream. BIOMIZE Bamboowares are made of bamboo and are thus completely biodegradable, compostable, and environmentally friendly. They are dedicated to creating environmentally friendly products that promote green living and help to conserve energy while also preventing air, water, and noise pollution.

[Biomize.in](https://biomize.in) | email: info@biomize.in | Anubhav Mittal, Nand Kishor Gautam



PHOENIX ROBOTIX

INDUSTRIAL IOT



Phoenix Robotix was founded with the goal of becoming a world-class company in the field of IoT and Wireless Sensor Networks. Phoenix Robotix strives to deliver the best solutions to real-world problems by acquiring and unlocking the hidden potential of siloed-data, leveraging data science, IoT analytics, and sensor nodes, and ensuring a dignified existence for every citizen by making their lives smoother and safer through better decision making.

[Phoenixrobotix.com](https://phoenixrobotix.com) | amiya@phoenixrobotix.com / akanksha@phoenixrobotix.com | Akanksha Priyadarshini, Amiya Kumar Samantaray



Mistri
AUTOMOBILE



Mistri provides services that help customers find the best automobile service centre in their area and book services at their doorstep. Whenever services are required, their bike doctors will arrive on time and resolve the problem professionally and affordably.

Mistrimdr.com | info@mistrimdr.com | [Rohit Gond, Durgesh Jha](#)



AirBUDDI
HEALTHTECH



Greenverse strives to redefine green by making your environment a safe and healthy place to live and by providing clean and healthy air for everyone to breathe. Their flagship product, Air Buddi, is an air purifier that performs filter purification and focuses on natural purification of particles and gaseous filtration using Nasa certified plants that are a perfect fit to maintain air quality and health at home.

Airbuddi.in | saketagrawal35@gmail.com | [Saket Agarwal](#)



THE HOBBY TRIBE
HOBBY TECH



The Hobby Tribe is India's first live online platform for all hobby classes. They offer affordable classes for any hobby one wishes to pursue. They are a group of hobbyists who want to change the way people think about hobbies. The days of making excuses for not taking up a hobby of your choice are over, because the future of hobbies has arrived, taking into account all possibilities and budget rates.

Thehobbytribe.com | salinsjoshua@gmail.com | [Joshua Salins](#)



Nadipulse
HEALTHTECH



NadiPulse is a biotech startup that uses the Ayurvedic pulse diagnosis principle. They developed a device (along with a mobile app) that reads radial pulses, diagnoses health conditions, and makes food, yoga/exercise, and diet recommendations for a more balanced life.

Nadipulse.com | kajal.shri@nadipulse.com | [Kajal Shrivastava](#)



VillPay
FINANCE

VillPay

Villpay is a hyperlocal Rural Banking Platform that offers retailer and merchants agent-based payment solutions. It provides money transfers, mobile recharges, data recharges, bill payments, travel reservations, and other services.

Villpay.in | divakar@villpay.in / abhishek@villpay.in | Divakar Shukla, Abhishek Dwivedi



P-TAL
HANDICRAFT



P-TAL aims at reviving the dying craft form of the indigenous Thathera community of Jandiala Guru, Amritsar, who have the distinction of practising India's only UNESCO listed craftform.

Ptal.in | aditya.agrawal@ptal.in | Kirti Goel, Aditya Agarwal, Ayaz Khatri



Cricinshots

GAMING



Cricinshots is a gaming studio building next generation play to earn sports strategy games for mobile. Their first game Cricinshots is a cricket card collectible game where users collect cricketer, skill, event, moves and stadium cards and compete with other users to climb the leaderboard.

[Cricinshots.com](https://cricinshots.com) | harsh@cricinshots.com | Harsh Savergaonkar, Aditya Kasibhatla



Likhotronics

MANUFACTURING AND ENGINEERING



Likhotronics is a startup from NCFlexE, IIT Kanpur, working on commercializing specialized/functional inks and their associated products. Company would like to commercialize various custom inks for specific companies for applications in the field of flexible/printable electronics by bringing in the cost-effective solution to meet their product quality requirements. In addition to functional inks, some associated products such as educational kits based on specialized inks for children as effective and hands-on training/teaching tools are also being brought to market.

[Likhotronics.com](https://likhotronics.com) | contact@likhotronics.com | Karanam Sudheendra Rao, Vittapalli Pavani



KRISHI SAMBANDH
AGRICULTURE



Krishi Sambandh envisions creating an ecosystem of sustainable agriculture where farming is driven by demand and practiced in the most environmentally sustainable way. They are doing this through an AI and ML-enabled Agritech Platform that intelligently derives the most ecologically and economically efficient region for serving any incoming need and thus forms the farming clusters. Such practices help multiply the farmers' overall income while preserving soil health.

Krishisambandh.com | ekta@mapdekindia.com | Ekta, Ashish Kumar Singh, Anup Shanker



MyEra
MARKETING



MyEra is an AI powered marketing assistant that recommends trends and auto generates marketing creatives in just a matter of few clicks. It tracks and helps one manage the overall brand health on social media. Social media marketers use MyEra to make the creative generation and distribution process quicker and more efficient with no dependencies. MyEra doesn't require any specific skill to be used and can be used by an entrepreneur just starting off!

Myera.pro | anirudh@myera.pro | Anirudh Sharma, Yug Niraj Dave, Shantanu Sriraj Srivastava, Abhinandan Agrawal



Loadexx
LOGISTICS



LoadExx

LoadExx, is a technology-powered logistics company that provides last-mile logistics with light electric vehicles. It is focused on aggregating Light Commercial Vehicles (LCVs) used in last-mile transportation, deliveries, and pickups. The fleet it aggregates is majorly Electric!

[Loadexx.com](https://loadexx.com) | amit@loadexx.com | Amit Arora, Vikash Kandoi



Nu Payment
FINANCE



Nu Payment Technologies, which is an integrated digital PAYMENTS-IN-A-BOX API platform for Businesses. It helps them build their own digital payment instruments (Visa/RuPay branded) like own brand of Store Cards/Gift Cards for their customers or Reimbursement / Pay-out Cards for their agents/suppliers/employees etc.

[Nupaytech.com](https://nupaytech.com) | aditya@nupaytech.com | Aditya Agarwal



O2 Nails
RETAIL



O'2 Nails India is a technology-first nail care boutique chain in the country. With their IoT platform, O'2 Nails offers technologically unique product propositions, allowing customers to choose custom and tailor-made nail-care solutions that can be done in under 30 seconds.

[O2nailsindia.com](https://o2nailsindia.com) | operations@o2nailsindia.com | [Vikram Kulshreshtha](#),
[Aparna Singh](#)



The Brainy Bear
EDUCATION



The Brainy Bear Store is one of India's leading providers of learning tools for children, offering specially curated subscription boxes for children aged 0 to 2 years to aid in the development of multiple skills such as cognitive, language, and motor skills in the early years. The Brainy Bear Store is a one-stop shop for learning tools developed based on advanced research by highly experienced early childhood education trainers and parenting experts.

[Brainybearstore.com](https://brainybearstore.com) | pallavi@getsetparent.com | [Pallavi Rao](#)
[Chaturvedi](#)

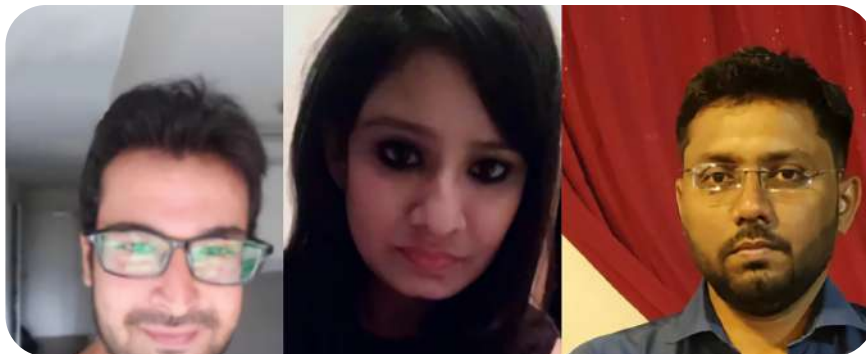


Dectrocel
HEALTHCARE



Dectrocel is a Health Tech startup that uses homegrown AI technology to assist in the diagnosis of respiratory abnormalities as well as facial analysis to detect Genetic Disorders in Children (Phenotyping) for as little as Rs 100. Dectrocel has two services: 1. Respiratory Diagnostic Screening Tool 2. Genetic Disorder Diagnostic Screening Tool.

[Aidigitalhealth.com](https://aidigitalhealth.com) | dectrocelhealthcare@gmail.com | [Saumya Shukla](#),
[Ankit Shukla](#), [Nikhil Mishra](#)



BimaXpress
FINANCE



BimaXpress is working on creating a fintech layer for the Healthcare Ecosystem. It is providing a BNPL offering to hospitals as its initial offering. Customers (patients of their partner hospitals) will be able to convert their hospital expenses into No Cost EMIs using this product. Through this product, it wants to target the cosmetic segment, viz. Dental Care, Eye Care, Hair Care, Skin Care etc, that are not covered under insurance to give their customers financial support to incur medical expenses. They are currently putting together a partner network in Bhopal, Indore, and Bangalore. They have already enrolled 50 providers in these cities and hope to reach the target of 200 providers by the end of July 2022.

[Bimaxpress.com](https://bimaxpress.com) | mahendra@BimaXpress.com | [Mahendra Panchal](#)



Vymanik Aerospace
AEROSPACE



Vymanik Aerospace is a Drone manufacturer and Aerial Surveillance Solution provider with expertise in providing solutions for the survey, construction, infrastructure, renewable energy, and natural resource management sectors.

Vymanikaero.in | info@vymanikaero.in | Akhand Pratap Singh



Credit Siddhi
FINANCE



CreditSiddhi is a credit delivery fintech focused on providing viable and timely business credit to the underbanked micro-segment of MSME. CreditSiddhi provides lending partners with actionable appraisals and deep engagement to help them build quality asset books at scale. Their phygital approach drives scale in the digitally grey borrower segment.

Creditsiddhi.com | cp@creditsiddhi.com | Chetan Pandya, Sajal Kumar Gupta



PROBANO
ED-TECH



ProBano offers online and offline career guidance to students through a three-step innovative, technologically backed, and affordable process: Career Counseling, Mentor Sessions, and Career Based Courses. ProBano, career counseling is a combination of online content, psychometric tests, and in-person support to assist students in exploring career options and shortlisting three career options that they are interested in.

[Probano.com](https://probano.com) | adityabose@probano.com | Aditya Bose



Healing Home Wellness
NUTRACEUTICALS



Healing Home Wellness is an innovative company with traditional values that combines ancient science with modern practices. It is a traditional, authentic, ayurvedic brand founded on the ancient science of Ayurveda, dealing in pure ayurvedic products to help customers avoid harmful chemical products and reconnect with their ancestral roots in Ayurveda.

[Healinghome.co.in](https://healinghome.co.in) | ruchi.agarwal@cgpworldwide.com | Ruchi Agarwal, Shweta Sahay



Our Startups: Growing Shoots

BANVALE.COM

(Mobile Repair)
Provides device repair service from home comfort with the replacement device to carry on in your life without any hindrance.

Banvale.com



AUMSAT TECHNOLOGIES LLP

(Agriculture and Allied Fields)
Aumsat provides precision-driven, satellite-based, AI-enabled hydrological analysis for locating, predicting, and forecasting groundwater resources.

Aumsat.com



NIL-LABS INNOVATION PVT LTD

(Information & Communication Technology (ICT)
Providing the services like Industrial Automation, Digital Innovations Solution & product engineering services.

Nextgeninnovation.com



CASHI

(Retail - Loyalty)
Offers real-world, local businesses, an innovative and easy solution to keep their customers coming back, again and again. CASHI puts customer loyalty in your pocket, with the same rewards, points, and coupons as every major chain, at a fraction of the cost and with zero hassle.

Cashi.in



Dhaakad Cinema Pvt Ltd

(Entertainment)
Online theater for must watch movies. Movie selection on most OTT is based on Big banner and star cast.



IDR Research & Development Pvt. Ltd

(Aerospace & Defense)
A research and development-based startup company. Actively working on drone-related technologies and integrating AI (Artificial Intelligence) with unmanned aerial vehicles (UAVs) for making military surveillance more effective and accurate.



Cookie Langs Co., Ltd.

(Education)
An AI interactive language learning app that allows users to have virtual video conversations with their favorite celebrities from Hollywood, Korea, and India.

Langs.fun



Vikalp

(Water, Sanitation and Solid Waste Management)
Offering a model based on the Flush Tanks that are installed in washrooms, saving water through these Flush Tanks and making effective utilization of that water.



Apohan Corporate Consultants Pvt Ltd

(Fintech)
Strategic transaction start-up in the business of counseling, screening, enablement & delivery of strategic transactions for SMEs through a disruptive, faster, economical, scalable platform.

Apohanconsultants.com



BOHFY

(Restaurant/Hospitality- Technology)
A next-gen SaaS based solution provider with a vision to revolutionize the restaurant industry by functioning as a Guest-Magnet and seamlessly offering a Restaurant Management System.

Bohfy.com



TrinketToys

(Aggregator and Shipment)
Providing a platform which gives quality toys at affordable prices for consumers and empowers local manufacturers by helping them with data and guidance.



Work Collab/Xplore

(Service and Consulting)
A platform to bridge the gap between student, faculty and the industry professionals to exchange valuable information in the form of projects, research work, patents, etc.



Klean All Round Cleaning

(Household Service Provider)

Provides a platform to connect trained professionals with consumers to ensure organized daily need household services.

**InsurStaq**

(InsureTech)

Building India's Mobility InsurTech Stack. Building India's first Pay-How-You-Drive (PHYD) Motor Insurance Technology.

Insurstaq.com**Vlink**

(HR Tech / Job Tech)

A career super app for web3.0 with a decentralized talent pool and aims to restrict offer shopping to enable businesses to fetch authentic talent profiles.

**Fevolution Pvt. Ltd**

(Agriculture and Allied Fields)

Providing millet based healthy alternatives for people who are health conscious or even suffering from diseases.

Fevolutiongroup.com**Angbhoomi FPC Ltd**

(Agriculture and Allied Fields)

An agri and allied tech-based startup, focused in transformation of rural economy by support of backward - forward linkage

Angbhoomi.com**Rapidcheck**

(Automotive Ecommerce)

Online platform for hassle-free reviewing, comparing, detailed specification for cars, bikes and phone

Rapidcheck.in**Housle**

(Home products/ Consumer tech)

An Online to Offline (O2O) marketplace to improve shopping experience, from product discovery to after sales service for home products and services

Housle.co**Optima Digiservices Private Limited**

(InsureTech)

Helping improve financial decisions with need analysis, insurance/investment services from trusted advisors.

Servicecentre101.com**Kapeefit Health Brand Private Limited**

(Healthcare & Wellness)

Kapeefit is the digital healthcare platform, providing a 24*7 health-related facilities to the user in the preventive healthcare sector, which will help improve the quality of health and life.

Kapeefit.com**Bigfix Gadget Care Lp**

(InsureTech)

Bigfix is a platform connecting OEM Brands, Insurance and Ecommerce companies with digitally transformed service partners.

4biz.bigfix.in**Native Ninja Localisation Services Pvt Ltd**

(Media Processing)

Bridging the language gap for content owners, enabling creative minds to work seamlessly from any location to transform, transcreate, translate, adapt, process and deliver localized content in any part of the world.

Native.ninja**Asquire Global Financial Solutions Private Limited**

(InsureTech)

Asquire, along with addressing issues of low penetration of financial products, aims to introduce microinsurance products that are tailored specifically to the needs of the population living in B30 towns.

**Paisaking Netventures**

(Fintech)

Providing cashback and crypto rewards on online shopping

Paisaking.com**Imphalvery Private Limited**

(Logistics)

A hyper local business delivery and courier service provider based in Imphal, Manipur.



Arishti Info Labs Private Limited

(Cyber Security)

Arishti wants to provide cybersecurity products and services into the domain of the industrial ecosystem for the upcoming Industry 4.0.

Arishti.com



Buffindia

(Water, Sanitation and Solid Waste Management)

Buffindia is an initiative where as a social enterprise it aims to provide an end to end solution for cigarette waste to achieve the purpose - "Cigarette Waste Litter Free India".

Buffindia.com



SWAYU

(Health and Pharmaceuticals)

Aims to provide better quality of air through its product "AiroSmart" a device that uses renewable energy to clean the air and can be installed on road dividers



Satoguni Swadeshi Utpaad Private Limited

(Agriculture and Allied Fields)

An agritech startup currently focussed on post-harvest management of agro products with special focus on health of consumers, market linkages and establishing robust end to end supply chain

Farmersfamily.in



M/S Kumshungbam

(Healthcare & Wellness)

A herbal product manufacturing firm. Consultancy is provided for research and quality control for agro based firms.



Holistic 2 Healthy Private Limited

(Health and Pharmaceuticals)

A web platform where users(H2H Card holders) can search nearby discounted quality health services online

Holistic2healthy.com



Quantum EdTech Private Limited

(Education)

Developing an AI-based application to automate the self-learning and the training process of STEM courses. This platform essentially is a combination of an LMS and an LXP for STEM courses

Qwings.org



Atelier Insurance Broking Pvt Ltd

(InsureTech)

An Insurance Broking Company partnered with various General, Health & Life Insurance companies and have created a platform where any individual who wants to buy any insurance can look out for options on the platform and can compare premiums of various insurance companies.

Instantbeemaa.com



Clotho

(Textiles and garments)

Provide not only premium quality customized uniforms but also a take-back guarantee for all products which are further given a second life, thus bringing the idea of a circular economy to the market

Shopclotho.in



Soft Solvers Solutions Private Limited

(ICT)

Agiliux is developing a suite of software-as-a-service solutions for Commercial Insurance Brokers to enhance their efficiencies and improve customer experience.



Our Startups: Budding Stars

	Name [Sector]	URL		Name [Sector]	URL
1	3R ZEROWASTE PVT LTD [WASTE MANAGEMENT]	owaste.co.in	2	FUTURE GARAGES [MANUFACTURING AND ENGINEERING]	futuregarages.com
3	ATTAWARE BIODEGRADABLE PVT LTD [AGRICULTURE AND ALLIED FIELDS]	attaware.com	4	GLEXPACE NEBULA ROBOTICS LLP [EDUCATION]	glexpace.com
5	DIGICLAP TECHNOLOGIES PVT LTD [ICT]	billclap.com	6	LITTLE NATIVE PVT LTD [AGRICULTURE]	littlenative.in
7	SAATVIKBITE [AGRICULTURE AND ALLIED FIELDS]	saatvikbites.com	8	MITTALS INNOVATIVE SOLUTIONS PVT LTD [REAL ESTATE]	digiowner.com
9	SANGADAK TECHNOLOGIES PVT LTD [ICT]	sangadak.com	10	PRAGATI FOUNDATION [AGRICULTURE]	plantishfoods.wixsite.com/plantish
11	SKILLARTHI VENTURES PVT LTD [EDUCATION]	skillarathi.com	12	SADABAHAR GREENS PVT LTD [AGRICULTURE]	urbanplants.co.in
13	BHIGUSA TECHNOLOGIES PVT LTD [EDUCATION]	student.in	14	SILKEN APPLIANCES (DATATURTLES) [INTERNET OF THINGS]	
15	DUDHNATH MILK EXPRESS PVT LTD [DAIRY / AGRICULTURE]	dudhnath.com	16	YAPS FINANCE [HOUSING - URBAN AND RURAL]	
17	GLYDE RIDES PVT LTD [TRANSPORT]	glyderides.com	18	MUDDLEART PVT LTD [WASTE MANAGEMENT]	muddleart.com
19	HYDRA INNOVATIONS LLP [WASTE MANAGEMENT]		20	NESTCARE TECHSERV PVT LTD [SERVICES / SENIOR CARE]	maitys.in
21	NAMASA MEDITECH PVT LTD [HEALTHCARE]	namasa.co.in	22	PRODIGIOUS MANAGEMENT CONSULTANCY PVT LTD [HEALTHCARE]	
23	ON GO GREEN SOLUTIONS LLP [E-COMMERCE (ONLINE MARKETPLACE)]	ongogreen.com	24	CHAINWORKS DIGITAL PVT LTD [HEALTHCARE]	chainworks.io
25	ORANGE DIGITAL LABS PVT LTD [EDUCATION]	yomindz.com	26	EVERFARM PVT LTD (KISAN INDIA) [AGRICULTURE]	kisanindia.in
27	PLANTPANTI [HORTICULTURE E-COMMERCE]	plantpanti.com	28	FOREXALGOHEDGE CAPITAL LLC [ALGO TRADING]	
29	RABLO.IN [EDUCATION]	rablo.in	30	H-50 FUEL [OIL AND GAS]	
31	TAQBIT LABS PVT LTD [ICT]	taqbit.com	32	HYPERWEB MEDIA PVT LTD [AI]	hyperweb.ai
33	YARNIT INNOVATIONS PVT LTD [ICT]	yarnit.app	34	IGNITEGROWTH (KHOJ 3) [IT]	
35	AUTHINDIA ONLINE SERVICES PVT LTD [E-COMMERCE]	authindia.com	36	QUBETA SYSTEMS PVT LTD [EDUCATION]	e-gurukul.life
37	HIMALAYAN GATHERER TRADERS & MAKERS LLP [ORGANIC PRODUCTS]	himalayangatherer.in	38	SPLITEASE TECHNOLOGIES PVT LTD [FINTECH]	splitease.com
39	ASRSBOT TECHNOLOGY (OPC) PVT LTD [AI]	asrsbot.com	40	PIOUS INDIA SERVICES [WATER MANAGEMENT]	
41	BASS NEXTIN PVT LTD [SOCIAL E-COMMERCE]	thebass.in	42	UPCULTUS [EDUCATION]	upcultus.com
43	BHARAT CALLER [UTILITY APP]	bharatcallerapp.com	44	ANIMA DRIVE [SOCIAL IMPACT]	
45	DEEPBRAINZ TECHNOLOGIES PVT LTD [ICT]	deepbrainz.com	46	AVKARA TECHNOLOGIES PVT LTD (VMITIS) [HEALTHCARE]	avkara.com
47	DOODLEBOOK PVT LTD [CONTENT MEDIA]	doodlebook.in	48	DSM TECH [TECH]	

