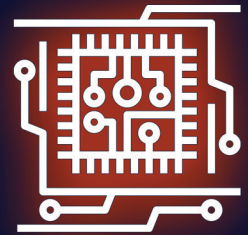


AIC T-Hub Foundation Startup Booklet



T-Hub

T-Hub Foundation is India's leading innovating ecosystem at the heart of Telangana. Together with the Govt. of Telangana, IIIT-Hyderabad, ISB, and NALSAR as founding partners, the ecosystem powers next-generation products and new business models that would define India's cutting-edge landscape.

The T-Hub ecosystem functions on the 'Triple Helix Model of Innovation', interacting with academia, industry, and government to foster a culture of interdisciplinary growth and development. Incorporated in 2015, the startup ecosystem has provided over 2000+ national and international startups access to better technology, talent, mentors, customers, corporates, investors, and government agencies.

AIC T-Hub

The AIC T-Hub Foundation is hosted at T-Hub, in partnership with the Atal Innovation Mission, fostering a culture of innovation and entrepreneurship. The partnership powers some of the next-generation products and new business models, accelerating advanced tech innovations in healthcare, mobility, and sustainability. Since its incorporation in 2015, AIC T-Hub has provided 1,100+ national and international startups have access to better technology, talent, mentors, customers, corporations, investors, and government agencies.

Accelerating Tech Innovations in



Healthcare



Mobility



Sustainability



Semiconductor

HEALTHCARE

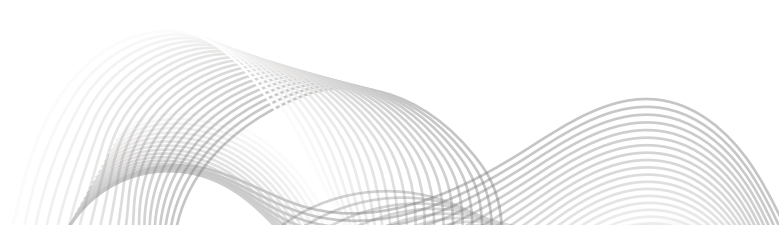
AIC Healthcare Program

At AIC-T-Hub, sanctioned under the Atal Innovation Mission scheme of Govt. of India, we support and encourage startups that have applications and/or impact in Healthcare, Mobility, Sustainability, and Semicon sectors by creating a strong ecosystem that gives startups access to investors, global mentors, industry experts, service providers, and fellow entrepreneurs.

The focus is on startups that have the MVP and are past product validation stages and help them with their commercialization plans by providing support to understand the market,



Startups



Overall Outcome Delivered: Key Metrics

03

Cohorts
Organised

₹32 Mn+

Funding
Facilitated

4600

Extra Customers
Driven

148

Innovators
Nurtured

15

Advisory Members
Connected

Key Sub-sectors Nurtured & Accelerated



Fitness -1



Medical Facilitator -2



Cardiac Diagnosis Tool -1



TeleHealth -1



Homeopathy -1



Dental -1



HMS -2



Medical Devices -5



Diagnosis AI -1



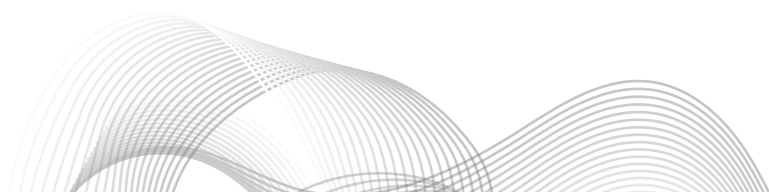
Health Tech Management -3



Healthtech -3



Pediatric Nursing -1



Success Stories Enabled for Healthcare Ecosystem

Funding Success Impact

₹3 Cr

Received by
Monitra

₹2 Cr

Secured by
Startoon Labs

₹1 Cr

Secured by
Symbionic

₹4 Mn

Raised by
Redheal

₹4 Mn

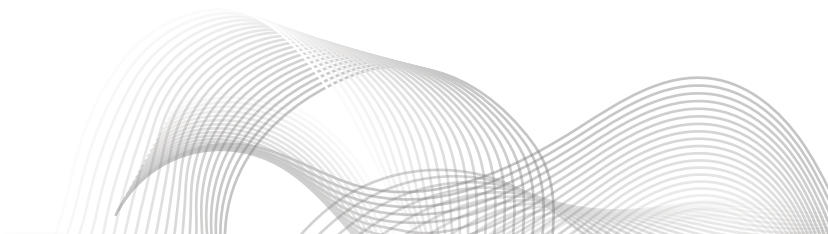
Secured by
HeartHealth

Non-Funding Success Stories Fuelled

Performed 15+ Pilots with leading hospitals, including:



Ecosystem startup Startoon Labs received USFDA approval for its wearable device PHEEZEE





Health Compass Private Limited

Startup Name

Health Compass Private Limited

Founder Name

Arvind Sinha

Company Website

<https://healthcompass.io>

Location

Gurgaon

Sector & Sub Sector

Health Tech

About Company

Health Compass is a niche Health Tech B2C & B2B patient-centric platform that addresses the gaps at the consumer and provider end, such as consumerism/capacity, efficiency, engagement, and interoperability. Through its SaaS-based differentiated solution and leverage ecosystem, it builds long-term engagement and trust between patients and providers.

Target Customers

Healthcare Service Providers and Healthcare Service Consumers

Key Competitors

HealthPlix, eka.care, PurpleDocs, Navia

**Startup Name**

HSOL

Founder Name

Sahiti Kandala

Company Website

<http://www.hsolbiomed.co.in>

Location

Hyderabad

Sector & Sub Sector

Biomedical and Bioelectrical Devices

About the Company

HSOL BIOMED intends to develop smart bioelectrical products for the healthcare industry to enhance patient care, mitigate human errors, and increase better patient outcomes. The company aims to fit the economic needs of the Indian healthcare industry by developing affordable products and making smart bioelectrical devices with advanced analytics. Their first line of devices is in the FemTech and Cardiac Tech, with one being non-invasive and the other invasive, respectively.

Target Customers

Hospitals, Clinics, and therapists.

Key Competitors

Established companies in the market that have better financial support.

Iatros Health

Startup Name

Iatros

Founder Name

Kaushik Illa, Dr. Peetamber Lokanandi

Company Website

<https://iatrosai.com/>

Location

Hyderabad

Sector & Sub Sector

Healthcare IT , Artificial Intelligence

About Company

Iatros's AI workflow automation platform provides actionable AI insights, providing a holistic digital twin of the patient, through ambient voice, CDS to billing. They aim to solve inefficiencies in patient management due to existing silos, such as wastage cost of \$760B and malpractice payout cost of \$750B.

Target Customers

Hospitals & Patients, Research

Key Competitors

No one but some of the competitors have part of the solution, such as Ansys, Dragon Medical, Suki, Innovaccer, and Clarify. Epic and Cerner complement their solution and are part of Epic Systems's ecosystem, which has a presence of 60% of practices in the US.

Mediforte Healthcare Services Pvt Ltd

Startup Name

Mediforte Healthcare Services Pvt Ltd

Founder Name

Muruganantham Arumugam

Company Website

<https://www.mediforte.in>

Location

Chennai

Sector & Sub Sector

Healthcare and Healthcare oriented Services & Products

About Company

Transforming Healthcare Services with Digital Technology and Innovation. After working and servicing with 5+ healthcare clients since the past 10+ years, understood the healthcare industry and wanted to do service the same and that paved the idea of starting a healthcare company.

Target Customers

B2B, B2C

Key Competitors

Practo, Lybrate PharmEasy



Medtotes

Startup Name

Medtotes

Founder Name

Kamal Prasad

Company Website

www.medtotes.com/

Location

Nacharam, Hyderabad

Sector & Sub Sector

Healthcare - Digital

About Company

Medtotes is a digital healthcare company that provides the majority of healthcare needs at fingertips using the mobile-based app. Patients can order medicines, Diagnostic tests, and Homecare services locally.

Target Customers

Old age, Bed Ridden by paralytic, surgery, and orthopedic patients.

Qurix

Startup Name

Qurix

Founder Name

Partha Sarathi Reddy Bijjam

Company Website

<http://qurix.com/>

Location

Hyderabad

Sector & Sub Sector

IT, Services, and Product Development

About the Company

I-HUB technologies have unparalleled expertise in providing cost-effective business solutions, and in partnership with customers has developed tailored solutions for retail, banking, construction, and healthcare verticals. We thrive on creating innovative solutions for our clients with a team that has brought exciting new visions to software and enterprise development. We all shape IHUB and make it a unique, fun, and innovative place. Qurix is an enterprise SaaS product that helps in advancing healthcare delivery. Qurix provides intuitive, secure, and intelligent tools that improve care access, drive informed decisions, lower costs, and save lives. Qurix helps to solve the less palpable challenges that lie below the surface. Using Qurix, healthcare providers can steer a fluctuating environment to ensure competitive, compliant, and profitable growth.

Target Customers

Small and Midsize Hospitals, Clinics, Diagnostic Centers, Pharmacy

Key Competitors

Karexpert, Practo Insta, Qikwell, Miracle HIS, Suvarna



Sanjiva Homoeopathy

Startup Name

Sanjiva Homoeopathy

Founder Name

Pallavi Nalori

Company Website

<https://sanjivahomoeo.com/>

Location

Hyderabad

Sector & Sub Sector

Health

About the Company

Sanjiva homeopathy is a network of prime homeopathic clinics in Telangana and is in process of spreading across pan India. We were inspired to start this company by my mother's ideology, and clinical practice in the homeopathic industry. The name Sanjiva comprises of words "San" which means sanctorum and "jiva" which means pure soul. The 8 petals in the logo represent the 8 dimensions of health and the purple lotus depicts self-awakening and is viewed as mystical and spiritual. Our vision is to heal people and comfort them through our specialized treatment while making communities healthy and happy living spaces Our mission at Sanjiva is to make quality Homeopathic treatment accessible at affordable prices for the Communities.

Unique selling proposition

An AI(ASSISTIVE INTELLIGENCE) based decision support system solution is developed for precise care to users.A non-conventional method of treating people holistically with self-made protocol by Sanjiva

Target Customers

All persons having diseases mainly women and children

Key Competitors

Homeocare international, Batra's homeopathy

Second Consult

Startup Name

Second Consult Health Care

Founder Name

Dr. Krishna Gummalla

Company Website

<https://secondconsult.com/>

Location

Hyderabad

Sector & Sub Sector

Health, Telemedicine

About Company

Second Consult is developed for patients seeking personalized, effective, and informed second opinions from our expert doctors worldwide. We also provide B2B Teleradiology service and membership-based connected health care.

Target Customers

Anyone who wishes to have good health care delivered

Key Competitors

Practo, mfine

Thamsar TeleHealth

Startup Name

Thamsar TeleHealth

Founder Name

Srinivas Vudiga

Company Website

<http://www.thamsar.in/>

Location

Hyderabad

Sector & Sub Sector

Health -Tele Health

About Company

THAMSAR Tele Health Services private limited is a Hyderabad based Tele-Health Services providing company incorporated in 2021. Due to technological advancements in the field of mobile communication, IoT devices etc. most of the in-person consultations can be replaced with tele-medical consultations which can be done without the physical meeting between the doctor and the patient. TeleMedicine is less expensive as the patient can avail the treatment from the comfort of home without the need to travel to nearby towns or cities.

Target Customers

Health Care / Medical Care Seeker

Key Competitors

Pratco, Apollo Hospitals, 1 Mg



Thera Healthtech

Startup Name

Thera Healthtech

Founder Name

Pariksha Rao

Company Website

<http://www.nuwe.ai/>

Location

Bangalore

Sector & Sub Sector

Healthcare and Precision Nutrition

About Company

Providing precision nutrition solutions for “weans to teens”- infants and young adults. Target Customers: Parents of “wean to teen” children. They believe they fall into various categories from casual light touch parents needing basis nutrition to advise those who would look at long-term sustainable AI-based solutions proactively.

Target customers

Parents of “wean to teen” children. We believe they fall into various categories from casual light touch parents needing basis nutrition advice to those who would look at long term sustainable AI based solutions proactively.

Key Competitors

Thera Health doesn't have any specific competitors for this segment. In the pitch deck, we have given a landscape comparison of companies operating in this space.



Xtraliving

Startup Name

Xtraliving

Founder Name

Rishikesh Kumar

Company Website

<https://itsxtraliving.com/>

Location

Hyderabad

Sector & Sub Sector

Fitness & Lifestyle

About Company

Xtraliving is an innovative health tech brand that helps people take control of their health and wellness through technology. Our data-driven brand uses IoT technology to empower individuals to reach their goals. We are confident, knowledgeable, and always seeking to push boundaries. Our compassionate and genuine approach helps people lead happier, healthier lives. At Xtraliving, we are inclusive and celebrate individuality. We are dedicated to quality and constantly strive for excellence in our products and experiences. In short, Xtraliving empowers people to improve their health and wellness through innovative technology. We are confident, caring, and always seeking to make a positive impact.

Target Customers

Corporates

Key Competitors

HealthifyMe, CULT and Fittr

Yeshbio Solutions Pvt. Ltd.

Startup Name

Yeshbio Solutions Pvt. Ltd.

Founder Name

Dr. Yeshpal Mathangi

Company Website

<https://www.yeshbio.com/>

Location

Hyderabad

Sector & Sub Sector

Healthcare and Biomedical

About Company

Healthcare and Biomedical

About the company: Yeshbio Solutions offers individualized (Oral rehab Appliance) and personalized (Oral smart wearable) IoT-based healthcare solutions through their innovative and patented medical devices for global patient well-being. They are a customer-centric, innovative healthcare company based in Hyderabad, Telangana, India, and recognized as a startup by the Department for Promotion of Industry and Internal Trade.

Target Customers

Healthcare/service providers (B2B2C)

Key Competitors

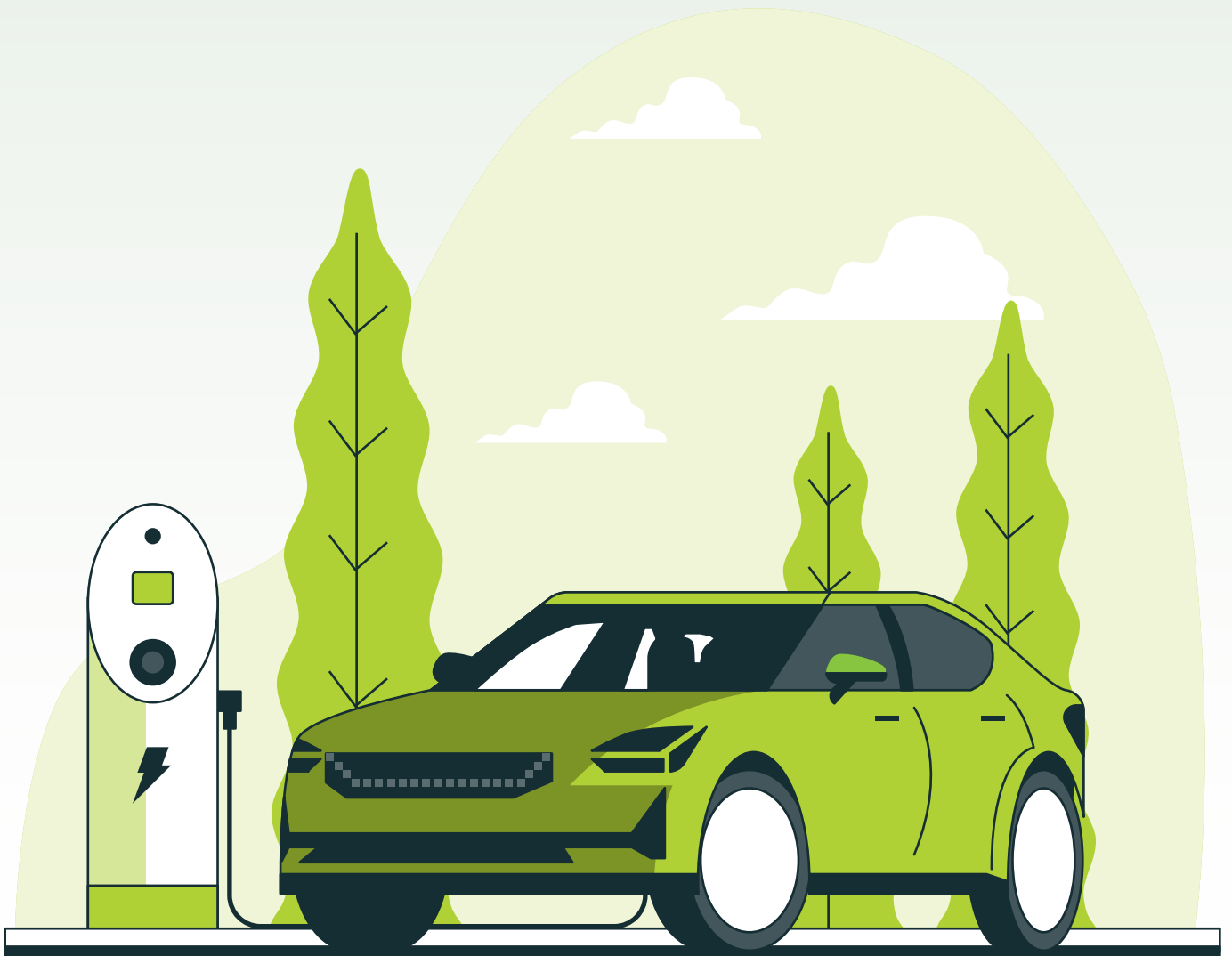
Indivior , ventrillink, Qardio, Dexcom

MOBILITY

AIC Mobility Program

The Government of India has set up Atal Innovation Mission (AIM) to support the establishment of new greenfield incubation centres called Atal Incubation Centres (AICs) that would nurture innovative startups. The AIC Mobility Program fosters tech startups working on technologies that would impact the Mobility sector.

The program offers a launchpad for startups to grow and create an impact in the mobility sector. It enables startups with an MVP to access investors, global mentors, industry experts, service providers and fellow entrepreneurs. Focus areas include Electronic Vehicles, Autonomous Vehicles, and Assistive Technologies.



Startups

AURITA
Electric Utility Bikes



Bijliridē



ChargeART



LogiXair



telioEV

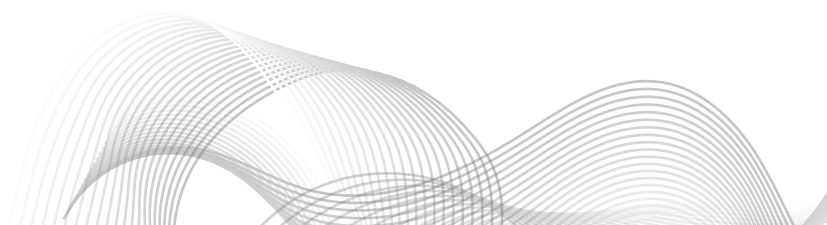
TRANSCENT



VIHAAN ELECTRIX
— VE care for EV —



RAP ECO MOTORS



Overall Impact Driven

02

Cohorts Organised

₹66 Mn+

Funding Facilitated

22K

Extra Customers Driven

541

Innovators Nurtured

24

Advisory Members Connected

Key Sub-sectors Nurtured & Accelerated



Energy Solutions -1



Cleantech Mobility -1



E4W Ride-Hailing Services -1



Self Driving Car Rental App -1



SaaS EV Mobility Services -1



Sustainable EV/ Green Energy -1



2 Wheeler Manufacturing (Light Weight Freight Vehicles) -1



Aerospace Logistics -1



EV Manufacturing (Bikes) -3



BMS/ EVSE -1



Urban Shared Mobility -1



Drone Technology -1



E2W Rental Solution Services -1



Charging Solutions -2



Charging Station Management Solutions (CSMS) -4



EV Navigation. AI Safety and security App - 1



EV Mobility Tech -1



Automobile manufacturers - 1

Success Stories enabled for Mobility Ecosystem

17+

Successful Pilots
Organised

₹1.5 Mn CIE Grant

Received by
Nova Avenue

₹8 Cr

Order received by
Ermin Automotive

20 Aircraft Orders

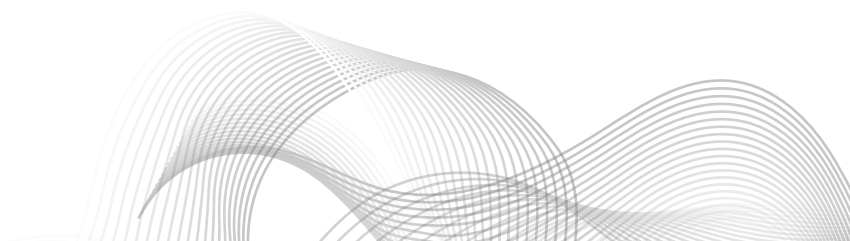
Received by
Logixair

Pilot with MH Smart City

Being accomplished by
JoulePoint

₹2.4 Mn

Triots bags on winning UNIDO FLCTD
Innovation Challenge 2022





AURITA BIKES (ELON MOTORS ENGINEERING PVT. LTD.)

Founding Team

Raghuveer Chadalavada | LinkedIn
Raghunath Pandey | LinkedIn
Satish Gowd | LinkedIn
Abhijit Mane | LinkedIn

Years of Operation and Location

4 Years from 2019 and location Ahmedabad.

Stage

Early Revenue

Elevator Pitch about the product/service

Light electric freight vehicles for last-mile delivery, with common drive trains and variable bodies. We are building electric utility vehicles that are customizable, upgradeable and modular as per rider needs. It is focused on providing the highest usability with the least total cost of ownership.

