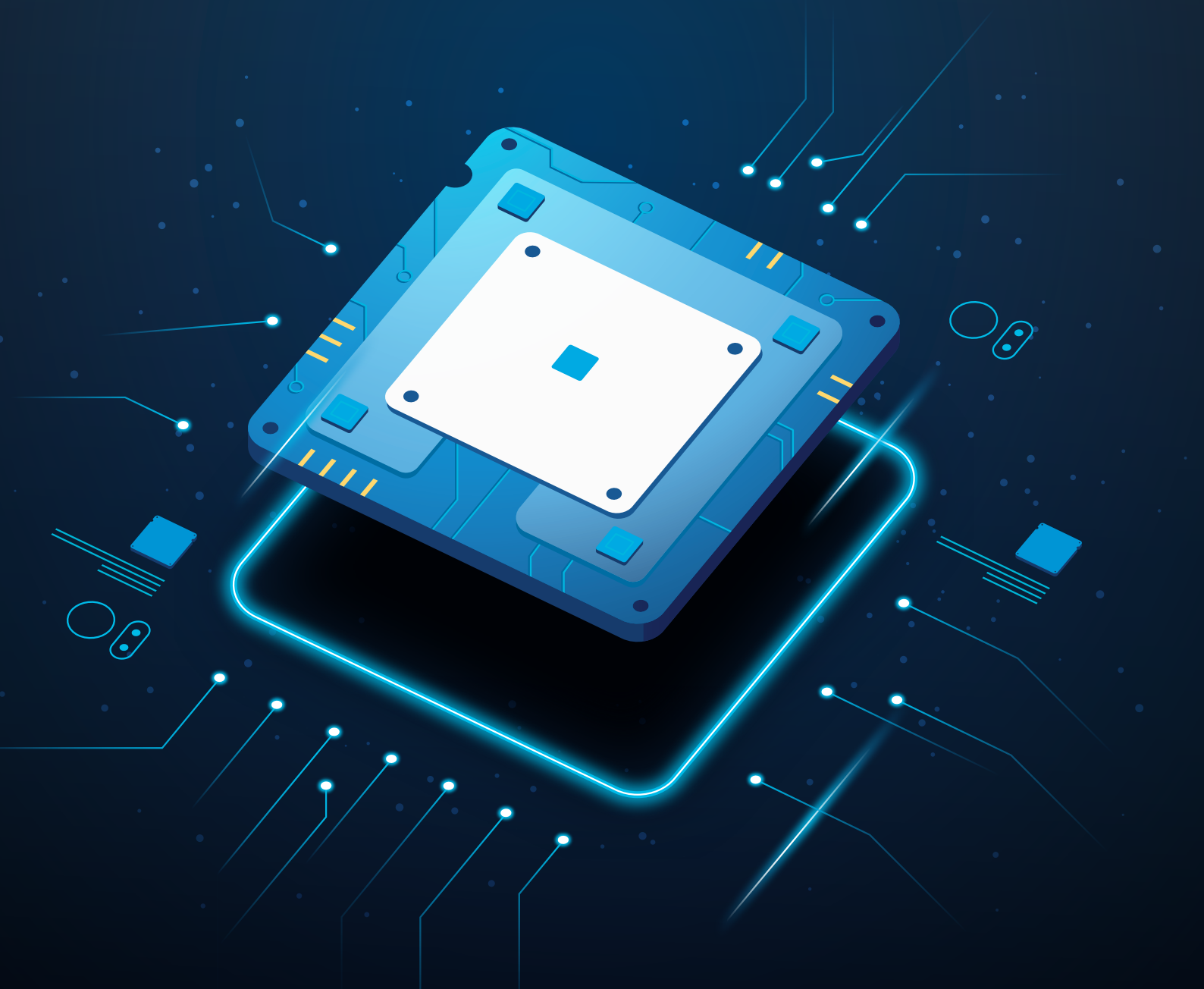


AIC T-Hub  
**SEMICONDUCTOR**

Cohort 2



## Startups



## 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.



## Chipex Technologies Pvt Ltd

### Startup Name

Chipex Technologies Pvt Ltd

### Founders & Team

G.S. Rohit Reddy  
Krishna Kishore Reddy Kalli  
Saseendra J

### Years of Operation and Location

Founded in 2020 and operational from 2022  
Bengaluru, Karnataka

### Stage

Prototype development

### Pain Points Targeted

Presently Indian companies are providing backend services only. We intend to be from starting phase of Architecture, Analog Design, Verification, Backend and Silicon Testing in line with "Truly Make in India" products.