ATAL INCUBATION CENTRE - BIMTECH

	Name [Sector]	URL		Name [Sector]	URL
49	DOUBT BUDDY EDUCATION TECHNOLOGY PVT LTD[EDUCATION]		50	MUSHY ALLIE [HEALTHCARE]	
51	EDUPRISTINE PVT LTD [EDUCATION]	interpereso.in	52	OUTBUDS [SOCIAL IMPACT]	outbuds.com
53	FRESHILY AGRITECH PVT LTD [AGRICULTURE AND ALLIED FIELDS]	freshily.in	54	SKILL UP [EDUCATION]	
55	MUSHKER FOODS LLP [FOOD PROCESSING]	mushkers.com	56	NITYANANDA INNOVATIONS PVT LTD(COSMICNEURONS) [EDUCATION]	
57	ORANGE ANT MEDIA LLP [EDUCATION]	owonder.in	58	PRAGATI [TECH]	
59	PALLETIZE GREEN TECH PVT LTD [AGRICULTURE AND ALLIED FIELDS]	palletize.in	60	BIOTICSMART HEALTH AND HEALING INNOVATION PVT LTD[FMCG]	
61	PURNAMIDAM [ONLINE FOOD DELIVERY]		62	BRANDXHOOD [FASHION]	brandxhood.com
63	SHIKHAPI OPC PVT LTD[VETENARY & ALLIED ACTIVITIES]		64	CLUBMATE [EDUCATION]	clubmate.co.in
65	VIRTUAL CYBER LABS [EDUCATION]	virtualcyberlabs.com	66	DOT FAIRS [TRADE SHOWS]	dotfairs.com
67	YOPUN SOLUTIONS PVT LTD [AGRICULTURE & ALLIED ACTIVITIES]	digvets.com	68	GOFINDD [HEALTHCARE]	
69	AIONTHEFLY TECHNOLOGIES PVT LTD [AGRICULTURE AND ALLIED FIELDS]	aiotf.io	70	OLBI FOODS & BEVERAGES PVT LTD(TEA SWAD) [CONSUMER BEVERAGE]	
71	AMALFARM SOLUTIONS PVT LTD [AGRICULTURE AND ALLIED FIELDS]	amalfarm.com	72	SB THRIVE SOLUTIONS PVT LTD(TE CHASKA) [FMCG]	techaska.com
73	BALLOTNOW PVT LTD[POLI-TECH]	ballotnow.com	74	WARDO CIRCULAR FASHION PVT LTD[FASHION TECH]	wardo.app
75	HOUSESETTER DESIGN TECHNOLOGY PVT LTD [INTERIOR DESIGN SERVICE]	setmyhouse.com	76	BEYONDSMART TECHNOLOGIES PVT LTD[IOT]	smartrestroom.in
77	JAL TECHNOLOGIES PVT LTD [RENEWABLE ENERGY]	prkruti.com	78	ESLOBOX PVT LTD[FINTECH]	
79	KUMUDINI ENERGY PVT LTD[RENEWABLE ENERGY]		80	IMAGINEER (SOCIAL INVEST) [FINTECH]	
81	BIOTRENDS INDIA PRIVATE LTD [AGRICULTURE AND ALLIED FIELDS]	biotrendsglobal.com	82	KHOJJ [SOCIAL MEDIA]	
83	DUDLE [SERVICE SECTOR]	dudle.in	84	MY E-KISAN INDIA PVT LTD[AGRICULTURE]	myekisan.com
85	JENNERUS BIOCORP PVT LTD[HEALTH AND PHARMACEUTICALS]		86	TINKERCRATS INNOVATION PVT LTD[EDUCATION]	
87	KBCD TECH SOLUTIONS PVT. LTD. [INFORMATION & COMMUNICATION TECHNOLOGY (ICT)]	kbcdindia.com	88	VEGIMENIA PVT LTD(ULTIMATE MEAT) [FOOD INDUSTRY]	
89	KITUCATE EDUCATIONAL SERVICES LLP [EDUCATION]	kitucate.com	90	TRIPOSAINTS [TRAVEL]	triposaints.com
91	PURPLE ALBEDO PVT LTD[HOSPITALITY]	purplealbedo.com	92	INNOVANT ENERGOTECH SOLUTIONS PVT LTD[EDUCATION]	edelta.in
93	MENDOFEEEL [SOCIAL MEDIA]	mendofeel.com	94	ZOOFRESH FOODS PVT LTD(FRESHR) [AGRICULTURE]	zoofreshfoods.com
95	MONTER TECHNOLOGIES PVT LTD [RENEWABLE ENERGY]	montertechnologies.com	96	MATI FARMS PVT LTD(INBETWEENS) [PACKAGED FOOD]	matifarms.in

	Name [Sector]	URL		Name [Sector]	URL
97	NOMNOM [AGRICULTURE AND ALLIED FIELDS]		98	GOODVIBES TRAVEL VENTURE PRIVATE LIMITED. (THE TRAVEL SQUARE) [TRAVEL]	thetravelsquare.in
99	PHONOLIFE TECHNOLOGIES PVT. LTD. [BIO TECHNOLOGY]	phonolife.com	100	TWOWAITS TECHNOLOGIES PVT LTD[EDUCATION]	twowaits.com
101	ROOTSGOODS PVT LTD[AGRICULTURE AND ALLIED FIELDS]	rootsgoods.com	102	PICKYOURPLATE [FOOD DELEVERY]	pickyourplate.com
103	SWARAJ ENTERPRISES LLP [ENTERTAINMENT]	www.nsnco.in	104	CHOKMOK DESIGN PVT LTD[LIFE STYLE PRODUCTS]	
105	CLINOHEALTHINOVATION PVT LTD[SOCIAL IMPACT]	moambulance.in	106	XTENDED IT SOLUTIONS PVT LTD(MITRA) [SAAS]	xtendedsol.com
107	3 PH SOLUTIONS LLP (IMPACT HEALTH) [HEALTHCARE]	impacthealth.co.in	108	TGN INTERNET PVT LTD(BUMMARY) [MEDIA]	bummary.com
109	BEPURE FOODS PVT. LTD. [AGRICULTURE]	bepurefoods.in	110	AYUDA SERVICES PVT LTD(ADVOK8) [SAAS]	advok8.in
111	DURENTEK VENTURES PVT LTD[ECOMMERCE]	durentek.com	112	VERATECH INFO LLP (VERATECH) [TECH]	veratech.in
113	ETHNICACHE ONLINE SERVICES LLP [RETAIL]	ethnicache.com	114	AIKYA ORGANICS PVT LTD(DHAANIKA) [AGRICULTURE]	dhaanika.com
115	HAASTIKA HANDICRAFTS PVT LTD[HANDICRAFT]	haastika.com	116	UNEAKO GREEN EARTH PVT LTD[ECO - FRIENDLY PRODUCT]	uneako.com
117	HOODEDGREBE FASHIONS (OPC) PVT LTD[E - COMMERCE]	hoodedgrebe.com	118	VIDYAROHA INNOVATIONS PVT LTD[EDUCATION]	vidyaroaha.com
119	INDEVILLEZ PVT LTD(INDIANVILLÉZ) [HANDICRAFT]	indianvillez.com	120	WEEKENDGYPSY ADVENTURE TRIPS PVT LTD(ADVENTURE TRIP) [HOSPITALITY]	weekendgypsy.com
121	KOEL FRESH PVT LTD[AGRICULTURE]	koelfresh.com	122	OBSERVE SCIENCE TECHNOLOGIES PVT LTD[TECH]	scicomm.in
123	NEGOTRIP PVT LTD[HOSPITALITY & TOURISM]	welstays.com	124	VYMANIK AEROSPACE SOLUTIONS LLP [HARDWARE]	vymanikaero.com
125	SARNA EDUCATIONAL AND CULTURAL SERVICES LLP [SOCIAL IMPACT]	sarna4future.com	126	HEALTHIT SOLUTIONS PVT LTD(98FIT) [HEALTHCARE]	98fit.com
127	SIGMASCOTT PVT LTD[SOCIAL IMPACT]		128	ENERGINEE INNOVATIONS PVT LTD[ENERGY]	energinnee.com
129	TARNI ADVISORS PVT LTD[SOCIAL IMPACT]		130	NIONAI TECHNOLOGIES PVT LTD[ENERGY]	nionlabs.com
131	RAJPURA MARKETER & DISTRIBUTOR LLP [MANUFACTURING AND ENGINEERING]	rajpuramndllp.in	132	THE IKIGAI LAB [EDUCATION]	theikigailab.com
133	ARKISION AI PVT LTD[INFORMATION & COMMUNICATION TECHNOLOGY (ICT)]		134	FOOD-BOT (AETHER INNOVATIONS PRIVATE LIMITED) [INDUSTRIAL MACHINERY]	
135	KKRING LIFE INDIA PVT. LTD. (MY LYF CARE) [HEALTHCARE]	mylyfcares.com	136	MTAG (DOLAR ANIL ADESARA) [SUPPLY CHAIN]	mtag.in
137	AINESH RENEWABLE TECHNOLOGIES PVT LTD. [RENEWABLE ENERGY]	aineshrenewable.com	138	IMW AUTOMOTIVES (OPC) PVT LTD[ELECTRIC MOBILITY]	
139	ANGO24 SERVICES PVT. LTD (O2OMODE) [RETAIL]	o2omode.com	140	PINANCLE FARMS (OPC) PVT LTD(FARMS2FAMILIES) [AGRICULTURE]	farms2families.in
141	COSAT PRIME EDTECH [RECRUITMENT AND HR]	cosatprime.com	142	M/S AGROTECH SOLUTIONS (KISAAN KI UDAAN) [AGRICULTURE]	
143	FITITOUT SOLUTIONS PVT LTD [HEALTHCARE]		144	GONARDGO TECHNOLOGIES PVT LTD(THE PADOSI), [PAC]	

OUR TEAM



Dr. Abha Rishi
CEO



Mr. Anil Singh
AGM - Incubation &
Administration



Ms. Pragya Trivedi
AGM - International
Operations



Mr. Sanyam Dhingra
AGM - Venture
Development



Mr. Anmol Chaturvedi
Manager - Government
Programs



Mr. Kapil Agarwal
Deputy Manager - Incubation
Operations



Ms. Prashasti Chauhan
Assistant Manager -
Marketing



Ms. Anisha Krishna
Assistant Manager - Analytics
& Evaluation



Ms. Shubhangi Sharma
Senior Associate -
Operations



Mr. Himanshu Sah
Marketing Associate



Mr. Mahadev Mourya
Account Executive



Mr. Ravi B Shorewala
Legal and Finance
(Consultant)



Mr. Amit Vats
Finance (Consultant)

ADVISORS



Ramanan Ramanathan
TCS, Senior Vice President
Former (First) Mission Director, Atal Innovation Mission



Mr. Yogesh Bellani
Former CEO,
FieldFresh Foods Private Limited



Mr. Tarun Singhal
Director - Business Development,
Marketing & Comm., Sopra Steria



Mr. Nishish Jha
Managing Partner at Unigrowth
Canada Inc. EX-CEO HCL, TECH



Mr. Amit Singal
CEO, Startup Buddy &
General Partner, Fluid Ventures



Ms. Rajashree Rao
AI Lead at R2 Data Labs,
Rolls Royce



Mr. Ravi Mathur
Vice President, RVCF



Mr. Shyamrup Roy Choudhury
Chief Development Officer (CDO)
& Zonal Head - MIAL, Adani Airports



Mr. Simon Galpin
Partner, Plus Venture Capital (+VC)



Mr. Sharlin Thayil
Business Director, APAC & MEA,
Carnegie Tech, VP of IIM-A Alumni Association

ACADEMIC MENTORS



Prof. Dhruva Chuk
Professor of Marketing
Management at BIMTECH



Dr. Nimisha Singh
Convener
Centre for International Affairs,
Assistant Professor of Information
Technology at BIMTECH



Dr. Arvind Shukla
Chairperson of Doctoral
Programmes,
Professor of Marketing
and CRM at BIMTECH



Dr. Sangeeta Shukla
Associate Professor,
Business Communication



Prof. Pratik Priyadarshi
Associate Professor of Insurance
& Risk Management at BIMTECH



Prof. Ankur Kulshreshtha
Professor of Finance
at BIMTECH



Prof. Manoj Pandey
Associate Professor of Insurance,
Marketing at BIMTECH



Prof. Arindam Banerjee
Assistant Professor of
Finance at BIMTECH

ALUMNI MENTORS



Mr. Kinnar Khokhani
VP - Strategy,
HSBC



Mr. Naman Gupta
Underwriting Associate,
Zurich Insurance Company Ltd



Mr. Vineet Arya
Founder, COHIRE/Founder,
Outsourced CMO



Mr. Shaurya Garg
Partner,
Garg Consultancy Co

INDUSTRY MENTORS



Mr. Abhinay Tiwari
Founder,
Capitall Partners



Mr. Avelo Roy
Founder,
Kolkata Ventures



Mr. Mohammad Sirajuddin
Founder,
Creator's Gurukul



Mr. Shashank Randev
Founder VC, 100X.VC/
Exec. Committee member, PIOCII



Mr. Shivam Ahuja Founder,
Delhi Startup/
Founder & CEO,
SkillCircle



Mr. Subhodeep Dutta
Founder,
Capitall Partners



Mr. Utkarsh Amitabh
Founder,
Network Capital



Ms. Ulla Koivukoski
Founder & CCO,
HumanKeystones Oy



Mr. Chintan Mehta
CEO & Principal Officer
Gold Leaf Insurance Brokers



Mrs. Shilpa Ajwani
CEO,
Unomantra



Mr. Harsh Desaur
Creative Director
ARC Reactions Inc.



Ms. Aparajita Prasad
Director,
MetaConnect Consulting



Mr. Ishu Bansal
Co-Founder
TruckSuvidha



Mr. Ravi Ranjan
Entrepreneurship Evangelist,
Startup Expert, Govt. Advisor



Mr. Divakar Shukla
Co-Founder
VillPay



Mr. Anshuman Srivastava
Principal,
Monster India



Ms. Aparna Mishra
Founder
Women Shine



Mr. Asif Syed
Startup lawyer, Co-founded
India's First Litigation
Finance Company, advok8



Mr. Shreeram Iyer
Director
Economic Development, EY



Mr. Sudip Bhattacharya
Head Business Development &
Partnership lead at EloElo



Mr. B. Sridhar
Founder Member
THE MENTORS, CFO and
Co Promoter at Gloscout.com



Mr. Vikrant Karandikar
CEO
Spatial Services



Ms. Jacqueline Mundkur
Founder and CEO
The Nxt Levels CX
Consultancy Services



Mr. Karanbir Bhatia
Head of Start-up Relations
Let's Venture



Dr. Kaustubh Dhargalkar
Founder, Potentials
& Possibilities



Mr. Rohit Jain
Angel investor & Advisor



Ms. Rashmi Chadha
Founder, WoVoyage



Mr. Vatsal Gaur
Partner at Pier Counsel



Ms. Nidhi Mehta
Founder & CEO
of Self Achievers



Mr. Atish Baisantry
Co-Founder
Insurzye Innovation Labs



Mr. Alok Bansal
CBO at PB Fintech
(Policybazaar.com)








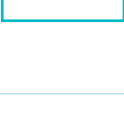


PARTNERS

















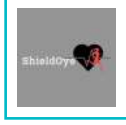














ACADEMIC PARTNERS

- | | | | | | | | |
|---|---|---|--|--|---|---|---|
| <p>1. JAMIA HAMDARD, HAMDARD NAGAR
jamiahamdard.edu</p> |  | <p>8. SHREE GURU GOBIND SINGH TRICENTENARY UNIVERSITY, GURGAON
sgtuniversity.ac.in</p> |  | <p>14. GL BAJAJ INSTITUTE OF TECHNOLOGY AND MANAGEMENT
glbitm.org</p> |  | | |
| <p>2. SCHOOL FOR SOCIAL ENTREPRENEURS INDIA
the-sseindia.org</p> |  | <p>9. FOUNDATION FOR INNOVATION AND TECHNOLOGY TRANSFER
fitt-iitd.in</p> |  | <p>15. GL BAJAJ INSTITUTE OF MANAGEMENT AND RESEARCH
glbimr.org</p> |  | | |
| <p>3. MANAV RACHNA UNIVERSITY
manavrachna.edu.in</p> |  | <p>10. JIMS ENGINEERING MANAGEMENT TECHNICAL CAMPUS
jimsgn.org</p> |  | <p>16. MANGALMAY INSTITUTE OF MANAGEMENT AND TECHNOLOGY
mangalmay.org</p> |  | | |
| <p>4. IIMT GROUP OF COLLEGES, GREATER NOIDA
iimtindia.net</p> |  | <p>11. IFTM UNIVERSITY MORADABAD
iftmuniversity.ac.in</p> |  | <p>17. BIRLA GLOBAL UNIVERSITY
bgu.ac.in</p> |  | | |
| <p>5. RAFFLES UNIVERSITY
Rafflesuniversity.edu.in</p> |  | <p>12. TEERTHANKER MAHAVEER UNIVERSITY, MORADABAD
www.tmu.ac.in</p> |  | <p>18. KRISHNA ENGG. COLLEGE INCUBATION AND INNOVATION SOCIETY(KECIIS)
krishnacollege.ac.in</p> |  | | |
| <p>6. THE UNIVERSITY TECHNOLOGY TRANSFER CENTRE OF THE UNIVERSITY OF WARSAW
uott.uw.edu.pl</p> |  | <p>13. GREATER NOIDA INSTITUTE OF TECHNOLOGY
gniogroup.edu.in</p> |  | <p>19. IIMT COLLEGE OF POLYTECHNIC
iimtindia.net</p> |  | | |
| <p>7. J.P INTERNATIONAL SCHOOL BY SPARSH GROUP
jpinternational.co.in</p> |  | | | | | <p>20. CT UNIVERSITY
ctuniversity.in</p> |  |



CORPORATE PARTNERS

1. KAREER MATRIX kareermatrix.com		11. INDIAN ANGEL NETWORK indianangelnetwork.com		21. KEIRETSU FORUM DELHI - NCR keiretsuforum.com	
2. IBM ibm.com		12. AH VENTURES ahventures.in		22. NEXUS AT THE AMERICAN CENTER startupnexus.net	
3. INTRO OCEAN SHIPPING (INDIA) PVT. LTD. interocean.in		13. AVANTO VENTURES avantoventures.fi		23. ORACLE (DELHI) oracle.com	
4. OPEN GATE opengate.com		14. FAAD NETWORK PVT.LTD. faad.in		24. PAYTM BUILD FOR INDIA paytm.com	
5. BYR INSURANCE BROKERS byrinsurance.com		15. INNOLABZ VENTURES PVT. LTD. inno-labz.com		25. PAYUMONEY payumoney.com	
6. ALMONDZ INSURANCE BROKERS PVT. LTD. almondzin.com		16. BIR VENTURES USA LTD. birventures.com		26. STARTUP BUDDY startupbuddy.co.in	
7. ADITYA BIRLA (IDEA CELLULAR) adityabirla.com		17. KOLKATA VENTURES kolkataventures.com		27. GIVFUND f6s.com/givfund	
8. CAFEBIZ cafebiz.co.in		18. F6S f6s.com		28. ARC CAPITAL arccapital.com	
9. CLUSTER PULSE clusterpulse.org		19. NETWORK CAPITAL networkcapital.co		29. GENUINEMARK genuinemark.org	
10. AYIBO SOLUTIONS PVT. LTD. ayi-bo.com		20. UTTAR PRADESH GOVERNMENT up.gov.in		30. BLOCKSPACE linkedin.com	

31. PIOCCI piocci.org		41. WINDROSE CAPITAL PVT. LTD. windrose.capital		51. SOCIOCHARGE www.sociocharge.com	
32. ZOHO CORPORATION PVT. LTD. zoho.com/one		42. GARG CONSULTANCY CO. fundooworks.com		52. MEET VENTURES www.meetvcs.com	
33. AL DHOW CAPITAL Dhowcapital.net		43. STARTUP ODISHA SECRETARIAT startupodisha.gov.in\		53. 100X.VC 100x.vc	
34. MSG91 msg91.com		44. ACC LIMITED acclimited.com		54. EAGLE10 VENTURES eagle10ventures.com	
35. HAINAN RESORT SOFTWARE COMMUNITY GROUP LTD rschn.com		45. TCS FOUNDATIONS digitalimpactsquare.com		55. WE COLLECTIVE facebook.com/ WeCollectiveOdisha	
36. SANATIVEFIX TECHNOLOGY PRIVATE LIMITED (SKWERUP.COM) skwerup.com		46. SHIELD OYE TECHNOLOGIES PRIVATE LIMITED shieldoye.com		56. COKACO cokaco.com	
37. AMAZON WEB SERVICES (AWS) aws.amazon.com/ activate		47. XPANSE SERVICES LLP (HUDDLE) huddle.work		57. MARKET NEXT marketnext.org	
38. SOLIDWORKS solidworks.com		48. ALPHAVALUE CONSULTING PVT LTD alphavalue.co.in		58. EDELTA edelta.in	
39. THE GLOBAL EDUCATION & LEADERSHIP FOUNDATION (TGELF) tgelf.org		49. SINBEX VENTURES sinbex.net		59. MERGERDOMO mergerdomo.com	
40. TURTLE HOLDINGS CO. LTD.		50. ARTILAB FOUNDATION artilab.org		60. YNOS VENTURE ENGINE CC PVT. LTD. ynos.in	
				61. FORTEMAGNA ADVISORS PVT. LTD fortemagnaadvisors.com	

ATAL INCUBATION CENTRE - BIMTECH

- | | | | | | |
|--|---|---|--|---|---|
| <p>62. STARTUP MOVERS
startup-movers.com</p> |  | <p>74. DIGITALOCEAN HATCH
digitalocean.com/hatch</p> |  | <p>85. INDIAN ASSOCIATION FOR AIR POLLUTION CONTROL
iaapcdc.com</p> |  |
| <p>63. UN GLOBAL COMPACT INDIA
unglobalcompact.org</p> |  | <p>75. ZENDESK FOR STARTUPS
zendesk.com</p> |  | <p>86. INNOVATION TECHNOLOGY TRANSFER OFFICE (I-TTO) - FITT-IIT DELHI
fitt-iitd.in/innovation-technology</p> |  |
| <p>64. HDFC BANK
hdfcbank.com/csr</p> |  | <p>76. HUBSPOT FOR STARTUPS
hubspot.com/startups</p> |  | <p>87. VIESTORIES
viestories.com</p> |  |
| <p>65. CANVS
canvs.in</p> |  | <p>77. ARTHAYAN ADVISORY SERVICES PVT LTD
arthayan.in</p> |  | <p>88. AUXANO
auxano.in</p> |  |
| <p>66. CHEVENING ALUMNI INDIA
chevening.org</p> |  | <p>78. PNA IP & TECHNOLOGY ATTORNEYS
pna-ip.com</p> |  | <p>89. SPROUTTECH SOLUTIONS PVT LTD (LAWYERED)
lawyered.in</p> |  |
| <p>67. BOUDHIK VENTURE
boudhikventures.com</p> |  | <p>79. UBER9 BUSINESS PROCESS SERVICES PVT LTD (VAKILSEARCH)
vakilsearch.com</p> |  | <p>90. AARNA ASSOCIATES
aarnalaw.com</p> |  |
| <p>68. MICROSOFT FOR STARTUPS
startups.microsoft.com</p> |  | <p>80. CALLERDESK
callerdesk.io</p> |  | <p>90. AARNA ASSOCIATES
aarnalaw.com</p> |  |
| <p>69. ATAL INCUBATION CENTER - BAMU
aicbamu.org.in</p> |  | <p>81. GREYTIP SOFTWARE PVT LTD
greythr.com</p> |  | <p>90. AARNA ASSOCIATES
aarnalaw.com</p> |  |
| <p>70. EASY TO PITCH NETWORKS PVT LTD
easytopitch.com</p> |  | <p>82. MYERA TECHNOLOGIES PVT LTD
myera.pro</p> |  | <p>90. AARNA ASSOCIATES
aarnalaw.com</p> |  |
| <p>71. SYNDICAP VENTURE PARTNERS LLP
syndicapvp.com</p> |  | <p>83. ACIC-BMU
bmu.edu.in</p> |  | <p>90. AARNA ASSOCIATES
aarnalaw.com</p> |  |
| <p>72. CORPNINJA ADVISORS PVT LTD
corpninjaadvisors.com</p> |  | <p>84. FMA DIGITAL
fmadigital.com</p> |  | <p>90. AARNA ASSOCIATES
aarnalaw.com</p> |  |
| <p>73. EXOTEL TECHCOM PVT LTD
exotel.com</p> |  | <p>84. FMA DIGITAL
fmadigital.com</p> |  | <p>90. AARNA ASSOCIATES
aarnalaw.com</p> |  |

Activities, Initiatives, and Events

SATURDAY ROUNDTABLE ON ENTREPRENEURSHIP



DETAILS

Together with Chevening Alumni India, the Atal Incubation Centre-BIMTECH hosted Saturday Roundtable Discussion on Entrepreneurship series which brought together innovators, entrepreneurs, investors, policymakers, and distinguished speakers from academic institutions, industry. In these virtual roundtable discussions, the panelists explored the topic of entrepreneurship and its many forms, specifically its role in the economic development of a country and strengthening social inclusion.