Pain point being solved

The rise in online shopping and the evolving urban landscape has significantly burdened the delivery of goods for the last mile. This has highlighted the limitations of using mobility tools originally designed for personal commuting, leading to inefficiencies and economic challenges in transporting goods.

Traction

We have a lifetime revenue of Rs 1 Cr (cumulative of 250 eBikes sold) and orders worth Rs 10 Cr from our existing B2B client.

Market Size (Opportunity) and Trends

The existing market size of delivery boys or gig workers is 1 million and is expected to grow multifold.

Business and Revenue Model, GTM

As an Original Equipment Manufacturer (OEM) with a direct sales revenue model, our go-to-market (GTM) strategy encompasses three key channels. Firstly, we engage in e-commerce through our website and various marketplaces. Secondly, we have offline distribution channels to reach customers. Lastly, our primary focus lies in business-to-business (B2B) sales, primarily through third-party logistics (3PL) partners and Electric Vehicle (EV) rental companies.

Key Competitors

Motovolt, Hero Lectro Cargo

Competitive Advantage

We have received preferred acceptance from our Ideal Customer Profiles in B2C and B2B over competitors because of our Purpose Built Design and Engineering.

Funding and Valuation

We have received strategic funding of Rs 45.9 Lakh vs 27% equity and Rs 200 lakh as a convertible debenture. This fundraiser happened in December 2021 at a valuation of Rs 170 Lakh.

Comments on how your team is the best to solve the problem

We are a team of engineers passionate about building utility products in mobility. Our brand of work and customer segment requires high-value engineering and scalable operations, which we have acquired over a period of 4 years of our startup journey.

Do you possess the necessary skills required to scale up your startup?

Yes. We have gathered the skills and found the right partners throughout our journey. Need assistance in further improving and optimizing them, specifically for branding and marketing.

Insights into Product Maturity

Our product portfolio achieved the right product market fit. We have already gone through 3 revision levels in our product offering (3rd one is presently under development).

How are you different?

We are a user-centric design and engineering product. All our products are purpose-built and focused on specific niche customer segments. We expect to become leaders in this target group over a period of time with our focused learning.

How does your business model help you succeed?

As an OEM, we have a dual focus. Firstly, we are dedicated to developing our own portfolio of products. Simultaneously, we are actively working towards establishing an Engineering Services division. This division aims to provide product development and contract manufacturing services to marketers seeking white-labeling solutions in the mobility sector.

Additionally, we are investing efforts in building our tech stack. Our focus lies not only on the vehicle itself but also on leveraging advanced technologies for vehicle data logging and generating predictive actionable insights. This offering is a valuable differentiator for us, granting a sustainable competitive advantage in the market.

Your USP

Purpose-built vehicles with customized offering to users, allowing them to optimize the vehicle specific to their requirements and keep the TCO low.



AUSTHRAA MOTORS

Founding Team

Raju Bavana-Founder & CEO | LinkedIn
 Raja Pradeep KK-Cofounder & MD | LinkedIn
 D Mohan Kalki-COO & Director | LinkedIn
 Pradeep K- CRDO & Director | LinkedIn
 Lakshman L- Production in-charge & Director | LinkedIn

Years of Operation and Location

1 year, Visakhapatnam

Stage

Pre-SEED successfully completed the pilot run. Raising SEED funds to increase the capacity to 1000-1,500 e-bikes/month

Elevator Pitch about the product/service

Experience effortless, eco-friendly travel with Austhara e-bikes. Perfect for commuters, adventurers, and cost-conscious individuals, our powerful e-bikes with long-lasting Li-NMC batteries offer easy maneuverability and hill-climbing capabilities. Designed for comfort and style, Austhara e-bikes save you time, money, and contribute to a greener future.

Pain point being solved

- Huge resource footprint for electric vehicles
- Smaller range for E-bikes
- Air Pollution

Traction

Sold 100 E-bikes in the market in just 2 months of commercial launch and planning to sell a minimum of 1000 E-Bikes per month for the coming 6 months.

Market Size (Opportunity) and Trends

The global E-Bike market is expected to be 66.5 billion USD by 2030 with a CAGR of 10.5% from 2022. China produced 34 million e-bikes, Europe produced 4.5 million e-bikes (& imported 20 million e-bikes), the USA nearly 0.9 million, and the Indian market started evolving with 0.15 million in 2021.

3 latest trends in the Indian E-bikes market:

- Rising Demand: Fuel prices and environmental awareness drive increased demand for e-bikes, offering eco-friendly transportation for short distances.
- Government Support: Indian government extends incentives through FAME II scheme until March 2024, promoting electric vehicle adoption, including e-bikes.
- Innovation: Indian e-bike manufacturers introduce smart features like GPS, anti-theft alarms, and powerful batteries, focusing on stylish designs to attract a diverse consumer base.

Business and Revenue Model, GTM

- Distribution model-B2B2C, B2C, B2B, B2G, D2C
- After sales - Sell Add-ons/ Accessories, Spares & Periodic Maintenance/ Servicing
- Subscription- "Advertisements on move" with the IOT app, City Bike sharing and public rentals, and hyper-local delivery markets.

We have onboarded our products in Amazon, Flipkart, Jiomart, Blive, Ewheelers, Trade India, India Mart, Moglix and ONDC.

Key Competitors

Hero Lectro, Emotorad, Motovolt and Ninety one

Competitive Advantage

Austhara Motors provides an advanced frame design with well-defined ergonomics and aesthetics, a longer range with less charging time, and an in-house designed metal container. It comes with detachable batteries for safe, convenient and easier charging. We offer an affordable range of e-bikes with a minimum of 3 years of warranty on some major components etc.

Funding and Valuation

Looking for Rs.20 Crores as seed fund with the Cap. Valuation of Rs.100Crores and floor valuation as Rs.50 Crores

Comments on how your team is the best to solve the problem

To solve any problem, we need the right skill with good industrial experience. Austhara is pre-seed funded and led by highly skilled engineers with a minimum of 5 years to max. 25 years of experience in all the departments of automobiles. It helps to develop, innovate and evaluate the process by following all the industrial standards

Do you possess the necessary skills required to scale up your startup?

Yes

Insights into Product Maturity

Our products are superior in quality compared to others in the market. Going further, we want to adopt the best industrial and technological processes - Die moulded frames will save time and give the bike a better look and feel, an IoT-based voice assist app, etc. These will increase our products performance & utility factor.

How are you different?

Austhara, India's longest-range electric cycle manufacturer, ensures maximum indigenization. Unlike others, we design, engineer, and manufacture our e-cycles from scratch, including a portion of the Li-ion battery unit. With a full-stack approach, we've mastered the supply chain, manufacturing, GTM processes, financing, after-sales service, and technology integration.

How does your business model help you succeed?

Our business model leverages online and offline sales channels through trade partners, including dealers, distributors, and e-commerce platforms. Unique revenue streams include app-based service subscriptions while on the go. Our rental and lease-based services cater to the growing last-mile delivery market in Tier-1, Tier-2, and Tier-3 cities, ensuring continuous revenue growth.

Your USP

- Advanced Patented unique frame
- Inhouse designed Detachable battery with a metallic casing
- Ac waterproofed chargers with 3 years warranty
- Broadest product basket
- Strong after-sale support
- Indigenous Manufacturing



BIDRYDE MOBILITY TECHNOLOGIES PVT LTD

Founding Team

Sujith Reddy – Founder & CEO | LinkedIn
Yash Kampili – Cofounder & CMO | LinkedIn
Jinka Kumar – COO | LinkedIn
Bhanu Prakash – Data Analyst | LinkedIn
Shaurya – Senior Flutter Developer | LinkedIn

Years of Operation and Location

We were developing MVP from September 2022 and based out of Hyderabad

Stage

We were about to launch in a week and ready with MVP

Elevator Pitch about the product/service

In India, car ownership has become expensive and impractical for many due to high costs and limited access. We offer a solution by allowing car owners to earn money by sharing their idle vehicles conveniently. Through our car-sharing platform, we reduce traffic congestion, lower carbon emissions, and make car rentals affordable. Our AI-based Bidding system ensures fair pricing, and we provide hassle-free delivery and pick-up services. Confidentiality of personal information is guaranteed. Join us in creating a happier and more sustainable world by making cars accessible to all and liberating parking spaces from underutilized vehicles.

Pain point being solved

Car owners can earn passive income with idle cars without worrying about safety. And customers who need a self-drive car for the short term can get it at affordable prices with seamless delivery and collection of the vehicle.

Traction

No traction for now

Market Size (Opportunity) and Trends

Revenue generated for Indian car sharing in FY22 was \$ 2.17 billion, and as per Statista, it is about to increase by 8.7% CAGR by 2025.

Business and Revenue Model, GTM

We have a B2C model, and revenue is generated on the bases of the car and the no of day's person books. We take a 40% commission on the booking price. We also charge a small fee for repetitive bids if a user wants to bid before his past bid expires. Our GTM is to concentrate on college students & collaborate with travel loggers.

Key Competitors

Direct rival: Zoomcar
Indirect rivals : Revv, Drivezy, Mychoize

Competitive Advantage

Our competitor has not improvised service quality in the last decade, and Zoom Car is the only existing option; we have a high chance of growing fast.

Funding and Valuation

We are bootstrapped till now.

Comments on how your team is the best to solve the problem

Since we all know our customers' mindset as we are from the same Genz & age group, we know how to provide the best service while innovating new.

Do you possess the necessary skills required to scale up your startup?

Before this, I worked in a startup from ideation to the growth stage, where I learned how to bootstrap best, form an efficient team, and tackle market conditions. More than that, I know what my target audience wants because I am one of them.

Insights into Product Maturity

We have completed the MVP product and are ready to launch in a week. We are about to test the product market fit.

How are you different?

In Bid rYde users can negotiate their price. We have got a large collection of cars, deliver to the doorstep, and provide an unlimited kilometre option with zero security deposit, zero toll charges, etc.

How does your business model help you succeed?

As an OEM, we have a dual focus. Firstly, we are dedicated to developing our own portfolio of products. Simultaneously, we are actively working towards establishing an Engineering Services division. This division aims to provide product development and contract manufacturing services to marketers seeking white-labeling solutions in the mobility sector.

Your USP

- The bidding system was our flagship feature
- 24/7 doorstep delivery & collection
- Handing the car at its pre-state to the car owner



BIJLIRIDE PRIVATE LIMITED

Founding Team

Shivam - CEO | LinkedIn
 Aditya - CTO | LinkedIn
 Vishal - Sales & Marketing | LinkedIn
 Abhishek - Ground Operations | LinkedIn

Years of Operation and Location

We were developing MVP from September 2022 and based out of Hyderabad

Stage

Commercialized/Expansion

Elevator Pitch about the product/service

Bijliride: Sustainable, affordable, hassle-free urban mobility. Rent electric vehicles via app or phone, with 24x7 benefits like on-road battery services, swapping, and breakdown assistance. Making urban mobility convenient and eco-friendly.

Pain point being solved

Rising fuel prices, urbanization, and environmental awareness drive demand for affordable, eco-friendly electric 2-wheelers. However, high costs, limited charging, and battery-swapping infrastructure hinder access. We aim to overcome these barriers, making sustainable transportation accessible and convenient.

Traction

- Customer Weeks served -6000+
- Total Vehicles On Road - 250
- Vehicles in Order already - 600+
- Batteries Swapped - 14000+
- Batteries Delivery On the road - 3500+
- CO2 Emission Saved - 1000000+ Kg
- Current Revenue per Month - ~16 Lakh.
- occupancy rate - 99%
- Retention rate for Q1/Q2/Q3 - WoW ~85%
- B2B Partner - Zomato, Whizzy Logistic, Metrорide, BestConcern, Stanzaliving, Steel Stalica, Rapido
- B2B Partner In talk - Swiggy, Blinkit
- B2C Customers from - Swiggy, Zomato, Zepto, Rapido, Top Chop, Blinkit
- 2000% growth in demand just through word of mouth and phone calls.

Market Size (Opportunity) and Trends

In India, 10 million last-mile delivery riders adopt EVs to cut costs. Limited infrastructure and range anxiety challenge widespread adoption, but leading 2W manufacturers see sales soar. Shared mobility fuels future demand, with the last-mile delivery market projected to reach USD \$165.6 Billion at 15.62% CAGR.

Business and Revenue Model, GTM

Revenue is generated through rental income and additional services.

GTM

-B2B: Acquisition of big-ticket size customers through sales head and Acquisition of small-ticket size customers through sales managers.

-B2C: Acquisition of customers through sales executives and social media platforms.

-PR: Community relations and public affairs. Online and social media communication.

-Offline: Stickers, Banners, Pamphlets and Fliers.

Key Competitors

Hala Mobility, Fae Bike, Watts & bolts (bud-e), evez, Mooving.

Competitive Advantage

-Sustainability: EVs reduce emissions, promoting environmental friendliness.

-Convenience: 24x7 services for flexible usage, day or night.

-Diverse fleet: Hero, BGauss, Okaya, and more, catering to various preferences.

-Technology: App for booking, managing rentals, GPS-equipped vehicles.

-Competitive pricing: Affordable rates due to low overhead costs, economies of scale, ensuring accessibility.

Funding and Valuation

Bijliride is raising 6.1 Cr in equity & debt at a 36 Cr valuation.

Comments on how your team is the best to solve the problem

Customer-oriented team, adaptable, creative, and effective communicators of EV benefits. Technical expertise ensures proper vehicle maintenance. Friendly, responsive, and prioritizing customer needs, we build trust and positive experiences. Committed to sustainability, reducing carbon emissions.

Do you possess necessary skills required to scale up your startup?

Founders have good experience working in the same industry to set up and scale the business to the level.

Insights into Product Maturity

Bijliride has been serving the last-mile delivery segment since its inception in 2020. Starting with a fleet size of 3 vehicles, Bijliride now has 250 vehicles on the road, adding more to it monthly with a 97% utilization rate.

How are you different?

Our 24*7 unique services, like on-road assistance and battery delivery/swapping service, make us different.

How does your business model help you succeed?

-Affordable rental, 24*7 services, 96% vehicle utilization, huge market and government support in EV.

-Customer service, their satisfaction, and their belief in our services.

Your USP

24*7 on-road services with 30Min TAT and instant swapping.



C & N GREEN ENERGY PVT LTD

Founding Team

Chandrashekhar Singh | LinkedIn
Nandan Bardhan | LinkedIn
Partho Bhattacharya | LinkedIn
Souvik Hazra | LinkedIn
Bineet Das | LinkedIn

Years of Operation and Location

We were developing MVP from September 2022 and based out of Hyderabad

Stage

Prototype

Elevator Pitch about the product/service

Emerging & only EV charger manufacturer in Eastern India using indigenous design & technology. We manufacture and provide for Plug-In-Electric Vehicle Chargers at a reasonable cost, benefiting people and creating a low-carbon, zero-emission transport. Thus bringing down the pollutant & pollution levels in the environment to help counter climate change.

Pain point being solved

Providing 'Made in India' chargers at competitive pricing & further enhancing the charging infrastructure.

Traction

Multiple tests were conducted on our chargers through a simulator, along with live charging on the EVs, with successful test results.

Market Size (Opportunity) and Trends

Currently, around 80 Million IC Engine Vehicles plying on roads. Govt plans a transition of 40% of vehicles to EVs by 2030.

Business and Revenue Model, GTM

Our focus is B2B & B2C Models.

Key Competitors

Tata Power; Jio-BP; Statiq; Exicom; Amara Raja; Voltic; Quench Charger; Delta Electronics; ABB India; P2 Power Solution.

Competitive Advantage

Competitive Pricing; Made In India Product; After Sales Services

Funding and Valuation

Currently Boot Strapped

Comments on how your team is the best to solve the problem

A combination of experience & youth. Our team has a technical background, a curious mind to learn & research, along with a knack for problem-solving.

Do you possess necessary skills required to scale up your startup?

Yes

Insights into Product Maturity

oad tests conducted on chargers with a Current Load of 35 Amperes. Multiple live tests were conducted by charging EVs like Tata Nexon, Tigor & Tiago with successful & encouraging results.

How are you different?

We are a startup driven by a vision for growth, not only for our team and company but also for our city, state, region, and country.

How does your business model help you succeed?

Our business model is based on the vision to make our country Aatmanirbhar. Our chargers have a unique design and are created with rigorous R&D. We believe that the charging infrastructure in our country should have chargers made In India instead of being imported in CKD condition. Our products are durable & best suited for extreme Indian environments.

Your USP

- Chargers suitable for the Indian Environment;
- Our chargers are designed from Scratch with indigenous technology;
- Our design is completely original & not a copy of any electronic circuits or software;
- We don't import EV chargers in CKD conditions from other countries.



CHARGEKART PRIVATE LIMITED

Founding Team

ARUN REDDY THUMMA (MANAGING DIRECTOR) | LinkedIn
H CHANDRA SRIVASTAVA(DIRECTOR) | LinkedIn
AMAN KUMAR SINGH(DIRECTOR) | LinkedIn

Years of Operation and Location

2022 & HYDERABAD

Stage

Prototype

Elevator Pitch about the product/service

Autonomous mobile charging robot platform made to deliver charging at the convenience of user parking.

Pain point being solved

Establishment and operational difficulties in CPO business.

Traction

NA

Market Size (Opportunity) and Trends

Proportional growth of E4Ws is the size. Currently, India requires 10.3 lakh charging stations.

Business and Revenue Model, GTM

B2B2C (Franchise model)

Key Competitors

Mojo Green, Free Wire, Hongqi, Xiomi, Mobenergy, QUAenergy, Volkswagen, Eternal Robotics, Always Carl, Joule labs, Neura Robotics, Mob energy..

Competitive Advantage

Robotic platform and Dual type of chargers.

Funding and Valuation

Currently bootstrapped and looking to raise 3 cr.

Comments on how your team is the best to solve the problem

Our team is best equipped with the necessary skill set to design the product & execute the business ideas

Do you possess necessary skills required to scale up your startup?

Yes

How are you different?

We are a startup driven by a vision for growth, not only for our team and company but also for our city, state, region, and country.

How does your business model help you succeed?

The franchise model helps in the quick expansion and scaling up.

Your USP

Single platform for charge booking and parking management.



DRONAMAPS PRIVATE LIMITED

Founding Team

Utkarsh Singh (Founder and CEO) | LinkedIn
Ayushi Mishra (Co-Founder and COO) | LinkedIn
Poonam Gupta (Co-Founder and CBO) | LinkedIn
Udisha Singh (Director of Strategic Partnerships) | LinkedIn
Rahul Kumar (GIS Tech Lead) | LinkedIn

Years of Operation and Location

2016 (Regd office at Indore and HQ at Gurugram)

Stage

Early

Elevator Pitch about the product/service

Customizable Command and Control Center uses 3D drone data for AI-based geospatial analytics in urban development, mining, infrastructure, and construction, integrating with ERP and Project Management tools.

Pain point being solved

Clients receive custom analytics, high-res asset maps. Decision support systems break data silos, accept multiple formats. Extensive customization, solving diverse issues using drone data.

Traction

-NHA
-Directorate of Governance Reform, Punjab NDRF
-Reliance
-L&T

Market Size (Opportunity) and Trends

Drone market TAM: \$40B. CAGR of 20% (2021-2028) due to rising demand in agriculture, construction, mining, oil & gas, transportation.

Business and Revenue Model, GTM

Partnerships with ESRI, AWS, SAP, and potentially KPMG for value-added usage of emerging technology. Operating efficiently with a lean workforce.

Key Competitors

Focused on analytics with a data collection model similar to Uber. Differentiating from hardware and services companies like AUS, Ideaforge in India.

Competitive Advantage

Our USP: optimized analytics suites for 3D data processing, extracting 140+ geospatial features. Templates for mining, urban development, property taxes, smart cities, and highway construction management.

Funding and Valuation

Bootstrapped Valuation - 40 Cr in 2020

Comments on how your team is the best to solve the problem

DronaMaps excels in drone data reconstruction, precision agriculture. Vision: integrate drones, metaverse, AI/ML, data fusion. Recognized by Economic Times, Steve Wozniak. Dedicated team, expertise, efficiency, global scalability through partnerships.

Do you possess necessary skills required to scale up your startup?

Custom analytics, maps, data integration, and issue-solving with drone data.

Insights into Product Maturity

Our AI-enabled drones capture data, construct maps, and integrate with mobile apps. Cloud processing enables precise crop analysis and tracking for agriculture. With optimized SLAM-based architecture and seamless integration of multi-modal data, we provide accurate geospatial insights for decision-making in various sectors.

How are you different?

Scaling with drone service providers, DronaMaps earns from operational costs. Algorithms trained on 40TB Indian geospatial 3D drone maps. Partnerships with ESRI, SAP, KPMG enhance client reach.

How does your business model help you succeed?

Specializing solely in Drone Analytics makes us highly scalable. Our partners, spread across India, handle all ground operations.

Your USP

-Scale with drone service providers. DronaMaps excels with 40TB drone maps.



ETRIC MOBILITY SOLUTIONS PVT. LTD.

Founding Team

Sunil Shahdadpuri: Co-Founder & CEO | LinkedIn
Chirag Sunthakar: Co-Founder & COO | LinkedIn
Dr. Rajesh Krishnan: Technology Advisor | LinkedIn
Yeshwanth Om: Financial Analyst | LinkedIn

Years of Operation and Location

Since 23-03-2022 (1 Year); Hyderabad (TS)

Stage

Pre-Revenue - about to commence Operations. Technology platform under final live testing & initial 3 EVs (Tata Tigor Exprs-T) procured for the fleet.