### Traction Status

In initial phase of customer discussion

### Market Size (Opportunity) and Trends

Currently India's semiconductor Industry is valued at \$23.2 Bn and is projected to reach \$80.3 Bn by 2028 with a CAGR of 17.10 %.

### Business and Revenue Model, GTM

Business to Business model  
Revenue model: IP licensing

### Key Competitors

Moschip  
Sondrel

### Competitive Advantage

Competitive pricing with utmost quality and time lines.

### Funding and Valuation

Self-funded

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

We have a team of experts to create architecture, analog and RTL designs, as well as with in-house devised methodologies and flow for all the EDA tools

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

Our founders and team (with 100 years of combined experience) has worked in startup companies earlier and also in multiple MNC's. We have required skills for scaling up.

### Insights into Product Maturity

Prototype under development which will be made into product quality and commercialization.

### Differentiating Elements

Our team is from reputed MNC's in our previous experiences and has knowledge on making things work in right direction in both product development and marketing.

### How does your business model help you succeed?

IP developed once can be licensed to multiple customers with minimal effort. Thus getting continuous revenue.

### Company's USP

In-house flows and methodologies from Specifications to Silicon.



# Clupav Scientific Pvt Ltd

## Startup Name

Clupav Scientific Pvt Ltd

## Founders & Team

Prasanna Kumar Daram – Founder  
Srinivas Rao – Sales Head  
Kiran MVS - Advisor

## Years of Operation and Location

1 month  
Paloncha, Telangana

## Stage

Seed stage incubation

## Elevator Pitch about the Product/Service

Our mission is to bring the most cutting-edge technology to our customers so they can stay connected and remain informed. We believe that through our products we can create a more connected and sustainable world. Our vision is to be the most trusted source of electronics for our customers.

## Pain Points Targeted

We strive to stay ahead of the curve when it comes to the latest advancements in the industry.

## Traction Status

Founded by a US patent-pending technology, today we offer smart, innovative services to dozens of clients worldwide.

## Market Size (Opportunity) and Trends

1B\$ - clupav-scientific-pvt-ltd has been offering users a unique technological experience.

## Business and Revenue Model, GTM

Business model: Technology commercialization, building various products of electronic defense and consumer products

Revenue model:

ADAS  
UAV  
MILITARY  
VIDEO  
DSP  
TELECOMM

all component products together 1b\$

Product selling and patent commercialization are the two ways target to the market.

## Key Competitors

QUALCOMM  
INTE  
BRAODCOMM  
ERRICSONN

## Competitive Advantage

Our diverse product lines are designed to meet the needs of customers across a wide spectrum of industries and applications, from consumer electronics to aerospace and defense.

## Funding and Valuation

Collaboration is the primary, valuation of the company is \$20b in only usa market.

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

Our team is passionate about innovating cutting-edge solutions that revolutionize the way we interact with technology.

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

Yes

## Insights into Product Maturity

We strive to provide customers with the best experience possible, and are dedicated to promoting a culture of healthy living. With our wide range of products and services, we are sure you will find something that meets your needs.

## Differentiating Elements

With our innovative and insightful technology, we strive to enhance our users' every day experiences. Founded in 2023, our incredible team of engineers, programmers, designers and marketers have worked tirelessly to bring clupav-scientific-pvt-ltd to the forefront of the industry. We will continue to work relentlessly to become the technological standard, providing big picture insights and solutions for companies of all sizes.

## How does your business model help you succeed?

Modern consumers have privilege to use modern technologies, and this is very important in 21st century.

## Company's USP

High demand brings high necessity and there by innovation.



## Deepgrid Semi Pvt Ltd

### Startup Name

Deepgrid Semi Pvt Ltd

### Founders & Team

Aravind Prasad G ( Founder)

Team:

-Srinivas G ( IIT Chennai)

-Mohit Gupta ( IIT Kharagpur)

-Umesh Chandra ( Btech,Jntu)

-Saitej(Btech , Rajamundry)

### Years of Operation and Location

The company is new , the research is over 4 years.

