

**CENTRE FOR  
INNOVATION AND  
ENTREPRENEURSHIP  
DEVELOPMENT**

**OUR COVID WARRIORS:  
STORIES FROM THE FIELD**



Aditya Bose, Founder of PROBANO



Ankit Tripathi and Atul Tripathi, Co-founders of UNEAKO



Devender Singh Pathania and Rohit Singh Chauhan,  
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ANNUAL REPORT 2020

**CENTRE FOR  
INNOVATION AND  
ENTREPRENEURSHIP  
DEVELOPMENT**



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## From the Director's Desk

Dr. H Chaturvedi  
Director  
BIMTECH

When the academic year started in June 2019, the light seemed to be shining bright on India, especially in the entrepreneurship area. Several new Indian unicorns and gazelles were announced and foreign investment was flowing into many startups. Over 4100+ Start-ups had benefited in 2019, through various programs of the Central Government. The whole ecosystem seemed geared for accelerated growth but then, in February 2020, we were hit by the COVID crisis and it brought an abrupt and catastrophic change in every aspect of life.

The most devastating shocks were borne by the budding startups and the unorganized sector. Even then, the human tendency to prevail portrayed a silver lining after all. In BIMTECH, the focus was catalyzed to shift the processes online. Student interviews happened online and so did the teaching and evaluation! For the first time ever, the education sector was scrambling to find ways and methods to keep the momentum going. The faculty and staff team worked in tandem to find out solutions and within a few days, most processes shifted into the virtual space. Of course, there were a few minor glitches but then everything fell into place. The incubatees from Atal Incubation Centre (AIC) also stepped forward to help combat the COVID situation in their own ways. Some of them helped to create 3D printed ventilator devices for the highly resource-strapped hospitals, while others helped create face masks and PPE kits, and yet others created support communities online. Other interventions in the form of water and food packets for migrant laborers and the underprivileged, were carried by faculty and staff volunteers. Every day, for two months, nearly 1000 people have been distributed food, through the aegis of the campus services.

To address the adverse times and to make sure that the business springs back to their feet, our Government came up with strategies and action plans specifically revolving around startups and small scale businesses. Suddenly, what had seemed like a catastrophe turned into an opportunity as many sectors such as health and FMCG boomed. Many startups changed their business models and pivoted on their revenue streams and quite a few entrepreneurs devised new product verticals during the lockdown. Online Education and web-based courses came up, remote working tools came into play in order to facilitate projects. With the national lockdown active and social distancing as the main method of protection, the E-Commerce industry is already rising and OTT platforms have surfaced as the most common way for entertainment. ACT (Action Covid-19 Team) has set-up a 100 Crore grant for the ideas which could help combat Covid-19, Knowledge portals are established online and incubators across the nation, including our own AIC, are going virtual. The new AIC cohort of the Khoj program, with 11 startups, is being conducted in a completely virtual mode.

Unlike any other calamity in history, this one is likely to haunt us for a long time. The times are surely unparalleled and unprecedented but being resilient and empathetic is the key to overcome this seemingly formidable tragedy.

Wishing everybody good health!!

Dr. H Chaturvedi



## From the Deputy Director's Desk

Dr. Anupam Verma  
Deputy Director  
BIMTECH

Throughout human history, crisis have been pivotal in developing our societies. The global COVID pandemic and associated policies restricting people's movements have caused major disruptions to many businesses. We've already observed major shifts in business practices. Even so, the shock rippling through the business world is daunting. With countries accounting for over 50% of world GDP in lockdown, the collapse in commercial activity is far more severe than in previous recessions. The exit path from lockdowns will be precarious, with uneasy consumers, a stop-start rhythm that inhibits efficiency, and tricky new health protocols. And in the long run, the firms that survive will have to master a new environment as the crisis and the responses to it accelerate three trends: an energising adoption of new technologies, an inevitable retreat from freewheeling global supply chains and a worrying rise in well-connected oligopolies.