Elevator Pitch about the product/service

"Technology Driven App- Based E4W-Ride-Hailing Services"

Pain point being solved

- High ride fares in existing B2B app-based 4W Urban Shared Mobility
- Issues of surge pricing & ride cancellations
- Poor driver services & low user experience
- Environmental/climate damage by fossil fuel use in existing 4W Urban Shared Mobility.

Traction

Would be generated from April 2023 onwards once live testing integration is completed.

Market Size (Opportunity) and Trends

USD 52.5 Billion markets in 2024 for 4W-Urban Shared Mobility & is projected to be USD 90 Billion with a CAGR of 25.1% by 2030.
Trend: Government initiative for faster adoption of EVs for Urban Shared Mobility.

Business and Revenue Model, GTM

B2C & B2B; Retail consumers for B2C & Corporate consumers for B2B.

Key Competitors

Ola / Uber & BluSmart in New Delhi NCR

Competitive Advantage

- Use of EV for 30% lower ride fares by leveraging on the low O&M cost of the EVs;
- Zero surge pricing & zero ride cancellation service;
- Use of AI/ML in our technology platform for demand prediction;
- Use of clean & green energy for urban shared mobility.

Funding and Valuation

Bootstrapped

Comments on how your team is the best to solve the problem

High experienced & domain experts in the core team.

Do you possess necessary skills required to scale up your startup?

Yes

Insights into Product Maturity

Diversify our product into various categories & regularly pivot on marketing strategies to prolong the product's life cycle.

How are you different?

- 30% lower ride fares;
- Zero surge pricing & zero ride cancellation service;
- Use of AI/ML in our technology platform for demand prediction;
- Use of clean & green energy for Urban Shared Mobility

How does your business model help you succeed?

It enables us to service all the consumers (B2C & B2B) in 4W Urban Shared Mobility

Your USP

Core Team Domain Expertise & our USP / differentiating factors.



LogiXair

LOGIXAIR - OVERWRITE ROBOTICS PRIVATE LIMITED

Founding Team

Bhanu Teja Chidura - Founder | LinkedIn
Pulla Kapil Dev - Co founder | LinkedIn
R.S.G. Shanmukh - Aerodynamics Engineer | LinkedIn
Sakya Kanuparth - Systems Engineer | LinkedIn

Years of Operation and Location

-10 months - Hyderabad
-2.5 years - Netherlands

Stage

MVP

Elevator Pitch about the product/service

At LogiXair, we are working to solve these problems using automated flying cargo systems called Aerial Pickup Trucks. We are a vertically integrated hardware-based startup aiming to provide B2B middle mile delivery services to enable faster delivery to tier 2,3 cities, and remote areas. Extending the reach of express logistics using a flying cargo system can improve the quality of life around the world.

Pain point being solved

Solving road congestion, terrain and infrastructure limitations with a network of aerial pickup trucks.

Traction

LOI for 20 ORCA products from a drone service provider in India.

Market Size (Opportunity) and Trends

SAM-\$8.9 billion [Drone Logistics Market] SOM- \$500million [Heavy payload logistics 2025] | CAGR- 21.2% till 2030

Business and Revenue Model, GTM

B2B

Key Competitors

-Indian Market: - BONV, Techeagle
-International Market: - Elroy Air, Mightyfly, Dronamics

Competitive Advantage

We are building Automated Close Loop operations with modular systems that are powered with Hybrid Power Trains and sustainable fuels.

Funding and Valuation

INR 25 Lakhs (convertible note)

Comments on how your team is the best to solve the problem

Driven by passion for drones and robotics, our team sought a meaningful application. By optimizing delivery reach and reducing latency, we unlock new possibilities. With expertise in mechatronics, Robotics, and Aerospace research, we are committed to pushing boundaries in the UAV domain.

Do you possess necessary skills required to scale up your startup?

Yes, We do have most of the technical skills required in the core team, but we do lack business and marketing skills. We are in discussions to onboard a business person onto the core team.

Insights into Product Maturity

MVP with a TRL-7 and is being used for pilots and demonstrations. We are working on the manufacturing and certification standards for product-level development.

How are you different?

In the aerial cargo delivery market, we face competition from global players like Elroy Air and Volocopter, as well as market-specific competitors including boats, helicopters, aircraft, and trucks. Existing approaches offer either high-cost, optimized-performance drones or versatile drones with compromised performance. Our solution prioritizes rugged, serviceable, and cost-effective application-specific drones. With a VTOL configuration, extended range performance, and automated ground operations, we provide efficient solutions. Sustainability, though not the primary concern for customers, is achieved through our hybrid-electric powertrain.

How does your business model help you succeed?

B2B is structured with long-term commitments and support from regulation for operating off-urban environments.

Your USP

-Aerial Pickup Trucks
-Automated ground operations.



TELIOEV PRIVATE LIMITED

Founding Team

Amit Kumar Singh (Founder & Promoter) | LinkedIn
Dr. Lalit Kumar Singh, Chief Executive Officer | LinkedIn
Mukesh Kumar, Chief Technology Officer | LinkedIn
Shantanu Mishra Chief Business Officer | LinkedIn

Years of Operation and Location

Less than a year. Incorporated on 17/05/2022
and located at Hyderabad

Stage

Product Commercialized, Initial Traction and Sales – Growth Stage

Elevator Pitch about the product/service

The TelioEV charging management system empowers you to make the most of your electric vehicle charging stations. With advanced monitoring and data analysis, a user-friendly interface, and support for multiple payment options, our system helps you optimize station utilization, minimize downtime, and improve overall efficiency. Whether you're a small business owner or a large corporation, TelioEV meets the growing demand for electric vehicle charging services while maximizing profitability.

Pain point being solved

The pain point being solved by the TelioEV charging management system is the challenge of managing electric vehicle charging stations efficiently and effectively. With the growing demand for EV charging services, operators need a solution to optimize station utilization, minimize downtime, and improve overall efficiency. TelioEV's advanced monitoring and data analysis capabilities, user-friendly interface and support for multiple payment options help operators overcome these pain points and maximize profitability. By providing a comprehensive charging management system, TelioEV enables businesses to meet the needs of the growing EV market and stay ahead of the competition.

Traction

We have gained 35 customers in the first year of our startup

Market Size (Opportunity) and Trends

EV Infrastructure Market is estimated to be around 8 Billion Dollars by 2030, according to an Emobility+ report, with a CAGR of 46.5% till 2030

Business and Revenue Model, GTM

White Label Solution with several recurring revenue models

Key Competitors

Kazam, Electripe, Chargezone

Competitive Advantage

Superior product that is highly scalable and fully compliant with OCPP 1.6J protocol.

Funding and Valuation

55 Lakhs from friends and family at 45 Cr Valuation

Comments on how your team is the best to solve the problem

We are a pure-play EV SaaS with a single-minded focus on providing a world-class product from India to the world. We have a dedicated tech team determined to produce a world-class product.

Do you possess necessary skills required to scale up your startup?

We have a unique combination of sales, technology, and the ability to glean market insights. We are confident in delivering what the market wants.

Insights into Product Maturity

MVP with a TRL-7 and is being used for pilots and demonstrations. We are working on the manufacturing and certification standards for product-level development.

How are you different?

Our product is one of the top 3 software platforms in India, certified with all industry-leading chargers and extensively used by 35 clients across India and the world.

How does your business model help you succeed?

We are one of the early-movers in the pure play EV SaaS space, poised to serve the entire industry as their partners, not competitors.

Your USP

Our single minded focus on software helps us to gain the confidence of our partners along with our commitment to continual product development that is highly customizable to our client's needs



TRANSCENT LABS PRIVATE LIMITED

Founding Team

Pranav Ghode- Founder | LinkedIn
Neha Bagul | LinkedIn
D. R Ghode | LinkedIn
Yatin Bagul | LinkedIn

Years of Operation and Location

Established in 2016, registered in Pune

Stage

Revenue - need funds to expand

Elevator Pitch about the product/service

Transcent is an OEM supplying high quality and reliable EVs with the goal of achieving 100% renewable energy mobility, zero emissions & zero cost per km

Pain point being solved

Currently, available EVs do not run on renewable energy. They are also dependent on charging infrastructure. Transcent aspires to develop technology and solutions to enable EVs to run using batteries charged by solar power rather than electricity grids.

Traction

Transcent has manufactured & sold upto 50+ vehicles so far

Market Size (Opportunity) and Trends

-As of 2021, the global electric motorcycle market size was estimated to be around USD 2.9 billion and is projected to reach USD 13.0 billion by 2028, growing at a CAGR of 24.7% from 2021 to 2028. This data is from a report published by Grand View Research, Inc. titled "Electric Motorcycle Market Size, Share & Trends Analysis Report By Product (Motorcycle, Scooter), By Battery (Li-ion, Lead Acid), By Voltage (36V, 48V, 60V, 72V), By Region, And Segment Forecasts, 2021 - 2028".

-Solar panel costs have decreased by 90% in the past decade, and solar panel efficiency has increased from 12% to over 20%. This data is from the International Renewable Energy Agency (IRENA) report "Renewable Power Generation Costs in 2020".

Business and Revenue Model, GTM

As an OEM, we have contract-manufactured e-bikes with the help of Asian (Chinese) suppliers. We then import these models in CKD format, assemble them, and sell them directly or through the dealership structure

Key Competitors

-Global competitors amongst the Chinese & Asian manufacturers.
-Domestic competitors - Ola, Ather, Okinawa, TVS, Bajaj
-However, there is less competition in domestic and global markets focussed on solar-powered electric motorcycles.

Competitive Advantage

The company can manufacture customized lifepo4 batteries in-house, which helps lower the cost of batteries and increase reliability.

Funding and Valuation

The company has not valued itself so far, but has seen founder investment up to 40 lacs, generated more than 35-40 lacs revenue, has a gross margin of about 50% and has completed various certifications. Based on this data, the company can be valued at at least 1.5 to 2 cr.

Comments on how your team is the best to solve the problem

-The founder is B.Tech Electronics, with strong engineering acumen. The founder has also done MBA from IIM Lucknow and worked in MNCs like Google. The founder has displayed strong leadership & technical capabilities
-The founder is looking to expand the team further to solve the various challenges

Do you possess necessary skills required to scale up your startup?

Yes, but need support on PCB & Electronics Development

Insights into Product Maturity

Contract-manufactured products are matured in overseas markets but require homologation completion in Indian markets, which costs about 50 lakh rupees per model.

How are you different?

By being a solar-first EV company, we will develop technologies and solutions that are unique to this industry (E.g. Solar converters that will use solar panels to charge EVs)

How does your business model help you succeed?

-By being an OEM, we have the option to sell not only in Indian markets but also overseas markets.
-By being solar first company, we can sell products in areas without charging infra or electricity.

Your USP

We aspire to be a solar first EV company which will help us overcome the problem of fossil fuels and charging infrastructure.
-Automated ground operations.



TRIDE INNOVATIVE TECHNOLOGIES PVT LTD

Founding Team

2 founders & 24-member team

Years of Operation and Location

2.5 & Hyderabad

Stage

Paying clients

Elevator Pitch about the product/service

We are an AI/ML-driven Connected Vehicle platform for Intelligent EV Tracking with a vision to promote EV adoption on a global scale while instilling greater consumer confidence in the process. We provide solutions for real-time battery health monitoring, EV tracking, ML-based anomaly detection in batteries, AI/ML driver behaviour analysis, and object detection for safe driving.

Pain point being solved

Due to intense competition EV OEMs (400+ EV brands) are focusing on increasing their sales and are looking for cost-effective solutions to monitor their product on a real-time basis ensuring user safety and improving the product & user experience accordingly.

Traction

7.8 Mil INR in FY 2022-23. On-boarded 7 B2B paying clients and did pilots with 5 B2B clients.

Market Size (Opportunity) and Trends

85 Billion USD & Increasing EV Market Y-O-Y

Business and Revenue Model, GTM

B2B, Revenue Model includes one-time licensing & periodic subscription based on the units deployed or modules availed.

Key Competitors

IntelliCar, WirelessCar etc

Competitive Advantage

-Working closely with multiple EV OEMs, we leverage new battery technology to evolve our connected vehicle platform and cater to the specific needs of 2W, 3W, and 4W EV OEMs in the market.
-A diverse team with vast experience in the automotive space enables us to focus on value creation for clients and quickly adapt to the dynamic EV market changes.

Funding and Valuation

Raised 1 Cr in May'2022. Looking to raise 3.5 Cr currently.
(Commitments received to the tune of 2 Cr)

Comments on how your team is the best to solve the problem

-The team from diverse backgrounds (IT, Automotive, Consulting, Operations etc) and working on relevant pain points of EV OEMs & fleet operators today
-Focus on execution: We have developed our tech platform, done pilots and have onboarded 7 B2B clients in a short span of time.

Do you possess necessary skills required to scale up your startup?

The team comes from diverse backgrounds (IT, Automotive, Consulting, Operations etc) and have experience in handling complex problems and scaling business in their respective domains.

Insights into Product Maturity

-We have developed our tech offerings by working closely with EV OEMs, addressing their pain points.
-Insights from our platform help EV OEMs have real-time visibility and traceability across their EVs with real-time battery health monitoring & user-driving behaviour tracking. Some of our plug & play offerings help EV OEMs comply with the latest battery norms released by the government.

How are you different?

-A diverse team with a keen understanding of the dynamics of the automotive EV market with the relevant requirements.
-Our focus on execution establishes relevancy and a clear value proposition to the EV businesses in the market.

How does your business model help you succeed?

-We are already generating revenue, and our business model enables us to provide our tech offerings to EV OEMs & EV Fleet operators based on the number of units or modules. This will provide a cost-effective solution for the EV players now operating on small volumes and ensure we can multiply our revenues with the number of units as these players scale up their business.
-Our focus on innovating keeps us relevant to the changing market dynamics.

Your USP

Diverse Team, focus on innovation & execution, growing EV market, collaborating with multiple EV OEMs, relevancy & need of our solutions in the growing EV market.



TRIOLT ENERGY PRIVATE LIMITED

Founding Team

Ananya Gangadharan | LinkedIn
Rajesh Thomas | LinkedIn
Raghu Sripada | LinkedIn

Years of Operation and Location

2022, Incubated at CIE Hyderabad

Stage

Pre-revenue, Commercial equivalent product developed

Elevator Pitch about the product/service

Our product is 10 min charging safer lithium-ion cell with high energy density and cycle life for EV application

Pain point being solved

The main hurdle for the mass adoption of EVs is the longer charging time of lithium-ion cells (4-5 hours). Currently, none of the cells in the EV market support 10 min fast charging, which is critical for mass adoption of EVs. We provide 10 min continuous fast-charge lithium-ion cells.

Traction

In our pilot line production, we will provide lithium-ion cells to EV OEMs and battery pack manufacturers and initiate sales.

Market Size (Opportunity) and Trends

Cumulative lithium-ion cell market size for electric two-wheeler: 496GWh(\$76B) by 2032. Similarly for four-wheeler it is 725GWh(\$108B)

Business and Revenue Model, GTM

B2B business model, revenue will be generated by selling the lithium-ion cells to EV OEMs and Battery pack manufacturers.

GO TO MARKET

-**Distribution channels:** (1) Direct sales to OEMs (2) Website
-**Commercially Viable product approach:** Will provide the cells to OEMs for getting validation & letter of intent

Key Competitors

-LG, Panasonic, BYD, Samsung, SANYO, SONY, CATL etc. are foreign competitors.
-Amara Raja, Exide, Rajesh Exports, and start up companies Godi, log9, Gigadyne, etc., the emerging Indian competitors
-At present, India does not have commercial lithium-ion cell manufacturing.

Competitive Advantage

(1)10 min fast charging (currently available more than 1h)
(2) Low cost
(3) >6 years warranty & longer cycle life (currently 2-3 years warranty on cells)
(4)OEMs can get a domestic supply of cells (currently 100% import dependency)

Funding and Valuation

2 Grants received (₹17 L), valuation 14cr.

Comments on how your team is the best to solve the problem

co-founders have 33+ cumulative years of experience in developing battery materials, cell design, electrochemistry and product development with various form factors such as 18650, 21700 cylindrical cells and pouch cells. In addition, we are experienced in leading industrial and defence-related projects focused on lithium-ion cells. More than 3+ years of startup experience, supply chain management, workforce hiring, project planning, execution etc.

Do you possess necessary skills required to scale up your startup?

Team has already worked in the small production line for manufacturing lithium-ion cells in cylindrical and pouch cell form factors prior to the present start-up. Besides, we helped the companies for executing battery pack production lines.

Insights into Product Maturity

Commercially viable lithium-ion cells are developed and tested in-house. Also, third-party testing and verification are ongoing.

How are you different?

The offerings that differentiate us from others in the electric two-wheelers and four-wheelers segment are:
-Fast charging time: 10 min
-Home charge: 2h
-Calendar life: 6 years
-Cycle life : > 2000
-Low price

How does your business model help you succeed?

We plan to adopt the B2B model for the following reasons. There is high demand for lithium-ion cells, but the supply is limited, evident from the past 2 years. The EV market growth is exponential; almost 50% of the E2W's cost comes from the battery.

Your USP

Continuous fast charging (10 min) lithium-ion cell with more than 6 years of warranty.



TUMPUDI AUTOMOTIVE PRIVATE LIMITED

Founding Team

Krishna Chaithanya tumpudi - Founder | LinkedIn
 Vaibhav Kshirsagar - Co-Founder | LinkedIn
 Rizwan syed - Co-Founder | LinkedIn

Years of Operation and Location

we had started our R&D from October 2018 and started operations from July 2022 based out of Pune. We are even approved by MSME, DIPP.

Stage

MVP completed we created a prototype tested on Road and got expected (Great) results. Right waiting to get it approved (financial issue) to enter into market.

Elevator Pitch about the product/service

2 wheeler EV's that can be use Gear box and recharged based on petrol (if needed) majorly focusing on segment of customers who worry about lack of performance, infrastructure (charging).

Pain point being solved

- High cost
- Range Anxiety.
- Lack of Infrastructure (service, Charging)
- Low performance of EV's

Traction

Since our Product is ready we are planning to enter into the market by taking preorders (start Marketing) in next 6 months with initial order expected to be delivered is 10,000 pieces in first 6 months.

Market Size (Opportunity) and Trends

- Market size - 20 Million Units / Annum - 12 to 16 thousand crores
- Trends - Low cost EV's

Business and Revenue Model, GTM

- Business Model : Manufacture, sale of 2 wheeler EV's and its core technologies.
- Revenue Model: Production based - Contra Revenue

GO TO MARKET STRATEGY

- Step1: Establishment of Facility & Delivery of vehicles (Received through preorders) in 6 Months
- Step2: Expand the Facility to reduce the Delivery time to 15 days
- Step3: Focus on B2B sectors, B2C sectors such as Last mile Connectivity, women, students

Key Competitors

- EV : Tork, Oben Rorr, Hop oxo, Rv 400
- IC Engine : KTM, Bajaj, Hero, Honda

Competitive Advantage

High Range, Less complex User Friendly Design that doesn't require charging stations (dependency)

Funding and Valuation

- Funding till Date - Boot strapped (45L)
- Current Valuation - 55 Cr (DCF method)

Comments on how your team is the best to solve the problem

The core team consists of 3 people who are well experienced in the field of Electronics, Mechanical, IT & Business Development which enables us to efficiently navigate through all the challenges we might encounter over a period of time

Do you possess necessary skills required to scale up your startup?

yes

Insights into Product Maturity

- An average Motorcycle company in Indian Market achieves Maturity around sales of 40,000 - 1.2 lakh bikes/Month
- The number is Based upon Brand Value, cost of the product
- we can easily overcome this by taking worldwide upcoming markets into consideration

How are you different?

we focus on more on untapped markets and we wish to improve ourselves by challenging IC Engine Market rather than Existing EV competitors.

How does your business model help you succeed?

we can enter the both B2B, B2C markets

- B2B : Companies such as uber, swiggy (Bike taxi, Food Delivery sector)
- B2C : Untapped markets of NON-IT sector (urban), semi Urban, Rural sectors.

Your USP

No need to wait for Charging stations

Our approach to Challenge IC Engine market by adopting Technologies such as Gearbox, Range Extender, Adapting New Battery technologies to overcome the dependence on charging, service infrastructure even in rural areas.



QUIQUP INNOVATIONS PVT LTD

Founding Team

N Prashanth Reddy | LinkedIn
 CH Chethan Kumar | LinkedIn
 Manchala Sundeeep | LinkedIn

Years of Operation and Location

Incorporated on 11th Feb 2021 and currently operational in 28 Cities

Stage

Revenue Generating

Elevator Pitch about the product/service

Piqyu, a top last-mile delivery company, partners with major e-commerce and Quickcommerce giants across 25 cities in India. With a monthly growth rate of 30% and positive EBDITA, our experienced team excels in the last-mile domain. Our successful DC model operates in 16 Tier 2 cities in Andhra Pradesh

Pain point being solved

The last mile sector is one of the most unorganized sectors, having only 15% of organized players without technology and no proper planning and execution. Every order is delivered to the end user only after 48 hrs once the shipment reaches hubs before the last mile.