### Stage

DeepGrid is in the early stages of development, focusing on the development and making of its specialized Domain-Specific Architecture SoC.

### Elevator Pitch about the Product/Service

The new golden age of computer architecture begins with dsa. DGRID-SoC is a specialized accelerator designed for vision and AI edge applications, compatible with both FPGA devices and custom ASICs. It offers significant acceleration and power efficiency, outperforming competitors in various vision/AI tasks.

### Pain Point being Solved

DeepGrid addresses the need for efficient and powerful processing in vision and AI edge applications, providing a specialized solution that outperforms general-purpose computing architectures.

### Traction

(i)100% Architecture is done.

(ii)50% of coding done.

(iii) 50% of FPGA port done.

iv) 50% of physical design.

### Market Size (Opportunity) and Trends

The global automotive AI market is projected to grow from \$3.0 billion in 2021 to \$13.4 billion by 2026, at a CAGR of 35.5%. The edge computing market in automotive is expected to reach around \$3.2 billion by 2027. The ADAS market, heavily reliant on AI and edge computing, is expected to reach \$91.83 billion by 2025.

### Business and Revenue Model, GTM

The specific business and revenue model, as well as the go-to-market strategy, have not been detailed yet. We are awaiting launch of the chipset.

### Key Competitors

- 1.halo.ai
- 2.Nvidia jetison
- 3.Google TPU
- 4.Cannon.io

### Competitive Advantage

DGrid's competitive advantage lies in its specialized Domain-Specific Architecture SoC, offering superior acceleration and power efficiency for a wide range of vision and AI edge applications.

### Funding and Valuation

SELF FUNDED. CURRENT VALUATION IS YET BE ASCERTAINED. Working with t-hub on it.

### Comments on How Your Team is the Best to Solve the Problem

AI is primarily a mathematical problem having two super smart IITian helped solved this problem for edge since it's just coding but efficient coding using less power.

### Do You Possess Necessary Skills Required to Scale Up Your Startup?

I have over 20 years experience in scaling business from zero to 10million user's.

### Insights into Product Maturity

Product is presilicon steps.

**We have three stage process of pre-silicon,silicon manufacturing, post-silicon In this we have reached pre-silicon stage.**

### How Are You Different?

DGrid is different by offering a specialized accelerator with superior performance for vision and AI edge applications compared to general-purpose computing architectures.

### How Does Your Business Model Help You Succeed?

The fact that we are the only company in india attempting to do this for automotive ai vision and image processing system on chip gives us a first mover advantage and early preorders of from two companies. An open market of over 10 billion usd for dsa.

### Your USP

DeepGrid's unique selling proposition (USP) is its Domain-Specific Architecture SoC that delivers high acceleration and power efficiency for a wide range of vision and AI edge applications.



## Faceintel Systems LLP

### Startup Name

Faceintel Systems LLP

### Founders & Team

Rajesh Kandlagunta, Akhil Gurram

### Years of Operation and Location

6 months and Hyderabad

### Stage

MVP and doing pilots with customers without revenue

### Elevator Pitch about the Product/Service

Our innovative surveillance edge device is a game-changer, harnessing cutting-edge AI/ML technology for real-time productivity analytics and robust on-premises security. It stands out with precise individual identification through unique facial characteristics, all without requiring constant internet connectivity or cloud services. With our solution, organizations can elevate their efficiency and security to new heights while preserving data privacy and reducing external network dependencies.

### Pain Point being Solved

Our solution resolves the pain point of identity-related breaches by enabling precise individual identification using unique facial characteristics. It operates autonomously, offering real-time video analytics without the need for cloud services, continuous internet connectivity, or video recording. This ensures a robust and secure approach to safeguarding identities and enhancing security.

### Traction

4 pilots

### Market Size (Opportunity) and Trends

\$15B

### Business and Revenue Model, GTM

Our business and revenue model is centered around a B2B SaaS (Software as a Service) subscription offering with a monthly payment structure, complemented by the option for quarterly payments. This approach allows us to provide our software to businesses on a recurring basis, ensuring a steady stream of revenue while offering flexibility to our customers. Our go-to-market strategy involves targeting businesses seeking a cost-effective and scalable solution, delivering ongoing value and support through our subscription-based services.