During each one-hour event, speakers shared their practical experiences from their entrepreneurial journeys and engaged in lively discussion and exploration of a range of entrepreneurship-related topics. In the previous year, four roundtable discussions were held; the following is a summary of the five "Saturday Roundtable Discussions" held between June 2021 and May 2022:

Green Entrepreneurship | June 26, 2021

AIC-BIMTECH and Chevening Alumni India organized the fifth roundtable event on "Green Entrepreneurship - A path towards sustainable development". The event was started by the welcome & introduction of AIC-BIMTECH & Chevening Alumni India by our esteemed CEO Dr. Abha Rishi.

Speakers & Panelists: Ms. Mrinal Mathur, Environmental Planner and Architect • Mr. Manoj Kumar, Director & Business Consultant at Clean Technology Equipments Pty Ltd, Australia • Mr. Bharat Bansal, CEO & Co-Founder - Nirmalaya • Dr. Ajith Chandran, Managing Director, Development Interlinks International • Dr. Shalini Sharma, CEO of Sanshodhan



Entrepreneur In AI | July 24, 2021

The sixth round table discussion focused on Artificial Intelligence Entrepreneurs. The event began with a welcome and introduction of AIC-BIMTECH & Chevening Alumni India by Dr. Abha Rishi, CEO of AIC-BIMTECH.

Speakers & Panelists: Mr. Manoj Kumar Parmar, Program Director - AIShield • Dr. Sudip Roy, High performance & Quantum Computing Research Lead at Amazon Web Services • Mr. Prashant Pansare, Founder & CEO of Rubiscape • Ms. Reena Dayal Yadav • Chair of Quantum Ecosystem Technology Council of India • Mr. Pinaki Laskar, CEO & Founder - Fisheyebox Group • Dr. Abha Rishi, CEO, AIC-BIMTECH.



Entrepreneurs In EdTech | August 28, 2021

The 7th Saturday Round Table was on Entrepreneurs in EdTech. This event was focused on the world of education technology and the opportunities that it brings.

Speakers & Panelists: Mr. Vivek Singh, Co-Founder of Innovant & an Investor • Moderator- Mr. Aditya Bose, Founder & CEO of ProBano • Mr. Shabd Mishra, CEO of Renaissance eServices Ltd. (UK) • Mr. Rohin Kapoor, Co-Founder & COO of WONK App • Mr. Vinay Sharma, CEO & Director of Convergia Digital Education Pvt. Ltd. (S Chand Group).



ENTREPRENEUR IN INSURTECH | October 23, 2021

The eighth round table discussion focused on Entrepreneurship in INSURTECH. The event began with a welcome and introduction of AIC-BIMTECH & Chevening Alumni India by Dr. Ajith Chandran, Managing Director, Development Interlinks International & Environmental Services Consultant spoke on behalf of our series partner - Chevening Alumni India.

Speakers & Panelists: Prof. Manoj Kumar Pandey, Associate Professor, BIMTECH • Prof. Pratik Priyadarshi, Associate Professor, BIMTECH • Dr. Ajith Chandran, Managing Director, Development Interlinks International • Mr. Layak Singh, Founder, and CEO of Artivatic.ai • Mr. Ankit Himatsingka, Chief Financial Officer & Head of Strategy, Toffee Insurance • Mr. Prerak Sethi, Founder of RIA Insurance



Entrepreneurs in Space | November 20, 2021

The last roundtable's focus was entrepreneurship in Space, and the discussion was lively. Ms. Leena Bokil, a space industry expert and the founder of Astro-Edu in Pune, opened the event by speaking on the topic "Space Entrepreneurship - Current Scenario and Future Prospects."

Speakers & Panelists: Dr. Satya Chakravarthy, Co-founder Tech Lead, The ePlane Company • Ms. LEENA BOKIL, Founder, ASTRO-EDU, PUNE • Mr. Srinath Ravichandran, Co-Founder & CEO, AgniKul Cosmos • Ms. Nikhitha C, Co-Founder & CEO of Society for Space Education Research and Development (SSERD) • Mr. Suyash Singh, Co-Founder & CEO GalaxEye Space



YOUNG SDG INNOVATORS PROGRAM



DETAILS

AIC-BIMTECH was selected as an implementing partner for the UN Global Compact Network India's (UNGCNI) Young SDG Innovators Program. As the United Nations Global Compact (UNGC) local arm, UNGCNI has served as a country-level platform for Indian businesses, academic institutions, and civil society organizations to join hands for strengthening responsible business practices.



The program's goal is to encourage SDG innovation through bottom-up approaches and to develop a new generation of sustainable business leaders by teaching them how to use the UN's Sustainable Development Goals (SDGs) as a catalyst for developing new products and services. For ten months, AIC-BIMTECH collaborated with young professionals and innovators to develop relevant solutions while also addressing innovation and the SDGs.



DURATION

40 Weeks



COHORT SIZE

10



BUSINESSES

Adani Ports, Athena Infonomics, E-Waste Social, Fandoro, GAIL, Gulp Juice, Hetero Drugs, Hindustan Zinc, Jaipur Rugs, ONGC, Mayur Uniquoters



INNOVATORS

Innovators from five participant organizations were selected to showcase their solutions in front of a panel of impact investors:

- | | |
|---|---------------------------------------|
| 1. Gaurav Pujari, Adani Ports and Special Economic Zone | 8. Preethi Sivan, E-Waste Social |
| 2. Harsh Yadav, Adani Ports and Special Economic Zone | 9. Smita Mishra, Fandoro Technologies |
| 3. Shalin Shah, Adani Ports and Special Economic Zone | 10. Suman Kumar, Fandoro Technologies |
| 4. Rishabh Gupta, Adani Ports and Special Economic Zone | 11. Ratika Singh, Gulp Juice |
| 5. Piyush Kumar, Adani Ports and Special Economic Zone | 12. Rohit Singh, Gulp Juice |
| 6. Aditya Mehta, E Waste Social | 13. Yash Ranga, Jaipur Rugs |
| 7. Iram Maimuna, E Waste social | 14. Himanshi Singh, Jaipur Rugs |

UN GLOBAL COMPACT YOUNG SDG INNOVATORS

Equip your company's **brightest and best** talent with skills to **advance sustainability, drive innovation and deliver solutions** for your business.

JOIN TODAY ▶

#BAITHAK - COMMUNITY MEETS

i DETAILS

With the goal of encouraging knowledge sharing in our community, we've been holding regular community gatherings called "#Baithak" for our startups and co-working members to learn from each other's entrepreneurship experiences. These hybrid events (virtual and physical) assist in engaging and developing a better understanding among the community of coworkers and Incubatees. We use Zoom calls to communicate with incubatees who are unable to attend these meetings in person. Members can get coffee, tea, and snacks and use the time to network, give updates on their startups, and have substantive discussions about the current business situation. We also celebrate community members' birthdays at these #Baithak meetings.

#Baithak



MARKET TESTING LAB

Canadian Technology Accelerator (CTA) partnered with Atal Incubation Centre - BIMTECH and Carleton University's Innovation Hub for its inaugural Market Testing Lab program in India. The CTA India's Market Testing Lab was a week-long India immersion program for selected Canadian start-ups with innovative technology with possible applications and the potential to grow in India, and it is designed to help those companies explore the Indian market and "dip their toes" in a low-risk way. The program was effectively implemented by AIC-BIMTECH, which provided the startups an opportunity to determine whether India is the right market and what they might need to do to expand here.



i DETAILS

Five Canadian startups were selected for the Market Testing Lab program. The program introduced the startups to the Indian business ecosystem, provided group expert sessions on important aspects of business in India, one-on-one mentoring through reputed industry experts, organized B2B meetings to connect the startups to potential corporate partners, clients and investors.

DURATION

One week

COHORT SIZE

Five startups

SECTORS

Deep tech

TIMELINE

March 14 - March 20, 2022

Artemis & Co

It is a platform that enables anyone to search data, provide quick insights, and allows focus on tasks at hand rather than data.
Artemisco.ca



SBQuantum

SBQuantum is employing magnetic intelligence to create an accurate, localized magnetic representation of the earth, which will help clients better comprehend and navigate their surroundings.
Sbquantum.com



STEM Minds Corp

STEM Minds provides parents, schools, and educators with cutting edge STEM content and learning experiences for children ages 4-18 that prepares them to be the next generation of global STEM leaders.
Stemminds.com



PopTikr

The company helps to discover local hidden deals which are available nearby. Their app notifies about the best spots to visit and shop with authentic local experiences.
Poptikr.com



SnapWrite AI

SnapWrite AI enables eCommerce companies to generate product features and descriptions at a fast rate. Their software uses computer vision to identify prominent product features, and generates SEO optimized descriptions that are expressive of the creator's vision. +.05



K STARTUP CENTRE

Korea Institute of Startup & Entrepreneurship Development (KISED), a part of the S. Korean Ministry of SMEs and Startups (MSS), is an institution that provides support to South Korean startups through entrepreneurship education programs, financial support for commercialization, and global expansion. KISED launched the K-Startup Center Program to help South Korean growth-stage startups enter and settle in foreign markets. The AIC-BIMTECH was selected as the KSC-2021 program's New Delhi Accelerator and directly evaluated and selected Korean startups for participation in each phase of the program. The program highlighted AIC-BIMTECH's expertise and its mission of connecting the world's most promising technological innovations with India's vibrant and competitive market.



KSC Pre Program and KPI Workshop



DETAILS

Twenty startups were selected for the Pre-Program and KPI workshop with the goal of counselling the chosen companies on effective strategies for entering the Indian market and establishing local networks relevant to each company's industry sector. As a result, the pre-program was designed to provide a holistic view of the Indian business environment and startup ecosystem.



DURATION

Pre-Program: 2 Weeks. KPI Workshop: 1 Week



COHORT SIZE

20



SECTORS






Agritech, Edutech, Retail, Mobile-Entertainment



TIMELINE

- May 24 - June 4, 2021 (Pre-Program)
- June 27 - July 2, 2021 (KPI-Workshop)

KSC MAIN PROGRAM

 DETAILS	For the main program, ten startups were chosen from a pool of twenty. The KSC Main Program focused on developing local networks and partnerships, assisting startups in establishing a presence in India, and learning about Indian business culture. The program provided tailored investor and stakeholder connections, allowing companies to expand in India.
 DURATION	Eight weeks
 COHORT SIZE	10
 SECTORS	Edtech, Retail
 TIMELINE	August 17, 2021 - October 13, 2021

Startups Selected for the Main Program:

BLF (Edutech)



Their education platform, CONNECTED is a service that provides processed data of educational courses and programs in countries and recommends personalized education using data technology.
www.connectedu.com

Ediket Inc. (Edutech)



Ediket is an online writing management system with a document editor specialized in tracking changes. Instructors can host an online Workshop where student writers can register and submit their writings.
www.ediket.com

HILOKAL (Edutech)



Hilokal is a mobile application marketplace for language learners. With one touch, learners can connect with tutors on voice calls. Tutors are supported with AI teaching tools: Subtitles, voice corrections, and customized topics.
www.hilokal.com/app

The Plan G Co., Ltd. (Edutech)



Their product is developed to help children learn English with more confidence by putting the user in the teacher's shoes. As the user teaches and speaks English to the character named Odinga.
<https://odingakids.com>

YOU NEED CHARACTER Co., Ltd. (Edutech)



Their service is centered on the mobile app CricketPang Kindergarten app containing kindergarten education contents using CricketPang animation character IP.
www.cricketpangedu.com



CarbonEn Co., Ltd. (Environment)



CarbonEn Co., Ltd. is a venture company that manufactures green carbonic acid using by-product gas from steel mills as the POSCO in-house venture "4 Ventures 1st Startup Company".
www.carbonen.com

GeniRobot Co., Ltd (Edutech)



GENIBOT is an all-in-one educational robot capable of teaching young students coding concepts, STEAM, and AI. In addition to unplugged card coding, there are many ways to teach coding to children ranging from age 4 to teenagers using Science, Technology, Engineering, Arts, and Mathematics.
<http://en.genirobot.com/>

lululab (AI Beauty Solution Retail)



Their product Lumini is a self-experience AI beauty solution in the form of a smart mirror that obtains skin data in a snap and provides personalized recommendations.
www.lulu-lab.com

Wizschool.Inc (Edutech)



They provide software education platform and related education service based on AI technology.
www.wizschool.io

ZEROxFLOW (Edutech)



ZEROxFLOW offers Blended Multilingual Learning Platform on Cloud Computing service. ZEROxFLOW's 1hour helped many teachers to prepare class materials for online classrooms with its automated NLP AI.
<http://xflow.kr>

FREEDOM@75 IDEA ACCELERATOR

DETAILS In collaboration with LinkedInLocal India and AIC RAISE, AIC-BIMTECH organized Freedom@75, India's first accelerator program exclusively for founders/promoters with any form & all spectrums of disability.



The program was launched to provide opportunities and avenues for self-reliance, financial independence, and economic freedom to this cross-section of our society.

As part of this program, startups led by differently-abled entrepreneurs received complete handholding, training, workshops, and structured mentorship support from mentors and subject matter experts from the disability sector domain.

PARTNERS	LinkedInLocal India, AIC RAISE
DURATION	8 Weeks
COHORT SIZE	14
SECTORS	Sector Agnostic
LAUNCH	21, August 2021



STUDENT INNOVATOR PROGRAM 4.0

DETAILS In collaboration with Atal Innovation Mission, and Atal Tinkering Lab, Atal Incubation Centre-BIMTECH organized the "Student Innovator Program 4.0." It was an 8-week program in which the AIC-BIMTECH team assisted up to three student teams (each team consisting of three students and one teacher) in transforming their innovations into a marketable product with a solid business plan.



PARTNERS	Atal Innovation Mission, Atal Tinkering Lab
DURATION	8 Weeks
COHORT SIZE	8
SCHOOLS	Bal Bharati Public School, Hillwoods School & Kendriya Vidyalaya Sangathan
LAUNCH	October 13, 2021

Projects Names	School's Name	Student's Name
Appy Coders	Bal Bharati Public School, New Delhi	Kartik Mangla and Ria Sharma
AFM Clan	Kendriya Vidyalaya, Pune	Orosmit, Arshita, Sanskriti
HD CARBOTONIC	Hillwoods School, Gandhinagar	Chandranshu Das, Kapil Santheria, Ansh Bhavsar

SAMBHAV '21 ACCELERATOR

DETAILS AIC-BIMTECH is currently running SAMBHAV, a joint initiative with AT-PAR to assist and empower differently-abled entrepreneurs to become self-sufficient in marketing through a digital presence, increased customer reach, scalability, and GTM.



A small number of applicants were chosen for the program after one-on-one interviews with the AIC-BIMTECH and AT-PAR teams. The majority of the program sessions will be held virtually, but some will be held at the BIMTECH Campus in Greater NOIDA, and Entrepreneurs can attend such sessions as required.

PARTNERS	AT-PAR
DURATION	16 Weeks
ENTREPRENEURS SUPPORTED	10
SECTORS	Sector Agnostic
LAUNCH	2, October 2021



BANKING & FINANCE FOR STARTUPS

DETAILS Events are being hosted by AIC-BIMTECH to help startups connect with banks and better understand their products. As part of the first three events, AIC-BIMTECH partnered with leading banks such as HDFC Bank, HSBC Banks, and Bank of Baroda.

During these sessions, leading banks share information about their banking offerings, schemes, and initiatives that help startups gain more credibility and visibility, encourage stakeholders to generate more liquidity, and effectively distribute risk during critical startup development stages. By addressing their critical needs, the goal is to foster long-term change within startups.

PARTNERS HDFC, HSBC, Bank of Baroda

DURATION 1 Hour

ATTENDEES 200+

BANKING & FINANCE FOR STARTUPS with HDFC Bank, 27-AUG-2021

For the first event in the "Banking and Finance For Startups" series Atal Incubation Centre – BIMTECH partnered with HDFC Bank, the country's largest private sector lender.



Speakers & Panelists: Mr. Aman Awal - Senior Vice President & Circle Head- Retail Branch Banking at HDFC Bank, Noida-UP.

Mr. Abhishek Srivastava - Startup evangelist and currently heading the West and North region of Startup business for HDFC Bank.

Ms. Richa Mishra - Zonal Head Corporate Salary (UP & Uttarakhand) at HDFC Bank.



BANKING AND FINANCE FOR STARTUPS II BEYOND BANKING with HSBC Bank, 23-SEP-2021



For the second event in the "Banking and Finance For Startups" series Atal Incubation Centre – BIMTECH partnered with HSBC Bank.

Speakers & Panelists: Mr. Anuj Kanwar - Transaction Banking Head, Business Banking, HSBC Commercial Banking; Mr. Vinit Sinha, SVP & Cluster Lead, North India, Commercial banking; Ms. Garima Saklecha - Startup Team Leader - NCR; Ms. Avantika Sharma - Associate Relationship Manager

BANKING AND FINANCE FOR STARTUPS III with the Bank of Baroda, 9-DEC-2021



For the third event in the "Banking and Finance For Startups" series Atal Incubation Centre – BIMTECH partnered with Bank of Baroda.

The invaluable contribution was made by Mr. Vivek Garg, by giving a wonderful presentation on their startup-focused banking offerings, schemes, and initiatives. Ms. Rajeshwari Vishwakarma facilitated the event. The team of Bank of Baroda made the event so engaging and interesting. Speakers & Panelists: Mr. Vivek Garg, Bank of Baroda

BANKING AND FINANCE FOR STARTUPS IV with ICICI Bank, 14-JAN-2022



For the fourth event in the "Banking and Finance For Startups" series Atal Incubation Centre – BIMTECH partnered with ICICI Bank.

Speakers & Panelists: Mr. Naveen Gupta, Zonal Head, NCR at ICICI Bank, Mr. VINEESH THUKRAL, Regional Head Private Banking Group, NCR at ICICI Bank, Mr. Himanshu Malik, Regional Head- E-com and Startup Ecosystem, NCR at ICICI Bank, Mr. Sudhir Sharma, Regional Head Sales, NCR at ICICI Bank

BANKING AND FINANCE FOR STARTUPS V with Kotak Mahindra Bank, 22-Mar-2022



For the fifth and the last event in the "Banking and Finance For Startups" series Atal Incubation Centre – BIMTECH collaborated with the Kotak Mahindra Bank.

Speakers & Panelists: Mr. Ujwal Baranwal, Vice President and Circle Manager for Business Banking at Kotak Mahindra Bank

INCUBATOR MANAGEMENT TRAINING PROGRAM

DETAILS In collaboration with StartinUP (a Govt of UP initiative), AIC-BIMTECH organized an incubator management training program for Uttar Pradesh-based incubators. Nineteen incubators participated in this program.



The program was adapted into a one-day virtual training session aimed at building incubator capacity through exposure to best practices adopted by AIC-BIMTECH.

This event was a step toward realizing the vision outlined by the state government in its UP Startup Policy 2020, which aims to establish 100 incubators in the state by 2025 and further develop the state's incubator ecosystem.