Traction

600% growth Year on Year

Market Size (Opportunity) and Trends

The total market size in logistics is \$215 billion, and 25% of it is the last mile in the e-commerce and pharma industries. The available market for companies like us is expected to be \$300 billion by 2030.

Business and Revenue Model, GTM

We provide end-to-end logistics support

- Warehousing
- Distribution Centre
- Last Mile

Space and service for small and medium brands

We excel in last mile and Phlebotomist services for medical labs

Our target audience are

- E-commerce
- Quick commerce
- D2C brands
- Phlebotomy Labs

How

- API Integrations
- Shortest client onboarding
- Onboarding 100 riders within 15 days
- Strongest tech platform
- Seamless client service and network building

Key Competitors

Shadowfax, Blowhorn, Elasticrun, Grsb, Delhivery, Ecom Express

Competitive Advantage

- Diversified & niche line of business (Phlebotomy, D2C etc.)
- New client onboarding to live in 48hrs – 72hrs
- 6x growth in FY 2022 - 23
- A widespread within a short span - From 1 to 25 cities & towns
- Granulated sessions with team on top 3 revenue contributing factors and 3 detracting factors
- Grooming & training sessions to DE's

Funding and Valuation

Raised Seed round of 1.3 Cr at 8 Cr valuation.

Comments on how your team is the best to solve the problem

Our Piqyu ops squad is one of the strongest teams with experience in the logistics and e-commerce sectors and can understand client and vendor perspectives. Our current rate of onboarding 100 riders is 12 days which was 30 days in Q2. Founders have a cumulative experience of 45+ years in the last mile sector

Do you possess necessary skills required to scale up your startup?

Piqyu is the trusted and top-performing partner for our clients. 50% of our city expansions were driven by client demand. Excitingly, we are expanding operations to Dubai, a market with tremendous potential for last-mile services. With the thriving logistics and last-mile sector, we are primed to seize the market space.

How are you different?

We provide electric vehicles to riders in lease-to-own models, where a rider can earn by using a vehicle, paying EMI, and owning a vehicle after a specific duration.

How does your business model help you succeed?

We charge clients in two different models: one is a per-order model, and the second is MG (Minimum Guarantee) model, where if a client cannot give enough orders, he will be charged for some minimum orders to match rider earnings.

Your USP

- Nano Distribution Centers location at pincode level
- Electric vehicles as lease-to-own model
- Reduce carbon footprint
- 6 years of warranty.



VELECTRIX PRIVATE LIMITED (VIHAAN ELECTRIX)

Founding Team

N. Venkata Reddy – Founder & C.E.O | LinkedIn
V. L. Prem Kumar – Co-Founder | LinkedIn
Vijay Patro - Chief Technology Officer | LinkedIn
V. Abhishiktha - Project Manager | LinkedIn
B. Lokesh - Full Stack Developer | LinkedIn

Years of Operation and Location

2 Years of operation in Visakhapatnam, Andhra Pradesh

Stage

Prototype

Elevator Pitch about the product/service

VE brings the complete package for all your electric vehicle needs on mobile application. From purchasing an electric vehicle to its maintenance, we've got you covered with charging stations, EV services, spares, and accessories, acting as an aggregator between OEMs and end-users.

Pain point being solved

The pain points we are solving are from the perspective of an EV user. Identifying a suitable EV / Finding nearest public charging stations / Lack of service facility of EVs / Shortage of spares & accessories of EVs.

Traction

We take the initiative to provide end-user services, onboard OEMs with our products, and continuously iterate on protocols to enhance efficiency and connectivity, aligning user requirements with market needs.

Market Size (Opportunity) and Trends

- Total addressable market - 30 Crore EVs (2W, 3W, 4W).
- Serviceable available market - 20 Lakh EVs by 2022.
- Serviceable obtainable market - 2 Crore EVs by 2030.

Business and Revenue Model, GTM

- Subscription model
- Pay-per-use model
- Franchise model
- Rental / Lease model
- E-commerce model

Key Competitors

- Tride mobility
- TVS iQUBE
- ATHER

Competitive Advantage

Our product is a one-stop solution for EV users, connecting as an aggregator.

Funding and Valuation

- Initial funding - 1 Crore (bootstrap)
- Valuation - Need to discuss

Comments on how your team is the best to solve the problem

Experienced team in EV hardware and real-time app usage scenarios. Currently relying on third-party support for app development. Actively expanding the team across multiple areas to enhance capabilities.

Do you possess necessary skills required to scale up your startup?

Not completely. We need assistance in market analysis and commercialization of the product.

Insights into Product Maturity

We started with an intuition driven and are now introducing a process in Product Maturity Model.

How are you different?

We provide a comprehensive mobile app for electric vehicles, allowing users to book test rides, purchase vehicles, reserve charging slots, and schedule services. Our one-stop solution sets us apart from competitors offering limited features.

How does your business model help you succeed?

Our comprehensive mobile app for electric vehicle users differentiates us from competitors. It increases customer engagement, builds loyalty, and attracts those seeking a complete solution. We generate revenue from vehicle sales, charging station reservations, service bookings, and spares/accessories sales, diversifying our income sources.

Your USP

Our platform aggregates electric vehicle offerings from various OEMs, offering comprehensive care and support for end-users. Tagline: "VE care for EV". Emphasizing excellent care and unique value proposition in the electric vehicle market.



ZERO SUM (ZERO-EMISSION SMART URBAN MOBILITY).

Founding Team

Armeen Gould - Founder | LinkedIn
CH Chethan Kumar | LinkedIn
Manchala Sundeeep | LinkedIn

Years of Operation and Location

I began developing the concept in 2015. Currently in Delray Beach, Florida (USA), looking to relocate to Hyderabad.

Stage

Concept to Pre-Seed

Elevator Pitch about the product/service

Zero SUM will develop comprehensive solutions addressing both sides of the equation (assemble new and convert used ICEs).

Pain point being solved

Zero SUM aims to bend the curve, starting with reinventing mobility and delivery as clean, efficient, and productive.

Traction

Pre-Revenue

Market Size (Opportunity) and Trends

First and foremost, with over 1.4 billion diesel and gas-powered vehicles worldwide.

Business and Revenue Model, GTM

Zero SUM-owned fleets will provide captive mobility and delivery services. Partner with mobility and delivery services to convert their fleets.

Key Competitors

Municipal public transit systems are potential competitors. Mobility Hubs.

Competitive Advantage

Designing mobility/delivery services from the ground up with economic development impact.

Funding and Valuation

TBD.

Comments on how your team is the best to solve the problem

I will initially build my team from within the T-Hub universe.

Do you possess necessary skills required to scale up your startup?

I have a good sense of the big picture and the different pieces that come together to form the "perfect" mobility and delivery solutions insights into Product Maturity.

How are you different?

Zero SUM takes a different approach to creating sustainable zero/low emission transportation.

How does your business model help you succeed?

Zero SUM mobility will reinvent, reimagine, and revolutionize the daily commute.

Your USP

Deployment of a diverse fleet of electric 2W and 3W bikes, cargo bikes, and tuk-tuks for first and last-mile connectivity & focus on the conversion of used vehicles, Mobility/logistics Hubs, financial solutions (SLL + leasing) – asset-light solution and strict adherence to SDG and promoting gender equity.



SUNFLOWER WIND PVT LTD

Founding Team

Siva Chennupati | LinkedIn
Sridhar Thatikonda | LinkedIn

Years of Operation and Location

-1 year: SunPlower Wind Pvt Ltd (India) 2022
-4 years: SunPlower Propeller GmbH (Germany) 2019

Stage

Pre-Series A

Elevator Pitch about the product/service

A compact and scalable power-generating micro wind turbine without a mast, enabling businesses to deliver products and services even in remote locations.

Pain point being solved

Power in remote locations (mostly powered by diesel generators) is polluting and very expensive. The lack of a grid is a significant issue for the market.
Penetration of small and medium-sized electric vehicles, which are cheaper and cleaner, and also enabling infrastructure like toll gates and cameras for traffic monitoring. Warning lights for highways.

Traction

Pilot testing (2 customers, Athaang and Norinco)&Patent filed in 57 countries.

Market Size (Opportunity) and Trends

TAM: 500Ku/year SOM: 50Ku/year

Business and Revenue Model, GTM

Business Model: B2B sales and Service, Target Infrastructure companies first (highest pain first).

Key Competitors

MOWEA, WindMyRoof, Inergys & Turbina

Competitive Advantage

Compact, no ground clearance required, Low bending torque & Low cut-in wind speeds.

Funding and Valuation

Bootstrapping & Grants, \$100M (Wind Turbines Only)

Comments on how your team is the best to solve the problem

Over 40 years of international expertise in technical, marketing and sales in Tier 1 companies.

Do you possess necessary skills required to scale up your startup?

Yes, identified supplier and manufacturing partners globally to manufacture the individual blocks and need to build an assembly line for the initial production ramp.

Insights into Product Maturity

We are at TRL 6, moving close to TRL7.

How are you different?

SunPlower Propeller is a compact solution (about 1/10 weight compared to the competition).

How does your business model help you succeed?

We enable businesses to deliver products and services in remote locations and develop the backbone for economic development by eliminating expensive and polluting diesel generators.

Your USP

Mast/foundation cost reduction of up to 80%
Generates more energy with less idle time (>1.5m/s)

SUSTAINABILITY

About Sustainability

With a mission to foster a culture of innovation across India, Atal Innovation Centre (AIC) has partnered with T-Hub Foundation to support startups working in the Healthcare, Mobility, Sustainability and Semiconductor sectors. This program aims to empower tech startups innovating with cutting-edge solutions in the sustainability sector. The program enables startups that are MVP ready and past product validation stage to access the market, investors, global mentors, industry experts, service providers and fellow entrepreneurs. With the help of world-class experts and resources, startups get to sharpen their understanding of markets, refine their business and commercialisation plans, and become market-ready.



Startups

BlueLeaves
farms

CARBON DYNAMICSX
FOUNDATION

DE'DZINES



ELAI

elemantra

EUNOIA
INNOVATIONS

HappilyEver
lens



JIVOULE
Fertilizing the planet with plant feeds

neerovel

Onelement

**Period Health
Care**



PAVING+

ReadyPods
Next Gen Modular Data Centers

bio reform.

BlueDrop Enviro
Giving water a second life

EMUSA
THE EARTH STORY

GreenCarbonHub
Affordable Net Zero Solutions.

Greenifit

#aShTaG
Per Capita

JUTE
EARTH
Let's Earth Breathe

KALKI
ECOSPHERE LLP

KALKI ES
Disruptively Ahead

Lawton
Lighthouse



PRASINOS TECH
INNOVATIONS

Roots
ds

STATWIG



VOTAN

PLANT
Farmula

tvasta

Prominent Impact Figures

01

Cohorts Organised

₹25 Mn+

Funding Facilitated

200

Extra Customers Driven

35

Innovators Nurtured

06

Advisory Members Connected

Key Sub-sectors Nurtured & Accelerated



IoT in Water Space -1



Climate Tech/ Sustainable Awareness -1



Healthcare/ Textile/ Construction -1



Healthcare -1



Robotics -2



Recycling -1



Clean Energy -2



AgriFinTech -1



Agritechnology -1



Waste Management -1



Sanitation -1



Mental Wellness

Success Stories enabled for Sustainability Ecosystem

17+

Govt & Corporate
Pilots accomplished

National Startup Award

Ecossystem startup Himalayan Hemp
bags the award

₹2.5 Mn Grant

Received by Neerovel & Eunoia
Innovation

₹10 Mn Grant

Received by Eco Orbit
& Jivioule Bio

Plant Setup

By Jivioule Biogas
in Trichur

Paid Pilot

Received by Sup Eco from
Mygate & other



BlueLeaves Farms

Company name

BlueLeaves Farms

Company location

Hyderabad, Telangana

Sector and sub-sector

Agriculture & Agriculture technology

Years in operations

1 year

Full-time or part-time

Full time

Founders brief

Likhith Shyam - Pennsylvania State University alumnus (B.Sc Mechanical Engineering & B.Sc Computer Science) and worked with humanitarian engineering and social entrepreneurship club to develop affordable hydroponic grow kit business venture to address food insecurity. Well-equipped and experienced technician in both soil-less agriculture and engineering design.

Swetha Kondru - Lovely Professional University (M.Sc (Ag) Genetics & Plant Breeding). Worked with crop ideotypes and their adaptability in day-to-day lives.

Core team details & team size

Likhith Shyam (Founder & Product Designer), Swetha Kondru (Founder, Agriculture Scientist) & Ravi Goud (Mechanical Engineer) & Bhaskar Reddy (Management).

The story behind the company

While working on a college club project to address food insecurity in rural Kenya, the founders developed an affordable, sustainable, scalable system to grow food anywhere.

Problem statement of customers

Sustainability & scalability of agriculture to meet growing demand.

Problem solution of customers

To make affordable, high-quality fresh produce accessible to the urban masses.

Target customer

Indian metropolitan city dwellers

Product stage

MVP

Patents

Yes

Key competitors

Urban Kisaan, Simply Fresh & Nutri fresh

Product differentiator

P.O.S. devices can keep the product alive until the end consumer purchases it, thus minimising food wastage.

Funds/Grants/Debit raised

None

Target market

Health-minded city dwellers



Carbon Dynamicsx Foundation

Company name

Carbon Dynamicsx Foundation

Founders & team

S. K. Kathiresh

Company location

Tirupur, Tamilnadu.

Sector and sub-sector

Sustainability & Waste Management

Years in operations

2 years

Founders brief

S.K.Kathiresh is a B.Tech. Graduate in Textile Technology, an M.B.A. from Cardiff University, U.K. and has done his Fashion Business from London College of Fashion, London. He was running a garment unit employing more than 2000 people. The seeking to contribute to society has led him to found this startup to work in the sustainability space, starting with waste management and recycling.

Core team details & team size

The core team has seven members.

The story behind the company

The founder is looking at bringing AI-based technology to waste collection to quantify and qualify the waste.

Problem statement of customers

The problem they are trying to address is the entire waste management ecosystem, from waste collection to the final product marketing to the right market.

Problem solution of customers

The organisation's main objective is to fight climate change and promote sustainability.

Target customer

Government and bulk waste generators (e.g., hospitals, industries, apartments etc.)

Product stage

MVP

Key competitors

Waste management companies

Product differentiator

Their solutions are custom-made to that city or organisation. They look beyond what's existing and try to create a better scale-able model. Also, they do spend a considerable portion of the budget on R & D.

Funds/Grants/Debit raised

No

Target market

The companies that are into sustainably manufactured produce.



DE'DZINES

De'Dzines Private Limited

Company name

De'Dzines Private Limited

Brand Name

De'Dzines

Founders & team

Vaishali Biyani - Founder & Ankur Mehrotra - Director

Company location

Kanpur, Uttar Pradesh

Sector and sub-sector

Manufacturing - Recycling

Years in operations

2 years

Founders brief

A B.Sc Graduate from Rajasthan University with 14 years of working experience. Her first company was in the recruitment space for startups she founded in 2008; Dezines is her second startup which she started in 2018.

Core team details & team size

Vaishali Biyani - Founder , Ankur Mehrotra - Director
Team size - 14.

The story behind the company

In 2018 the journey started when Vaishali saw tyres being used in reactors, taking out oil and polluting the environment. She created a catalogue of interior and exterior space products and started selling on amazon and now via De Dzines own website.

Problem statement of customers

Tyre burning and toxic gases in the environment

Problem solution of customers

Chairs/tables/planters/sculptures/bags from scrap tyres. They have processed 1000 tons of tyres until now and saved them from burning.

Target customer

Interior designers, Landscapers, Corporates, governments, and Individuals who spend on green products.

Product stage

MVP

Key competitors

N/A

Funds/Grants/Debit raised

No

Target market

Interior designers, Landscapers, Corporates, Government & individuals who spend on green products.



Eco Orbit AI Solutions Private Limited

Company name

Eco Orbit AI Solutions Private Limited

Founders & team

Abhishek Gorle

Company location

Hyderabad, Telangana

Sector and sub-sector

Industrial Automation (Robotics)

Years in operations

1 year

Founders brief

Abhishek is M.E. in Design Engineering, BITS Pilani Hyderabad, 2017-19. B.Tech. Mechanical Engineering, Institute of Aeronautical Engineering, JNTUH, 2011-15. The founder has experience in Product Design, R&D Team, TE Connectivity, June 2019 – Feb 2021. Software Quality Analyst, NTT DATA GDS, Aug 2015 – Sep 2016.

Core team details & team size

Abhishek Gorle: Sales & Product Head, GV Sai Kumar: Machine Learning Expert, Kiran Ganji: Business Strategy & Pavan Kumar D: Product Development.

The story behind the company

In June 2020, while the founder was returning to Wagholi after a short break & work from home stint, He was shocked to see that, within three months, the roadsides of Wagholi had turned to dump yards. In early 2021, Abhishek approached a couple of MRFs to understand their pressing challenges. The single most critical problem they face day-in-day-out is waste segregation, and the current processes are non-productive and inefficient. Upon exploring the various ways to solve this problem, we concluded that a rapid inflow of technology is needed to help MRFs scale up their operations. This was when they incorporated EcoOrbit Solutions.

Problem statement of customers

To help MRFs scale up material sorting operations profitably.

Problem solution of customers

Using IoT, AI/ML & Robotics, they have built an intelligent robotics automation solution, an MVP, that can automate the waste segregation process at the MRF plants.

Target customer

Material recovery facilities that do Secondary Sorting

Product stage

Prototype

Key competitors

Ishitva Robotic System & Vinglab Technologies

Product differentiator

A modularized product.

Funds/Grants/Debit raised

Equity round from friends & family. ₹8.75 lakhs at ₹1 crore valuation in Aug 2021.

Target market

Indian waste sorting market is of ₹5436 crores



Elai AgriTech Private Limited

Company name

Elai AgriTech Private Limited

Founders & team

Aditya Chaturvedi, Pranav Agrawal and Manish Nair.

Company location

Bengaluru, Karnataka

Sector and sub-sector

Agritech - Farm Management

Years in operations

1 year six months

Founders brief

The team has three full-time Co-founders. Aditya Chaturvedi is an engineer and business management postgraduate involved in the journey since pre-incorporation. Aditya is a problem solver with strategic thinking abilities and great strength in the team, especially when building solutions for the agri-sector surrounded by challenges across the value chain.

Pranav Agarwal is a computer science engineer who is the brain behind the Tech solution. Pranav joined Elai's journey through a hackathon in college. He is someone who spends considerable time on the field interacting with farmers to build the best product that solves their problems.

Manish Nair is an engineer and he started his career as a marketing and sales professional for a global manufacturing company. Manish's experience with the rural communities helps drive on-ground interactions for every activity with farmers and the field team.

Core team details & team size

The core team is of 5 members.

The story behind the company

Elai came into being while Aditya was working on a Hydroponics Photovoltaic project at a solar plant in Bidar, Karnataka. They attempted to utilise the land under the solar panels of ground-mounted projects. As the work was happening within a rural ecosystem, farmers working part-time on the project showed great interest in the Tech. That's how the potential and more significant use case for the Tech we had built came to light.

Problem statement of customers

Poor access of affordable credit to small and marginal farmers throughout the crop cycle.

Problem solution of customers

To provide small and marginal farmers with Tech to establish creditworthiness and access affordable credit for purchasing agri-inputs, staggered working capital loans and warehouse finance.

Target customer

Small & marginal farmers, Input Retailers.

Product stage

MVP

Key competitors

Jai Kisaan, Dvara-eRegistry, FarMart and Agrifi.

Product differentiator

The use of remote sensing enabled AI Tech and psychometric analysis to establish the credit worthiness of farmers to their best ability and willingness to pay.

Funds/Grants/Debit raised

Raised a total sum of ₹1.2 crores from a venture builder firm and an HNI.

Target market

Currently targeting small and marginal farmers from Maharashtra in Pune and Ahmednagar region.



elemantra

Elemantra Enterprises Pvt. Ltd.

Company name

Elemantra Enterprises Pvt. Ltd.

Founders & team

Arun Kumar, Soumya A. Kumar

Company location

Hyderabad

Sector and sub-sector

Sanitation, Hygiene, & Waste-Management.
Sub-Sector - menstrual hygiene, domestic hazardous waste, food waste management and Soil Enrichment

Years in operations

9 years

Founders brief

Arun Kumar
Post Graduate in Economics.
Over 35 years of Corporate Career experience in Business development, operations, sales, marketing, Product Management, Innovation, Product Development, Production, Sales & Marketing.

Soumya A. Kumar

Post Graduate in Economics, Education
Over 35 years of Corporate Career experience in General Administration in the Insurance Sector, Project Insurance Consultant for Tata Motors Accounts, Procurement, HR, Relationship Building, and Compliances.

Core team details & team size

As above (Two Persons as of now)

The story behind the company

Arun Kumar (the founder) is visually impaired with a condition called Macular Degeneration which has no cure in the scientific/medical world. But he has adapted to a near regular work-life, despite this handicap and has put in over 35 years of work in various capacities in the corporate world. In 2013, after the last corporate assignment with Reliance Big Pictures, he ventured into this social enterprise with the sole mission to educate, empower and enable individuals like him to have a better life.

Problem statement of customers

To provide a cost-efficient, effective, safe, and environment-friendly solution to tackle the indiscriminate disposal of used sanitary products.

Problem solution of customers

They are providing a cost-efficient, effective, safe, and environment-friendly solution to tackle the indiscriminate disposal of used sanitary products, the volume of which, in their ever-growing society, is only multiplying by leaps and bounds daily.