Where there are challenges, there are hidden opportunities. It is also true that throughout history, terrible events have led to great transformations. The bubonic plague of the 1300s led to the modern employment contract. Cholera epidemics of the mid-1800s gave us urban parks and radically improved infrastructure. The 1918 Spanish Flu revolutionized healthcare. Entrepreneurs are hoping to mine shifts in consumption patterns and behaviour. The public health crisis is unearthing existing structural problems in capital markets, the economy and society as a whole. Industries have turned in droves to Artificial Intelligence (AI) and AI is no longer about the future. It's about the present and it's interesting to see what the clinical and business leaders are doing now to leverage this next big shift in healthcare's computing platform.

At its core, the pandemic also reveals a basic dichotomy in what kinds of innovations are desirable by society. Exploitation means getting more out of what we already have built. Exploration is about finding entirely new things. Markets have tended to favour exploitation, chasing surer bets and smaller gains. Massive amounts of venture capital have been poured into disruptions like WeWork, Uber or e-scooters, companies that focus less on grand social challenges but rather on reworking existing categories. Exploratory technologies like medical diagnostics have received relatively little venture capital attention. The crisis has put this massive misallocation of funds into sharp relief.

But on the positive side, biggies such as Google initiated Work from Home for the entire year and Twitter stated Work from Home for their entire lifetime! This has reaped many benefits and has encouraged others to follow the same path. Statistics showed that employees working remotely were happier and productive than they were during old normal work routines and companies saved a lot of money by not operating their workplace buildings.

Similarly, supportive environments are increasingly essential to successful entrepreneurship and these are evolving across the world. It is at this juncture that the Centre for Innovation and Entrepreneurship Development (CIED), under the aegis of BIMTECH, is working to create the support systems required by students and the larger community in Greater Noida and we look forward to your continued support and encouragement of this initiative for entrepreneurship.

With best wishes,

Dr. Anupam Verma



## From the Chairperson's Desk

Dr. Abha Rishi  
Chairperson  
CIED, BIMTECH

The Centre for Innovation and Entrepreneurship Development (CIED) along with the Atal Incubation Centre- BIMTECH provides a forum where knowledge and understanding of business can be exchanged between the academic and the corporate worlds. CIED has been constituted with the goal of fostering the entrepreneurial ecosystem at BIMTECH and all programs at BIMTECH which are related to entrepreneurship are consolidated under CIED. This helps to leverage the synergies thus generated among the various programs and brings together a sense of camaraderie among the stakeholders from various communities including but not limited to entrepreneurs, students & alumni. The objective is to create and spread awareness about entrepreneurship within BIMTECH and to as many external students as possible. In sync with one of the mission statements of the Institute, viz., 'To imbibe entrepreneurial culture through curriculum, pedagogy, research and mentoring', social relevance determines 'what we do' and networking and resolution determine 'how we do'.

We, at BIMTECH, work to consciously build ecosystems that help the different kinds of entrepreneurs succeed. At the same time, we also examine our circumstances, strengths, and weaknesses and design approaches that are rooted in local realities. This requires an openness to include anyone who is interested in joining the startup community — from students, researchers, and professors to corporate employees, lawyers, government, and investors — which is critical. To create a win situation for all stakeholders, there has to be activities and events in the startup community that engage everyone in it from top to bottom. So, whether it is student events, meet-ups, or startup weekends, CIED tries to create things that involve everyone. This helps us to work out a framework and performance indicators for self-analysis and assess if we have performed well and met our own rigorous and challenging standards.

The Annual report is a brief compilation of the work that has been carried out by the Centre in the last academic year of 2019-20. For us, these activities are just the initial steps we have undertaken, in the long path of creating a vibrant culture of entrepreneurship. I would also like to take this opportunity to thank Smt Jayashree Mohta, Sh Vikash Kandoi, Sh Ajit Ranade, Sh Sakate Khaitan and the other members of the Board of Governors of BIMTECH, the Director, the Deputy Director, Deans and the faculty members, for the support and encouragement given to the Centre and to the team members and the students, for their untiring efforts to inculcate and promote entrepreneurship.

I invite you to learn more about our Centre by looking through our websites – [www.aicbitech.com](http://www.aicbitech.com) and [www.bimtech.ac.in/about-bimtech/center-for-innovation-and-entrepreneurship-development/](http://www.bimtech.ac.in/about-bimtech/center-for-innovation-and-entrepreneurship-development/) and please, stop in for a visit sometime!