PARTNERS

StartinUP

INCUBATOR PARTNERS

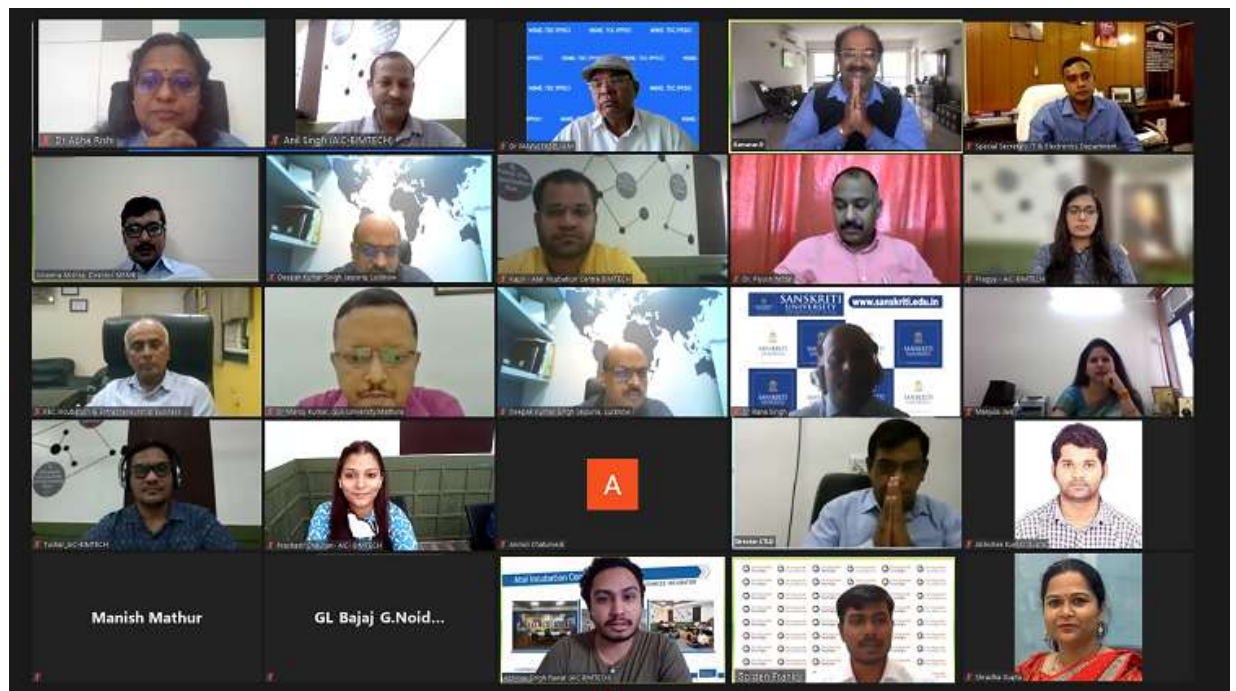
Deshpande Startups

ATTENDEES

- Rajkiya Engineering College Incubator • Krishna Path Incubation Society- TBI-KIET • Krishna Engineering College Incubator • Bennete Hatchery • Innovation Incubation and Startup Cell, Ambedkar Institute of Technology • Amity University • IB Hubs • Institute for Industrial Development • Jaipuria Innovation Incubator • Maharishi Innovation Centre Incubator • Software Technology Parks of India • New Gen IEDC, GLA University Mathura • Atal Incubation Centre - BIMTECH • GL Bajaj • Kurativz Technologies and Consultation Services Pvt Ltd • NASSCOM 10000 Startups warehouse • Kamla Nehru Institute of Technology • Malviya Centre for Innovation Incubation & Entrepreneurship • Atal Incubation Centre – BHU

SPEAKERS

- **Ramanan Ramanathan** Former (First) Mission Director Atal Innovation Mission, Additional Secretary at NITI Aayog
- **Dr. Abha Rishi** CEO of AIC-BIMTECH
- **Rishirendra Kumar** IAS, Managing Director of U.P. Electronics Corporation Limited
- **Vinamra Mishra** Director (Technical & Projects), Ministry of Micro, Small, and Medium Enterprises
- **Panneerselvam Ramaswamy** Principal Director, MSME Technology Center (PPDC); and Anil Singh, AGM Operations
- **Abhishek Tiwari** Associate Director, Advisor, Startup Program, Government of UP
- **Ashish Khare** Founder and CEO, Mentorkart
- **Dr. R. Priya Nagaraj** Director Strategic Partnerships, Deshpande Startups
- **Golden Frankly** Deputy Director (Incubation) Deshpande Startups

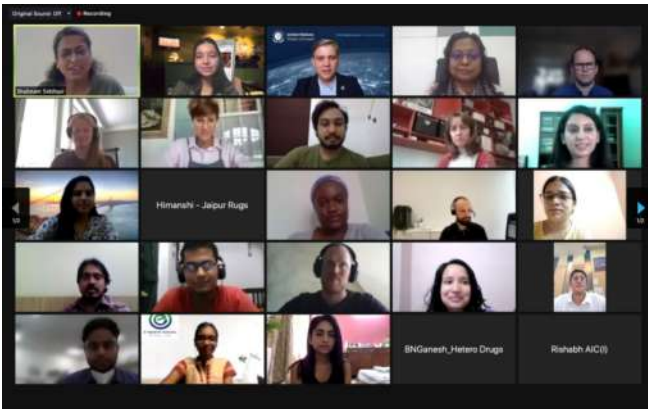


Other Events Organized by the Incubator

YSIP: SESSION 9 - SOLUTIONS DEVELOPMENT INNOVATION CAMP, 18-JUN-2021

During Session 9 of the YSIP 2021, which focused on Testing Prototypes and Feedback, innovators from various companies were exposed to interactions in groups of SDG innovators from India and Norway.

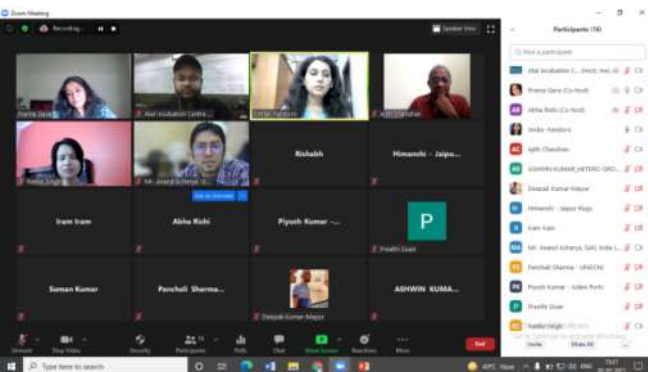
Speakers & Panelists: Mr. Vineet Rai, CEO & Managing Director, Aavishkaar Venture Capital



YSIP: SESSION 10 - SOLUTIONS DEVELOPMENT INNOVATION CAMP, 2-JUL-2021

The main focus of Session 10 of the YSIP 2021 was on the topic - SDG's Impact and Assessment, where various companies interacted with our speaker Ms. Prema Gera, who is an Independent Consultant with national and international NGOs, Foundations, Alliances, and the United Nations, as well as a Startup mentor. Dr. Ajith Chandran discussed how startups can contribute to the SDGs and make an impact through their innovation and services. The importance of SDG commitment and impact was also discussed.

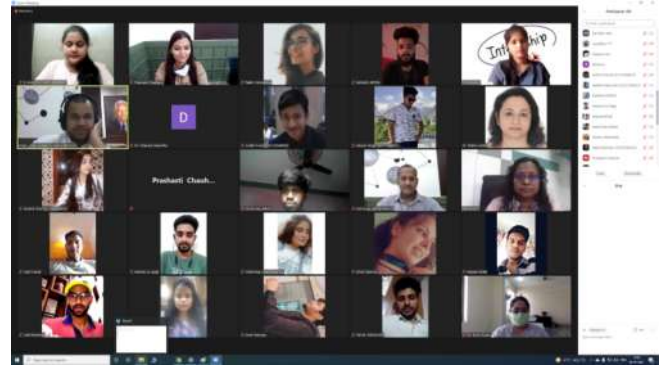
Speakers & Panelists: Prema Gera| Former UN official; Assistant Country Director and Head of the Poverty Programme at UNDP India.



VIRTUAL TOUR TO ATAL INCUBATION CENTER - BIMTECH, 8-JUL-2021

The first-year students of BBA, BCA, and B.Com (H), JIMS, Greater Noida, were hosted for a virtual tour of the ATAL Incubation Centre - BIMTECH. The session gave them a broad overview of the incubation centre and how it assists people in becoming successful entrepreneurs. The information provided helped the students understand how they could benefit from the Incubation Centre and startups.

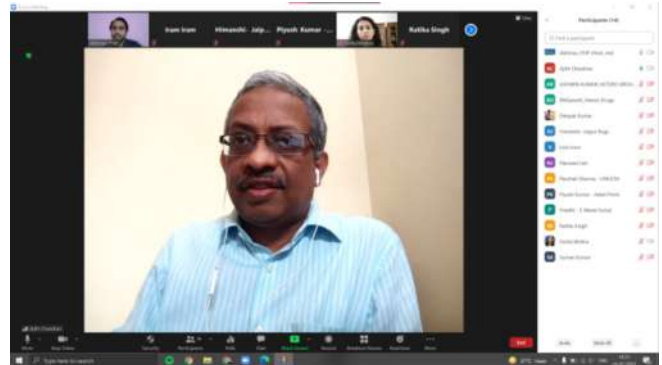
Speakers & Panelists: Dr. Abha Rishi, CEO AIC-BIMTECH, Mr. Anil Singh AGM-Operations & Mr. Kapil Agarwal, AM-Operations



YSIP: SESSION 11 - REVIEW 1 (CAMP 1 AND CAMP 2), 8-JUL-2021

In Session 11 of YSIP 2021, the YSIP team took the cohort back to the basics of Camp 1 and 2, discussing the key points in great detail. Dr. Ajith Chandran took the stage to share his insights on the cohort's current plans of action in order to assess their approach and assist them in moving in the right direction. The cohort used this opportunity to confirm their solution strategy.

Speakers & Panelists: Mr. Abhinav Singh Rawat, Mr. Ajith Chandran & Dr. Abha Rishi, CEO, AIC-BIMTECH



HURDLES FACED BY STARTUP FOUNDERS AND HOW TO OVERCOME THEM, 20-AUG-2021

Mr. Ashish Mittal, Founder at Digiowner, delivered a very pragmatic session in which he attempted to cover almost all of the challenges faced by founders, along with potential solutions, and also shared his own startup journey. The following are the main points of the session: A - Balancing between business and Technology. B - Right co-founding members. C - Fund crunch and right investor for your Startup

Speakers & Panelists: Mr. Ashish Mittal; Founder at Digiowner



DETAILED OVERVIEW OF IPRS + TRADEMARKS, ZOOM LIVE, 23-AUG-2021

Mr. Karan Agarwal from VakilSearch Team delivered an insightful session on the meaning and importance of intellectual property and its role in company evaluation. The following are the main topics of discussion: patents, copyrights, trademarks, the IPR Act, and the importance of all IPs in company evaluation.

Speakers & Panelists: Mr. Karan Agarwal, IPR Attorney



STARTUP INDIA - SCHEMES AND BENEFITS FOR ENTREPRENEURS, 24-AUG-2021

Ms. Nazia Islam, Asst. Manager at Invest India, led a session on the Government of India's Startup India initiative and the various benefits available to Startups registered under it. The main topics covered were: A - Startup India's mission and vision. B - Various funding schemes such as Funds of Funds and Startup India Seed Fund Scheme, among others. C - Advantages of being a DPIIT-recognized startup.



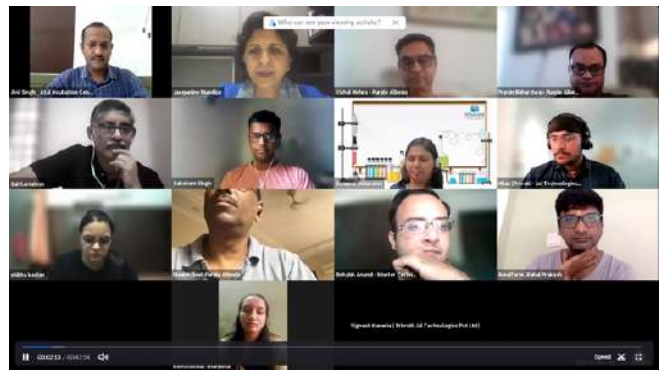
LEAN MODEL CANVAS, 1-SEP-2021

Mr. Bhanu Prakash Reddy Varla, Vice President Global Marketing and Trustee Member - IIMBAA, gave an amazing session in which he shared his own startup journey, including all of the ups and downs. He also explained the definition, meaning, and importance of the Business Model Canvas by using real-life examples of unicorns such as OLA, AMAZON, UBER, IKEA, and others.



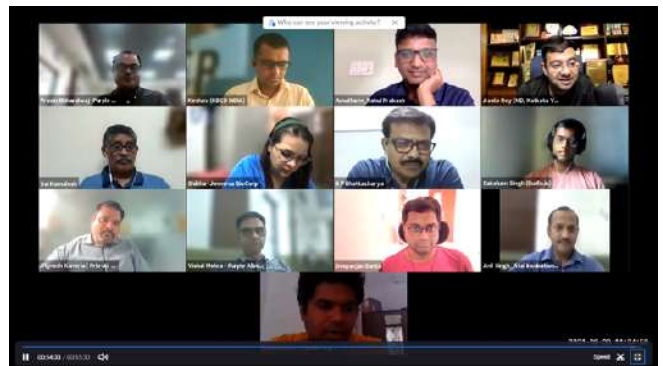
PRODUCT MARKET FIT & BUSINESS MODEL, 6-SEP-2021

Dr. Jacqueline Mundkur led a session on all aspects of market fit product and business model, emphasizing the strategies used by corporations before launching their products and how Startups can learn from them. She also discussed the importance of a business model for any Startup. Before signing off, there was a quick Q&A between the speakers and the startups.



LEAN STARTUP AND MVP, 9-SEP-2021

Mr. Avelo Roy, Founder of Kolkata Ventures, gave an incredible session in which he discussed selecting a problem-solving MVP and building it through effective market research and valuable customer feedback. The emphasis is on the Lean Startup Methodology, which means focusing on one key strength of your business and perfecting it.



KSC INDIA - 2021 DEMO DAY, ZOOM LIVE, 12-OCT-2021

The KSC-2021 India Demo Day was held in Seoul on October 12, 2021. Ten startups participated in the demo day, which was judged by three external jurors (Indian investors) and two internal (AIC-BIMTECH) jurors. The startups presented their pitches to the juries, demonstrating their interest in and progress toward entering the Indian market during the main program. CarbonEn was declared the demo day winner, and



Wizschool Inc was declared the runner-up. Speakers & Panelists: Shashank Randev, Founder, 100X.VC.; Ankul Maheshwari, Censie Capital Partners; Dr. Abha Rishi, CEO, AIC-BIMTECH; Apoorv Sharma, 500. Startup; Rishi Narendra.

DETAILED OVERVIEW OF IPR & INNOVATION, 14-OCT-2021

JIMS Greater Noida organized a session on a Detailed Overview of IPR & Innovation in collaboration with AIC-BIMTECH, where our speakers Ms. Latika and Mr. Saurabh discussed- 1. Definitions of IPR, Patent, and Trademark, as well as the various laws that govern them 2. Eligibility criteria for any patentable innovation, PCT, and national patent. 3. The cost, time, and other procedures involved in filing an IPR. Speakers & Panelists: Mr. Saurabh Trivedi, Co-Founder & Director, Boudhik Ventures Private Limited; Ms. Latika Khanduja, Founder and Director, IPLOEA



INNOPRENEURS 7TH EDITION, 31-OCT-2021

Lemon Ideas hosted the 7th edition of its yearly startup competition, INNOPRENEURS - India's Most Happening Startup Contest, which is much more than a traditional B-plan contest, with participants far ahead of the Idea stage and actively working on venture creation/revenue. It is a national platform that encourages individuals/students/professionals to present ideas and innovations for others to consume. INNOPRENEURS is a well-known name in the Indian startup community, and it is dedicated to providing a platform for Innovators and Change Makers, whether they are startups, non-profits, or anyone who is developing solutions (tech or non-tech) to real-world problems. This edition of INNOPRENEURS featured a 6-month online pitching season with 20+ road shows and 30+ pitching rounds.

Speakers & Panelists: Dr. Abha Rishi, CEO Atal Incubation Centre-BIMTECH



INVESTMENT OPPORTUNITIES FOR START UP, 29-NOV-2021

Purple Albedo's Founder, Mr. Pravin Bhardwaj, led an informative session on "Investment Opportunities for Startups." The goal of the talk was to give aspiring startups a clear picture of the criteria that Angel Investors or Venture Capitalists look for when investing in a startup. The session provided excellent lessons on how to prepare an effective pitch deck and when to seek external funding. He started by talking about how businesses differ from

startups. He talked about the best stage of innovation and startup to approach Angel and VC. He talked about what startups should have on their checklist before seeking outside funding. He went on to describe how to conduct a background check in order to find the right Angel. At the end of the session, he discussed the various stages of VC and Angel funding.



PROBLEM IDENTIFICATION & SOLUTION, 6-DEC-2021

Mr. Aditya Bose, Founder & CEO of ProBano, led a session on problem identification and resolution, highlighting points such as: 1. To understand design thinking and the significance of problem solving. 2. To be familiar with the tools used in the double diamond process. 3. To understand the steps and approaches of the design thinking double diamond process. 4. Knowledge of strategic product innovation and business offerings based on design thinking.



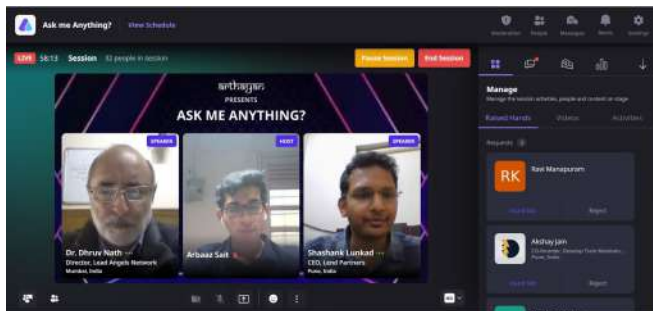
STARTUP ECOSYSTEM & INTELLECTUAL PROPERTY RIGHTS (IPR), 7-DEC-2021

Mr. Kapil Agarwal, our Assistant Manager - Incubation Operations, delivered a guest lecture at IFTM University in Moradabad on "Startup Ecosystem & Intellectual Property Rights (IPR)."



ASK ME ANYTHING, 17-DEC-2021

We've partnered with Arthayan as an Ecosystem Partner for the ASK ME ANYTHING session. How do you pick the right investor? What is the first step in the fundraising process? How much equity can we dilute? These are just a few of the many questions a startup founder may have about fundraising. To address these concerns, Arthayan hosted ASK ME ANYTHING with industry expert Dr. Dhruv Nath. Dr. Dhruv Nath is the Director of Lead Angels Network. In the recent past, Lead Angels Network has made over 40 investments, including successful startups such as ShopKirana, SuprDaily, MarketPulse, UnoFinance, GoDesi, and SmartCoin.



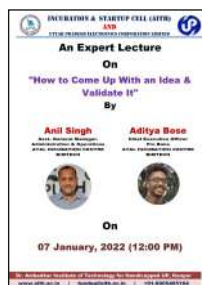
6TH ANNUAL GLOBAL CONVENTION WITH ENTREPRENEUR TV CAFE, 18-DEC-2021

An event organized by ENTREPRENEUR TV CAFE in collaboration with IIT Kanpur, at which almost all stakeholders in the Startup ecosystem were present to further promote and instill the idea of Entrepreneurship. Dr. Abha Rishi was asked to moderate a panel discussion that included Seema Gill, Founder & CEO of Screenage Media, and Dr. Ruchi Agarwal, Founder & CEO of Healing Home Wellness.



HOW TO COME UP WITH AN IDEA & VALIDATE IT, 7-JAN-2022

Mr. Aditya Bose, Founder of Probando incubatee of AIC-BIMTECH, took the session on "How to come up with an idea and validate it" in collaboration with Dr. Ambedkar Institute of Technology for Handicapped, UP, Kanpur. He gave a detailed overview of how to validate your idea. According to him, idea validation is the process of gathering evidence around ideas through experimentation in order to make quick, informed, and risk-free decisions. He also mentioned that it is a process that begins with an idea and typically ends with a paying customer. The goal of idea validation is to expose the concept to the realities of the real world before building and releasing the final product or offer.



Speakers & Panelists: Mr. Aditya Bose, Founder of Probando

MARKETING DYNAMICS, 17-JAN-2022

Mr. Abhinav Singh Rawat and Mr. Sanyam Dhingra shared their knowledge on "Marketing Dynamics" at the Amity Centre for Entrepreneurship Development's online Bootcamp 2022 for Start-Up Incubation, explaining how "Change in Traditional Markets, Startups Enabling Industry 5.0 Revolutions, Change in Market Dynamics Leads to Change in Marketing Strategy," and "Upcoming Trends in Marketing and How Startups Can Leverage It to Promote Their Brand."

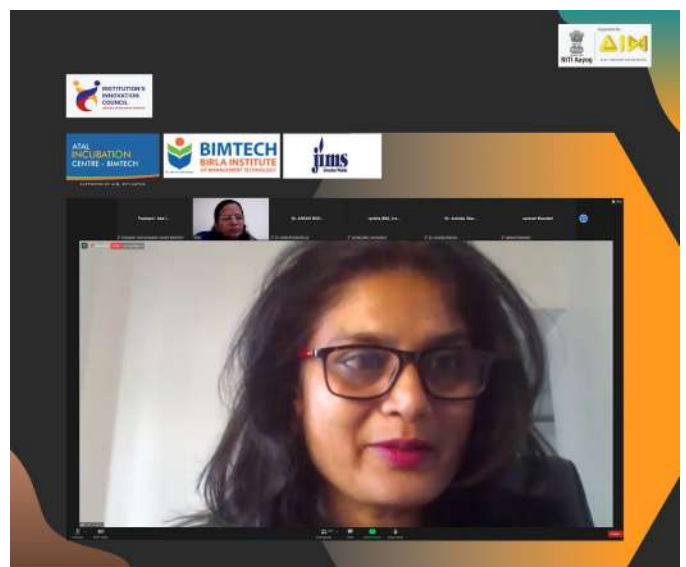
Speakers & Panelists: Mr. Abhinav Singh Rawat, AGM-Marketing & AGM- Venture Development at AIC BIMTECH Mr. Sanyam Dhingra



EXPOSURE AND FIELD VISIT FOR PROBLEM IDENTIFICATION, 11-FEB-2022

Ms. Nidhi Mehta, Founder & CEO of SelfAchievers, led a session on Exposure and Field Visit for Problem Identification, and why it is important for Higher Education Institutions to actively engage students and staff members in Exposure and Field Visits for Problem Identification related activities. She underscored guidelines for improving their problem-solving abilities, which will help them become better technical solution providers. She also discusses how to identify various practical and technical issues in the electrical power sector, such as power generation, transmission, and distribution. She employed power factor optimization strategies to provide technological solutions in the distribution sector.