Target customer

The entire society

Product stage

Prototype

Key competitors

HLL Lifecare, Visaga Industries, Virgo; over 40 of them

Product differentiator

Mainly Legal and pollution board compliances, Safety of the users and the environment, cost of operating the machine, on-site after-sales service.

Funds/Grants/Debit raised

Own funds. Indian Bank CC limit and term loan of approx. ₹18 Lakhs together.

Target market

Educational sector, Corporate sector, rural and semi-urban medical facilities wherever there are a large number of women.



Eunoia Innovations Private Limited

Company name

Eunoia Innovations Private Limited

Founders & team

Alankar Achadian, Aashish Sharma, Anjali Verma and Deepak Cheran.

Company location

Hyderabad, Telangana.

Sector and sub-sector

Product development, manufacturing and production, maritime industry, and automobile industry.

Years in operations

1 year

Founders brief

Alankar Achadian - Managing Director & CEO

Alankar Achadian is a mechanical engineer graduate of class 2021 from Hyderabad Institute of Technology and Management - HITAM. He has experience in design, product development and entrepreneurship and leadership.

Anjali Verma - Chief Technology Officer
Anjali Verma has completed her bachelor's degree in Electronics and Communication Engineering and graduated from the Hyderabad Institute of Technology and Management batch of 2021.

Deepak Cheran - Chief Naval Architect

Deepak Cheran graduated from Indian Maritime University (IMU) in Visakhapatnam with a Bachelor's degree in Naval Architecture and Ocean Engineering in 2021. In addition, he is a member of the Royal Institute of Naval Architecture (RINA) and the Institute of Marine Engineering Science and Technology (IMaREST).

Core team details & team size

Eunoia Innovations is operated by only four young professionals.

The story behind the company

It was a school kid's observation during the Swachh Bharat Abhiyan campaign, when people were cleaning the roads on the one hand and throwing trash into lakes, ponds, and water canals on the other.

Problem statement of customers

Currently, India is considered the twelfth-largest source of marine litter and is projected to become the fifth-largest by 2025. The Covid-19 outbreak has exacerbated this situation, with the pandemic demanding the use of personal protective equipment (PPE) such as suits, masks and gloves that are often discarded in unscientific ways.

Problem solution of customers

Aqua Skimmer is a water robot with great potential for cleaning water bodies.

Target customer

State Government Municipality, Tourism Department, Hotels & Resorts, Private Organisations (undertaken/ owns water bodies).

Product stage

MVP

Key competitors

N/A

Funds/Grants/Debit raised

No

Target market

State Govt Municipal, Tourism Department, Hotels & Resorts and Private Organisations (undertaken/ owns water bodies).



Happily Ever

Company name

Happily Ever

Founders & team

Vamsee Akkiraju

Company location

Hyderabad, Mountain View

Sector and sub-sector

Emotional Well-being, Romantic Relationships

Years in operations

1 year

Founders brief

The founder/CEO is Vamsee, an IIT KGP Computer Science graduate and a Psychologist at San Jose State Mental Health Institute.

Core team details & team size

7 in engineering, 4 in sales and operations

The story behind the company

Her marital struggle.

Problem statement of customers

Emotional distress in romantic relationships

Problem solution of customers

Giving customers a direction to heal and find peace

Target customer

Customers struggling in their personal life

Product stage

MVP

Key competitors

N/A

Funds/Grants/Debit raised

No

Target market

India



Jivoule Biofuels Private Limited

Company name

Jivoule Biofuels Private Limited

Founders & team

Chandrashekar Nandigama

Company location

Hyderabad, Telangana

Sector and sub-sector

Renewable energy

Years in operations

2 years

Founders brief

The founder is an M.S Chemical Engineer from the USA, Six Sigma Master Belt Certified, Project Management Certified, and has extensive work experience in Manufacturing and Quality Management.

Core team details & team size

3 Core team is a mix of Chemical engineers, Mechanical engineers, and Computers Engineer and has waste-to-energy domain expertise.

The story behind the company

Four years ago, the founder's son, who is four years old, asked why a car emits thick smog that is causing air pollution and damaging the environment. The founder couldn't answer him correctly but decided to be part of the solution and hence picked the biomethane project to reduce air pollution caused by fossil fuels and damage to the environment and climate for the next generation.

Problem statement of customers

Indian urban cities generate around 60 MMT of solid waste annually, and approximately 50% of it is wet waste, or food waste is generated and collected from households, HORECA, malls, bulk generators, market yards, retail chains, and food & Agri processing industries.

Problem solution of customers

The key to tackling the problem of food waste management at scale across pan India is to produce bioenergy, i.e. biomethane or CBG, by applying CSTR anaerobic digestion technology to digest food waste in a large digester to generate biogas.

Target customer

OMCs, CGDs, and industries they have acquired as their first customer in Hyderabad, a CGD company called Bhagyanagar Gas Ltd.

Product stage

MVP

Key competitors

Carbon Masters, Nextgen technologies, Grassroots, etc.

Product differentiator

Multiple feedstock technology, digital technologies adoption, blockchain technology and biomethanation.

Funds/Grants/Debit raised

Yes

Target market

TAM- 140 MMT of Natural Gas or ₹6.4 lakh crores
SAM- 15 MMT of CBG or ₹69,000 crores
SOM in next three years - 10,000 Tonnes per Annum or ₹100 crores across pan India.



neerovel

Neerovel Innovations Private Limited

Company name

Neerovel Innovations Private Limited

Founders & team

Subrahmanyam K and Amarnath J

Company location

Goa

Sector and sub-sector

Sustainable cities and communities - IoT in the

Years in operations

2 years

Founders brief

Subrahmanyam K - Co-Founder, Electronics Engineer with 7+ Years of experience. Created Automatic Cooking Robot & patented; experienced in making 3D printers.
Amarnath J, Co-Founder, Computer Science Engineer, Executive MBA - IIM-Calcutta. 8+ years in marketing.

Core team details & team size

Team Size: 2 - Co-Founder 1: Subrahmanyam K & Co-Founder 2: Amarnath J

The story behind the company

The team used to live in a three-storied building whose owner is 85 years of age. He used to climb up daily to check the water levels to control the utilisation (due to water supply) and prevent overflows when the motor was on. The team has developed and installed a wired product to mitigate this issue. They started selling the same thing to different customers. This made them embark on a journey to build a water-conscious society through their products.

Problem statement of customers

Domestic water management and overflows/leaks from the tank.

Problem solution of customers

An intelligent "Fit & Forget" kind of water management product creates a water-conscious society.

Target customer

B-C: Individual houses, Villas. B-B-C: Builders B-B: Water tank companies, Automation companies.

Product stage

Prototype

Key competitors

Sintex and TankBolt

Product differentiator

Wireless, better visibility, user cost-saving, intelligent alerts on leaks or usage, easy access and usage statistics, controls motor/valves from the mobile app and enables water-related product access and services.

Funds/Grants/Debit raised

Bootstrapped

Target market

Individual houses and villas in tier -1&2 cities. B-B-C: Builders.



Onelement Energy Private Limited

Company name

Onelement Energy Private Limited

Founders & team

Akhilesh Samboju

Company location

Hyderabad

Sector and sub-sector

Power/Energy(Renewables)

Years in operations

6 years

Founders brief

BS in Mechanical Engineering. Milwaukee School of Engineering. (2010-2015). Founder /Director: Onelement energy. Director: Ignito energy. (2016-2021).

Core team details & team size

Akhilesh, Anjan Kumar, Bharat.A, Srivatsan kaustubhan, Jaydev Chakrabarti, Rajgopal and Shailendra Tiwari.

The story behind the company

With a vision to contribute to a sustainable future and a quest for alternative energy and energy storage, the team realised the potential of Hydrogen and its energy flexibility. Discovered a procedure to generate clean energy using Hydrogen and worked on energy storage methodology using Hydrogen through renewables.

Problem statement of customers

Off-grid and backup power applications & a need for alternative energy storage.

Target customer

Telecom industry, Residential & Commercial Industry

Product stage

MVP

Key competitors

Bloom Energy & Ballard

Product differentiator

Existing Fuel cell technology works excellent for the Automobile industry but fails to reach out to off-grid applications.

Funds/Grants/Debit raised

None bootstrapped so far.

Target market

Telecom, residential communities & Solar Industry.



Period Health Care

Period Health Care Private Limited

Company name

Period Health Care Private Limited

Founders & team

Rohini Naidu

Company location

Gachibowli, Hyderabad.

Sector and sub-sector

Women's Health

Years in operations

1 year

Founders brief

Master's Degree in English Language & Literature
Master's Degree in Education from University
College for Women, Hyderabad. Certified Dale
Carnegie Trainer in Soft Skills

Core team details & team size

The core team is of 2 members.

The story behind the company

As Ms. Rohini was conversing with students, she realised that most hesitated in conveying to people that they were on period. The reason was that it was a cultural taboo in India. She also realised that most of them were using traditional pads, which are harmful to women's health and that not everyone was even aware of it.

Problem statement of customers

Sustainable menstrual health products for the sake of our environment.

Problem solution of customers

Ensuring women's reproductive health and hygiene

Target customer

Women

Product stage

MVP

Key competitors

Pee Safe

Product differentiator

The first brand with a social cause to eradicate Period Poverty.

Funds/Grants/Debit raised

No

Target market

Women & girls



Sup-EcoApp

Company name

Sup-EcoApp

Founders & team

Yash Reddy & Co-Founder: Bora Siva Sankar

Company location

Vijayawada

Sector and sub-sector

Climate action, sustainable cities and communities.

Years in operations

3 years

Founders brief

Yash Reddy(Founder)
Masters in Energy Efficiency and Sustainability.
Three years at Green Building Consulting.

Bora Siva Sankar(Co-Founder)
Civil Engineering, IIIT Basar with three years of startup experience.
He is involved in creative design, product design, driving the tech team to meet the business requirement, testing, and strategic plans for building partners, users, and customers.

Core team details & team size

Yash - Founder&CEO, RMIT Melbourne
Shiva - Cofounder & PL, IIIT Basar
Santhosh - Developer & TL, IIIT Basar
Lucky - Developer, IIIT Basar
Jothiga - SuP Club Sensei, Hansraj Delhi University
Chintu - Developer (Part-time), IIIT Basar
Ashok - Developer (Part-time), IIIT Basar.

The story behind the company

Started SuP, an initiative for schools and institutions to implement health and sustainable well-being for school kids. A holistic model addresses indoor air pollution and lowers the institution's carbon emissions.

Problem statement of customers

Sustainable menstrual health products for the sake of our environment

Problem solution of customers

Ensuring women's reproductive health

Target customer

Women

Product stage

MVP

Key competitors

Pee Safe

Product differentiator

The first brand with a social cause to eradicate period poverty

Funds/Grants/Debit raised

No

Target market

Women & girls



bio reform.

Bioreform

Founder Name

Mohammad Azhar

Website

www.bioreform.in

Sector

Manufacturing

Sub Sector

Eco-Friendly Packing

About the Company

BioReform Pvt Ltd is a biotech company founded by student entrepreneurs from Hyderabad to fight plastic pollution. BioReform manufactures 100% Eco-friendly Biodegradable and compostable GreenyBags made from natural materials which are 20-30% more affordable than paper, cloth, non-woven & jute bags.

Shri Jayesh Ranjan, IAS inaugurated our Manufacturing Facility on 12th January 2022, and we have successfully replaced over 5 million plastic bags with GreenyBags. We are catering to customers in Hyderabad, Goa & Delhi.

With the vision of making in India & exporting Indian-made products, BioReform is driving a market in India & also aiming for international markets, starting from Brisbane, Australia.



Bluedrop Enviro Pvt Ltd

Website

<https://bluedropwetlands.com/>

Location

Hyderabad

Years in operations

2017

Sector

Environment

Sub-Sector

Wastewater

About Startup

BlueDrop Enviro is an environmental company fully focused on the single objective of Wastewater Treatment. BlueDrop Enviro Pvt Ltd, has taken a significant interest in the design, construction, and operations of Sewage and Effluent Treatment Plants using highly advanced and engineered Nature-Based Solutions, specifically based on Aerated Wetlands

Founders brief

Gangadhara Reddy Dontireddy, often referred to as Ganges Reddy, a Mechanical Engineering graduate is a Seasoned Senior Executive and entrepreneur with a demonstrated history of contributing to economic development & employment creation.

The primary problem the product is solving

Unreliable, Complex, Socially unacceptable, High-cost Systems that are troubling people and environment

The primary purpose of the product you have created:

Provide Reliable, Affordable, Odour and Simple Operate Sewage Treatment Systems

Key competitors

The Conventional Mechanical System players are Reliable and easy to operate Significantly lower life cycle costs Positive Climate/Environmental impact number

Target customer

All businesses and housing societies.

Elevator pitch

Affordable net zero solutions

Product Stage

MVP

USP

All net-zero services are under one roof, with end-to-end solutions, and affordable prices.



Emusa Sustainable Pvt Ltd

Website

<https://emusasustainable.com>

Location

Hyderabad

Years in operations

2021

Sector

IT

Sub-sector

E-commerce & Sustainability

About Startup

Emusa started off as a niche marketplace for organic products across various categories. Mainly with a vision aligning with Responsible Production & Consumption. It is home to 80 plus brands & operates pan India. It unifies with Sustainable Development Goals 2030 & takes initiatives accordingly. One such is marketing & distribution of Biodegradable sanitary pads and sanitary vending machines & destroyer machines. Its online facilities which are in progress caters to collaborating with corporates & organizations as sustainable partner aiming to be one-stop solution for anything sustainable for instance sustainable gifting, green drives/initiatives, reduce/reuse programs, educational awareness programs, green marathons, workshops, solar panels marketers & distributors, etc.

Founders brief

Pallavi is MBA + PGPM grad. 12 years of exp in construction management, ERP process implementation, business management, marketing & collaboration, Passionate about sustainable development, environmental protection

The primary problem the product is solving

There are many organic brands across India, Emusa unites them on a single platform. Also helps conscious buyers shop across various categories & brands from a single window. Also there is a lack of awareness in sustainable development direction.

The primary purpose of the product you have created

To create a unifying force of conscious sellers & buyers. Create awareness and day-to-day imbibing of a conscious sustainable lifestyle.

Key competitors

ISustainkart
User friendly
One stop solution
EcoChipz Rewards

Target customer

Educated Adults age group 16-65 years

Elevator pitch:

Development alone isn't good, Sustainable Development is the need of the hour. Production and consumption is never ending but Responsible Production & Consumption is needed for One planet One Future. At Emusa we take care of this.

Product Stage:

MVP

USP

EcoChipz Rewards, many more verticals



GreenCarbonHub

Affordable Net Zero Solutions.

Green Carbon Hub

Website

<https://greencarbonhub.com>

Location

HYDERABAD

Years in operations

2021

Sector

Green Tech

Sub-Sector

Others

About Startup

Greencarbonhub is a B2B marketplace for NetZero services with a primary focus on businesses and housing societies. Various services in categories like clean energy. Water footprint. energy efficiency, waste management. carbon footprint.ESG reporting etc will be provided under one roof.

Founders brief

Mr K. Anand is a postgraduate in psychology with 23 years of experience in government service

The primary problem the product is solving

Though a lot of compliances for net zero are there proper services are not readily available

The primary purpose of the product you have created

All net-zero solutions under one roof

Key competitors

Service providers in each category
Standardized scope of work
lowest industry prices
100% quality assurance

Target customer

All businesses and housing societies.

Elevator pitch

Affordable net zero solutions

Target customer

All businesses and housing societies.

Elevator pitch

Affordable net zero solutions

Product Stage

MVP

USP

All net-zero services are under one roof, with end-to-end solutions, and affordable prices.



Greenifit

Website

<https://greenifit.com/>

Location

Mumbai

Years in operations

2019

Sector

Climate Action

Sub-sector

Decarbonization, Climate Finance

About Startup

We are a cleantech startup focused on enabling decarbonization actions and sustainable development through our Distributed Climate Solutions Platform "Greenifit". Established in 2019, we have adopted 3M approach - Measure - Minimize - Monitor and offer implementable climate solutions through advisory and climate finance services under our wider "Cleantech-As-AService" apex model and marketplace. We aim to provide climate solutions as a service across sectors with positive financial and environmental impact. This shall include subdomains like energy, mobility, water, and waste management, etc. We are currently offering solutions for Rooftop Solar, Energy Efficient Lighting Products, and Electric Vehicles under Cleantech As A Service model.

Founders brief

- (a) Hitesh (BTech, MBA) 13+ yrs of exp - heads administration, strategy and climate finance
- (b) Vikash (CA, MBA) 18+ yrs of exp - heads climate advisory;
- (c) Naveen (BTech, MBA) 10+ yrs of exp, heads tech platform development and marketing

The primary problem the product is solving:

Solving capital and awareness issues for decarbonization through a wider supply chain and ecosystem, including "middle-of the pyramid" target audiences

The primary problem the product is solving

Solving capital and awareness issues for decarbonization through a wider supply chain and ecosystem, including "middle-of the pyramid" target audiences

The primary purpose of the product you have created

Easy to adopt climate solutions across subsectors

Key competitors

Distributed competitors, we may find like (a) only advisory platforms like Updapt, etc. (b) only investment platforms for fractional ownership/crowdfunding - e.g. Grip Invest. Positive impact on both Financial and Environmental Asset Light Bundled Services

Target customer:

Across segments climate solutions are important for all - however, when it comes to being a responsible business and investor - main target audience becomes Corporates, Industries, MSMEs, and Investors

Product Stage:

MVP

USP

End-to-end assistance from concept to implementation to monitoring, with asset light solutions we provide implementable solutions, take risks in the lifecycle of solution offered under Cleantech As A Service model, provide impact reports under one Umbrella

#aShTaG PerCapita

Hashtag Percapita

About Startup

Hashtag PerCapita Private Limited is an engineering & planning advisory firm established in 2021 between a group of like-minded planners, engineers, and public health professionals working in the intersection of water and sanitation. The mission of this institution is to map and communicate livelihood and lifestyle analytics with a focus on unit-level economics so as to inform evidence-building toward the planning and development of sustainable settlements. The team at HPC captures such evidence, by undertaking research, technical assistance, and providing training support to leadership within the sector of water and sanitation.

Founders brief

Shivaram KNV, Director - Operations, M.Plan (CEPT, Ahmedabad),
Santhosh GS, Director - Engineering, M.Sc in Sani. Eng (UNESCOIHE, Netherlands),
Ravi Kumar, Director - Partnerships, MSc in Sani. Engi. (Leibniz University, Hannover)

The primary problem the product is solving

Our focus is to address the manner in which time and money are deployed for Infrastructure Projects focused on ecosystem rehabilitation, water conservation, sustainability, water, and sanitation, which are undertaken by NGOs, CSRs, and grant money.

The primary purpose of the product you have created:
We empower organizations to maximize their potential through an innovative platform that transforms capacity-building programs, feasibility assessments, impact assessments, and planning studies into seamless, data-driven experiences

Key competitors

No competitors for the platform Comprehensive expertise Market intelligence informing development Track and showcase impact.

Top three features of the product:

Target customer: This platform is primarily focused on the use case of CSRs and Public Utilities.

Product Stage

MVP

USP

It is unique and no differentiation is required



Jute Earth Pvt Ltd

Location

Hyderabad

Years in operations

2022

Sector

Textile

Sub-sector

Eco-Friendly Bags

About Startup

Juteearth Pvt Ltd is an eco-conscious company that stands at the intersection of commerce and environmental stewardship. We are dedicated to curbing plastic pollution through the production of sustainable alternatives. Our core product offering encompasses high-quality jute and other eco friendly bags, along with a variety of eco accessories. These reusable bags, meticulously crafted with an attention to detail, offer a viable solution to the environmental challenge posed by single-use plastic bags. A major contributor to global pollution, plastic bags take centuries to decompose, wreaking havoc on natural

Founders brief

Employee-turned-entrepreneur with multi-domain expertise. Overcame setbacks in hotel & eco-jewel box ventures, now leading Jute Earth, an eco-friendly jute bag manufacturer. Leveraging diverse skills for environmental

The primary problem the product is Solving

Our product is a durable, eco-friendly option designed for long-term use. The primary material, raw jute, has an environmentally friendly cultivation process requiring minimal water and no pesticides, setting it apart from all other plant-based fabrics.

The primary purpose of the product you have created

Serving as a greener alternative to conventional plastic bags, our products encourage and contribute to a lifestyle imbued with eco-conscious practices and sustainable living principles.

Key competitors

Wedtree, handcrafts. co, other jute fabric manufacturers

Top three features of the product

Eco-Friendly

Long Lasting

Quality design and craftsmanship

Target customer

All Businesses, CelebrationEvents, Functions, B2c regular usage customer

Elevator pitch

Serving as a greener alternative to conventional plastic bags, our products encourage and contribute to a lifestyle imbued with eco-conscious practices and sustainable living principles

Product Stage

Growth

USP

Customisation, Eco Friendly Printing, Different Fabric designs



Kalki Ecosphere LLP

Website

<http://kalkiecosphere.com>

Location

Mumbai

Years in operations

2019

Sector

Water purification

About Startup:

Kalki Ecosphere is a DPIIT-recognized bootstrapped startup with 2 patents and 3 design patents granted for our revolutionary Innovations of portable and mobile water purifiers. We design contemporary lifestyle filtration technology to satisfy the critical demand for clean and safe drinking water on the Go. Prevailing products in the market has portability, efficiency and convenience issues because of limitations in design, construction, and technology issues which we have overcome and developed mobile water purifiers which are not dependent on installation, plumbing, electricity, and professionals or technicians to visit for maintenance.