### Key Competitors

Thales, Alcatraz

### Competitive Advantage

99.5 accuracy with 60 people per minute as throughput.

### Funding and Valuation

Bootstrap

### Comments on How Your Team is the Best to Solve the Problem

AI is primarily a mathematical problem having two super smart IITian helped solved this problem for edge since it's just coding but efficient coding using less power.

### Do You Possess Necessary Skills Required to Scale Up Your Startup?

Yes, One founder have 18+ years of semicon experience with patents in compiler optimizations and other is with PhD in AI/ML with 10+ years of experience.

### Insights into Product Maturity

Doing pilots at customer.

### How Are You Different?

Surveillance device without internet and cloud computing or recording the video by offering real time video analytics.

### How Does Your Business Model Help You Succeed?

Our business model is tailored for success through a subscription-based offering rather than traditional device sales. By adopting a subscription model, we ensure a consistent revenue stream, allowing us to continuously provide updates and support to our customers. This approach not only fosters long-term customer relationships but also promotes ongoing innovation and improvements to our product. It aligns our success with the satisfaction and value we deliver to our subscribers, creating a sustainable and mutually beneficial partnership.

### Your USP

This innovative solution also enables precise individual identification-based on unique facial characteristics, operating autonomously to provide real-time video analytics, all without the need for cloud services, continuous internet connectivity, or video recording.

# GEOCON<sup>®</sup>

## GEOCON SMART SYSTEMS Pvt. Ltd.

### Startup Name

GEOCON SMART SYSTEMS Pvt. Ltd.  
Branded as 'GEOCON'

### Founders & Team

Sahil Khan, Anwej Alam, Varun Gupta

### Years of Operation and Location

2 Years, NOIDA

### Stage

Semiconductor: Development  
ESDM: Scaling Up

### Elevator Pitch about the Product/Service

We're working to reshape the semiconductor landscape by offering a range of versatile semiconductor chips that adapt to your specific needs. Our base silicon forms the foundation, and users only pay for the features they require, streamlining costs and simplifying inventory management. In our innovative business model, we've envisioned a semiconductor ecosystem that operates like an 'app store,' where developers can add and sell functionalities, creating a dynamic marketplace. Join us in the journey to make semiconductor innovation more flexible and accessible.

### Pain Point being Solved

High Semiconductor Costs: Reducing the cost of entry for semiconductor development.  
Complex Inventory Management: Simplifying inventory for end users.  
Limited Customization: Allowing users to tailor chips to their specific needs.  
Innovation Accessibility: Making semiconductor innovation more accessible to developers and businesses.  
Streamlined Procurement: Offering a simplified procurement process.  
Cost-Efficient Solutions: Reducing the financial burden of unnecessary features.  
Community Collaboration: A collaborative community where developers and businesses come together to co-create and share semiconductor solutions. This approach democratizes innovation and opens the door for a wider range of contributors to participate in shaping the semiconductor landscape  
Inventory Overhead: Minimizing excess inventory and waste.  
IP Wastage: Minimizing the waste of intellectual property resources.

### Traction

Selected at FABCI, T-Hub

### Funding and Valuation

Funding: Bootstrapped  
Valuation: WIP

### Market Size (Opportunity) and Trends

The market size and opportunity for our semiconductor business model can be significant, but it will depend on several factors, including the target market segments, the adoption rate of our innovative approach, and the overall demand for customizable and cost-effective semiconductor solutions.

The global microcontroller market size was valued at USD 20.61 billion in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 11.0% from 2023 to 2030.

Opportunity:

Customization Demand: There is a growing demand for customized semiconductor solutions across various industries, as businesses seek to differentiate their products and reduce unnecessary costs.

Cost Efficiency: Our cost-effective approach may attract companies looking to reduce semiconductor expenses and optimize their supply chain.

Community Collaboration: The concept of community-driven semiconductor development can foster a more dynamic and innovative ecosystem, attracting developers and businesses interested in co-creating solutions.

Democratization of Innovation: By democratizing semiconductor innovation, our business model can empower smaller players, startups, and innovators to enter the market, driving increased competition and innovation.

The opportunity is significant, and it will depend on our ability to effectively market the solution, establish partnerships, and gain adoption within the semiconductor industry.