Speakers & Panelists: Ms. Nidhi Mehta



PITCHING EVENT FOR POCS DEVELOPED & LINKAGE WITH INNOVATION AMBASSADORS FOR MENTORSHIP SUPPORT, 21-FEB-2022

JIMS Greater Noida college innovation cell had organized an interesting and informative session on Ideas Scouted & linkage with Innovation Ambassadors for mentorship support, Mr. Anil Singh, AGM at AIC- BIMTECH on 19th December 2020. This event was for 2 hr and started at 11:00 AM. The event begins with the introduction of Mr. Anil Singh. The objective of this event was to connect Innovation Ambassadors with young minds for a bright future and to encourage budding talents for their innovative & creative ideas which have the potential to change the world. 10 teams from different streams participated and presented their start-up ideas through PowerPoint presentations on the zoom platform. All the participants received an overwhelming response and suggestions from the judge. Around 128 students joined the event and made it a huge success.

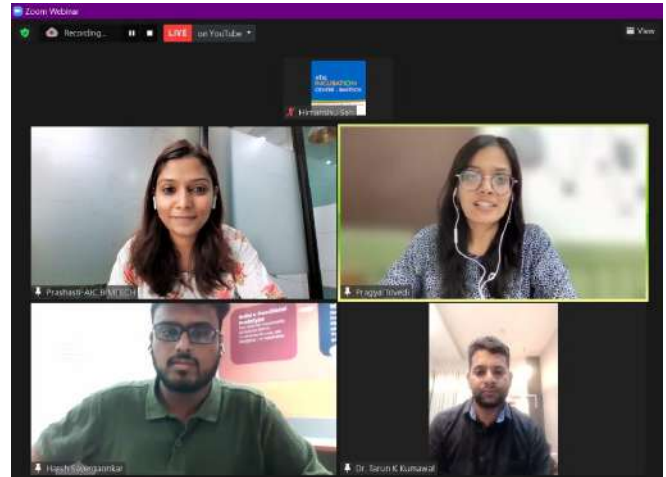
Speakers & Panelists: Mr. Anil Singh, AGM at AIC- BIMTECH



A Date with Media and Startup, 20-May-2022

A series of virtual fireside chats featuring prominent figures from the media industry and startup ecosystem. The fireside chats between media personalities and entrepreneurs are dedicated to sharing insights, information, and opinions, as well as serving as a forum for the exchange of ideas, where the panelists will discuss how startups are rethinking PR in India, as well as India's fast-changing media ecosystem, which poses several obstacles for startups.

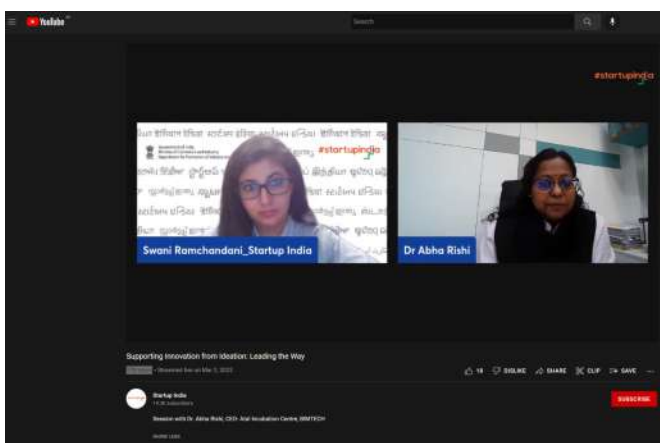
Speakers & Panelists: Mr. Harsh Savergaonkar, Founder of CricinShots & Mr. Tarun K Kumawat, Co-founder of Viestories



SUPPORTING INNOVATION FROM IDEATION: LEADING THE WAY, 2-MAR-2022

Supporting Innovation from Ideation: Leading the Way was the event by Startup India, the speaker was Dr. Abha Rishi, CEO of AIC-BIMTECH, where she highlighted her journey in the startup ecosystem. She also shared the journey of Atal Incubation Centre-BIMTECH, which started in 2018 and the number of startups AIC-BIMTECH has, and how far we have come in the last 3 years. Dr. Abha also told how AIC-BIMTECH is helping startups in starting their business.

Speakers & Panelists: Dr. Abha Rishi, CEO Atal Incubation Centre-BIMTECH



4 Days | 17 Countries | 20 Sessions | 63 Speakers



AMALGAM 2.0

INTRODUCTION

Many people dream of starting their own ventures, but most end up facing hurdles at various points in their journey. But a true entrepreneur will never balk at obstacles, rather, they will consider these challenges as opportunities to be pursued. In the 4 years of its existence, AIC- BIMTECH has interacted with more than 2,00,000 potential entrepreneurs, sifted through 2500+ plus applications and has supported 220+ startups. Based on the extensive experience of its team and its mentors, AIC BIMTECH curated this 4 day convention to create an “Amalgam” of entrepreneurial stakeholders. Each day focused on one of the 4 growth stages of an entrepreneur- from ideation to prototyping and from revenue generation to acceleration phase. Every session was created with the entrepreneur at the centre and the discussions revolve around the knowledge and information required at each stage of venture growth.

KEY HIGHLIGHTS

Four days
cross functional
stakeholder
event

Knowledge from
Ideation to
Prototyping, and
revenue generation to
acceleration of a
startup

Speakers invited
across sectors to
share their
experiences

Networking
opportunities
across countries



08
MARCH 2022

KHOJ

The introductory day began with a focus on the early-stage aspects of entrepreneurship, particularly for startups who are looking for a helicopter view of knowledge on the ecosystem. This included the understanding whether entrepreneurship is a grim or a glam process! From validation of an idea to making it a reality, from learning how to fund early stage start-ups to the legal knowledge a start-up should have, each session was specially curated.

Time	Topics	About the Session
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02:30 PM to 03:30 PM	Inauguration and key note.	Commencing Amalgam 2.0 on the occasion of International women's day
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H.E. Sripriya Ranganathan
Ambassador of India

Shared views regarding women and entrepreneurship, with strong opinions on breaking the glass ceiling, sustained capacity to strive for more, and walking the extra mile if required



Dr. H. Chaturvedi
Director, BIMTECH

Spoke about the evolution of the business ecosystem with resilience in the aftermath of the COVID pandemic and stressed SDG targets with a gender-inclusive perspective in domestic/global value chains



Ms. Rajashree Rao
M.D | Mythistical Foundation

Opined that there's "no need to look outside as women themselves are their own powerhouse. All they need is to believe in themselves"



Ms. Megha Desai
(SEWA)

Being the epitome of micro-entrepreneurship among women, SEWA exemplifies various dimensions of grassroots women entrepreneurship and puts emphasis on the last-mile approach to reach intended beneficiaries



Dr. Abha Rishi
CEO, AIC BIMTECH

Talked about the Incubation process and how AIC BIMTECH, is enabling startups to make them grow

Key Highlights

- The Business ecosystem should be armed with all possible resources through government initiatives or by PPP model & must strive towards gender equality with an inclusive perspective regarding SDG goals
- Any woman can achieve her goals / realize her potential in any realm or manner she desires and should continue breaking the glass ceiling
- Technology needs to be inclusive and challenges need to be addressed, showcasing a bright future that is in the hands of women, and new economy investors
- Volatile contemporary situation: 3 billion women came out of poverty in three or more decades but were thrown back in a few months of COVID

03:30 PM to 04:30 PM	Being your own Boss- #Entrepreneurship
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What it takes to be an entrepreneur; sharing stories about the road and hurdles



Ms. Aline De santa
Senior Incubation Foodtech VTT Technical Research Centre of Finland

"Business needs customers to pay the cost", the first thing a startup realizes during the initial phase'



Ms. Deborah B. Lygonis
CEO & Co-founder Friendbase AB

"Running your own business comes along with contentment if it is something continuously evolving & awarding"



Ms. Suma EP
CEO - Niswey

Even employees become internal customers, but the silver lining lies in creating what an entrepreneur aspires as the dream



Ms. Kshiti Gala
Sannam Senior Manager S4

(Moderator)

The entrepreneur mindset should be imbued with a sense of adaptability & creativity as a way to succeed in the backdrop of "giving back to the community" through promoting women's entrepreneurship

Key Highlights

- Each of the speakers talked about their journey as an entrepreneur and exemplified how the idea in entrepreneurship, "Being your own boss" is a myth and mentioned that it doesn't give a complete picture - rather the customers and stakeholders are the bosses
- All kinds of crises come in variations and overcoming it needs an entrepreneur should be able, agile and should be able to figure out solutions
- Pre-planning & resilience during testing times are needed as hard work pays off
- Be visionary with an urge to explore while going for a hybrid model of business: choose values over favoritism

Time Topics About the Session

04:45 PM to 05:45 PM

From Concept to Reality

Problem identification and validation of an idea; the logical process to KNOW your customer



Mr. Ajay Batra
Founder
Uniqorn Growth Partners

He expounded on the supremacy of Idea validation over Problem validation



Mr. Rohit Chawla
Founder & CEO
Bare Anatomy & Chemist at Play

(Moderator)

Every problem is an opportunity but success depends on how different is the solution going to be

Key Highlights

- Importance of Idea validation coming before problem validation and the fact that the potential of the idea lies in revenue generation & scalability
- Proper analysis should be followed along with the inbuilt system technology, future value propositions, core team, and revenue sources
- One needs to find out the “why” behind raising funds but again should be backed by idea validation
- Show value proposition of the product, adding all validation aspects & think like customers

05:45 PM to 06:45 PM

Session How to finance your Startup : Debt v/s Equity

The idea of finance for startups. A brief about different leverage instruments, etc



Mr. Neeraj Tyagi
Co-Founder
We Founders Circle

Mentioned that both parties, Investor & Founder, should respect expectations of each other's



Mr. Bhavish Sood
General Partner
Modular Capital

Bird in hand is better than two in the bush. Better quality decks & demo of product & proper due diligence is required



Mr. Inderpreet Chadha
Head, Investment Banking and M&A division of InCorp India

(Moderator)

In the initial stage, one should get the right set of people & should be keen to close rounds faster with investors

Key Highlights

- Fundraising can be done through increasing seed capital, angel investors, VCs or by reaching informal groups or Investment banks
- Advisors and mentors are critical & referrals work better than cold calls
- Concerning valuation, make a roadmap(18-24 months) while going for the dilution method with a sectoral benchmark

07:00 PM to 08:00 PM

Legal & Intellectual Property Rights - What, Why and How

From formation of a company as an entity to the legal vetting of the documents that may be needed by startups. Also, a brief idea about IPR and Trademarks and its importance



Dr. Prachi Chopra
Founder & MD
Intellect Bastion IP

Though there are a plethora of blogs/websites, however, one needs to understand them as they can't be generalized, especially in the Indian context



Mr. Sakate Khaitan
Founder & Senior Partner
Khaitan Legal Associates

How you deal with laws depends on one's commitment & interest of idea and thereon defines the success story of a start-up



Ms. Pooja Bhatia Vasaikar
Chief Manager (i-TTO)

(Moderator)

Legal compliances should be kept in mind - govt facilities regarding single-window clearance, State laws, or Labor laws of MCA

Key Highlights

- IP is essential - for branding, logo, deep techs, or literary works
- IPR - Types> Patents, Copyrights & Trademarks
- In India, process patents aren't granted. Hence copyright is required for tech-based companies
- While applying for IP, in terms of the domestic or international market, one needs to keep in view the interest market



09
MARCH 2022

PRARAMBH

The second day focused on prototype development and the startup lifecycle's pilot phase. It delved deeply into a variety of topics, including unexpected opportunities and challenges that emerge only after piloting and prototype development begins. From ironing out the kinks to eliminating all anticipated issues prior to the go-to-market stage, to leveraging various schemes, facilities, infrastructure, and ecosystem stakeholder assistance available to startups, the sessions provided insights that ultimately save startups time and money.

Time	Topics	About the Session
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02:30 PM
to 03:30 PM

Inauguration session
The ecosystem enablers- Government entities

The day's inaugural session focuses on the government as a stakeholder, their support to the startup ecosystem, as well as the importance of various government bodies' innovation policies



Prof. Chintan Vaishnav
Mission Director - AIM

Talked about the work being done by Atal Innovation Mission and also how much intervention from the government needs to come into the picture as a stakeholder. The theory that crisis situations like institutional failure/ market failure require govt to be there to have its back, needs to be changed



Mr. Jeet Vijayvargiya
CEO - MeltY Startup Hub

Thought processes regarding **Common Good** should be fostered, to act as a cog in a wheel of governance & to create a strong socio-economic milieu; to help & build once again our historic brand '**Sone Ki Chidiya**'



Ms. Aastha Grover
Head, Startup India Hub

Government has filled the void in the start-up ecosystem through its initiatives acted as a catalyst for change in general mindset

Key Highlights

- Promotion of the accentuated idea of governance & strengthening of social fabric through several govt. Initiatives like Atal Tinkering labs, etc
- Holistic approach - Capacity building, International market access, and finance
- All building blocks should be in place - regulatory mechanism, market access, International collaboration, etc
- The ecosystem where the interdependency of ideas without less friction becomes dependable reflects an ideal ecosystem. In this light, the Indian ecosystem is creating a conducive environment for entrepreneurship, for 1.4 billion people, by solving problems of the community in an innovative & creative way along with learning and development
- India possesses huge creative potential, where many ventures got acknowledged at the domestic and international level and won their spurs

03:30 PM
to 04:30 PM

The ecosystem enablers- Private entities

How various private organisations such as corporates, educational institutes, and investors are taking this entire ecosystem to the next level



Mr. Gautham Sivaramakrishnan
Director
Headstart Network Foundation

Delve into detail how one should bucketize market access and what stories to sell & be where your customers are



Ms. Deeksha Bhargava
Marketing Lead
Freshworks for Startups

There's a difference between audience/customers at domestic & International level. One should identify factors regarding pricing & other verticals



Mr. Rohan Chhatwal
Deputy General Manager & Head - Innovation Center of Excellence

There should be clarity of vision if one is keen to move outside, given that one can be king in own nation






Mr. Shivam Ahuja
Founder - Delhi Startup and Delhi Angels





(Moderator)
Bucketize access to the market through corporate engagements, technology/system integrators, investors, or banks

Key Highlights

- Seek insights through events regarding business and finance support. Pre-fundraise, etc if one is wishing to set up a company abroad
- Initial startups should keep in mind that "small is beautiful" and thus must not hesitate to start small
- Initial start-ups should try to crack the domestic market as there's a tremendous opportunity provided through digitization and there's much room for expansion as well
- One should be calculative regarding setting a company abroad and should identify the geographical target market & customers

Time	Topics	About the Session
04:45 PM to 05:45 PM	How to build empowered teams	Session talked about, what it takes to build strong teams in a startup and manage resources
	Mr. Sanil Sachar Founding Partner – Huddle	
Right team should be incentivized & incentives should be way beyond the monetary benefits		Mr. Girish Rowjee CEO – Greythr
		
		Mr. Aditya Bose CEO – ProBano
		(Moderator)
		If a startup can sell its vision, then that shall be the basis of recruitment, then there's a possibility of wide impact
Key Highlights		
<ul style="list-style-type: none"> ■ The core founding team must stand on three pillars: Visioner, Hustler & Product orientation ■ There should be a sense of inclusivity and ownership regarding the delegation of work ■ Challenges can turn up in many faces: strength of the team, scaling up the team, and the right time for expansion ■ In the wake of high attrition rates, the best way to motivate a team is through meeting their esteem needs and by creating a continuous innovation bubble 		

05:45 PM to 06:45 PM	Prototype Development and support by stakeholders	Session with distinguished speakers to help the audience grasp the notion of prototyping and its relevance in product validation among target groups		
	Mr. Vinamra Mishra Director Ministry of Micro Small and Medium Enterprises			
Funding & Access is our agenda. We have assessed lots of ideas & prototype development and we continue to encourage so		Mr. Vikram Gupta Director Of Technology SnapDeal	Mr. Abhinav Singh Rawat AGM – AIC BIMTECH	Mr. Ravi Ranjan Entrepreneurship Evangelist & Govt. Advisor
		Brick & Mortar solution can make a difference when it comes to showcasing a product, especially if fabrication or molding design is concerned	In terms of seed grants, sources can be diverse and can be availed through centre/state govt. Initiatives. For instance, AIM - Seed Fund or Start-Up India SFS	(Moderator)
				A prototype gives a visual idea of how customers are going to engage, both in terms of POC & MVP
Key Highlights				
<ul style="list-style-type: none"> ■ The problem statement needs to be clear with logical backing, that how it's going to solve the problem ■ Start-Ups should be innovative, but not out of this world, and should work upon the non-tangible/ social aspect in terms of the value proposition ■ Entrepreneurs engaged in the service sector have a relatively easy journey in comparison to product domain start-ups ■ There's a conducive partner ecosystem as partners have graciously joined start-ups so that they can start from scratch and costs can be limited 				

07:00 PM to 08:00 PM	Role of Angel Funding for Early Stage Startups : When and where	A discussion on how an early stage startup can benefit from angel investors		
	Ms. Harsha Mundhada Investment Manager – Parampara Capital Principal – Inflexor Ventures			
Put in your 'skin' first, then go for finding angel investors		Mr. Amit Singal Founding Partner and Director Fluid Ventures	Ms. Sireesha Jajala Founding Partner Peach Ventures, U.K	Dr. Abha Rishi CEO – AIC BIMTECH
		Pitch decks are irrelevant, however, the design of a pitch deck and roadmap about vision is quite important	Hand Holding expectation is overrated. However, access to a sound network can help in finding VCs with successful rounds	(Moderator)
				Start-Ups should seek angel investors only after they get POC and other metrics ready
Key Highlights				
<ul style="list-style-type: none"> ■ One needs to identify factors regarding pricing & other verticals ■ Initial stage start-ups should look at capital requirements, keeping in view their credibility with the sector domain they're into along with a clarity regarding the kinds of angel investors they're seeking ■ Angel investors look into future projection as business plan; scalability; the possibility of going global; revenue & cost balance; data profile of customers; ROI; social aspect and break-even point as basic parameters while checking out start-ups ■ While looking into USPs of start-up, angel investors try to know them through key metrics i.e., lifetime value of a product; basic unit economics like COGS or SAM; plan B; pricing model or IP registrations, etc 				



10
MARCH 2022

GURUKUL

This day of the event focused on empowering revenue-generating startups in the scaling-up stage. To accelerate the development of such startups, it is important to make them aware of the opportunities that are available not just locally but globally and to extend their worldview. Furthermore, the sessions emphasized the mentorship paradigm in the startup ecosystem as well as the critical variables involved in raising funds for scaling up.

Time	Topics	About the Session
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02:30 PM
to 03:30 PM

**Inauguration
Session - Global
Entrepreneurship**

Sessions by international guests and speakers who shared their global perspectives on entrepreneurship.