Founders brief

Rohit Shah, a B'Com graduate but his passion for innovations and entrepreneurship made him a successful inventor of different products. He has 30 years of experience in entrepreneurship and product development with bootstrapping.

The primary problem of the product is solving

The dependency on packaged water bottles for clean drinking water while in transit.

The primary purpose of the product you have created

To provide optimum quality of drinking water on the Go with our revolutionary product, mobile water purifier

Key competitors

IKENT RO, Aquaguard, Bisleri

Most Efficient

Reliable

Convenient

Target customer

Officegoers, salespersons, school children, hikers, trekkers, travelers.

Elevator pitch:

Our Next-Gen Mobile water purifiers can help reduce dependency on packaged water bottles as they make it possible to get optimum quality drinking water any where any time a person desires.

Product Stage:

MVP

USP:

Our Products are most efficient to eliminate 99.9999% impurities, reliable as made of stainless steel and consumables replaceable, and convenient to use by any age person without use of human energy like suckling with mouth or squeezing to take the water out.



KALKI ES
Disruptively Ahead

Kalki Energy Salvation

Website

<https://kalkies.com/>

Location

Dindigul

Years in operations

2022

Sector

Green Tech

Sub-sector

Hydro

About Startup

Kalki Energy Salvation – Ocean Offshore Hydro Energy System. We generate Renewable Power without Intermittency. This groundbreaking venture focuses on harnessing the renewable energy potential of hydro sources, specifically, offshore locations around the Globe to cater to High energy demands. What sets Kalki Energy Salvation apart is their unique Pioneer approach to generating power. Unlike traditional hydropower plants that require dams and reservoirs, Kalki Energy Salvation's Ocean Hydro Power Plant leverages cutting-edge technology to harvest the potential pressure of any hydro source found in the ocean, transforming it into a sustainable energy source. By utilizing the vast energy resources offered by the ocean, this innovative solution not only reduces the environmental impact associated with traditional hydropower but also opens up new possibilities for renewable energy generation solving SDG 7 & SDG

Founders brief

Electrical & Electronics Engineering with 15 years Experienced Project Management Professional

The primary problem the product is solving

Renewable Intermittency Solution.

The primary purpose of the product you have created

Energy crisis and Climate crisis

Key competitors

Existing Hydro/PSP developers

Top three features of the product

Reliable Green Power
Low Cost less than Solar Distributed
Renewable Energy

Target customer

Energy Utility & Distribution

Elevator pitch

Reliable renewable power without Intermittency at affordable cost solving climate/energy crisis

Product Stage

MVP

USP

We are the Pioneer Offshore Hydro developer



Lawtown Light House

Location

Pune

Years in operations

2021

Sector and sub-sector

Manufacturing and Sustainability

Website

<https://www.lawtonlighthouse.com/>

About Startup

Lawton Lighthouse (LL) is a complete sustainable manufacturing service provider. LL also has in-house products such as Portable windturer, e-rickshaw, e-tractor, etc. LL has a vision to make all products with recycled materials to promote sustainability wherever applicable. LL is also building a consortium with startups with expertise in manufacturing, technology, education, and marketing. LL believes in building partnerships and growing together rather than bringing competitions and starting from scratch.

Founders brief

B.Tech from NITW, 3 years of exp, business, partnerships, ideations, solutions

The primary problem the product is solving

Consumer Goods, Automobiles, Electronics, etc. aren't manufactured with sustainable mindset

The primary purpose of the product you have created

Enabling a greener future with sustainable manufacturing solutions and eco-friendly products, including portable wind turbines, EVs and solar panels.

Key competitors

We have first mover advantage at this scale Made out of recycled materials where the recycled material fulfills the required application Moving to electric vehicles and renewable energy generators thus reducing carbon emissions Our products are affordable by a common man

Target customer:

Daily commuters, transporters, farmers, tourers.

Elevator pitch:

To bring sustainable manufacturing revolution across the globe with our products and services

Product Stage:

MVP

USP:

We are a sustainable manufacturer, where we focus on using recycled materials in all the applicable areas when manufacturing.



Malhari Projects

Website

<https://malhariprojects.com/>

Location

Ahmedabad

Years in operations

2021

Sector

Climate Tech

Sub-Sector

Solid waste management

About Startup

Malhari Projects is an Innovation hub for developing and selling Climate climate-reversing technologies, based in Ahmedabad, to help bulk waste generators reduce their waste

management charges more than 50% for providing waste to Air converting machines. This is done by eliminating the waste at the source by converting it to nontoxic air by more than 80%. This eliminates the need for the whole collection, transportation, segregation, compacting, troweling, and landfilling. conventional incinerators, the product has higher efficiency with low fuel consumption and no toxic gas releases.

Founders brief

Mihir Dixit, Projects and Design, IP. B.E. Mechanical Projects Government and Defense

The primary problem the product is solving

Pain point; high cost, too bulky waste management channel. =>Out of 100% of waste generated, only 67% is collected and 23% is processed. The remaining leads to a landfill.

The primary purpose of the product you have created

The device we developed can eliminate the waste at the source without any handling and reducing energy consumption.

Key competitors

IPR: Institute of Plasma Research; Plasma Pyrolysis Technology; which uses high energy and consumables at unnecessarily high temperatures. & Ignorance No segregation is required. At source waste to air. The cost is lower than the landfilling cost.

Target customer

Pharmaceuticals, chemicals, textiles, industrials, municipal, and other bulk waste generators

Elevator pitch

We help bulk waste generator to reduce their waste management charge by more than 50% by providing waste to air-converting machines.

Product Stage

MVP

USP

Low CAPEX & OPEX. - Reduced waste handling cost by 50%. Low energy consumption. Low skill required. Plug and Play.



My Covation

Location

Mysuru, Karnataka

Years in operations

2020

Sector

Agri Tech

Sub-sector

Food Tech

About Startup

Malhari Projects is an Innovation hub for developing and selling Climate Reversing Technologies, based in Ahmedabad help bulk waste generator to reduce their waste management charge by more than 50% by providing waste to Air converting machine. This is done by eliminating the waste at source by converting it to non-toxic air by more than 80%. This eliminates the need for whole collection, transportation, segregation, compacting, troweling and land filling. conventional incinerators, the product have higher efficiency with low fuel consumption and no toxic gas releases.

Founders brief

Dr. Yashaswini Balaraju is the Co-founder and Chief Product Officer of Mycovation India, Asia's first mycelium-based Agri and Food tech company. She is a Biotechnologist with a specialization. The primary problem the product is Cancer Biology and Protein Technology solving: Highly processed ingredients and unsustainable practices.

The primary purpose of the product you have created

Our innovative ingredient solutions for food manufacturers using fermentation technology. The company is taking advantage of mycelium's versatility to improve the nutritional and functional properties of plant-based ingredients.

Key competitors

Mycovation is Asia's first Mycelium-based food tech start-up and has a competitive edge as the first movers. Our direct competitors are companies in the US and Europe.

Top three features of the product

Natural
Minimally Processed
Sustainable

Target customer

As a B2B player, large foodservice companies, product development (NPD)/Product innovation team at these foodservice companies.

Elevator pitch

Mycovation is a fungal biotechnology startup transforming mycelium into novel ingredients using fermentation technology for various food and beverage applications.

Product Stage

MVP

USP

Our Predictive algorithm enables us to choose the right combination of strain and substrate to create customer solutions based on clients' requirements. This is our core strategy and competitive advantage.



neevo

Neevo Life Pvt Ltd

Website

<https://neevo.life/>

Location

Hyderabad

Years in operations

2023

Sector

Sustainability

Sub-sector

Personal Care

About Startup

Our Vision: A human society that can exist in complete harmony with its ecosystem.

Our Mission: To create Simple Sustainable Solutions that replace existing products at little to no price difference.

Founders brief

Shashikant Chandak - An engineer with a special love for design.

Archit Mikkilineni - The problem solver, give him anything and he'll get back to you in a day with a solution.

Swati Chandak - The face of our brand, Mother, and artist

The primary problem the product is solving

Every year we generate toxic waste in the form of plastics and chemicals through the use of every day healthcare products like toothpaste, shampoo, etc.

The primary purpose of the product you have created

Natural Alternatives - Scientifically proven solutions derived from natural sources that perform the same function as harsh chemicals without the side effects | plastic free | Cyclical Economy

Key competitors

Indirect BITE (USA) Toothpaste Bits Direct Perfora (India) Trillion Bits (India) Legacy FMCG brands like Palmolive, Hindustan Unilever, Dabur, etc. chemical-free plastic free easy to use

Target customer:

Anyone looking to get started with leading a plastic & chemical-free lifestyle

Elevator pitch:

We start our day holding plastic brushes & filling our mouths with harmful chemicals inside a plastic tube. Neevo ToothTabs provides an easy-to-use alternative made from natural ingredients, Milder foam & herbal extracts in a reusable tin container.

Product Stage:

MVP

USP:

COMPETITIVE ADVANTAGE - Sustainability: All of our products guarantee the reduction of plastic and chemical waste entering our bodies and our ecosystem | Premium Natural Alternatives | Pricing.



RAU ECOSTONE Pvt Ltd (Paving+)

Website

<https://nevo.life/>

Location

Hyderabad

Years in operations

2023

Sector

Sustainability

Sub-sector

Personal Care

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Elevator pitch:

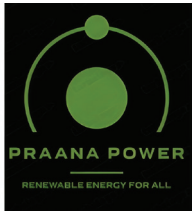
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Product Stage:

MVP

USP:

COMPETITIVE ADVANTAGE - Sustainability: All of our products guarantee the reduction of plastic and chemical waste entering our bodies and our ecosystem | Premium Natural Alternatives | Pricing.



Praana Power Pvt Ltd

Website

www.praanapower.co

Location

Bengaluru

Years in operations

2022

Sector

Energy

Sub-sector

Green hydrogen

Product Stage

MVP

About Startup

Praana is utilizing recent developments in AI and computational technologies to develop a comprehensive map of H₂ production potential, all the players in the green hydrogen ecosystem, as well as a system integration tool to help green hydrogen be adopted more quickly and cost-effectively. With the availability of relevant resource data, component suppliers data, and H₂ design toolkit, H₂ suppliers and consumers can make the most economic decisions based on their needs and geographic location within a few minutes. Fast, quality, and economically viable decisions lead to faster adoption. This in turn will accelerate India's green Hydrogen mission.

Founders brief

Kavya has Mechatronics Engineering, an MBA in Business Analytics, and a Ph.D. in Mechanical Engineering, ESG-Impact Leader from IICA and Stanford SEED'23

The primary problem the product is Solving

One-size-fit-all approach for just transition and clean energy

The primary purpose of the product you have created

Modular and customized approach for domestic and decentralized production

Key competitors:

Ohmium, Ceres Power

Top three features of the product:

Modularity, Scalability, Adaptability

Target customer:

MSMEs, Highrise buildings, commercial establishments

Elevator pitch:

Building domestic and decentralized production for green hydrogen and promoting large-scale storage solutions. We are driven by our passion to combat climate change and create a sustainable future.

USP:

Customized modular solutions to facilitate domestic decentralized production of green hydrogen



ReadyPod Technologies

Website

<https://www.readypods.com/>

Location

Hyderabad & Vizag

Years in operations

2022

Sector and sub-sector

IT Infrastructure and Data Centers

About Startup

Manufacturer of sustainable aisle containment and ISO steel container-based data centers in Hyderabad Smart ReadyPods comes with preinstalled modular 42U IT racks, containment cooling, UPS, PDU, security, fire systems, monitoring, and computing hardware. A quick deployment in expansion and modernization of Data Centers edge computing private-public clouds

Founders brief

Chandra Vadrevu, founder and CEO, holds a master's degree in management and is a seasoned professional who worked in the USA and Germany for over 25 years of IT, networking, and consulting experience.

The primary problem the product is solving

Indian Data Centers are in major cities in India, with no decentralization, huge demand for data from other major cities, Tier 2 and Tier 3 cities, huge capital investment, and huge demand for megawatts of power and millions of liters of water.

The primary purpose of the product you have created

ReadyPods sustainable Data Center Pods utilizing energy-efficient technologies separating Hot Air and Cold Air Precision Cooling system PAC Energy saving 25 % Rackbased cooling saving 50% power consumption, Decentralization of Data centers to edge

Key competitors

None in India ReadyPods comes with preinstalled modular 42U racks, containment cooling, UPS, PDU, security, fire systems, and computing hardware. Huge CapEx Savings and quick to deploy within weeks Sustainable smart modular Data Center for data centers and edge computing.

Target customer

Telecoms, ISPs, Data Centers, Governments, Services Sector, health care, Education, Technology HUBs, and IT Consulting companies.

Elevator pitch

Data Centers and Edge Computing

Product Stage

MVP

USP

Make in India, price competitiveness, environmental and green energy Supported



Prasinos Tech Innovations Pvt Ltd

Website

<https://www.prasinostech.co.in/>

Location

HYDERABAD

Years in operations

2022

Sector

Engineering

Sub-sector

Water Treatment, Waste Management

About Startup

Prasinos Tech Innovations is a Hyderabad based clean tech firm founded in 2022 by two chemical engineers from IIT Kharagpur and BITS Pilani with a vision to translate the knowledge of scientific innovations and innovation into self-reliance processes either as technology or product development. They are currently focusing on the area of Process Engineering and Intensification from a commercialization point of view, thereby attempting to connect the dots between know-why and know-how using their own patented technologies. Prasinos consist of a unique team of professionals having several decades of experience in the chemical industry, innovation and troubleshooting, technology development & commercialization. At Prasinos, we are committed to delivering innovative technological solutions considering the environmental regulations, which are practically cost effective, energy-efficient, and ecofriendly.

Founders brief

Dr.Aditi & Dr.Anupam Ph.D. (Chemical Engineering)

The primary problem the product is solving

Algae and Algal bloom control in water bodies.

The primary purpose of the product you have created

Low-power ultrasound technology with solar energy driven facility

Key competitors

In India, there are no such competitors working on a chemical-free route Low power ultrasound technology with a large coverage area of 360 degree surrounding by a single unit Multiple frequency range (20-50 kHz) Solar energy-driven system

Target customer

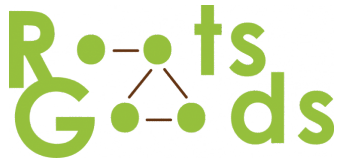
B2G

Product Stage:

MVP

USP

This is a chemical-free route



Roots Goods Pvt Ltd

Website

<https://rootsgoods.com/>

Location

Bangalore

Years in operations

2018

Sector

Agric sector

Sub-sector

Deep tech

About Startup:

RootsGoods has bioinformatics and AI-Deep tech based SAAS platform for quality assessment and management of agricultural crops post-harvest. We have reduced post-harvest loss of maize from 22% to 5% and reduced carbon emissions from 30% to 6%.

Founders:

Sachin Hegdekudgi

The primary problem the product is solving:

Pain point; High cost, too bulky waste management channel. =>Out of 100 % waste generated, only 67% is collected and 23% is processed. Remaining leads to a landfill. Lower price realization by the farmer due to subjectivity in grade assessment during price negotiations. Undervaluation of harvested crops due to unplanned sales pipelining reading to post-harvest loss of 21%.

The primary purpose of the product you have created

Our SAAS application provides objective and automated grading using Artificial intelligence Machine Learning for farmers and buyers with selling and procurement plans respectively through mobile applications.

Key competitors:

Intello labs, AgNext.

Top three features of the product

SAAS

Deep tech Quality assessment

Bio-informatics

Target customer

Maize processing unit

Elevator pitch

RootsGoods has a bioinformatics and AI-Deep tech-based SAAS platform for quality assessment and management of agricultural crops post-harvest. We have reduced post-harvest loss of maize from 22% to 5% and reduced carbon emission from 30% to 6%.

Product Stage

MVP

USP

We work at the farm level focus on one crop which is helping us to cover genomics and bio-informatics on maize crop.



STATWIG

Statwig

Website

<https://statwig.com/>

Location

Hyderabad

Years in operations

2019

Sector

Semiconductor

Sub-Sector

EV Industry

About Startup:

Statwig: Revolutionizing Product Tracking through Emerging Technologies Statwig is a pioneering technology company that has harnessed the power of emerging technologies to develop innovative digital solutions for product tracking and supply chain management. Leveraging cutting-edge technologies such as blockchain, Internet of Things (IoT), and artificial intelligence (AI), Statwig has created a comprehensive ecosystem that enables businesses to track and manage their products with unprecedented transparency, efficiency, and security.

Founders brief

Sid Chakravarthy

The primary problem the product is solving

Tracking semiconductor and electric vehicle (EV) waste in the reverse supply chain is challenging due to complex global supply chains, lack of standardization, product complexity, and data privacy concerns

The primary purpose of the product you have created: Tracking semiconductor and EV waste in the reverse supply chain by providing real-time visibility to all responsible stakeholders. Unique Digital ID for every physical asset Track and Trace Incentives

Target customer:

Semiconductor and EV Industries operating in the reverse supply chain.

Elevator pitch

Introducing ReCollect: Redefining Waste Management in Semiconductors and EVs

Product Stage

MVP



Swansea Innovations Pvt Ltd

Location

Hyderabad

Years in operations

2022

Sector and sub-sector

Sustainability/Green Energy

About Startup

Swansea is a green energy start-up, aiming to solve the unsolved by discovering a better way to solve problems faced by pollution. It aims to redefine the approach to solving the environmental problem that is affected by carbon emissions Globally through its innovative, high-efficacy, sustainable products. The company commenced developing its patent-pending technology for hydrogen fuel cells which led to comprehensive solutions for all environmental problems. Swansea registered as a Private limited company in India in 2020.

Founders brief

Led by International Business Admin PGs from England with overseas exp in BM. Scientist team of polymer tech experts the principal head scientist has 35 years of relevant experience identified as one of the world rankings top 2% of Scientists

The primary problem the product is Solving

Fossil fuel air pollution causes nearly 1 in 6 deaths worldwide each year

2. One person dies every 2 minutes in India alone due to the use of fossil fuels
3. Very high-cost products
4. Lack of innovation
5. Digging Lithium is more harmful to the environment

The primary purpose of the product you have created

India's first holistic design for hydrogen fuel cell:

1. Efficacy
2. Innovation
3. Affordability
4. Sustainable & Clean
5. Concern-based Solution 100% Green.

Key competitors

Reliance Adani and Govt India

Top three features of the product

- Available
- Affordable
- Adaptable

Target customer

All electricity Users

Elevator pitch

The world's most awaited technology with an affordable price range and available to each end everyone who has the right to live on the Planet Earth

Product Stage

Prototype

USP

There is no similar product as Swansea in India to date and all the competitors we mentioned above are not the competitors, they are walking with us.



The Kabad Shop (Climstripe Shift Pvt. Ltd)

Website

<https://thegreensamanshop.com>

Location

Jaipur

Years in operations

2022

Sector

Waste management

Sub-sector

Eco-friendly
E-commerce

About Startup

ClimStripe Shift Pvt. Ltd. is a pioneering force in the realm of sustainability and environmental innovation. Committed to addressing the escalating challenges posed by climate change, our multifaceted solutions aim to revolutionize waste management, promote eco-friendly practices, and foster awareness. Our company is driven by a vision to shift the climate stripe pattern, transforming the alarming red streak of environmental degradation into the revitalizing green stripe of sustainability. Through our subsidiaries, The Kabad Shop, The Green Saman Shop, and The PEP Talk, we have established an integrated ecosystem that addresses different facets of the sustainability landscape. The Kabad Shop offers a technology-driven platform for individuals and businesses to sell their recyclable waste, transforming waste into wealth and contributing to a circular economy.

Founders brief:

MSW from TISS with working experience of 5 years in government and social enterprise

The primary problem the product is solving:

The problem our product addresses is the inefficient and unsustainable waste management practices contributing to environmental degradation and climate change.

The primary purpose of the product you have created

Our product aims to revolutionize waste management by offering a holistic solution that promotes recycling, reduces waste, and fosters eco-friendly behaviors. This contributes to a greener environment and a sustainable future.

Key competitors

Integrated eco-system Waste SIP Turn waste into products (wallet) Social to keep customers engaged

Target customer

Businesses, offices, households Elevator pitch: ClimStripe Shift: Revolutionizing waste management & sustainable living. The Kabad Shop recycles waste, the Green Saman Shop offers eco-products, and the KabadPe app unifies it all

Product Stage

MVP

USP

Kabadiwala, brown living, loopy



VOTAN

Votan Ventures Pvt Ltd (Vchained)

Website

<https://votan.eco>

Location

Delhi

Years of Operation and Location

Founded Nov 2022 in India

Stage

Early-stage/startup (MVP), Initial Revenue

Sector

ClimaTech

Sub Sector

Customer-focused Carbon Management Platform

About Startup

Votan is pioneering a sustainable future for businesses, helping companies to achieve net zero emissions through learning by doing user experience, blockchain-verified data, supplier engagement, modular customizability and AI Guidance.