With best wishes!

Dr. Abha Rishi

## Centre's Annual Report on ENTREPRENEURIAL INITIATIVES, ACTIVITIES & ACHIEVEMENTS

June 2019- June 2020



## Executive Summary

Established in 2009, the Centre for Innovation and Entrepreneurship Development (CIED), aims to prepare men and women to lead, innovate, and think entrepreneurially in business, public and social service, to be job creators and role models. For the past 11 years, we have inspired, educated, and empowered potential entrepreneurs as they innovate and create business ventures. Our mission is to support and mentor the entrepreneurial ambitions of BIMTECH students, alumni, faculty and the community at large and turn BIMTECH into a crucible for entrepreneurship initiatives. We do this by providing inspiration, driving team formation, and facilitating venture development. These days, great business ideas can come from anywhere. To encourage them, we need to increase the breadth and depth of the entrepreneurial ecosystem by multiplying connections among entrepreneurs and mentors, improving access to entrepreneurial education, creating events and activities that activate all the participants in the start-up community, and much more.

In congruence with this core idea, in the last academic year of June 2019 to June 2020, the Centre carried out various activities. They are collated under 7 heads, viz.



1. **Advisory Board of the Centre:** For the academic year 2019-20, CIED had 13 Advisory Board members.
2. **Members of the Expert Panel of Mentors:** The Centre has created an expert Panel of Mentors to support the budding entrepreneurs. The Centre is utilizing the services of eleven mentors for this initiative.
3. **Atal Incubation Centre- BIMTECH:** The institute was one of the first ten selections out of the 3658 first-round applicants for Atal Incubation Centres by the Atal Innovation Mission (AIM), in 2016-17. AIC- BIMTECH is one of a kind academia-industry- government partnership, driven by AIM, to create high-class incubation facilities with suitable infrastructure in terms of capital equipment and operating facilities. AIC-BIMTECH is working on a three-stage incubation process for the incubatees, viz. Khoj, Gurukul, and Udaan. Since its inception on 20th January 2018, it has hosted 63 incubatees. On June 1, 2020, AIC BIMTECH started its first virtual program for 11 startups.

**4. COVID Warriors**

Few of our brilliant incubatees came forward to support our country against the difficult circumstances that emerged due to COVID Crisis. We are proud to share their seamless efforts.

**a) Probano:** While the economy degraded, employees were laid off by so many firms. This startup brought together accomplished professionals belonging to different functions and organized more than 85 online career counseling sessions all over India. Their motive was to guide people and inspire them to tackle current career obstacles.

**b) Uneako Green Pvt. Ltd:** In order to safeguard our brave health workers, policemen, and COVID volunteers, their team designed a face shield by the name 'SN19'. The product provides complete facial protection, is comfortable to wear, and offers clear visibility.

**c) Ypanx Technologies Pvt. Ltd:** To counter the huge requirement of ventilators, this startup utilized the knowledge shared by the 3-D printing community spread across the world and developed 3-D Ventilator Splitter. The device is capable of treating two patients at a time by increasing the capacity of the vent.

**d) Concis:** They came forth with one of the noblest solutions for those who lost their jobs. The firm connected with almost 500 individuals from Fin-tech and financial service industries, trained them online, and offered them Report editing jobs.

**5. Special Initiatives**

We never miss out on opportunities that tend to evoke innovations and can strengthen the Entrepreneurial Culture. This year's special initiatives included:-

**a) B K Birla Global Innovation Challenge (BGIC 2020):** It is the International Global challenge organized in the memory of Late Shri B K Birla. With over 900 applications received and along with a diverse panel of judges and esteemed partner firms, 20 finalists pitched their Innovations for the cash prize of INR 10 lakhs and incubation support and benefits. The winner was Miraques Medsolutions Pvt. Ltd. for their Synthetic clotting innovation, the first runner-up was Fluid Robotics for AI-based water infrastructure solutions and the second runner-up was Torus Robotics Pvt Ltd for new generation electric motors and dual controllers.

**b) First Founders Program:** AIC-BIMTECH in association with Foundation for Innovation and Technology Transfer (FITT) and Huddle, launched a free-to-apply program for Young founders of the country. The five-month program focussed on structuring the ventures of the enrolled founders and will end with a demo day to attract the investors.