Ms. Rony Yedidia-Clein
DCM - Embassy of Israel in India

Indo - Israel bilateral relations, have completed 30 years of diplomatic partnership, celebrating deep cultural ties and economic co-operation in terms of scope with scalability. Endless opportunities are lying ahead as relations have folded in various spheres in contemporary times



Mr. Yatin Thakur
Chairman Asia
Global Entrepreneurship Network

Trade emergence from start-up perspective hadn't reflected the conducive era in past, in contrast, to present times where everywhere there's a buzz of start-up 2.0



Mr. Chris Kyung Lee
Senior Advisor - KISED

There should be underlying aim to develop ecosystem through the growth of start-up businesses, promoting technology and job opportunities to encourage entrepreneurship spirit

Key Highlights

- Israel Initiatives regarding academics are spread across India and hoping to cross more numbers. Israel is looking forward to contributing to the start-up environment in India in various dimensions. As an ecosystem for startups, Israel offers a fruitful hub and the same can be duplicated in India to increase synergy & ties
- Israel has demonstrated innovation in many ways - product prototypes, water management solutions, IT, aquaculture, food security, agriculture, etc
- India on the global map - in wake of start-up buzz, there's a focus on India as an emerging startup hub. Indian firms, startups have gone out of their way and demonstrated strength and success even in challenging times - covid. Whether access to customers, capital, components, we've all. Also, we've demonstrated capabilities in - ITs, Techs, IoT, Innovation, etc. However, there's a scope for heavy investment in the health sector
- There's a need to develop the economy through the growth of startup businesses for the creation of job opportunities. There should be the promotion of tech-based startups to help entrepreneurship spirit & ecosystem
- There should be a support system in place regarding education, mentor, commercial grants, etc as South Korea provides in PPP mode, collaboration with big companies or regarding nurturing of future unicorns

03:30 PM
to 04:30 PM

**Five things startups
should not rely on
mentors for**

How can a startup get the most out of the mentoring experience and the new mentorship paradigm



Mr. Yogesh Bellani,
Former CEO
FieldFresh Foods
Private Limited

Context is the king! Mentors can be seen as the light of guidance in this respect



Mr. Sharin Thayil
Business Director
APAC & MEA

Entrepreneurs are creators in themselves as they create something, be it new products, come in innovation, provide jobs and help the economy



Ms. Charmaine,
Global Entrepreneurship/
Global Jury - Wadhvani
Foundation

"If I knew what I know now". It entails how mentorship has become an integral part of the start-up ecosystem







Mr. Ashish Khare
CEO and Co-founder,
Mentorkart

(Moderator)
We must not negate the fact that there's so much to learn from mentors too. Mentors are there not just for money but also for the best interests of the startup



Key Highlights

- Startups should take challenges positively and should try to figure out those few things for which they shouldn't rely on mentors
- Initial Startups shouldn't expect investment from mentors or hold them accountable for failures
- Founder mentor relationships should be held high in terms of commitment and it's not transactional in nature. They can advise and guide at various stages and for various dimensions- be it appointing expertise or seeking investments
- "Use the pilot in the plane"; however, the ultimate driver is an entrepreneur. Mentor's role is to give suggestions and steer a start-up through various dimensions

Time	Topics	About the Session
04:45 PM to 05:45 PM	Ready to explore Global market?	A discussion by speakers from different countries on what organisations need to keep in mind when laying out their plans for global expansion in a post-pandemic world.
	Mr. Rajesh Bhagat Consultant, South Asia Hong Kong Trade Development Council	
Market-driven favorable ecosystem isn't just about ease of doing business but also rule of law		Mr. Bernd Andersson Deputy Head of ADVANTAGE AUSTRIA in New Delhi
	Making conscious choices: While thinking to explore global markets, the concerns regarding when, how & who being heavily interlinked, should be kept in mind	
		Ms. Wendy Dsouza Sr. Vice President India & South Asia, Enterprise Ireland
		
		Mr. Anurag Maloo Regional Director & VP Seedstars (Moderator)
		If there is no favorable ecosystem, whether it's Irish companies coming to India, or whether it's Indian startups going to Ireland, they won't be able to make it

Key Highlights

- A favorable ecosystem isn't only about ease of doing business but also about the rule of law, financial access, the pool of talents, and the ecosystem where the market brings products closer to customers
- As a support ecosystem, Hong Kong is a big financial center providing a wide pool of investors along with cyber ports, micro funds, incubator programs, software technology parks other than market access
- In Ireland, there is a one-stop solution regarding collaboration, hand-holding irrespective of stage/sectors, innovation, etc
- Austria has one of the highest shares of renewable energy in our energy system, if not the highest in Europe at the moment
- The Government of Ireland gives funding to the institutions and to the tune of 800 million euros, to universities and other organizations and that's why there's a healthy Incubation system in place

05:45 PM to 06:45 PM	Raising funds for expansion	The session enlightens the overall financial landscape, focusing on the timing of when a startup should look for a strategic investor for expansion
	Mr. John Lim Partner Meet Ventures	
Think larger than life if you want to stand away from the crowd and allow VCs to see your growth		Ms. Anisha Krishna Asst. Manager AIC BIMTECH
	(Host & Moderator)	

Key Highlights

- With regard to venture capitalists, there should be an initiative to run in-house ICs for early-stage startups
- A company should think of expanding itself by keeping a few variables in mind i.e., product-market fit, target region, and strategic view of intended market share
- Smart money is a buzzword these days. In this scenario, VCs can help a start-up to find potential investors, clients, expertise, etc
- The factors for self-assessment before seeking VCs support involve a checklist in terms of scalability, vision, exponential or hyper-growth, profitability, and relative competitiveness
- From VCs perspective, a few must-have's and key USPs a start-up should reflect are the sound background of founders, core team structures, making innovation speak, and social impact

Time	Topics	About the Session
07:00 PM to 08:00 PM	Global Innovation Hubs	An interesting talk with the leaders of the innovation hubs across the globe about the positive impact of these hubs and their contribution in creating a vibrant ecosystem for startups
	 <p>Mr. Shai Melcer CEO - Bio house Group Israel</p> <p>If you're anywhere around the globe, and you want to be connected globally, you should go to the hub nearest to you</p>	 <p>Mr. Harry Sharma Director Innovation Hub at Carleton University</p> <p>We need to gather around the world to build a foundation for the next paradigm as an innovation hub as we all are under the global umbrella</p>
		 <p>Mr. Aymeric Penven Associate Director, CDL-Paris, HEC Paris</p> <p>All existing technologies or existing problems are not in a vacuum. And all of the value chains are really intertwined</p>
		 <p>Dr. Divya Rajput CEO JSS Science & technology Entrepreneurs Park</p> <p>(Moderator) Startups should think global while being local</p>

Key Highlights

- The global ecosystem works in the pattern of node theory, one starts from one node and from that node can move to the next one even if the entire system is moving fast, having at least one stable node that can reconnect you in different industry or different location
- A start-up can't act in a generalist way or a player with a stable model. We are always evolving what we do and we are always refining the degree of specialization that we apply to the various industries
- The degree of specialization depends on the degree of niche industry that one is targeting and the more one specializes, the easier it will be to find or to choose the country, a firm aspires to set up in
- One aspect that needs to be put a lot of emphasis on is the aspect of secularity in the context of the entire ecosystem. We need to figure out how the ecosystem is self-sustainable i.e., whether it can remain resilient when faced with unpredicted changes



11
MARCH 2022

UDAAN

The Indian entrepreneurial ecosystem has seen a great boost in the year 2021, with the surge in the number of unicorns and IPOs. This makes us think about stepping into a new era with a broadened horizon for Indian startups to fly into. Day 4 was dedicated to the celebration of these new frontiers with the stakeholders who played a pivotal role in it.

Time	Topics	About the Session
02:30 PM to 03:30 PM	Inauguration Session: What is Acceleration	An informative session on the acceleration phase of a startup, and understanding of the journey ahead



Mr. Zoltan Galla
Managing Director
Startup Campus Germany UG

A start-up needs to look like a good company be it through social media, web pages, publications, or press releases. However, it's not enough. One must have a sound network and be a part of R&D programs or technology

Key Highlights

- It doesn't make any sense to go to the international market if you don't have customers in your domestic market
- There should be clarity regarding target customers, also the decision-maker, and who is going to benefit from the idea or solution for the problem
- Target customers look upon the USPs of the start-up
- There's no holy book reflecting upon ways to engage with potential partners; it can be B2B meetings or event gatherings
- One should know the market, post having clarity regarding the target group i.e., market entry strategy

03:30 PM to 04:30 PM	Fireside Chat with Mr. Nitish Mittersain: A Road to IPO	A talk on the journey a startup takes to reach IPO, as well as a discussion of the importance of elements involved
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Mr. Nitish Mittersain
Founder - Nazara Technologies

There is a continuous tussle that we see across the young entrepreneurs coming in who are fresh out of college and are making this career choice between choosing a career option, gaining some experience, and then moving on towards entrepreneurship or jumping into it



Mr. Abhinav Rawat
AGM - AIC BIMTECH

(Moderator)

Key Highlights

- Startups should try to remain debt-free; should try to manage and leverage their CAC (customer acquisition) metrics correctly and then should look for growth opportunities
- We've reached the stage where number of VCs looking for investment is more than the number of startup founders
- Today, the opportunity for startups is huge. However, one also has to look at the opportunity cost even if backed by a good idea or being passionate about something, as time is very valuable and never remains the same
- While deciding to go public, check if the business has reached a certain minimum scale, as well as minimum stability, predictability in terms of revenues, etc

Time **Topics** **About the Session**

04:45 PM to 05:45 PM

SDGs shaping Ventures: Doing the Right Thing

To understand the sustainable idea of entrepreneurship, and how to think about embedding SDGs in the ventures



Mr. Kim
Head - YSIP (Norway)

Women aren't in minority in a demographic way anymore but they are in the minority when it comes to the workforce, which needs to be changed



Mr. Ashwini Saxena
CEO - JSW Foundation

CSR fund allocation helps corporates to understand the impact aspects & experimenting new models



Ms. Kanta Singh
Deputy Country Head UNW

Businesses have a responsibility to bring parity in terms of gender or as a women's share, and more importantly, using women's talent to strengthen SDGs. It's not just one goal to talk about, but also women sharing every other goal, not merely as beneficiaries, but as contributors to the economy



Dr. Ajith Chandran
MD - DII

(Moderator)
We should look at larger policy at the corporate level to find how businesses across the globe design SDG modules

Key Highlights

- SDG is relevant to business and women are not only beneficiaries, but they're also good contributors to the economy
- Sustainable development as a business opportunity to do social innovation or green evolution
- SDG should be the core of the business to create global impact. As an initiative, it's a global conference action, not only for world political leaders but also for business leaders
- Companies have started identifying with the fact that they have a bigger responsibility other than making profits. So SDGs gives them the right platform and the right reason, to start investing in a sustainable future for all including the businesses themselves

05:45 PM to 06:45 PM

Investor's Diary

The session throws light on what investors look for when they invest capital in a startup, from the perspective of real time investors, and what traits they prefer while comparing



Mr. John Hoffmire
Chairman at Oxford Pharmaceuticals, LLC

When looking for a startup to invest in, start with the entrepreneurs themselves, and often the network, through community organizations. What we're looking for are people with integrity



Mr. Anirvan Chowdhury
Vice President Blume Ventures

We look up to start-ups who are driven by the ambition to build themselves large with exponential growth



Ms. Swati Murarka
Vice President Inventus Capital

As an Investor, one needs to constantly evolve oneself and need to be present as a guide, if required other than playing key roles from compliance perspective



Mr. Digvijay Singh
Head Investments at Family Office (Sanjiv Bajaj)

(Moderator)

Key Highlights

- Serendipity approach: Founders should be purpose-driven not money chasers as it often corrupts human equations & changes the integrity of the individual
- A start-up that doesn't just look for markets of big seven cities but instead is active in tier 2 or tier 3 cities and is into disruptive technologies which help in fetching new consumers by creating affordability are startups that add value
- Customer feedback, micro VCs, propping up of sector-specific organizations or professional networks can help investors with regard to their hunt for start-ups
- If one sees a common thread across all successful companies, then have a very strong tech backbone, irrespective of which sector. That's an imperative without a doubt

07:00 PM to 08:00 PM

Valedictory Session

The four-day program will come to a close with a valedictory session. It includes a session on how incubators can make a difference to an entrepreneur's journey



Ramanan Ramanathan
Former Additional Secretary at AIM & NITI Aayog

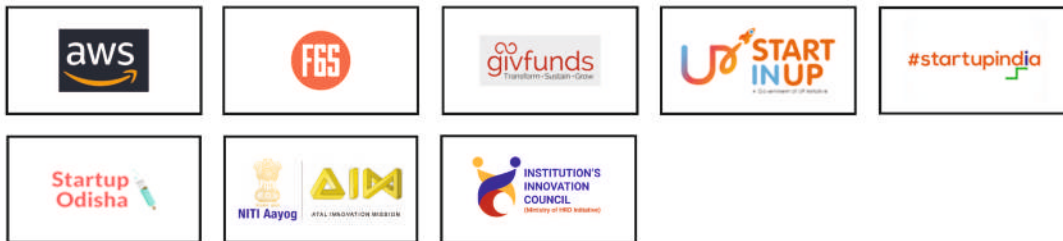
In the journey of an incubator or in the journey of a startup, there are many challenges. It's not an ordinary journey. It's a journey of passion, dedication, and faith i.e., "Yes, I can and I'm going to make it happen"

Key Highlights

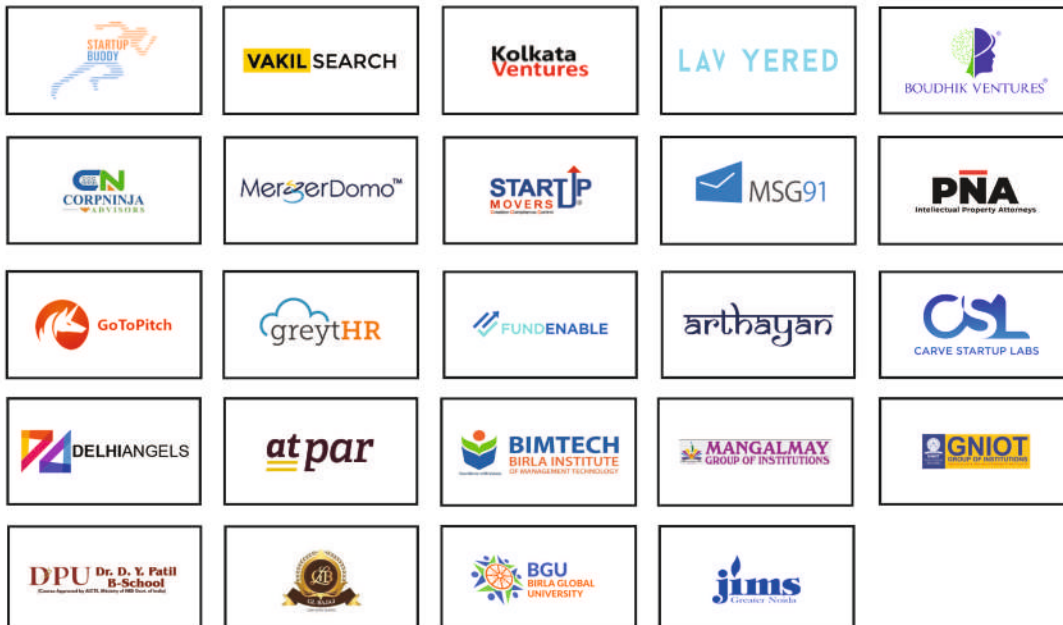
- We become a part of the problem-solving equation rather than the problem complaining equation
- There has to be purposefulness in attempts to create an impact on society and there has to be a passion as well as the ability approach
- Empowerment has to be the main purpose of educational institutions and one of the ways of empowering is by setting up a world-class incubator because we have world-class, innovative, talented students or students in every nook and corner of our country
- The next thing that a world-class incubator needs to do is to provide a network of connections for these startups, who have a great technical idea or have a great idea to work on
- The Amalgam 2.0 is a great example of trying to enable that world-class collaboration, a collaboration of ideas. It's not just collaboration and partnership with organizations
- The world-class Incubator has to enable strong business plan capability, provide agility to the startups and encourage them to be agile. And agility comes with tools, technologies, and investments that the incubator can enable access
- Enabling global reach requires enabling global connectivity and enabling global partnerships and enabling global investors to understand what is happening in an ecosystem of startup innovation. It subsequently fosters global best practices
- As an Atal innovation mission initiative, out of the 2500 Plus startups that have come up in the last four years through the incubators, 680 of them are women-run startups and that's close to about 30%
- The focus on social impact, social innovation, and social entrepreneurship is very encouraging. This is very important as we have 650,000 villages, 715 districts, and 115 aspirational districts at the bottom of the pyramid. And in terms of basic access to health care, education, clean drinking water, sanitation, waste management, and affordable housing, this initiative holds utmost importance as a policy intervention
- To reduce the digital divide, economic divide, or the divide between "haves" or "have nots", these imperative initiatives should be triggered to create a multiplier effect

OUR EVENT PARTNERS

ECOSYSTEM & INSTITUTIONAL PARTNERS



OUTREACH & ACADEMIC PARTNERS



Ongoing and Upcoming initiatives

Startup India's Seed Fund Scheme Program by AIC-BIMTECH



DETAILS

DETAILS: Startup India and Invest India selected Atal Incubation Centre- BIMTECH for the Startup India Seed Fund Scheme. Under this scheme, AIC-BIMTECH has been allocated 5 crore for financial assistance to early-stage startups.



The Startup India Seed Fund Scheme, launched by the Department for Promotion of Industry and Internal Trade (DPIIT) with a Rs. 945 Crore outlay, aims to provide financial assistance to startups for proof of concept, prototype development, product trials, market entry, and commercialization. It is expected to aid in the development of a robust startup ecosystem in Tier 2 and 3 regions, as the startups in the smaller towns in India are often not provided with appropriate funding.

As of May 2022, the Incubator has picked 13 startups for funding. Three of these were selected for grant funding, while the others were chosen for commercialization.



PARTNERS

Startup India - DPIIT, Ministry of Commerce and Industry



ELIGIBILITY

A startup, recognized by DPIIT, incorporated not more than 2 years ago at the time of application. Startups should not have received more than Rs. 10 lakh of monetary support under any other Central or State Government scheme.



SECTORS

Sector Agnostic



FUNDING

Grant: Up to Rs. 20 Lakhs for the pilot, or prototype development. Investment: Up to Rs. 50 Lakhs for market entry, commercialisation, or scaling up.



INSTRUMENT

Compulsorily Convertible Debentures



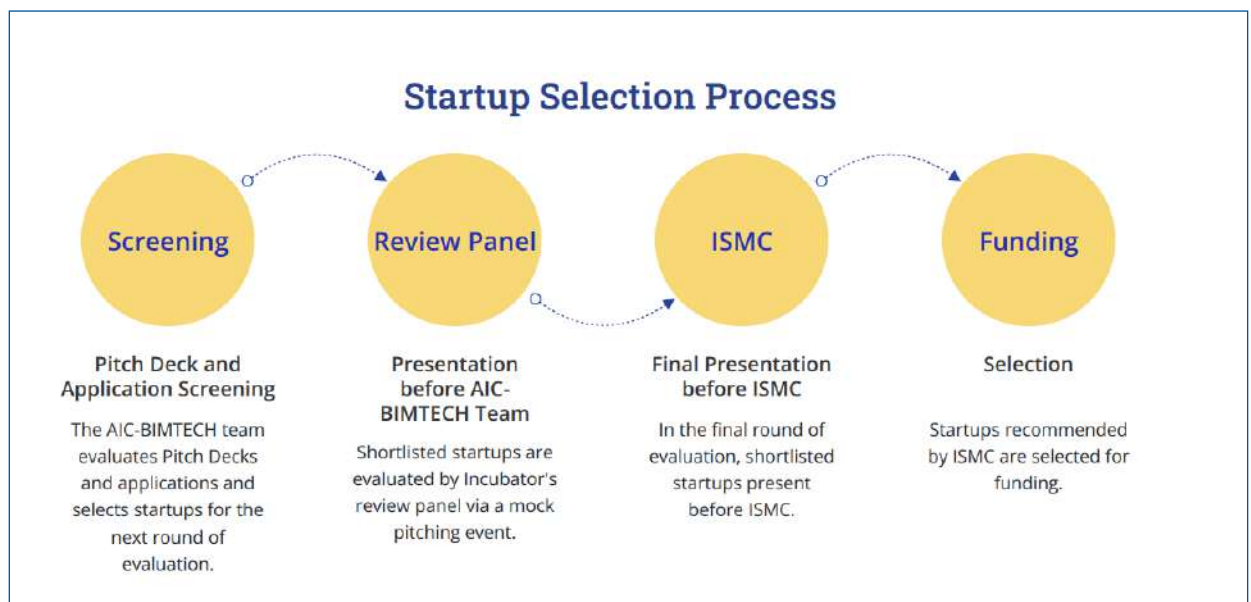
EVALUATED

300+ Startups Evaluated



SELECTED

13 Startups. (as of May, 2022). Funds Committed



STARTUPS FUNDED












1. Cricinshots 2. Likhtronics 3. Krishi Sambandh (Mapdek) 4. MyEra Technologies 5. LoadExx (Electrologic)
6. O2 Nails India (GOLD & GLITTER)

AIC-BIMTECH & MeitY’s Samridh Accelerator Program

DETAILS MeitY Startup Hub has chosen Atal Incubation Centre- BIMTECH as the Implementing Agency (IA) for Startup Accelerator of MeitY for Product Innovation Development and Growth, SAMRIDH Scheme of Ministry of Electronics and IT, Govt. of India. AIC-BIMTECH is one of six leading Incubators and Accelerators in North India that have been approved as Implementing Agency for this initiative. MeitY Startup Hub was established by the Ministry of Electronics and Information Technology (MeitY) as the nodal agency to promote and nurture India’s startup ecosystem. MSH is the national coordination, facilitation, and monitoring hub for MeitY’s incubation centres, startups, and innovation-related activities.



The Samridh Scheme is a MeitY Startup Hub initiative to create a robust Entrepreneurship Ecosystem that promotes the growth of startup businesses in India. Through this collaboration with MeitY Startup Hub, AIC-BIMTECH will run a 6-month-long Accelerator Program that will support growth or scale-up stage information technology-enabled startups in refining and testing their value proposition with the support of leading experts from academia and industry in India. At the end of the accelerator program, startups will receive almost guaranteed funding from AIC-BIMTECH’s pool of investor partners, and MSH will match the funding up to INR 40 lakh.

	PARTNERS	MeitY Startup Hub, Ministry of Electronics and IT, Govt. of India.
	STAGE	The program will support growth-stage information technology companies in following sectors: Fintech, InsureTech, AgriTech, Blockchain, EdTech, Sustainability, Supply Chain, AR/VR, HealthTech, and Big Data.
	SECTORS	Information Technology-enabled startups creating socio-economic impact: Fintech, InsurTech, AgriTech, Blockchain, EdTech, Big Data, Biotech, HealthTech, etc.
	FUNDING	Funding from VC and Angel partners of AIC-BIMTECH. MSH will match investments up to Rs. 40 lakhs on the same terms.
	INSTRUMENT	Compulsorily Convertible Debentures, CCPS
	EVALUATED	300+ Startups Evaluated
	DURATION	6 Months
	COHORT	8 Startups.
	MECHANISM	Online Application (F6S, Zoho Forms)

TIMELINE



AIC-BIMTECH's Strategic Partnership in the Realtime Accelerator Fund

DETAILS AIC-BIMTECH has formed a strategic alliance with Realtime Management Consultancy Services Private Limited to launch one of the first SEBI-approved "Real-Time Accelerator Fund" with a corpus of Rs. 100 crore and an additional Rs. 100 crore greenshoe option. Along with assisting the startups, AIC-BIMTECH will play a significant supporting role in pipeline and lead generation. Real-Time will begin investing in July 2022 after completing the SEBI registration process. Every year, the fund will invest in exciting and high-growth startups with an average cheque size of Rs 1 crore. The fund will support and mentor the selected startups through its 10-week accelerator program. The fund deployment will be led by Manish Aggarwal, Managing Director, and Pranay Mathur, CEO of Realtime Accelerator Fund.



The startups chosen through this fund will also be eligible for free incubation benefits worth more than 10 crores from us and access to the incubator's extensive global network of partners and mentors.