Founders brief

Rachit Gaur, CEO, India. Filip Dite, CGO, Czech. Vijay Sharma, COO, India

The primary problem the product is solving

Votan's primary mission is to tackle the challenges of carbon management and emissions reporting for businesses. This includes regulatory compliance, corporate social responsibility, supply chain complexity, cost-efficiency, and transparency. Votan's innovative KYE (Know Your Emissions) platform simplifies this process, enabling businesses to meet emissions regulations, adopt environmentally responsible practices, collaborate efficiently with vendors, and navigate complex supply chains. The platform also ensures affordability, transparency, and security through blockchain technology. This allows companies to earn eco-labels, enhancing their sustainability image and effectively addressing a multifaceted problem in a holistic and practical manner.

The primary purpose of the product you have created

Votan's KYE (Know Your Emissions) platform empowers businesses to seamlessly manage carbon emissions, ensuring regulatory compliance and environmental responsibility. The platform simplifies data collection, report verification, and eco-labels, facilitating efficient and secure disclosure of emissions data within complex supply chains. Votan advances businesses toward sustainability and net-zero goals with transparency, affordability, and cutting-edge DeepTech for maximum accuracy.

Key competitors

Votan complements sustainability consulting firms, providing a unique marketplace for validations, life cycle assessments, and carbon credits. Indirect competitors like SAP Sustainability Cloud and IBM Sustainability Management Solutions focus on specific segments, lacking Votan's comprehensive approach with vendor collaboration, blockchain integration, and eco-labeling. Votan stands out as an all-encompassing solution, streamlining the entire emissions reporting process and distinguishing itself in the market.

Top three features of the product

Votan's holistic 5-step process simplifies carbon management, covering emissions calculation, vendor collaboration, product-level assessments, blockchain-based disclosure, and reduction intelligence.

Top features include emissions disclosures as NFTs for transparent reporting, effortless data collection with vendor collaboration for comprehensive supply chain management, and affordable, transparent, secure, and AI-powered guidance. The use of blockchain ensures data security and authenticity of emissions reports, while an AI chatbot offers real-time support, making carbon management user-friendly and accessible.



Target customer

Votan targets businesses of all sizes across industries, offering a comprehensive carbon management and emissions reporting solution. Affordable and transparent, with innovative features like blockchain integration and AI guidance, Votan is ideal for companies seeking sustainability streamlining and data-driven decision-making. Additionally, an extended version caters specifically to the textile industry, addressing its unique challenges and reporting requirements, including HIGG index reporting.

Elevator Pitch about the product/service

Meet Votan, your AI-powered carbon management platform with a simple 5-step process called KYE - Know Your Emissions. We help businesses understand, track, and reduce emissions at the source:

- Identify emissions sources and track on a dashboard.
- Collaborate with suppliers for a complete picture.
- Assess product-level emissions and earn eco-labels.
- Secure and cost-effective reporting on the blockchain.
- Personalized plans to cut emissions.

Impress clients, attract investors, and stay compliant with Votan on the path to a greener future. Start "knowing your emissions" effortlessly.

Pain point being solved

Votan eases the burden of carbon emissions reporting, making it accessible and affordable for businesses, regardless of their scale, while ensuring compliance, environmental responsibility, and the ability to take data-driven steps toward sustainability.

Product Stage

Early-stage/startup (MVP), Initial Revenue

USP

Votan's unique approach to carbon management sets it apart. The KYE platform offers a 5-step process, integrating blockchain for data security and an AI chatbot for real-time guidance. It goes beyond traditional solutions by providing a third-party marketplace for validations, assessments, and carbon credits. Votan is a leading, customer-focused platform that educates, simplifies, and guides businesses on their sustainability journey with affordability, transparency, and comprehensive features.



Plant Farmula

Location

Hyderabad

Years in operations

0.5

Sector

Agritech

Sub-sector

CEA farming technology

About Startup

PlantFarmula is a soilless farming technology startup, developing a smart aeroponics technology for commercial scale IoT and ML based Hyper local urban farms. Pesticide-free 'special, premium, and regular' crops are grown locally and delivered fresh with minimal water consumption.

Founders brief

Venkatesh K, a sustainable engineer from NTNU, Norway with 7+ years of experience with startup and product development. Worked as a social entrepreneur, product manager, and product developer, and 2 years of hands-on experience with aeroponics technology development been recognized by Innovation Norge an innovation and entrepreneurship department from Norway.

The primary problem the product is Solving

No easy access to pesticide-free, nutritious, and fresh leafy greens and salad greens and available options are expensive and have less shelf life. Varieties of greens are limited to 3 to 5. Consistency in the quality, quantity, and variety of the greens is not available.

The primary purpose of the product you have created

SMAR smart modular aeroponics technology converting barren spaces/lands to urban farms. To grow pesticide-free nutritious leafy greens and vegetables locally, with minimal water consumption. Deliver the crops fresh, reducing the farm to plate to 2-3 hours, at an affordable price. Bringing efficient farm technology made affordable with multi-level automation and Data-driven growth monitoring and yield maximization in all three dimensions of the farm.

Key competitors

IronOx, Aerofarms, Aessensegrows, Urban Kissan, infarm, Plenty, Greenhouse growers

Top three features of the product

IoT-based digital growth monitoring and yield optimizer
Modular design with flexible scaling
Efficient nutrient delivery unit

Target customer

Hotel chains, Restaurants
Retail chains
Salad bars
Cloud kitchens

Elevator pitch

PlantFarmula is an IoT and ML-based smart 'Aeroponics technology' for Hyperlocal farms. Reliable digital farms, within the cities, provide affordable fresh and pesticide-free crops within reach.

Product Stage

Prototype

USP

Consistence in the supply of quality, quantity, and fresh crops
Increased shelf life, and better taste and texture.
Digital farms, to grow crops with higher yield output, could grow the crops as per the market needs.



Tvasta Manufacturing Solutions Pvt Ltd

Location

Chennai, Tamil Nadu

Years in operations

7 years

Sector

Construction Technology

Sub-sector

Construction 3D Printing

About Startup

Pioneering deep tech startup providing end-to-end solutions for Construction 3D Printing

Founded by IIT-Madras alumni in 2016, with HQ in Chennai: currently 70+ team of engineer and operators
Tvasta has developed a proprietary tech stack around 3D printing machines – sales strategy involves composite portfolio of 3D printing machines with materials, solutions and services

Founders brief:

CEO – Adithya VS

BTech in Mechanical Engineering & MTech in Product Design (IIT Madras)
Business Development & Strategy

CTO – Parivarthan Reddy

BTech in Mechanical Engineering & M.Tech in Thermal Engineering (IIT Madras)
Machines Engineering, Research & Development

CPO – Vidyashankar C

BTech in Mechanical Engineer (RVCE Bangalore)
MS in Automation (IIT Madras)
Design & Operations

Our Products:

4Ms

We provide turnkey solutions around Construction 3D Printing(C3DP) which are developed in-house

- 1.Machines (Construction 3D Printers) - Direct Sales
- 2.Materials (Building Materials and Products) - Array of materials including sustainable materials (use of fly ash, slag, and recycled coarse aggregates). Apart from this 3D printed off-the-shelf products e.g. Bus stands, furniture, pod houses, etc.

3.Model (C3DP Solutions) - Software solutions, Consultancy

4.Method (C3DP Services) - Turnkey project execution

The primary problem the product is Solving:

We are solving for

Slow and inefficient construction- We can build a structure in a day, which is usually done in months

Mass customization - Each building is unique, and C3DP can provide this without much hassle. Also, our technology is formwork-free.

Quality - Structures built using our machines and materials, are superior in quality and have a longer lifetime

Sustainability - We can reduce the embodied and operational carbon footprint of a building/structure by using sustainable materials and passive designs respectively.

Key competitors

Global competitors - COBOD, ICON, CyBe, Apis Cor

Indian Competitors - L&T, MiCob, DeltaSys, SimpliForge

Target customer:

Machines - Builders and Contractors, Architects and designers, R&D institutes

Materials - Add on sale to machines, direct sales of products as mentioned above

Model- Add on sales to machines, some individual architects, and other clients

Methods- Premium structures (villas and houses), Landmark structures, Military and defense structures(fast deployment), PSUs and we also cater to some of the individual clients

Product Stage

TRL 8-9

Currently We can build up to G+4 structures using our technology.

We are currently building multistorey printers, intending to build G+10 in a few years

USP

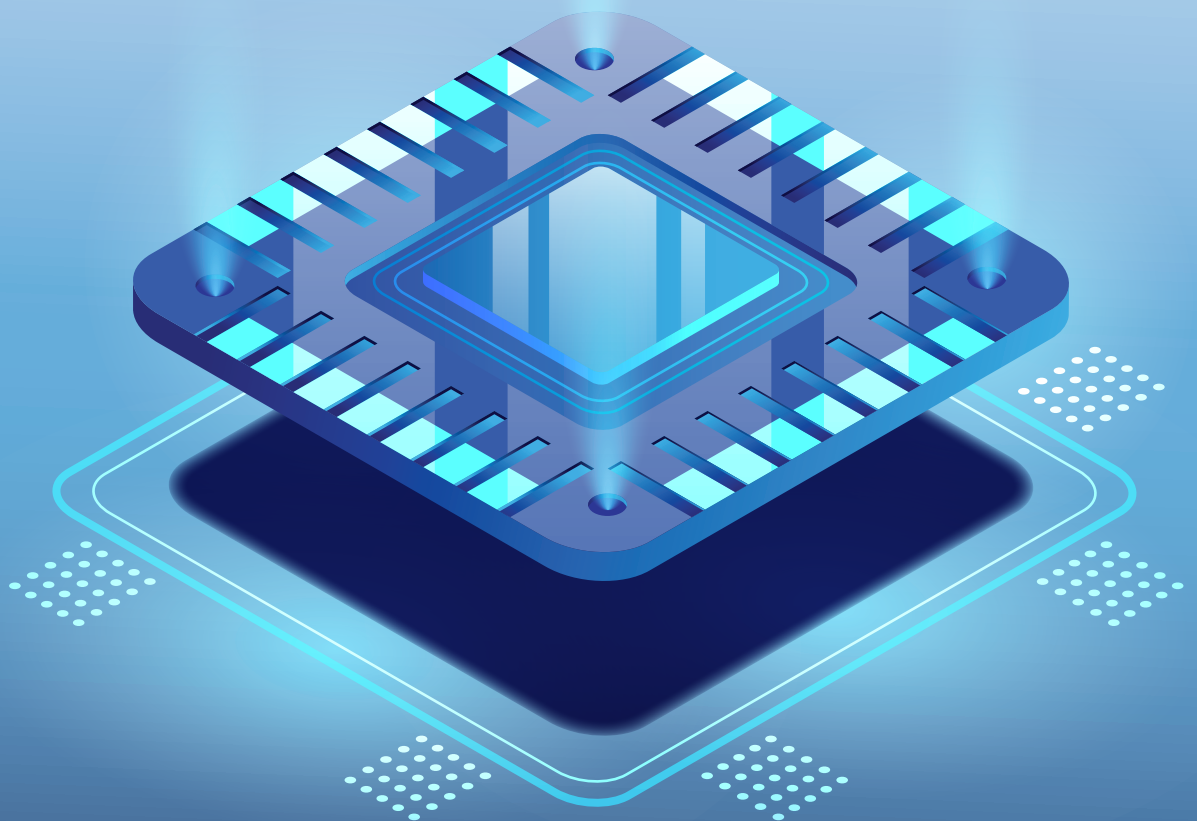
- 1.Lowest cost of products
- 2.BMPTC certification - the only company to have a regulatory clearance from Government body
- 3.We have executed 15+ projects in India
- 4.Our technology is on par with any other Global players
- 5.Only vertically integrated company in the world.

SEMICONDUCTOR

AIC Semiconductor Program

At AIC-T-Hub, sanctioned under the Atal Innovation Mission scheme of Govt. of India, we support and encourage startups that have applications and/or impact in Healthcare, Mobility, Sustainability, and Semicon sectors by creating a strong ecosystem that gives startups access to investors, global mentors, industry experts, service providers, and fellow entrepreneurs.

Hardware startups face unique challenges that require a facilitative environment to grow. The AIC T-Hub Semiconductor Program – an initiative by AIC T-Hub Foundation – aims to create a semiconductor ecosystem in India that encourages innovative research, cutting-edge solutions and semiconductor supply chain initiatives to achieve growth.



Startups



Cumulative Impact Driven

01

Cohort
Organised

₹79 Mn+

Funding
Facilitated

340

Extra Customers
Driven

60

Innovators
Nurtured

14

Advisory Members
Connected

Key Sub-sectors Nurtured & Accelerated



Hardware -1



Sound Systems -1



IoT -2



Consumer Electronics -1



Logistics



Telecommunication -1



CleanTech



Robotics -1



Energy Storage -1

Success Stories enabled for Semiconductor Ecosystem

₹4 Cr

Funding received by Rapture
(Seed A & Seed B)

₹12 Cr

Grants received by
Vasbeam

₹2.5 Mn

Vanix acquires fund from
Seed Fund Grant

1st Place

Anscer bags the
Best Startup Award VLSID

MPW TSMC Stage

Green PMU chip reaches the
landmark stage

Ambit Semiconductors Pvt. Ltd.

Startup Name

Ambit Semiconductors Pvt. Ltd.

Founders & Team

Saseendra (Founder & CEO)
Ranjitha (HR Director)

Years of Operation and Location

5 years; Bengaluru

Stage

Crossed breakeven in one year and are now in profitable operations.

Elevator Pitch about the Product/Service

VLSI design services, including RTL-GDS;
Synthesis, PNR, Sign-off,
Spec-to-gds tape-out
EEG product prototyping (Medical)
Digital slate product prototyping (Educational)

Pain Points Targeted

Getting RTL Designers from Industry/Institutions.
TSMC approval for projects fabricated in TSMC foundry.

Traction Status

Design Services are in complete traction.
Product Development will achieve traction from Apr 2023.

Market Size (Opportunity) and Trends

India's semiconductor market pegged at \$119 billion in 2021, will grow at a compounded annual rate of 19% to \$300 billion by 2026, a joint study by the Indian Electronics and Semiconductor Association (IESA) and Counterpoint Research claims.

Business and Revenue Model, GTM

The company has an alignment with Manipal Hospitals for medical products. It plans to develop a GTM strategy for others after prototyping.
The design services revenue model is approximately INR 6-10 Cr per year, except this FY2021-22.

Key Competitors

Insemi technologies
SmartSoc
Adept Chips

Competitive Advantage

Their market reach is seamless with the competitors in the semiconductor business.

Funding and Valuation

NR in this FY

Comments on how the team is the best at solving problem.

The design and embedded teams are competitive, well-trained, and self-motivated, with a proactive problem-solving approach. They need very minimal guidance and follow-up.

Do you possess necessary skills required to scale up your startup?

Yes

Insights into Product Maturity

NA

Differentiating Elements

The management team has vast experience and is a semiconductor veteran with a versatile design and fabrication skillset. .

How does your business model help you succeed?

The company, leveraging planned strategies with minimal overhead expenses, could breakeven in less than six months.

Company's USP

Having fabrication and design skillsets under one roof.

Ancer Robotics

Startup Name

ANS CER ROBOTICS

Founders & Team

Co-founders:

Ribin Mathew, CEO

Ebin Sunny, COO

Raj Mohan, CTO

Raghu V, Head Of Business

Team Size: 32

Years of Operation and Location

2.8 years; Bangalore

Founded: July 10, 2020

Stage

Growth

Elevator Pitch about the Product/Service

The ANSCER ROBOTICS mobile robots empower people to handle more workload. It improves people's lives by creating a better way for internal logistics workers in all industries, such as manufacturing and warehouses. Works for:

- Any Duty: Lifting, Tugging, Tunnelling
- Any Environment (Cement, Tiles, Epoxy)
- Any Payload (Up to 1250kg)

Pain Points Targeted

ANS CER ROBOTICS is solving the problem of the current labor shortage in the Indian market, which stands at 15-25% and keeps increasing monthly. The company is solving this problem by introducing mobile robots that increase the quality, reliability, and safety of any facility and bring confidence in managers to increase production to meet today's demand.

Traction Status

- Birla Group, Mahendra, and TCS

- Won the ROBOTEX 2020 1ST place for the best covid solution by govt of Italy, India, the European Union, and the world bank

Market Size (Opportunity) and Trends

- The market size value in 2022 is USD 3.08 billion. The revenue forecast for 2030 is USD 10.66 billion.

- Trends: Warehouse, Manufacturing, and Pharmaceutical

Source:

[grandviewresearch.com/industry-analysis/autonomous-mobile-robots-market](https://www.grandviewresearch.com/industry-analysis/autonomous-mobile-robots-market)

Business and Revenue Model, GTM

March 2022 to Nov 2022: 2.35 Cr revenue

Key Competitors

MIR, Denmark

Hi-Tech, India

OTTO Motors, Canada

Competitive Advantage

- Modular system: Will allow for easy update in future.
- Easy-to-service robots: Reduce downtime by 90%.
- Remote deployment: Makes it easy to monitor from a single location than having a service team across the globe.
- Business model: Horizontal integration.

Competitive Advantage

- Modular system: Will allow for easy update in future.

- Easy-to-service robots: Reduce downtime by 90%.

- Remote deployment: Makes it easy to monitor from a single location than having a service team across the globe.

- Business model: Horizontal integration.

Funding and Valuation

- Pre-seed: 2.3 Cr

- Bridge round for seed Nov 2022: 60 lacs

- Valuation: 41 Cr

Do you possess the necessary skills required to scale up your startup?

Yes. ANSCER ROBOTICS has a lean team where most members are self-taught designers, coders, and product developers, exploring the field of mechatronics and IoT.

Insights into Product Maturity

The company has designed and built modular robotic systems which integrate across platforms and industries to work in harsh environments, be it land, air, water, or space. Called "ANS CER ENGINE (AE)," it supports industry-leading performing chips and processes all types of workloads such as mining, telematics, and security to build any robot briefly.

Differentiating Elements

The modular hardware stack makes them future-ready and one step ahead of the competition. It allows them to upgrade hardware on the go and conduct remote deployment, saving their partners and collaborators from complete reliance on the company

How does your business model help you succeed?

Their business model is horizontal integration. It gives them an advantage in terms of scaling, market power, and product differentiation. Also makes it easy for their distributors and partners to expand their market.

Company's USP

Robot as a Service (RAAS)



Cyrrup

Startup Name

Cyrrup Solutions Pvt. Ltd.

Founders & Team

Co-founders:
Gaurav Kumar
Richa Sharma

Years of Operation and Location

5 years; Hyderabad.

Stage

The product has completed internal lab testing and we are currently in pilot phase, wherein we have completed over 20 days of pilot for this solution, over 2 vehicles.

Elevator Pitch about the Product/Service

Cyrrup - a DPIIT and NASSCOM10K company - works in the field of logistics optimization. Our indigenous and customizable IoT solution, 'Diesel Eye', is targeted at curbing diesel theft in the Logistics Industry. Our target market segment includes fleet owners of commercial vehicles. Our solution offers the benefit of cost cutting and fleet efficiency by monitoring diesel theft. We have completed the lab testing of the solution and are currently in pilot testing phase.

Pain Points Targeted

Reports suggest that on an average, around 31% of trucking operational costs are accounted towards fuel cost. Fuel theft is a major contributor towards this cost, wherein, around 10% of total diesel filled in trucks is stolen during transit. As per statistics, 2 million tons of diesel was stolen in 2017. Cyrrup intends to reduce this cost and bring profitability to the fleet owners. The goal is to reduce the operational expenses in Logistics by curbing fuel theft, with our current focus on trucks and other heavy commercial vehicles.

Traction Status

-Our product has completed lab testing and is currently in the pilot testing phase. Post successful completion of pilots, we intend to start with the sales.

Market Size (Opportunity) and Trends

Our target customers are owners of all kinds of Heavy Commercial Vehicles, such as owners of trucks, tankers, construction machines, as well as buses. Buses would also include school buses plus state & private transport buses.

As we're currently focusing on the Commercial Vehicle Segment in the Logistics Industry, our potential market comprises of 11Mn+ HCVs currently on road, with 84% having retrofitting. Additionally, this industry sees a 25% Year-on-Year growth across the globe. It is a \$300Mn Market in India, and \$200Bn Market globally.

Apart from vehicles, by the virtue of its design, the benefits of this solution can also be extended to the apartment societies, corporate buildings etc. Lately, we have started receiving enquiries from them as well. There are 4Lac+ Towers and 1Mn+ Residential Complexes which perfectly fit our market segment, as they use Diesel Generators, where fuel theft happens.

Business and Revenue Model, GTM

To lower the customer acquisition cost in the beginning, we have preferred the B2B model, with an initial focus on commercial vehicles

and logistics segment. The hardware devices will incur a one-time cost and then a monthly subscription fee for the services provided.

For faster reach to the customers, we intend to piggyback on the below existing channels:

- Existing solutions providers to this market; like ERP providers, etc.
- Existing Operations and Service Channels; like Spare Parts providers, etc.
- Distribution Channels

Once the solutions get a good approval from the customers, we desire to approach the OEMs as well.

Key Competitors

- IoT Research Labs
- Track N Tell
- OmniComm
- Samsara
- Loco Nav

Competitive Advantage

We have developed an innovative solution for fuel theft, using ultrasonic sensors, along with MEMS sensors and EDGE based analytics algorithm to detect the level of fuel in fuel tanks.

Currently no similar solutions are developed locally in India. There are a few readymade ultrasonic solutions available from China, which are imported here and sold further in the Indian market. However, such solutions are quite costly and even don't carry this kind of innovation, both in hardware as well as firmware. The low-cost ones come without any warranty. They are highly unreliable and can go bad anytime. Since they are not developed locally, there is no option to get them fixed in case they go bad. They need to be discarded and replaced by a new product itself.