### Business and Revenue Model, GTM

Sale of Foundational Silicon: Direct revenue from the sale of the base semiconductor chips to users or manufacturers.

Platform Usage Fees: Charge users for activating specific configurations or peripherals on the foundational silicon.

Licensing: Offer licensing opportunities to third-party developers or manufacturers who wish to integrate or adapt the platform.

Subscription Model: Implement a tiered subscription system for frequent users or larger businesses, offering benefits like priority access to new features or volume discounts.

Partnership Agreements: Revenue from strategic partnerships with hardware startups and institutions

### Key Competitors

All Semiconductor MCU manufacturers

### Competitive Advantage

Our competitive advantage lies in our innovative semiconductor business model, which fundamentally transforms the industry. It is built on the principles of customization, cost-efficiency, collaboration, and democratization.

Key points are:

- Customization and Cost-Efficiency
- Inventory Simplification
- Collaborative Ecosystem
- Democratization of Innovation
- Streamlined Procurement

## **GEOCON SMART SYSTEMS Pvt. Ltd.**

### **Comments on How Your Team is the Best to Solve the Problem**

Our team is well-suited to address this challenge because we have an in-depth understanding of the Electronic System Design and Manufacturing (ESDM) industry. We've been closely interacting with customers, gaining valuable insights into their day-to-day issues and requirements from the last 12 years. This hands-on experience has equipped us with the knowledge and perspective needed to develop a solution that directly addresses the pain points of the industry.

### **Do You Possess Necessary Skills Required to Scale Up Your Startup?**

Skills are always a work in progress.

Below is our current estimate:

Business Model: 90%

Technology: 75%

Financial Planning: 50%

Marketing: 25%

Sales: 25%

Right Connects: 30%

IP Management: 35%

Empathy for End User: 110%

### **Insights into Product Maturity**

The MVP is WIP right now, so we will be in a better position to answer this later.

### **How Are You Different?**

Our approach is different because we allow users to pay only for what they need, making semiconductor customization more affordable. We also encourage collaboration and innovation, making it easier for everyone to get involved. This sets us apart from traditional models

### **How Does Your Business Model Help You Succeed?**

Same as 16

### **Your USP**

Same as 6, 11 and 16





## SeGO Automobile Solutions Pvt. Ltd.

### Startup Name

SeGO Automobile Solutions Pvt Ltd

### Founders & Team

Mr. Chaitanya Bhavaraju, Founder and CEO: An accomplished Principal Scientist and patent holder in India, Mr. Bhavaraju has conducted in-depth research on the impact of cognitive and visual distractions on motor vehicle drivers.

Mr. Bindu Madhava Tambraparni, Co-founder and CBO: Diverse international experience in leading organizations with top-line growth and bottom-line savings. Recognized for excellence in business improvement with a consultative approach and effective planning and execution of strategic initiatives, successfully amplifying profits, optimizing costs, and improving quality.

Dr. Patrick E. Patterson, Advisor: A certified professional engineer, ergonomist, and Fellow of the Institute of Industrial Engineers, Dr. Patterson's expertise lies in safety engineering, product design, biomechanics, and human factors. With over 40 expert witness appearances and a substantial publication record, he will play a key role in planning studies and validating project concepts.

Dr. Suman Chowdhury, Advisor: As an Assistant Professor in the Department of Industrial Engineering at Texas Tech University, Dr. Chowdhury specializes in musculoskeletal health biomechanics, traumatic brain injury, and safety-related research.

Mr. Raghuram Gotety, Business Strategy Consultant: He specializes in spearheading the introduction of new commercial vehicle products, particularly trucks and buses, alongside implementing advanced automation solutions to optimize supply chain and logistics efficiency.

### Years of Operation and Location

1 Year and Hyderabad

### Stage

Seed

### Elevator Pitch about the Product/Service

The number of road accidents and related deaths in India is alarmingly high, with 414 deaths reported per day in 2019 alone. Buses and trucks account for 16.4% of total road accident deaths. The number of vehicles per kilometer of road has significantly increased from 1.18 in 1970 to 41.05 in 2016, leading to a rise in 'hit from the back' collisions. The Ministry of Road Transport has reported a 52.16% increase in these accidents from 2016 to 2019. To address the issue, we have developed a Rear-end Collision Avoidance System that activates the brake lights when the accelerator pedal is released, providing additional time for following vehicles to stop. Our device also keeps the brake light on when the vehicle is stationary or in a parked position and alerts following vehicles of the lead vehicle's slowing down.