	PARTNERS	Startup India - DPIIT, Ministry of Commerce and Industry
	DURATION	10 Weeks
	COHORT	20 Startups Annually
	FOCUS	High-growth seed to pre-series startups
	SECTORS	Fintech, Web 3.0, D2C, B2B SaaS (Software as a Service), Creators economy, Electric vehicles, and other emerging areas
	FUNDING	Average ticket size of INR 1 Crore
	MECHANISM	Online Application: realtimeaf.com/apply

BIMTECH to establish of Incubator under MSME Innovative Scheme

DETAILS BIMTECH has been recognized by the Ministry of Micro, Small, and Medium Enterprises (MSME) as Host Institute(HI) for implementation of the Incubation component under MSME Innovative Scheme (MSME Champion scheme). The Ministry of Micro, Small, and Medium Enterprises (MSME) launched the MSME Innovative scheme (Incubation, Design, and IPR) to serve as a hub for innovation activities, guiding and facilitating the development of ideas into viable business propositions that directly benefit society. This scheme is a novel concept for MSMEs, combining incubation, design intervention, and IPR protection in a single-mode approach. The MSME Innovative scheme's incubation component would encourage MSMEs seeking proof-of-concept validation to adopt cutting-edge technologies. MSMEs' ideas would be incubated at the new Incubator that BIMTECH will establish under this scheme, which will be led by the AIC-BIMTECH team. Under the MSME Innovative, the new Incubator shall provide MSMEs with up to Rs.15 lakh in financial assistance for developing and validating ideas. Incubates that qualify can also receive up to Rs.1 cr in seed capital assistance, which may take the form of a soft loan, an interest-free loan, equity participation, a grant, or a combination of these, etc.

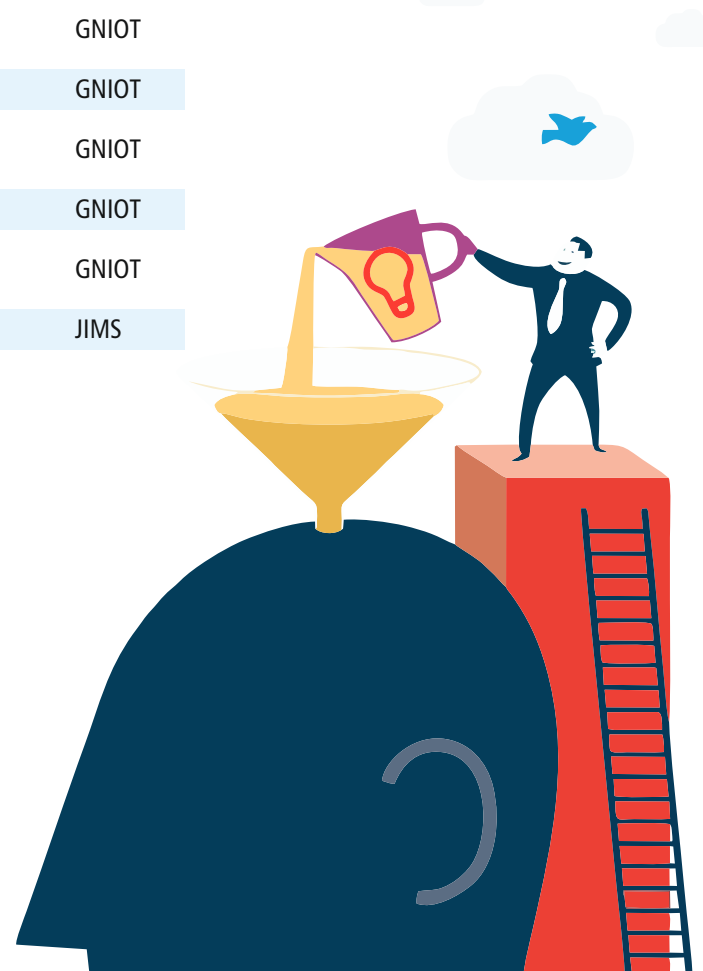


	PARTNERS	Ministry of Micro, Small, and Medium Enterprises (MSME)
	INCUBATOR	AIC-BIMTECH
	SOURCE	MSME, GOI & BIMTECH
	SECTORS	Sector Agnostic
	FUNDING	Funding Options: Up to INR 15 lakhs for developing and validating ideas and seed capital assistance of up to INR 1 Crore
	LAUNCH	By 2023

Internship With AIC-BIMTECH

As part of the INTERNSHIP WITH AIC–BIMTECH Program, 26 students from BIMTECH and 27 students from other academic institutions such as DEI, GLBIMR, GNIOT, JIMS, MRU, and SBPPSE interned over the summer. The program's two distinct yet related goals are to contribute to intern training and to garner meaningful assistance from interns in furthering the incubator's activities. Interns were assigned tasks that aligned their professional interests and needs as part of the programme. During the program's duration, Interns work up to 30 hours per week and at the same time continue their education. Following is a list of students of who interned with the Centre:

Yogesh Sharma	BIMTECH	Divyansh Lakpale	BIMTECH	Rakhi Vishvkarma	JIMS
Twinkle	BIMTECH	Pranjul Gupta	DEI	Baibhav Kumar	JIMS
Shruti	BIMTECH	Sunil Kumar	GLBIMR	Pryansh Sikka	MRU
Shatakshi Srivastava	BIMTECH	Sourav Manna	GLBIMR	Manan Arora	MRU
Rupal Bhargava	BIMTECH	Shreya Chaurasia	GLBIMR	Isha Garg	MRU
Rishabh Narang	BIMTECH	Shashwata Choudhury	GLBIMR	Gautam Mahajan	MRU
Rajat Rastogi	BIMTECH	Rajat Sidana	GLBIMR	Arav Mittal	MRU
Priyanjita Jain	BIMTECH	Maniraj Kumar	GLBIMR	Anjali Goyal	MRU
Nilay Ranjan	BIMTECH	Himanshi Sharma	GLBIMR	Abhaya Srivastava	MRU
Nikhil Poonia	BIMTECH	Sumedha Srivastava	GNIOT	Prabal Kaur	SBPPSE
Mahender Choudhary	BIMTECH	Shreya Shreshtha	GNIOT	Aayushi Mehta	SBPPSE
Leela Krishna Chinnareddi	BIMTECH	Sachin Sharma	GNIOT		
Kanika Rajput	BIMTECH	Mani Dubey	GNIOT		
Ekansh Gupta	BIMTECH	Madhuri Verma	GNIOT		
Disha Gupta	BIMTECH	Khusboo Kumari	GNIOT		
Ayush Pratap Singh	BIMTECH	Ansh Sharma	GNIOT		
Amar Jain	BIMTECH	Suraj Nayyar	JIMS		
Aman Aryan	BIMTECH				
Aditi Bist	BIMTECH				
Sakshi Gupta	BIMTECH				
Sweta, Gogoi	BIMTECH				
Snehal Suraj	BIMTECH				
Praveen Kumar	BIMTECH				
Dhananjay Anil	BIMTECH				
Bhargavi Padhi	BIMTECH				



Awards & Accolades

AWARDS RECEIVED BY INCUBATOR

NHRD Award won in the category of 'Best Innovative Practices & Institutions in Academia' for the AIC-BIMTECH's Sambhav Program - November, 2021

In a scintillating finish, Birla Institute of Management Technology (BIMTECH), Greater Noida, won the NHRD Award in the 10th HR Showcase 2021 event, today. This award was won in the category of 'Best Innovative Practices & Institutions in Academia'. Dr Abha Rishi, CEO, AIC-BIMTECH, represented BIMTECH for showcasing 'Sambhav Program' - which launched for enhancing entrepreneurship among persons with disabilities (PWD), often called the 'invisible people'. 14 such persons were part of the program, which was run in collaboration with Atal Incubation Centre- BIMTECH and LinkedIn Local. The first cohort also presented in front of a panel of angel investors and was supported by the BIMTECH faculty and students.



AWARDS RECEIVED BY INCUBATEES

Prkruti Air bestowed with DIGITECH awards - July, 2021

Mr. Vignesh Kaneria, representing Prkruti, our Khoj 5 startup, received two prestigious awards at The Southern Gujarat Chamber of Commerce and Industry (SGCCI) DIGITECH Awards - 2021 in Surat, Gujarat. Prkruti was recognized in two categories: "Best Government Solution" (Rural & Smart City) and "Innovative IoT Solutions (Product/Service)."



Pragati honored with S.O.L.V.E.D. Challenge award - August, 2021

Mr. Vinod Kumar Sahu, the founder of one of our Khoj startups, "Pragati," received the S.O.L.V.E.D Challenge 2021 Award in the Agri-Enterprise category. He was chosen as one of the top ten candidates from across the country for his developing a 'Micro Mobile Soil Testing Digital Advisory Lab' in the SOLVED Challenge-2021. SOLVED Challenge-2021 is being organized by the Ministry of Sports and Youth Affairs, United Nations Volunteers India, and the United Nations Development Programme. On the occasion of World Youth Day on August 12, Sahu was presented with a certificate and a cash prize of Rs 1 lakh at Delhi's Vignyan Bhavan.



Prodigious Management won the CSR - Times Award for the project "Red Revolution" - December, 2021

Dr. Vishva Jeotsna, the Co-Founder of Prodigious Management Consultancy Pvt. Ltd., was honored with the prestigious CSR - Times for the project "Red Revolution" in the healthcare category. The AIC-BIMTECH startup was recognized for their project Red Revolution, which addresses poor menstrual hygiene management in hundreds of millions of women suffering from bacterial and fungal infections, and in some cases cervical cancer, as a result of unsanitary menstrual behavioral practices, by adopting a healthy menstrual behavior and products. CSR - Times Awards are given to outstanding CSR projects in 17 categories at the pan-India level, with the goal of recognizing organizations and individuals in specific thematic areas, as well as setting a benchmark in CSR project planning and delivery of results.



AMALFARM won FICCI Agri Startups Awards - 7 January 2022

Amalfarm Solutions Pvt Ltd won the Award for Best Agri Startup Creating Social Impact at the 4th Edition of FICCI Agri Startup Summit & Awards organized on 06 & 07 January 2022 in virtual mode.



TruckSuidha received the "Best initiative in Online Services Award" from Kiran Bedi at Tech Startups Conclave & Awards 2022 - March, 2022

Ishu Bansal, Co-founder of TruckSuidha, received the award for the "Best Initiative in Online Services Award" by India's first woman IPS officer Kiran Bedi at the Tech Startups Conclave & Awards 2022, which was held at the Le Meridien New Delhi in collaboration with the Ministry of Electronics and Information Technology (MeitY).



Nadipulse Prognostics won the Ayush Startups Challenge - April, 2022

Ms. Kajal Shrivastava, the co-founder of NadiPulse Prognostics, was presented with an award under the AYUSH Startups Challenge by the Hon'ble Prime Minister Shri Narendra Modi at the Global AYUSH Innovation and Investment Summit in Gandhinagar, Gujarat. Nadipulse Prognostics Private Limited won for Nadiyantra - Pulse Diagnosis in the category of 'Ayush IT Solutions in the areas of Artificial Intelligence (AI) based solutions in Ayurveda Diagnostics, Virtual reality, Biosensors & Trackers.' Prime Minister Narendra Modi presented awards to the winners of the 'Ayush Start-up Challenge,' which was organized by the All India Institute of Ayurveda (AIIA) in collaboration with Startup India. The main aim of the challenge is to encourage early-stage startups and individuals working on innovations in Ayurveda and other alternative healing and medicine systems. NadiPulse is an Ayurveda tech startup that creates diagnostic devices based on Ayurvedic concepts. It was a participant in the Khoj 3.0 Incubation program at the Incubator.



Media Mentions

Joshua Salins of HobbyTribe was featured in the Disrupt Magazine as the Hobby Man of India - August, 2021



Clinohealthinnovation, a Prarambh Odisha startup, was featured in an article in the INDIAN EXPRESS NEWS PAPER article on their mobile app-based ambulance service for patients in need. - September, 2021

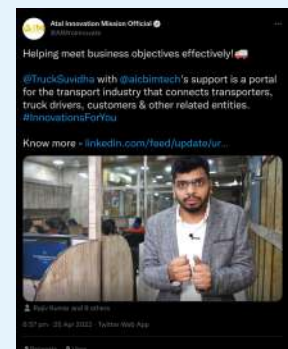
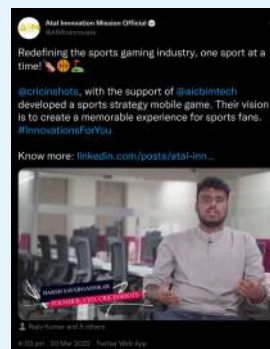
Harsh Savergaonkar and Aditya Kasibhatla of Cricinshots were featured in the Forbes India Magazine article on NFT-based gaming - June, 2022



Trucksuidha and Cricinshots received a social media shoutout from AIM. - March, 2022,

Under their AIM Ke Innovations media campaign, Atal Innovator Mission gave a virtual shoutout to two of our startups, TruckSuidha, and Cricinshots. As the country celebrated Azadi ka Amrit Mahotsav, AIM launched a social media campaign to highlight the success stories of startups supported by Atal Incubation Centres through video bytes of such startups that are making an impact.

For AIM's social media campaign, startups created high-quality, professionally-shot videos about their product, how they've impacted society, and how AIM and AICs have helped them along the way.



Visitors



6th August 2021: Prof. Kartik Dave, Dean, School of Business, Ambedkar University Delhi, paid a visit to the Centre and interacted with the team.



17th September 2021: A team from the Atal Innovation Mission, Niti Ayog, paid a visit to the Atal Incubation Centre - BIMTECH.



21st December 2021: Interaction of HSBC team with startups at Atal Incubation Centre - BIMTECH.



22nd December 2021: Senior IICI bank officials paid a visit to the Atal Incubation Centre - BIMTECH.



4th May 2022: Officials from the British High Commission in New Delhi, India, paid a visit to the centre.



23rd February 2022: Visit by delegates from the Embassy of Israel in India.



27th May 2022: AIC-BIMTECH hosted Mangalmay Institute of Management Technology's faculty and students for a tour of the Incubation Centre.



30th May 2022: Prof. A.D. Amar, Professor of Management, Stillman School of Business, Seton Hall University, USA, visited AIC-BIMTECH along with his student team.



31st May 2022: Dean - Prof. Dr. Jacek Tomkiewicz and Dean and Vice Dean - Prof. Dr. Blazej Podgorski from Kozminski University, Poland along with AIC-BIMTECH and BIMTECH team.

Outreach Visits

We believe it is critical to forge partnerships with other incubators and organizations nationally and internationally. With that goal in mind, the Centre's staff frequently visits various locations and organizations to assess the needs of the people and organizations. The Centre also organizes visits to partnering organizations in order to strengthen interactions, which can lead to new opportunities. Previous visits have included South Korea, Jammu, Odisha, Assam, Manipur, Rajasthan, and Punjab. The photos from these visits are shown below.

11th October 2021: Lunch with officials from Embassy of India in Seoul, South Korea.



(L to R), Mr. Swapnil Thorat, Second Secretary, Embassy of India, Seoul, Mr. Rishi Narendra, Director, Phyto Specialities Pvt. Ltd, Mr. Anil Singh, AGM-Operations, AIC-BIMTECH, Mr. Sharique Badr, First Secretary & HOC, Embassy of India, Seoul, Mr. Surinder Bhagat, DCM, Embassy of India, Seoul, Dr. Abha Rishi, CEO, AIC - BIMTECH, Ms. Pragya Trivedi, AGM-Int. Operations, AIC-BIMTECH, Mr. Abhinav Singh Rawat, AGM-Marketing, AIC-BIMTECH

15th December 2021: Visit to Australian High Commission, New Delhi



(L to R), Mr. Abhinav Singh Rawat, AGM-Marketing, AIC-BIMTECH, Mr. Tim White, Trade and Investment Commissioner, Australian High Commission, New Delhi, and Ms. Pragya Trivedi, AGM- Int. Operations, AIC-BIMTECH

18th April 2022: Visit to C. V. Raman Global University and AIC-CVRCEF in Bhubaneswar, Odisha.



(L to R), Ms. Pootul Biswas, COO, AIC-CVRCEF; Mr. Anmol Chaturvedi, Manager, AIC-BIMTECH; Mr. Anil Singh, AGM, AIC-BIMTECH; Mr. B.P. Pattnaik, CEO, AIC-CVRCEF

19th April 2022: Visit to International Management Institute (IMI), Bhubaneswar, Odisha



(L to R), Mr. Nitin Bhusan, Chief Administrative Officer, IMI Incubation Foundation; Mr. Anmol Chaturvedi, Manager, AIC-BIMTECH; Mr. Anil Singh, AGM AIC-BIMTECH; Prof. Devesh Baid, CEO, Incubation Center, IMI - Bhubaneswar

19th April 2022: Visit to Ajay Binay Institute of Technology (ABIT), Cuttack, Odisha.



(L to R), Mr. Anmol Chaturvedi, Manager, AIC-BIMTECH; Mr. Swagat Mishra, Prof. Abhishek Samal, HOD - Civil, ABIT; Prof. Chinmay Das, HOD - Mechanical, ABIT; Mr. Anil Singh, AGM, AIC-BIMTECH

20th April 2022: MoU renewed between Startup Odisha and AIC-BIMTECH.



(L to R), Mr. Anmol Chaturvedi, Manager, AIC-BIMTECH; Mr. Swagat Mishra, Assistant Professor - Birla Global University (BGU); Mr. Rashmi Ranjan Sahu, Senior Mission Associate - Startup Odisha; Mr. Anil Singh, AGM, AIC-BIMTECH

20th April 2022: Visit to Startup Odisha's new Super Incubator OHub.



(L to R), Prof. Swagat Mishra, Assistant Professor - Birla Global University (BGU); Dr. Sanjukta Badhai, Evangelist - Startup Odisha; Mr. Anmol Chaturvedi, Manager, AIC-BIMTECH; Mr. Anil Singh, AGM, AIC-BIMTECH

26th April, 2022: Meeting with NEDfi representatives to discuss potential collaboration to support North East startups



(L to R) Mr. Kapil Agarwal, Deputy Manager, AIC-BIMTECH; Mr. Prasanta Kumar Talukdar, AGM North eastern venture fund; Ms. Pragya Trivedi, AGM-Int. Operations, AIC-BIMTECH

25th April, 2022: Meeting with the COO of Assam Startup Nest in Guwahati to discuss potential collaboration to support north eastern startups.



(L to R) Ms. Pragya Trivedi, AGM-Int. Operations, AIC-BIMTECH; Mr. Pranjal Konwar, COO at IIM Calcutta Innovation Park; Mr. Kapil Agarwal, Deputy Manager, AIC-BIMTECH

23rd May, 2022: MoU signed between AIC-BIMTECH and Guwahati Biotech Park, Guwahati, Assam.



(L to R) Ms. Monsumi Gogoi, Administrative Officer, Guwahati Biotech Park; Mr. Kailash Karthik N, Deputy Commissioner, Kamrup & CEO Guwahati Biotech Park; Mr. Anil Singh, AGM AIC-BIMTECH; Mr. Kapil Agarwal, Deputy Manager, AIC-BIMTECH

21st May, 2022: Visited the North East Research Conclave and met with one of the incubated startups.



(L to R) Dr. Sujata Wangkheirakpam, Founder M/S Kumshungbam; Mr. Kapil Agarwal, Deputy Manager, AIC-BIMTECH; Mr. Anil Singh, AGM AIC-BIMTECH

21st May, 2022: In discussions with the NIT Manipur director regarding the implementation of the Incubation Center Development Program.



(L to R) Prof. Dr. GOUTAM SUTRADHAR, NIT Manipur Director; Dr. Sujata Wangkheirakpam, Founder M/S Kumshungbam; Mr. Kapil Agarwal, Deputy Manager, AIC-BIMTECH

26th May, 2022: Ecosystem Connect meeting with Mr. Vishal Ray of the J&K Entrepreneurship Development (JKEDI) Office.



(L to R) Sanyam Dhingra, AGM Venture Development, AIC-BIMTECH; Mr. Vishal Ray, Incharge Trainings, J&K Entrepreneurship Development (JKEDI); Anisha Krishna, Assistant Manager - Analytics and Evaluation

27th May, 2022: Outreach connects with Dr. P S Manhas, Professor, University of Jammu.



(L to R) Sanyam Dhingra, AGM - Venture Development, AIC-BIMTECH; Dr. P S Manhas, Professor, The Business School, University of Jammu; Anisha Krishna, Assistant Manager - Analytics and Evaluation

27th May, 2022: Team AIC-BIMTECH paid a visit to Shri Mata Vaishno Devi University (SMVDU) to meet Dr. Saurabh Srivastava in their incubator SMVDU-TBIC.



(L to R) A representative from SMVDU-TBIC; Ms. Nirupam Kritika, Research scholar IIT-Jodhpur; Anisha Krishna, Assistant Manager - Analytics and Evaluation; Mr. Dr. Saurabh Srivastava, SMVDU-TBIC; Sanyam Dhingra, AGM - Venture Development, AIC-BIMTECH

Testimonials



Aditya Bose
(ProBano)

AIC BIMTECH has been very useful. The mentors, other startups, and coworkers here gave me great advice that shaped ProBano. AIC BIMTECH has given me confidence that they have my back. The fact that I had this place and these people who always supported me was one of the main reasons I didn't give up. While I recognize that risk and struggle are part of the journey, I believe I could have avoided many obstacles if I had been incubated here during my college years. For young entrepreneurs, incubators like AIC BIMTECH provide a safe environment for mentorship and peer learning.



Alex, Manager
(ZeroXFlow)

"It was a great experience. Thanks to the AIC crew's hard work, we built networks in India and improved our product. The program was very insightful".



Ishu Bansal
(Truck Suvidha)

The team at AIC-BIMTECH is extremely supportive; they guided us through various stages of our growth journey, including pitching, funding, storytelling, and connecting with people. If someone is looking for a real incubation, we would recommend AIC-BIMTECH.



Lauren Jung
(The Plan G Co. Ltd)

It was a pleasant and interesting journey to learn about the diversity of India as a foreign startup tapping into the India market. I love the 1:1 mentor session, which was quite helpful to see our business in India differently, and AIC-BIMTECH team was very supportive during the program



Joshua Salins
(The Hobby Tribe)

It has got to do with where I am today. Everything I've learned during my incubation at AIC has aided me and my business in ways I couldn't have fathomed. I loved and cherished every minute of the incubation program. It made me understand a whole new side of the business. With this knowledge, I was also able to make some very valuable connections. The people I've met here have helped me grow as an entrepreneur. Thank you for these wonderful three months.