The installation method for an ultrasonic sensor-based solution is very simple and timesaving, unlike the time-consuming and fuel-tank-drilling method used by another solution type.

Post-Sale Service is a big miss in the current market. We intend to provide Guaranteed Post-Sale Service to our customers.

Funding and Valuation

Cyrrup was a part of Intel Plugin 2.0 program, wherein we received Mentorship and an equity-based Pre-Seed Fund of INR 10 Lakh from Intel, SINE IIT Bombay & DST (Department of Science & Technology) in January 2019, on a valuation of INR 5 Cr.

We have also raised another equity-based fund of INR 1.5 Cr from ONGC in April 2021, on a valuation of INR 10 Cr.

Comments on how your team is the best to solve the problem

The very lack of Made In India product for this solution is what is leading to lack of post sales service in this product segment. A lack of post sales service, in turn leads to lack of trust in the Truck owners mindset and which is what we are fulfilling. This is being done by completely developing the solution in house - which includes the hardware, firmware and the software. This modus operandi gives the entire product control in our hands and we are able to honor the customer's needs and customization requirements. Not only this, whenever there is any kind of hardware issue in the product, we are in a position to correct it and ensure continued service to the customers.



Cyrrup

Do you possess necessary skills required to scale up your startup?

No. And we need support here.

Insights into Product Maturity

We are currently developing v2 of our prototype and there is certainly a scope to reduce the cost of the device, by reducing the BOM and need for certification at a later stage. We need support at these ends as well.

How are you different?

Our USP is our differentiator. And the same is answered in Point 18 below

How does your business model help you succeed?

We define Success as set of Happy Customers. As of today, we are addressing their dis-satisfaction by providing guaranteed post sales service. This is, in turn, ensured by entering an Annual subscription model – which makes us to cover our costs as well as address the recurring needs of the customer.

Your USP

We intend to be innovators in developing the complete ultrasonic solution indigenously, with low cost and high effectiveness. Since it will be a completely 'Made in India' solution, this would mean a Reliable Product and Scope for Customization. In case there is any issue with any device, we would know how to fix it, since we will be the ones developing it. Also, in case any of our customers have slightly different or more requirements, we can always tweak our solution to suit their specific needs.

Following would be the innovative features of our solution:

- Indigenously developed ultrasonic sensors
- MEMS sensors
- ML Algorithm
- EDGE Analytics
- Guaranteed and efficient Post-Sales Service

Fasmho

Startup Name

Fasmho Energy Systems Pvt Ltd

Founders & Team

Abdul Azeez Khan
Aqib Mastan
Ibrahim Saqib
Syed Khutub
Syed Inam
Praneet
Zeeshan

Years of Operation and Location

2, Bangalore & Gujarat

Stage

Early Revenue

Elevator Pitch about the Product/Service

With reliable battery management, efficient estimation algorithms and novel fast charging techniques, we aim to equip battery packs with safe and smart solutions.

Pain point being solved

3 crucial problems faced by the EV industry now -
1) Improper management of Batteries causing inefficient performance.
2) Range Anxiety amongst EV users.
3) In-house ancillary production is scarce, huge lead times for OEMs. 7. Traction – 110,000/-

Market Size (Opportunity) and Trends

\$576 million by 2025

Business and Revenue Model, GTM

3 Revenue streams - BMS product sales (Volumetric), Analytics software (SAAS model), Charging solution(Licensing)

Key Competitors

Exponent Energy
ION Energy
Chinese Products (Major stake holder)

Competitive Advantage

Fast charging focus, In house development, Ease of installation

Funding and Valuation

No prior funding

Comments on how your team is the best to solve the problem

All have one common trait, solving problems from first principle. This gives us the confidence of innovating tech from the core and owning it completely

Do you possess necessary skills required to scale up your startup?

Yes, But collaborations are always welcome

Insights into Product Maturity

In the market already and tested by about 8 OEMs. Now heading for ARAI certification

How are you different?

The ability to cater to one specific sector but from the core builds confidence in our clients of our expertise.

How does your business model help you succeed?

Designing it in such a way which is favorable for a quick scale up.

Your USP

A BMS can enable your battery pack to be fast charged. NEW!



Proton Plus

Startup Name

Proton Plus

Founders & Team

K Sai Vamsee
K. Vasishtha

Years of Operation and Location

3 Years

Stage

Early Traction Stage

Elevator Pitch about the Product/Service

We provide affordable automation solutions backed with hassle free tech driven service, majorly focusing on the middle class and upper middle class segments.

Pain Points Targeted

Lack of a trust worthy home automation products & service provider with good post sale service in India offering at an affordable price to the target customer segment.

Traction Status

8 Lakhs per month in sales

Market Size (Opportunity) and Trends

The market is rapidly growing at 100% YoY. TAM is the entire Indian residential Segment

Business and Revenue Model, GTM

Revenue model is sale of IoT Products and services

Key Competitors

Keu
Hogar
Pert
Wipro
Tata

Competitive Advantage

Make in India, Tech –driven service centric approach

Funding and Valuation

Have not yet raised any funding

Comments on how your team is the best to solve the problem

We are a dynamic young team of engineers. Having been in this field for 4 years, we studied & understand the market thoroughly. Our ability to adapt to problems & create solutions is why we believe we are the best team to tackle this challenge

Do you possess necessary skills required to scale up your startup?

Yes we do but the right mentoring would definitely add to our skills

Insights into Product Maturity

Currently, we have only 2 product lines which are in the market. Products are still relatively young to the market and therefore have a great scope of sale.

How are you different?

Target market segment is different from competition. Tech driven service approach. Thirdly, we are a make in India with both Hardware and software is proprietary to our company as compared to competition who does OEM.

How does your business model help you succeed?

With a Gross profit of 60% & net profit of 25%, we stand a great chance to succeed with our products.

Your USP

- 1) In-House developed product which allows us to have more control on software and hardware tech updates.
- 2) Hassle free tech driven service



Rapture

Startup Name

Rapture Innovation Labs Pvt Ltd

Founders & Team

Navajith Karkera
Jagath Biddappa

Years of Operation and Location

4 years and Mangalore

Stage

Generating Revenue with Early traction

Elevator Pitch about the Product/Service

Rapture is an audio-tech start-up with its patented technology that enables users to not just hear music but for the first time also feel in through headphones using a combination of air and body conduction. Powered by this technology, Rapture's first product, the Sonic Lamb headphones deliver high-fidelity, fully immersive and personalized audio experience. It has been rated to deliver enhanced audio experience compared to top rated premium headphones globally and has orders from 50+ countries

Pain Points Targeted

We humans do not just hear sound, but we can also feel it through our body. Loudspeakers with Sub-woofers are able to reproduce this sensation experience but headphones lack the technology to do so because it converts audio signal into sound waves that are transmitted into the ear. Further, headphones based on brands either compromise on clarity or bass and they cannot be easily personalized based on music genre or user's preference or activities

Traction Status

Soft launched in November 2022. Generated revenue of Rs.75 Lakhs with fully paid pre-order for 470 units of headphones 50 countries (60% from USA | Product to be launched in India in April 2023). Product rated to deliver novel and enhanced audio experience compared to top-rated headphones by international tech review site

Market Size (Opportunity) and Trends

Over-Ear Bluetooth headphone market was valued at \$3.9B in 2020 and projected to hit \$11B in 2026. Based on the segment and price point, the premium over-ear market is estimated to be US\$ US\$490M in USA and US\$ 35M in India. Our tech is also effective for immersive audio experience in VR headset opening avenue for integration of our tech with existing VR hardware makers through sales of our Audio system. VR hardware market size was valued at US\$ 7.6B in 2022 and projected to reach US\$22B in 2025

Business and Revenue Model, GTM

Business Model: B2C- Design and distribution of premium personal audio devices like headphones and speakers
B2B – Sales of our patented Audio system to VR hardware brands (in future)

Revenue model: Revenue on product sales. In future, it will also include sales of our audio system to VR headset manufacturers and headphone brands

GTM: Our headphones are initially sold Direct to customers but we will have offline presence in the form of experience zones strategic locations like coffee shops, EV charging stations as well as partner with professional home services like UrbanClap to remain asset light and have low expenses but allow our TG to experience the product before we start selling in retail electronic stores. Marketing will largely be through affiliate programs with Tech review publications, Tech Youtubers and Social influencers along with customer referrals. Collaboration with upcoming music artist from divers genres who are selected based on the analytics from our smartphone app.

On the B2B side, post our initial market validation we will work on the sales of our patented hardware system to VR headset manufacturers

Key competitors

Premium legacy brands like
Bose
Sony
Sennheiser

Competitive Advantage

Our headphones with our patented technology allows users to Feel the music and not just hear it. We offer immersive sound with powerful bass response without listening fatigue. Our headphones can also be easily personalized based on the music genre as well as user's hearing sensitivity, preference and activities

Funding and Valuation

Raised Seed A round from angels who were senior executives at Bose, Google, Microsoft, Qualcomm, IBM and HNI's
Received technology grants of ₹0.4Cr from IIT-B, MeitY, DST and Govt. of Karnataka
Currently closing Seed B round of ₹2Cr from existing and new investors at ₹14.5Cr pre-money on CCPS instrument with ₹30Cr cap

Comment on how your team is the best to solve its problems:

The 2 founders Navajith and Jagath have been friends and professional partners since 2013 when they first met in college to pursue bachelors in engineering and have worked on hardware products in automotive and health space. Navajith Karkera is a Mechanical engineer with 6 years of experience in Mechanical, Acoustics as well as Electronics field. His expertise is in Product development, Acoustics, Additive manufacturing, Electronics systems design and PCB design.

Vasbeam

Startup Name

VASBEAM PVT LTD

Founders & Team

Amit Borundiya
Dr. Solon Jose Spiegel

Years of Operation and Location

Registered August 2022 and Pune

Stage

Scale

Elevator Pitch about the Product/Service

To be able to Connect Everyone and Everything using Advance Antenna Systems at lowest cost of ownerships.

Pain Points Targeted

Viable Adaptive Antenna Systems and Electronics Steering to go away from Mechanical Movements.

Traction Status

- a. Winner of DCIS telecom challenge from Dept. of Telecom for development of prototype for Ku band satcom antenna.
- b. Winner of iDEX DISC 7 SPRINT (Navy) 2 challenges
 - i. Airborne high performance multi-mode Active Electronic Scanned Array (AESA) radar
 - ii. 30 mm proximity fuze for gun mounts

Market Size (Opportunity) and Trends

- The global 5G antennas market is expected to account for a market value of \$7.0 billion by the end of 2025.
- The satellite antenna market is projected to grow from USD 4.1 billion in 2021 to USD 10.5 billion by 2026, at a CAGR of 20.6%.
- The global military antenna market is projected to grow from \$3.32 billion in 2021 to \$6.28 billion in 2028 at a CAGR of 9.52% in forecast period, 2021-2028

Business and Revenue Model, GTM

- Vasbeam will enter market as a subsystem supplier rather than semiconductor component supplier. Ownerships of critical components will make Vasbeam's product very attractive for market
- Vasbeam plans to penetrate the developing market at as an attractive price point supplier
- Vasbeam will also undertake turnkey ICs design project based on case to case
- Territories : India | USA | Latin America | Asian

Key Competitors

- Within India, there are no companies working in phased array antennas with owning their key semiconductor components.
- Global Competitors : Kymeta, Satixfy, Hanwha Phasor, Starlink , Onweb etc.

Competitive Advantage

The approach is to own the critical semiconductor technology for beamforming and essential semiconductor components of the value chain VASBEAM expects to provide unmatched AAS performance at the lowest cost of ownership for multiple application segments.

Funding and Valuation

- Funding: \$2Mio
- Valuation : \$10 Mio

Comments on how your team is the best to solve the problem

We're a passionate group of entrepreneurs and engineers and through our groundbreaking products we will contribute towards a better tomorrow. The team has 60+ years of extensive technology experience in defining semiconductor products, developing, and integrating into end user applications.

Do you possess the necessary skills required to scale up your startup?

Absolutely

Insights into Product Maturity

- TRL level 2: Basic research on 3 ASIC types required for AESA (Active Electronically Scanned Array) completed.
- TRL level 7: Development of beamforming ASICs from 800MHz to 18GHz completed for phased array applications

How are you different?

Approach to own critical semiconductor components, verticalized company in domain of Adaptive Antenna Systems

How does your business model help you succeed?

Yes

Your USP

Interdisciplinary skills and good balance of Tech and business acumen with high growth domain



Vanix Technologies Pvt. Ltd.

Startup Name

Vanix Technologies Pvt. Ltd.

Founders & Team

Dr. Ashwani Rana
Mr. Muddasani Satyanarayana, Ph.D.
Dr. Mandhatya Singh
Mr. Avik Chakraborty
Dr. A.V Ravi Teja

Years of Operation and Location

Years of Operation: Founded in June 2021, Launched 1st board in July 2022
Location: TBIF, IIT Ropar

Stage

Early Revenue Stage

Elevator Pitch about the Product/Service

We at Vanix Technologies offer FPGA-based customised Controllers, Advance IIoT applications, and AI-based accelerated systems for clientele ranging from High-end drones and EVs to the Healthcare industry.

Pain Points Targeted

Following pain points are being solved:
-Customization: The existing FPGA based controller systems lack advanced customization as per the user requirements.
-Cost: The existing FPGA based controller boards are costly and further the costing increases heavily in case of customization.
-Service: Limited presence of service centers and maintenance options for such controller boards.
-AI Acceleration: Lack of AI/ML based intelligent controllers and IIoT systems that too with high Inference speed.

Traction Status

We entered the market in August 2022 and generated approximately 30 lakhs in revenue until now. We currently have 4 industrial and 2 academic clients. We also have orders worth INR 75 lakhs to 1 Cr in the pipeline, which are in the discussion or finalization stage.

Market Size (Opportunity) and Trends

TAM (\$8 Billion), SAM (\$3 Billion), SOM (\$500 Million)

Business and Revenue Model, GTM

Industry: 60 % of the revenue.
R&D Labs: 20 % of the revenue.
Special domains such as AI/ML and Defence: 10 % of the revenue.
Software support, design, and maintenance services: 10 % of the revenue.

Key Competitors

Digilent
Core-EI Technologies
Logic Fruit Technologies
Logitronix
Tinyfpga

Competitive Advantage

-Competitive Cost
-Full-end Customization solutions (software and hardware)

AI/ML based products and services
Extended customer support
Multi-Vertical solutions

Funding and Valuation

-Prior Funding Details: A Grant of INR 4,50,000 from TBIF IIT Ropar.
-Current Valuation: INR 25 Cr

Comments on how your team is the best to solve the problem:

Our Team has the required domain expertise as well as relevant experience. The three Co-Founders have PhDs, and that too from IIT. The Co-Founders have extensive research backgrounds with corporate experience in the relevant domains ranging from FPGA and IIoT to AI-ML.

Do you possess the necessary skills required to scale up your startup?

Dr. Ashwani Rana: 5+ Years in FPGA & IoT
Mr. Muddasani Satyanarayana: 5+ Years in FPGA & IoT
Dr. Mandhatya Singh: 5+ Years in AI
Mr. Avik Chakraborty: 8+ Years in Business Management
Dr. A.V Ravi Teja: 8+ Years in FPGA

Insights into Product Maturity

As even from the early stage, we are offering competitive pricing to sustain the growth stage of our product life cycle. This will help us when pricing becomes competitive, thus avoiding the profit margins being thinner. We also focus on developing marketing strategies and channels to fend off competition. Parallely we are focusing on introducing innovative and critical product lines to perform better in the product maturity stage.

How are you different?

We at Vanix not only develop standard FPGA controllers, we also design and develop fully customized System on chip (SOC) and System on Module (SOM) boards that involve a FPGA controller.

How does your business model help you succeed?

-Technology development scaling across target Sectors: Defence, Industry, and Academia, (By promoting Industry 4.0)

-We prototype custom controller boards, which get mass produced eventually leading to recurring revenue.

Company's USP

We develop efficient and robust embedded-IIoT applications and customized FPGA based controller boards for a wide range of industrial domains such as EV, Drones, Healthcare and Defense.



Xoptimus

Startup Name

Hivericks Technologies Private Limited.

Founders & Team

Hemalatha Rajesh
Ashok Govindharaj
Arun Natesan

Years of Operation and Location

4 yr , Chennai

Stage

Early stage

Elevator Pitch about the Product/Service

We are building XOPTIMUS (PATENT APPROVED) , an AI enabled Green Universal charging accessory for Laptops and Smartphones devices that will reduce carbon footprint by 35%, provides 24*7 safe, optimal and unique charge programs, ensure battery protection and longer life of their assets by reducing unwarranted charging, reduce battery stress without compromising on the ease of doing business; Unlike OEM chargers that have a One-For-All charging solutions and have NOT evolved with changing lifestyles or the way we do business today XOPTIMUS is a cleantech sustainable solution aligned to SDG goals of Climate action and Responsible consumption and will help accelerate businesses to their Net-Zero Goals

Pain Points Targeted

"Customer pain point & solution:

- i)Traditional Design of the charger.
- ii)Heavy usage and longer hours of connecting to charger.
- iii)Onus lies with the customer to follow correct charging practices
- iv)One for all charge program for device

Solution :

- i)Plug and forget,24*7 Safe Optimal Charging
- ii) Adapter for any OEM charger
- iii) Custom charging modes
- iv)AI Enabled Algorithms generates unique charge based battery age,usage patterns etc"

Traction Status

LOI for 600+ units , 50+ Beta users testimonials, Paying customer individuals post Launch

Market Size (Opportunity) and Trends

Market Size and Pricing:Smart Adapters have a market size of 60Bn \$ while India has market of 18Bn \$.The pricing for WALL ADAPTER is Rs 1,999,USB ADAPTER-Rs 599,CHARGE2GO-Rs 999. With trends and pressure on corporates and individuals to move to greener products , habits and reduce carbon footprint there will be a focus on responsible consumption and optimal energy consumption

Business and Revenue Model, GTM

"Business Model: Xoptimus is patented India's first smart charging system. The AI-powered Xoptimus optimises charging, protects batteries, and reduces your carbon footprint by using less energy. Wall adapter, USB Intermediate, and Charge2Go are the 3 items that are available. Charge2Go and USB Intermediate

are yet to go on sale. Wall Adapter provides two different income streams, including a Retail and a B2B2C one. Customers who use the Retail model must pay Rs 2000 for each device in order to receive the wall adapter and access to the app. This model is covered by a one-year warranty. The B2B2C user can either sign up for a app

Key Competitors

Indirect - Wipro – Smart home automation products, Other smart plugs , Seniority offline timer based chargers, OEM of Smart devices or chargers

Competitive Advantage Patent granted for complete solution in Jan 2023 India

We are universally compatible to any brand oem any devices , laptop , tablets , phones any OS . hence as we scale up the data we can capture nuances of power dynamics in a smart device and battery intelligence repository and the AI built on it to generate UNIQUE Charge programs will be a true differentiator

Funding and Valuation

5L Seed fund AIC raise (Nov 2022) Equity 3% ; Grant 7 L 2021 Marc from Shri city , Pipeline 25L seed fund from Meity

Comments on how your team is the best to solve the problem

My two cofounders are hard core techies in the IOT embedded space. While arun handles the overall architecture, cloud and the front end, the back end . Strength of founders:

End to End to IOT prototyping , Design and development of Hardware ,Firmware and software application for mobiles and laptops , Product strategy , Supply Chain"

Do you possess necessary skills required to scale up your startup?

While the core team has the skills to build refine and deliver a world class product (end to end IOT based prototyping solution incl Hardware software app and Cloud) and busines strategy around its roadmap, we are looking to onboard a core founder / CMO or partner with an entity who can drive the marketing and sales to accelerate traction B2B2C segment

Insights into Product Maturity

MVP ready , beta tested , looking to upgrade to Commercially viable product with required BIS or CE certification as well as a more appealing hardware design to bring unit costs down for scale up and attractive for D2C segment too

How are you different?

Unlike OEM chargers we generate Unique charge programs for every user /device ensuring 24* 7 Safe optimal charging for both device and End user while reducing carbon footprint , reducing unwarranted battery and unwarranted energy consumption related to scope 3 emissions. We can reduce carbon cloud by changing a small way in the way we charge

How does your business model help you succeed?

A comprehensive go-to-market strategy for a product or service typically involves multiple channels and approaches to reach different customer segments. In a B2B2C model, the product or service is first sold to corporations, IT service providers, and partners, who then sell it to end consumers. The reach and scale



Xoptimus

is faster with minimal spend on customer acquisition and branding awareness etc

For B2C, the product or service is sold directly to end consumers through dealers, distributors, and e-commerce platforms. This approach allows for direct interaction with customers and the opportunity to build a strong brand image and easy to bundle our product as a charging accessories for new point of sale or aftermarket sale of a battery replacement





ForD2C, or direct-to-consumer, involves reaching consumers directly through channels such as social media, YouTube influencer marketing, and other digital marketing strategies. This approach bypasses traditional intermediaries, allowing for a more personalized relationship with customers and the ability to gather valuable customer data.

Your USP

Scalable solution for multiple use cases, Universally adaptable to any brand OEM any smart devices . Generate Unqie Charge program for every user / device profile to ensure and the AI enabled algorithm for battery intelligence repository tht will also predict life expectancy and battery analytcs of our research. With our solution corporates can baseline their energy and Ewaste footprint and explore methods to reduce and optimise these metrics.



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