### Pain Point being Solved

- Rising road accidents, particularly rear-end and 'hit from the back' collisions.
- A significant increase in the number of road accident deaths, leading to a growing concern for safety.
- The rise in vehicle density is decreasing the reaction time for drivers, making accidents more likely.
- Existing solutions, such as rear impact guards, come at a significant cost, and alternatives are needed.

### Traction

- a. As part of the pilot study and product validation, we sold 50 units to customers of 4-wheelers passenger vehicles.

### Market Size (Opportunity) and Trends

- a. Total available market: \$221B. There are 1.7 billion registered vehicles in the 4-wheelers segment across 195 countries.
- b. Serviceable available market: \$10B. India accounts for 80 million registered vehicles in the 4-wheeler segment.
- c. Serviceable obtainable market: \$100M. 1% of available market.

### Business and Revenue Model, GTM

Business and revenue model - Product sales, royalties and commissions, licensing and franchising, advertising, data sales, in-app purchases

GTM - Create brand entity, direct marketing, client partnerships, conference events

### Key Competitors

Bosch, Aptiv, Valeo, Denso, Continental AG, Hella

### Competitive Advantage

Advanced brake light system is the first-of-its-kind technology that has been patented.

### Funding and Valuation

- a. We are seeking \$500k as part of the initial seed stage. Funding distribution Marketing 30%, Sales 30%, R&D 20%, IT 20%.

### Comments on How Your Team is the Best to Solve the Problem

Our team comprises passionate professionals with extensive expertise in R&D, Business Growth and product development. We have a combined experience of over 40 years. A deep understanding of the latest technologies and industry standards drives us. Every client is unique, and we strive to tailor our solutions to meet their needs and challenges. We are committed to crafting products that address specific concerns and varying road safety requirements. Our dedication to continuous innovation and investment in research and development keeps us at the forefront of technology. We are determined to develop products that incorporate the latest safety features. Collaboration is critical to us, and we maintain open lines of communication with our clients to ensure their success.

## Sego Automobile Solutions Pvt. Ltd.

### Do You Possess Necessary Skills Required to Scale Up Your Startup?

Yes, we strong blend of business and technical experience

### Insights into Product Maturity

We have a plan to digitalize the product and integrate with artificial intelligence

### How Are You Different?

We distinguish ourselves by providing an innovative solution to the pressing problem of rear-end collisions and 'hit from the back' accidents. Here's what sets us apart:

**Cost-Effective Solution:** We present a cost-effective alternative for mitigating the risk of rear-end collisions. In contrast to pricier safety measures like rear impact guards, our solution not only enhances safety but also eliminates the added weight and high expenses associated with traditional safety equipment.

**Innovative Patented Technology:** Our system is built on patented technology (Patent No: 374617), making it a unique and exclusive solution. This proprietary technology underscores our commitment to innovation and our capacity to effectively tackle the specific issue of rear-end collisions.

### How Does Your Business Model Help You Succeed?

Our success is based on a combination of factors that include cost-efficiency, specialization, quality control, innovation, market expansion, and strong client relationships. We will continuously adapt to changing market conditions and industry trends to remain competitive and successful.

### Your USP

**Immediate Brake Light Activation:** The system activates the brake lights immediately when the accelerator pedal is released, providing a clear and instant signal to following drivers that the lead vehicle is slowing down. This quick response time can be a critical factor in preventing accidents.

**Stationary Vehicle Alert:** The brake lights remain active when the vehicle is stationary or in a parked position, ensuring that following vehicles are informed of the stopped condition, thereby reducing the likelihood of 'hit from the back' accidents.

**Cost-Effective Solution:** Unlike traditional measures such as rear impact guards, which can be expensive and add weight to vehicles, this solution offers a cost-effective way to enhance road safety. It provides an affordable alternative to mitigate the risk of accidents.

**Responsive to Traffic Density:** Recognizing that increasing traffic density reduces the time gap between vehicles, this system addresses the changing dynamics of modern traffic. By improving the response time for drivers in heavy traffic conditions, it helps reduce the risk of collisions.