**c) Khoj Program:** Regardless of the unforeseen COVID issues, we received more than 65 applications this year. After a detailed assessment of each application, we filtered out 11 of these to be our new incubatees. Their business ideas are related to Agriculture, Information Technology, AI, Education, Food, and Automobile sectors. The program commenced on virtual platforms and is in the process of transforming each incubatee to a business firm.

**6. Academic Activities**

**a. TATA SOCIAL CHALLENGE**

Institute in association with IIM Calcutta, TATA, and School for Social Entrepreneurs India conducted the TATA Social Enterprise Challenge "Thinking Social" a one-day seminar on the campus on 10 August 2019. The primary objective of this seminar was to build awareness, interest, and desire to engage with the Social Enterprise Ecosystem amongst the aspiring entrepreneurs and start-ups who are about to embark on their entrepreneurship journey soon.

**b. UDYAMI 7.0**

Udyami 7.0 is the 7th edition of the Biggest Business Carnival of BIMTECH. It is a platform for all those people out there who dare to bring their ideas to the table and test their practicality and feasibility in the real environment. It offers the title of STARPRENEUR to the team that is capable enough to bend the market uncertainties in their favor to earn the best out of the opportunities present.

The annual spirit of entrepreneurship event served as a celebration of the hard work and the culture that has been set up by the Entrepreneurship cell in collaboration with AIC-BIMTECH.

**c. E-LEADER WORKSHOP**

The E-Leader workshop was conducted by the institute in association with Wadhvani Foundation on 5th October 2019. E-leader Workshop (ELW) is a highly experiential one-day program for a select group of students and E-leaders who have been nominated by their institutes. The participants of this program went through facilitated sessions, self-study, and experiential learning in three phases: Preparation, Training, and Implementation.



**d. VYALIKH**

"VYALIKH", a write-up competition was organized in Birla Institute of Management Technology, Greater Noida on 15 October 2019. The event was conducted to commemorate our ex-president, Bharat Ratna awardee, Dr. A.P.J. Abdul Kalam who pioneered in the fields of defense research and made contributions to developing some extraordinary innovations. As a part of the MHRD Innovation Cell's "Innovation day" campaign, the E-Cell of BIMTECH organized this event as a write-up competition to promote divergent thinking and to catapult the innovation within and among the students.

**e. YOUNG ENTREPRENEURS MEET**

Young entrepreneurs Mr. Aditya Bose, Founder, Ceretonin Education Private Limited (Probano) & Mr. Rohit Singh Chauhan, Founder, TGN Internet Private Limited (Bummary) had interacted with the students on 6 November 2019. Both the startups are incubated under Atal Incubation Centre-BIMTECH.

The objective of the interaction between the students and the startup entrepreneurs was to create an entrepreneurial mindset among the students so that they can understand the passion and dedication one should have to become a good entrepreneur.

**f. BIMSTREET**

BIMSTREET is an event conducted by E-CELL, BIMTECH which replicates the financial markets and also gives corporate experience to its participants. It is inspired by the daily grind of the financial markets and budding start-ups. The event is designed in a way that it not only promotes entrepreneurship among the students but also entrepreneurial thinking. The event is divided into two parts. They are UDAAN and BIMTECH STOCK

**7. "Upcoming events":** The detailed calendar of the programs, workshops and seminars to be conducted by CIED in the year 2020-21.



Details of the Entrepreneurial initiatives, activities, events & achievements from 1 June 2019 to 30 June 2020

**Advisory Board of the Centre**

The Advisory Board of the centre consists of eminent personalities from Industry and Academia. They are the driving force of the centre all these years. With the able guidance of our advisors, the Centre is making a difference in the entrepreneurial ecosystem. The Advisory Board members are:

**Advisory Board of the Centre**



**Mr. Ajay Goel**  
Co-Founder  
Skill Management Group



**Mr. Alok Gupta ( Alumni)**  
MD,  
Pyramid Cyber Security



**Mr. Ananth Aravamudan**  
Senior Advisor,  
Villgro Innovations Foundation



**Mr. Bharat Banka**  
Ex. Senior President,  
Aditya Birla Group



**Mr. Geetha Krishnan**  
Independent Consultant  
Babson College, USA



**Mr. Gopal Mondal**  
CFO,  
IDFC Foundation



**Mr. Hemendra Mathur**  
Venture Partner,  
Bharat Innovation Fund



**Mr. Jeremy Wade**  
Director, JSIE



**Prof. John Hoffmire**  
Director, Center on Business & Poverty,  
UW-Madison



**Mr. Raghunandan Rajamani**  
Executive Director, ISBA



**Mr. Tim Mathews**  
Director of  
AVOCADO Management Services



**Mr. Venugopal Gupta**  
CEO, Venture Works



**Mr. Sanket Sinha**  
Director, Lighthouse Canton

Detailed Report of CIED ACTIVITIES  
**CENTRE FOR INNOVATION AND ENTREPRENEURSHIP DEVELOPMENT (CIED)**



**An Introduction**

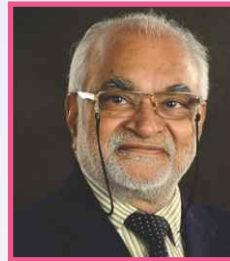
These days, great business ideas can come from anywhere. However, to encourage them, we need to increase the breadth and depth of the entrepreneurial ecosystem by multiplying connections among entrepreneurs and mentors, improving access to entrepreneurial education, creating events and activities that activate all the participants in the start-up community, and much more.

### Expert Panel of Mentors

The Centre has created a panel of mentors to support the incubatees and startup entrepreneurs. The panel consists of 9 mentors and they are experts in various fields. We are trying to increase the number of mentors to have more experts from a range of fields to support the entrepreneurs. The members of the "Expert Panel of Mentors" are:



**Prof. Dhruva Chak**  
Professor  
BIMTECH



**Prof. K R Chari**  
Professor  
BIMTECH



**Mr. Rahul Jain**  
Mentor  
IIM Ahmedabad



**Prof. R J Masilamani**  
Professor  
BIMTECH



**Mr. Sahil Verma**  
Chief Legal Counsel  
Innovation 360 Group



**Mr. Sanjay Lodha**  
Founder & CEO  
AyiBo Solutions Private Ltd.



**Prof. Sanjiva Dubey**  
Professor  
BIMTECH



**Mr. Shashank Bhagat**  
Chairman  
BI Group



**Prof. Sunil Sangra**  
Professor  
BIMTECH

## About Atal Incubation Centre- BIMTECH

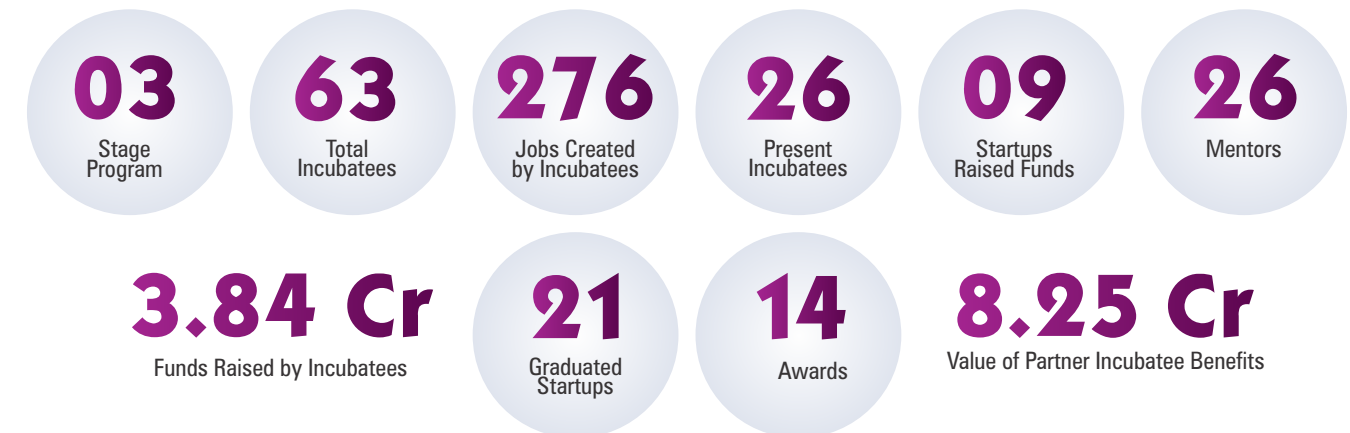
Atal Innovation Mission (AIM): It is a Government of India endeavour to promote the culture of innovation and entrepreneurship, driven by Niti Aayog. AIM supports the establishment of new incubation centres called Atal Incubation Centres. Birla Institute of Management Technology (BIMTECH) was selected as Atal Incubation Centre- BIMTECH (AIC- BIMTECH), for turning the vision of Atal Innovation Mission into reality. The institute was one of the first ten selections out of the 3658 first-round applicants. AIC- BIMTECH is one of a kind academia-industry- government partnership, driven by Atal Innovation Mission to create high-class incubation facilities with suitable infrastructure in terms of capital equipment and operating facilities. It is coupled with the availability of sector-wise experts for mentoring the start-ups so that these startup businesses can become successful entrepreneurs and enterprises.