Devieka Gautam
(BRANDxDASH)

AIC BIMTECH has been fantastic in many ways - the quality & delivery of sessions, the access to the Indian entrepreneurial network, engaging with the fellow cohort incubatees, and the AIC team backing up with support at all moments. By implementing the thorough everyday sessions around building a sustainable venture, my idea of creating a customer-centric ecosystem successfully pivoted from a piece of paper to a solid monetized business model. They played a major role in the initial stage of the company in terms of mentoring, understanding of the market, product, and finance.



Manasvi Jain
(Skill Up)

I am extremely grateful to the entire team of the KHOJ program. Every session they organized added to my existing knowledge. The Khoj sessions were planned wisely, and the speakers were patient and answered all our queries. Initially, I had very little idea of how the startup world operates and the way forward for me; being a part of this program allowed me to question my assumptions and gave me a fresh perspective.



Sarthak Gupta
(Outbuds)

A progressive journey with like minds is how I would put it in simple terms. These three months proved to be quite helpful in making a network of like-minded entrepreneurs from all over the country. The AIC team members were always there, answering even our smallest of queries and silliest of doubts. When we didn't want to do anything and wanted to take a break, an hour-long session in the morning reminded us of our mission, and all other founders going about their plans inspired me to take action. I was personally inspired by other founders and how they were going about their ventures. The cohort became a family of a sort, where everyone was up for supporting the other! Thank you for this wonderful journey!



Vibhu Choudhary
(DOT Fairs)

It was an amazing experience learning from mentors during sessions and improving by taking notes from lectures. The entire team was always willing to assist with any questions or concerns, and the pleasant working environment provided was also very beneficial. We saw so much change in us and our way of tackling problems in the startup. The best part is that AIC is so helpful in providing opportunities, such as recently giving us the opportunity to exhibit at TIEcon NCR.



Sandeep S and Ashwathy Venugopal
(Avasarshala)

Many of our assumptions were validated thanks to the incubation program. We got help making a financial model, which was something we liked a lot.



Ubaid Qurashi
(Gofindd)

It was a great experience for us to be a part of this program as we were able to understand the basics of starting a venture. The sessions were curated according to the needs of the startup. It helped us to enhance our idea and business model.



Abhey Sharma
(MenDoFeel)

The daily sessions were excellent and informative, as well as extremely beneficial for networking. The benefits of incubation, such as soft infra credits, are extremely beneficial to early-stage startups like us.



Kunal Soni
(Avkara Technologies)

I learned a lot about company finances and how they work. I also gained access to AIC-BIMTECH's excellent network, which aided us in strategizing the company's growth. I personally grew a lot. Despite the fact that it was all online, the AIC team attempted to make it valuable.



Biswa prakash; Bhattacharya
(Kumudini Energy)

It gave me the confidence to pitch my business to any investor.



Aman Bhoskar
(Te Chaska)

The program is well defined and to the point. Covering all the aspects right from making the prototype to getting our first customer | scaling, etc.
#ApnoSeAurApnapan



Sanjay Chauhan
(MuddleArt)

During the incubation program, the most relevant resource faculties were invited. Interaction with various domain experts aided us in developing the best articulation of our concept.



Sanjog Sahu
(Mati Farms)

AIC-BIMTECH has been extremely helpful in connecting us with key stakeholders in the ecosystem. We benefited from networking with clients and experts.



Akhand Pratap Singh
(Vymanik Aerospace)

AIC BIMTECH's incubation program assisted me in understanding the market and how to cater to it. Its office space provided a good ecosystem in which to work and improve our skills and strategies, which was a critical factor in our journey.



Saket Agrawal
(Greenverse)

The AIC-BIMTECH provided excellent mentor support to our startup in terms of developing a technical project into a business model, as well as assisting my startup in sustaining itself during its initial journey by providing great infrastructural benefits such as office space and accommodation. They also assisted us in developing a strong network for scaling and developing new business opportunities.



Lakshay Dhupar
(LIMEWIT MEDIA)

The team at the Incubator was extremely helpful and supportive. Mr. Anil and Mr. Abhinav Singh Rawat in particular. Thanks to friendly founders like Mr. Divakar Shukla and Mr. Aditya Bose, the community at the centre was also very engaging and supportive.



Vishal Mehra, Pravin Bhardwaj and Manish Goel
(Purple Albedo)

It helped us gain confidence in what we were doing and make improvements to it.



Kush Verma and Saurabh Sharma
(AuthIndia)

The incubation program provided us with useful sessions with experienced founders/mentors, which allowed us to gain insight into many important aspects of running a business.



Shaurya Chauhan
(Glyde Rides)

The incubation program helped us in filling the gaps that were missing like the Business Modeling sessions that helped us to think through our business.



Gaurav Singhania
(SKILLARTHI VENTURES)

We are fortunate to have AIC-BIMTECH as our incubator during this critical stage of our journey. The incubation program provided us with direction and a thought process that allowed us to channel our energy in a more streamlined and structured manner. The fully loaded curriculum provides critical insights through experienced mentors.



Gaurav Gupta
(DigiClap Technologies)

Overall, I am pleased with my AIC-BIMTECH experience. I like the program's structure, which attempted to address every entrepreneur's pain point. The incubator's team was also extremely helpful and candid in sharing their learnings and answering all (even the most inane) questions from the participants. Last but not least, incubator expected nothing from us except punctuality and availability.



Alpesh Donga, Vignesh Kaneria
(JAL TECHNOLOGIES)

AIC-BIMTECH provided an excellent learning opportunity. The regular sessions helped us a lot in understanding business and finance terms. It has also increased our understanding of the startup ecosystem. Apart from that, this incubation program introduced us to many industry experts so that we could benefit the most from their expertise and experience, which was commendable. The AIC-BIMTECH Incubation Program has exceeded our expectations.



Ayush Chaurasia
(Glepxace Nebula Robotics)

Getting incubated through AIC-BIMTECH has been a significant step for us. I believe that every "Just-Starting Entrepreneur" should be given such an opportunity. AIC-BIMTECH's schedules of mentorship and other strategically organized programs makes you acquainted with Entrepreneurship and Startup. This is the first step in creating a phonebook full of damn amazing Humans with brilliant Cerebral Capacity. The program greatly aided Glepxace in creating an incredible and useful product for our customers! Thank you, and congratulations to everyone who works there and those who have been or will be incubated! Lots of Respect and Thanks to AIC-BIMTECH from Glepxace!

Conversations with Women Entrepreneurs

Entrepreneurship is about innovation, curiosity, hard work, and a willingness to take risks and overcome challenges. We recently spoke with three incredible Women Entrepreneurs from AIC-BIMTECH, who shared their perspectives on entrepreneurship and the challenges of being a woman entrepreneur. They are making a difference through entrepreneurship, such as developing a sustainable agriculture ecosystem and using homegrown AI technology to aid in the diagnosis of respiratory abnormalities. Here's what our three incredible female founders had to say:

Q1 Give us a brief background of yourself and your startup.

Saumya Shukla - DECTROCEL HEALTHCARE AND RESEARCH PVT: Dectrocel is a health-tech startup based in Uttar Pradesh that creates scalable diagnostic solutions for the next 7 billion people. Dectrocel was founded in August 2020 to address issues that affect a large number of people. India has 1.3 billion people, and one out of every five has a chronic disease. Most of these diseases have no noticeable symptoms at first, but they disproportionately affect the poor, making it critical to diagnose these diseases during the preventive healthcare stage and enable early treatment. As a result, we looked into how technology could be used to enable early detection, increase access to specialized healthcare, reduce misdiagnosis, and address unaffordability. We created comprehensive AI Medical Imaging Solutions to revolutionize the early detection of Respiratory Abnormalities and Genetic Disorders in children. Incubated at MedTech CoE, STPI & STPINEXT SGPGI Hospital, IIT Mandi Catalyst, & AIC-BIMTECH, we are attempting to truly use technology to impact the lives of patients with R&D partners such as the Google Brain Team, USA & Apollo Hospitals India.

Ekta Kishore - MAPDEK INDIA PRIVATE LIMITED: I am currently working on Krishi Sambandh, a demand-based supply system that aims to create farming clusters and source agricultural produce directly from farmlands to pre-defined markets. We are establishing our first farming cluster in the central region of Uttar Pradesh and expanding our consumer base. We want to combine sustainable/regenerative agriculture practices with market forces so that sustainability becomes the industry's primary driver. I've spent a lot of time as a chemical engineer working with specialty chemicals and polymers for tire applications. My work was motivated by circular economy principles and focused on developing low-carbon technologies. After nearly a decade of doing so, I went to business school to broaden my knowledge and make a difference in the sector I have always wanted to work in – agriculture.

Dr. Pallavi Rao Chaturvedi - GET SET PARENT PRIVATE LIMITED: I am an engineer by training and have an MBA from the S P Jain Institute of Management and Research (SPJIMR). I also hold a Ph.D. in Women Entrepreneurship. I have over 16 years of experience working in marketing, brand management, and early childhood education. And now I'm an entrepreneur with my own company, GET SET PARENT, which has a social media arm as well as an E-Commerce Portal.

Q2 Why did you decide to become an entrepreneur?

Saumya: Throughout my childhood, I witnessed parents working across government hospitals to induce specialized level healthcare in the country's health

systems. I saw firsthand how privileged I was to have access to specialized level healthcare and how significantly early detection could change health outcomes. During my Doctorate, I embarked on a mission with my technical founders, who possess phenomenal technical capabilities in medicine and data science, to enable early detection, reduce misdiagnosis, and address inaccessibility and unaffordability of healthcare through our entrepreneurial venture.

Ekta: Having worked across three continents, lived in five countries, and collaborated with people from over 30 countries during my career, I have come to realize that the PURPOSE is what connects people, organizations, communities, and nations. I am happy and content that I have found my calling in returning to my roots and ensuring that my academic training is put to good use in assisting our farmers to maximize their potential. It is quintessential that our farmers continue to nurture and care for their farmlands and devote themselves to farming to ensure a healthy and balanced economy and society. For our farmers to do this, there is a huge opportunity to build systems in which they can focus on farming while making other decisions such as marketing products and procuring all necessary supplies swiftly. Moreover, the entire market must encourage farmers to practice regenerative agriculture and ensure the sustainability of their farmlands. When my husband and I were discovering all the above, COVID hit, and our farmers faced an acute situation of market linkage. Produce prices in the market began to rise; however, back on the farms, the price per quintal fell. At the same time, we lost our sharecropper, who was the only earner in his family, to COVID. Motivated by the situation around us, we decided that day to take the plunge and develop systems that our community desperately needed.

Dr. Pallavi: I believe entrepreneurship strikes you when you feel compelled to tell your story or launch your service or product into the market because you believe it serves a certain purpose and you have faith in what you're doing. And I believe that's what happened to me. After about 15 years of working across some of India's top MNCs in marketing and some of the top education organizations, I felt it was time for what I was so passionate about committed towards, and that's how I went ahead and launched my company, which has diversified arms. And I believe that passion drives entrepreneurship, and you can't hold it in once you've decided you want to do something.

Q3 How does your startup help people out there?

Saumya: We develop comprehensive AI medical solutions that aid in the early detection of respiratory abnormalities and genetic disorders in children, moving the needle from hit-and-run trials to evidence-based medicine. Having said that, we address the pain points of inaccessibility to specialized level doctors, breaking the economic barrier by providing early detection at a low cost, reducing misdiagnosis, and promising better health outcomes.

Ekta: We build a buyer base in cities and study their demand. Once we have demand forecasts, we tie them to farming clusters that we develop in rural pockets of the country. Through the farming cluster, our farmers synchronize their crop cycles as per our demand and procure all advice from us to conduct the farming. Furthermore, demand cycles are designed to encourage

regenerative/sustainable farming, and farmers have an assured market of sale through our locally available procurement points.

Dr. Pallavi: For the past several years, I have worked in the field of early childhood education. And I run a preschool chain called the brainy best preschools, a social media platform with over 500,000 followers, Get Set Parent, and now the brainy best store, an e-commerce portal. It is aimed at parents with children aged 0 to 6 years old, and we develop products and learning solutions to assist children in various learning aspects during their early years. And we help both parents in their parenting journey as well as young children in their learning journeys. Because this is a period of rapid brain development, and the learning forged during these years has a long-term impact.

Q4 How would you define entrepreneurship?

Saumya: Entrepreneurship is the act of creating a business while building and scaling it to generate a profit. However, as a basic definition of entrepreneurship, that one is somewhat limiting. The more modern entrepreneurship definition is also about transforming the world by solving big problems. Such as effecting social change or developing an innovative product that challenges the status quo of how we live our daily lives. Entrepreneurship is what people do to take their career and dreams into their hands and lead it in the direction they want. Entrepreneurs are the ones who take the first steps toward making the world a better place for everyone – including themselves.

Ekta: Entrepreneurship is the art of ideating and executing an idea to life. It ensures the development of a system that can be sustained and run on auto-pilot mode once the feasibility is proven and scaled. Above all, it is a mindset that can identify problems and develop solutions that can self-sustain in the long run.

Dr. Pallavi: Entrepreneurship, to me, is a story that can't be held in any longer, and you have an absolute conviction in your solution in your offering to the market. And no matter what anyone says, you can't help but test and launch it because of your inner conviction and passion. And I believe that is the essence of entrepreneurship; success, money, and fame may or may not occur, but that is part two of the story. Entrepreneurship is about being driven to make a difference in the world by solving a problem.

Q5 Why does India need more women entrepreneurs?

Saumya: India's growth story has left behind a key demographic: women. Despite improvements in social parameters, India's growth does not translate into economic inclusion and development for women. Women's labor-force participation has stagnated and is expected to fall further due to labor trends, technological disruption, and constraining social barriers. Over the next decade, India will have the world's largest working-age population, with over 1 billion people. This demographic dividend, when combined with an increasingly educated population, has the potential to transform India's economic and social development. Unlocking female entrepreneurship in India is a complex endeavor, but it offers an unprecedented opportunity to change the economic and social trajectory of India and its women for generations to come.

Ekta: From Rani Laxmi Bai to the late Mrs. Indira Gandhi, India has a long history of strong women leading our communities and nations. Mrs. Falguni Nayyar, the

founder of Nykaa, decided to pursue entrepreneurship after reaching the age of 50. Arundhati Bhattacharya, who previously worked for SBI, is now at the helm of SoftBank. Women have traditionally excelled at household management and are natural leaders. They are born with the ability to make the best decisions for their family from a young age. With our social systems now aligning to equal participation in household tasks, the environment is more conducive to women stepping forward and pursuing leadership positions wherever they go. Thus, strong women leaders have existed in every field and continue to exist in increasing numbers. The twenty-first century is India's century. With our strong economic growth and demographic dividend working in our favor, a strong partnership of both men and women in every area will ensure that our country leads from the front and that every upcoming generation is motivated to reach only the top.

Dr. Pallavi: I believe that India requires more women in all fields, not just entrepreneurship. However, as an entrepreneur, I believe a woman is a great fit because women are naturally capable of multitasking, being creative, being very ethical, and being very sincere and hardworking. And I believe you need leaders and employers who demonstrate these values so that your entire employee base also resonates within the organization. When a woman becomes an entrepreneur, she learns how to manage herself between the home and the family, and the family learns how to manage her. And, you know, there is a natural tendency to bring work into the family and take family into work, which I believe works very well for women. So India needs female entrepreneurs who will go out there and make a difference, and regardless of how big or small the idea, company, or organisation is, it must be experimented and piloted.

Q6 What are the challenges for women entrepreneurs?

Saumya: The reason why women entrepreneurship needs to be highlighted as such is that women face an all-new additional set of challenges deep-rooted in patriarchy - social barriers, dual pressure of work, care work, lack of support, so on and so forth.

Ekta: I see a world full of possibilities and no obstacles. We are standing shoulder to shoulder with men both inside and outside of our organization. My work takes me to visit Mandis located in far-flung districts to farmer meetings organized in the lap of mother nature. I sit with Chairpersons and CEOs of organizations and negotiate daily rates with my transporter. I meet with my truckers to learn how timings can be coordinated and survey tractor operators in sugar mills to understand the time loss because many state-owned mills operate at significantly low plant utilization levels. When I was about to embark on this journey, my family and well-wishers expressed concern that this was not the ideal field for young women to pursue. However, I am elated that I chose it and dispelled the myth not only for them but also, to some extent, for myself. MY INDIA IS CHANGING, I can say with pride. I am not only accepted but also welcomed everywhere I go. You see, the only limit is the sky!

Dr. Pallavi: I believe that entrepreneurship is not for the faint of heart. However, I must say that it is easier today than it was previously because you have a lot of government schemes, startup funds, seed funds through various incubators, and a robust ecosystem of angel investors and VCs. I believe that both a man and a woman must, you know, really slug it out and prove the



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Dr. Pallavi Rao Chaturvedi - GET SET PARENT PRIVATE LIMITED



Ekta Kishore - MAPDEK INDIA PRIVATE LIMITED

company's standing. And for women entrepreneurs, what becomes difficult is if women are a little introverted or used to working behind the scenes because as an entrepreneur, you need to be able to push yourself and really spearhead from the front. And that is a difference that I think women need to bring into themselves when they start, that and you need to be able to go out there and convince the world of your ideas and your products. It's not easy, and it takes some extra effort for some women who aren't used to this type of environment.

Q7: What have been your key learnings?

Saumya: I believe entrepreneurship has a steep learning curve. Some of my key takeaways include:- 1. Curiosity is a superpower, and it is critical to approach problems with an open mind. It is important to accept failure and pivot rather than give up. Essentially learning from your failures is paramount. 2. Keep your eyes peeled for new opportunities so that you are ready when one presents itself. You never know when you'll bump into Oprah! 3. Always believe in your own strengths and abilities, no matter what external expectations exist. 4. Finally, look for opportunities where you can make a positive difference in the world while also growing a profitable business.

Ekta: In my entrepreneurial journey thus far, three key lessons have emerged that are constantly influencing my decisions and how I function as I move forward:

Integrity: Every startup is founded on the conviction of its founding members, who believe in their idea and devote themselves to its execution. The founders face decisions every day where they expose themselves to the world of choices in front of them. These choices affect all stakeholders, such as investors, customers, employees, vendors, etc. As a result, the founders' conduct must be of the highest integrity in order to maintain the trust of all their stakeholders.

Patience: As each organization is unique, every startup is also a unique organization in the making. Since nothing is pre-defined, the team needs to work with utmost patience and agility simultaneously, constantly testing each of their hypotheses to check what works and what doesn't. Talent acquisition and retention are difficult tasks since everything involves people, a slew of interpersonal issues emerge early on. Thus, patience is the most important virtue that helps cruise through such times and ensures that every failed result, lost customer, and internal conflict is reverted or resolved to fall back on the path to success.

Perseverance: Starting a business is a long journey. You either succeed or fail based on your definition of success. Whatever that decision, one can be sure that the path to it will be physically, mentally, emotionally, and financially

exhausting. Thus, one must persevere and ensure the startup survives the strides. We will all be chasing organisational metrics, and it will not always appear to work, but at the end of the decade, only your perseverance will be your driver to your purpose—whatever that is.

Dr. Pallavi: I'll share three key lessons I've learned as an entrepreneur. The first is that there is no perfect time to begin; if you have an idea that is roughly 70% complete, that is sufficient to pilot or test market your product. Because there is no such thing as a perfect time when it comes to marketing a perfect target audience or a perfect product, it will all be iterated over time, with constant improvements. And, in order to learn, you must continue to introduce small bursts of your product into the market at various stages. So that's the first lesson that doesn't wait for the ideal moment. Go ahead and start learning on the job. The second lesson is that you need a good team. You as the entrepreneur can be the driver, the energy, and the passion, but without great team members who share your vision and can translate it into reality, things won't fly. The third point is that success does not happen overnight, though there are stories in the market about unicorns or people who have made it big in four or five years. We need to work towards staying in power. You must be willing to work hard and stay in the market for an extended period of time. So, whatever changes are required in your organization and products, you must continue to tweak them. But I don't believe we can expect instant success. We must be patient. So those are my top three takeaways.

Q8: What's your best advice to women who want to start a business?

Saumya: Be confident in yourself and do not give up – Don't be scared to dream big. If your dreams don't scare you, then they aren't big enough.

Ekta: Your time is NOW! Give your desires the wings to fly, and you shall never be disappointed. From families to societies, everything is falling into place to help women achieve their goals at any stage of their lives. Put your faith in your ability to move forward and go for it. Only your conviction and determination can lead the way, so just get up and do it!

Dr. Pallavi: My advice to women entrepreneurs is to put themselves on priority. Women have a tendency to put themselves last. So it's like I'll focus on my husband's career, when my children are old enough, I will return to work. And all I want to say is that if you, as a woman, have a great idea and believe you can make a difference, you should go out there and start it; you can manage family, children, and everything else. It's not about being perfect; it's about experimenting and doing what you believe in. And I believe COVID has demonstrated that you can work from anywhere and coordinate from anywhere, and that technology is an excellent tool for you to kickstart your business. So, there is no other perfect time, now is the time to make a decision and move forward.

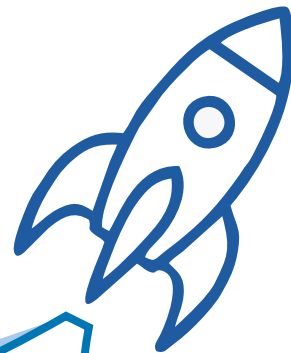
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We have been blessed to come across a few partners during our journey, who have been consistent participants in our mission and have provided us with support at every possible opportunity. We would like to extend a special thanks to them for being there for us at every step.

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Atal Incubation Centre - BIMTECH, Second Floor, BIMTECH,
Knowledge Park II, Greater Noida, Uttar Pradesh 201306
E-mail: team@aicbimtech.com
Website: www.aicbimtech.com
Tel: +91-9599836232



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BIMTECH
BIRLA INSTITUTE
OF MANAGEMENT TECHNOLOGY

Tel: +91-120-6843000 to 10
Mob No. : +91- 9355024501-10
Website : www.bimtech.ac.in