**Innovative Patented Technology:** The system is built on patented technology (Patent No: 374617), showcasing its uniqueness and effectiveness in addressing the specific challenge of rear-end collisions.

**Versatility and Applicability:** This solution can be applied to a wide range of vehicles, making it a versatile safety enhancement that can benefit various types of drivers and road users.



## SPIDEX Technologies Pvt Ltd

### Startup Name

Faceintel Systems LLP

### Founders & Team

GovindaRao G, Founder  
Haranth PV, Co-Founder  
Sairam SSV, Co-Founder

### Years of Operation and Location

Registered - 20th Dec 2016  
Operations started : 2023  
Location : Hyderabad

### Stage

Product(s) are market ready.  
Pursuing PoCs and small scale deployments.

### Elevator Pitch about the Product/Service

"Picture a world where startups go from idea to market in just 6-10 weeks instead of the usual 24-36 months. Imagine established industry veterans swiftly adopting cutting-edge technology within weeks. Instead of designing 100 different devices for 100 unique problems, envision just ~10 devices addressing a myriad of challenges. In this world, IoT and industrial automation become a seamless journey, not a headache. And here's the kicker: Nearly 80% of the infrastructure is common across most IoT, Industrial automation and Data Acquisition solutions for AI and ML systems.

Our solution is the missing piece that simplifies IoT integration from the ground up. From core semiconductor devices to cloud connectivity, we've meticulously crafted a comprehensive solution stack. It's like an easy button for businesses, whether they're startups or industry veterans. Our adaptability ensures their operations run smoothly and their products hit the market faster. We're not just saving time, we're saving your resources and giving you the competitive edge. Welcome to a faster, more efficient future with our game-changing IoT and industrial automation solutions."

### Pain Points Targted

"We revolutionize Industrial and Enterprise IoT, simplifying data acquisition and hardware integration. Our versatile solution stack ensures easy tech adoption, deployment, and affordability across industries, fostering open-source solutions."

"Commoditizing device infrastructure and democratizing data acquisition - Silicon (to Sensor & Sensor) as a Solution". We offer a solution stack rather than just a solution, empowering industry to create a wide range of customized solutions with ease.

### Traction

Based on the enquiries and the market demand, we are getting good traction from across the industries. We have lined up PoCs with hospitals, mines, sports & agility, food & restaurant, agriculture, warehouse and more.

### Market Size (Opportunity) and Trends

The global market for industrial Internet of Things (IIoT) was sized at over 544 billion U.S. dollars in 2022. The market is expected to grow in size in the coming years, reaching some 3.3 trillion U.S. dollars by 2030.

Ref: <https://www.alliedmarketresearch.com/iiot-device-market-A17213>

### Business and Revenue Model, GTM

Here's a potential Business and Revenue Model, as well as a Go-To-Market strategy: Business and Revenue Model: Subscription-Based Model | Licensing Model | Professional Services | Usage-Based Model Partnerships and Collaborations | Co-creation and co-branding as needed.

### Go-To-Market (GTM) Strategy

- Target Industry by Industry and identify System Integrators, Solution providers and get collaboration
- Build a Partner Ecosystem
- Customer, Problem Vs Solution Education.
- Online Presence.
- Build Sales and Marketing Team.
- Pilot Projects.
- Customer Support.
- International Expansion.
- Regulatory Compliance.

### Key Competitors

"In a practical view, amidst competitors like Dusun, Minew, Conconx, Teltonika, the Indian market presents significant potential. Local businesses seek indigenous IoT hardware solutions, addressing customization,

streamlined updates, enhanced security, and better support. This foothold in India sets the stage for global expansion."

For Application Framework and Middleware:

"The lack of a standardized application framework in IoT is due to the absence of clear standards for devices, resulting in fragmentation. Existing solutions like Nayagara are outdated and limited to Building Management Systems. Our pioneering solution is a first-of-its-kind, filling a crucial gap, setting us apart and establishing a unique position in the market."

### Competitive Advantage

By alleviating the challenges associated with IoT integration, we can establish a competitive advantage within a crowded market. It's widely recognized that data serves as the cornerstone of any AI/ML-based solution, and our strategic position makes us a pivotal choice, as numerous companies in the AI, ML, and analytics sector rely on our expertise.

### Funding and Valuation

"We haven't raised any funding yet, and our valuation is still in the early stages. We're currently seeking assistance in this area."

## SPIDEX Technologies Pvt Ltd

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

"Our leadership team is well-equipped for this challenge, with expertise in integrating IoT hardware and cloud platforms. Our diverse skills, shaped by extensive experience, uniquely position us to deliver top-notch solutions for streamlined IoT integration. What sets us apart is our unique structure and commitment to continuous improvement."

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

"Technically, we're ready to scale with a skilled team in tech and strategy. Our roadmap and market understanding set us up for success. We're committed to continuous learning. In terms of business, marketing, and sales, we're seeking your help."

### Insights into Product Maturity

"With a strong R&D background, our product has matured with robust features and reliability. This maturity broadens our customer base. We're committed to ongoing enhancements to better serve customers and stay ahead in our industry."

### How are you different?

"While some see us addressing diverse challenges in IoT, it's key to note that 60-80% effort is consistent across solutions. We've invested in versatile semiconductor hardware, data frameworks, and a robust cloud platform."

### How does your business model help you succeed?

"We've invested in solutions that tackle challenges in this interconnected world. Our products complement various industries, from startups to established corporations, streamlining operations and accelerating time-to-market, saving valuable resources."

### How does your business model help you succeed?

"We've invested in solutions that tackle challenges in this interconnected world. Our products complement various industries, from startups to established corporations, streamlining operations and accelerating time-to-market, saving valuable resources."

### Your USP

"We offer a complete solution package, from core devices to the cloud. Our products tackle common challenges in the connected world, aligning seamlessly with diverse industries. This adaptability streamlines operations, expedites time-to-market, and conserves valuable resources, providing a competitive edge for investors."



## Zealy Smart Systems

### Startup Name

Zealy Smart Systems

### Founders & Team

Rajath K S

### Years of Operation and Location

<1 Year

### Stage

Idea Stage

### Elevator Pitch about the product/service

Safety Critical embedded applications made easy to implement by exploiting the RISC-V technology

### Pain point being solved

- Cost of software development and compliance is very high for safety critical and high reliability systems.
- Component obsolescence.
- Development tools obsolescence.
- Need for quick time to market.

### Traction

- Indian Government interest for Indigenous processor.
- Increased interest by companies like Qualcomm, SiFive, Microchip etc. in RISC V
- New Aerospace applications need different design approach for

### Market Size (Opportunity) and Trends

T.B.D

### Business and Revenue Model, GTM

We build platforms targeted for Aerospace and defence applications and offer services and solutions around that platform.

### Key Competitors

T.B.D

### Competitive Advantage

- We are focussed on aerospace and defence applications.
- Customized RISC-V for Aerospace applications.
- Provide Aerospace qualified (Core, COTS solutions, Software) for Aerospace applications

### Funding and Valuation

No

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

I have been working as consultant for Component manufacturers of HAL and I have designed cockpit instrument for Sukhoi platform. I know the practical issues from financial aspect to the design issues that affect the development process. I have been continuously researching about ways to address the issues.

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

We have identified strengths and weakness; We are looking to address the drawbacks in our skills.

### Insights into Product Maturity

Early Stage.

### How are you different?

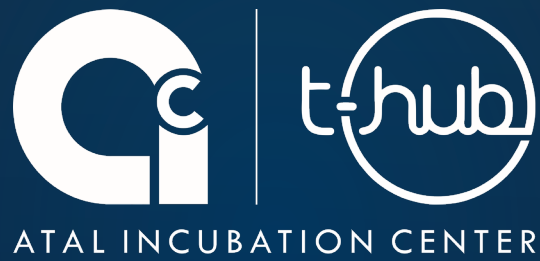
We are focussed on reducing time to realize Aerospace and defence applications. Reduce cost on compliance to standards.

### How does your business model help you succeed?

By building a single platform and providing solutions and services around that platform we address large number of applications with less development costs. Qualification costs reduce as only delta changes for that particular application needs to be implemented.

### Your USP

We intend to build AK-47 " Easy to use , Reliable and low cost" like RISC-V solution for Aerospace and defence applications.



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