Atal Incubation Centre BIMTECH has supported 63 Startups to date since its operations started in January 2018. Built over a total area of 16,500 sqft, it also offers a facility of co-living space to its incubatees. AIC-BIMTECH has created 276 jobs via the incubated startups supported till date. It has 61 partnerships, 27 mentors and 9 incubatees who have raised funds. The innovation here lies in the focus on the creation of sustainable businesses through various public and private partnerships by providing market access and capital.

## Benefits to Incubatees

- **Zoho:** Free Zoho One to each incubatee, total price value of USD 20,000
- **Digital Ocean:** Free credits to each incubatee, the total price value of USD 1000
- **F6S:** Alpha Card of the total price value of USD 1,000,000
- **Amazon Web Services:** Free credits of the total price value of USD 5000
- **Superb Services Cloud:** Free credits of the total price value of USD 2000
- **PayU:** Free transaction credits of approx. USD 2700
- **MSG91:** Free 50,000 SMS per month for 6 months
- **Solidworks:** Ten free licenses for one year of approx. USD 40,000
- **ShieldOye:** Insurance of incubatees and their employees worth USD 2,600

### Summary



### Program Details

Atal Incubation Centre BIMTECH has divided the startups into 3 categories as per to the stage of their startup and has developed programs specific to their needs, requirement and support.

**KHOJ**  
The program aims at the newly minted ideas. It has been developed to provide the proper moulding of the idea into a feasible business plan, capable to be a successful and profitable business proposition.

- Build Teams
- Develop an idea
- Dedicated and experienced trusted advisor and mentors
- Selection after 2 months of the intensive workshops for the creation of teams and ideas for the next phase

**GURUKUL**  
Gurukul Program functions to build the company around the idea, which best suits, its requirement, enhancing the chances of the idea realization.

- Pivot & understanding of the scale
- Support for people if their ideas do not work by joining alumni startups as an early employee
- Continued mentoring for building MVP (Minimum Viable Product)
- Community events
- Timeframe: 9-12 months

**UDAAN**  
Udaan Program exists to help the company scale up into different markets or an adjacent offering, helping to extend the roots of the company.

- Continued mentoring for scale
- Commercial support and introductions to potential customers
- Hiring through talent platform
- Signing MOU with public and private companies for implementation
- Timeframe: 6-9month

**KHOJ STAGE**

**AIM TECHNOLOGIES**  
(Artificial Intelligence)

AIM Technologies work towards bringing the local Retailers and Supermarkets at par with their International Competitors.



**AVASARSHALA**  
(Education)

Avasarshala connects parents and children with international, national and local opportunities like Scholarships, Olympiads, Competitions, Arts & Sports Events that help children utilize their talents, get recognized & elevate them to achievers.



**BEYONDSMART TECHNOLOGIES PVT LTD**  
(IT)

Beyondsmart Technologies is making the existing toilets smarter at a very affordable price.



**CITYGENIE**  
(Social Media And E-Commerce)

CITYGENIE is a city-based virtual dynamic social and commerce platform.



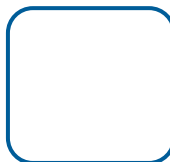
**ESLOBOX PRIVATE LIMITED**  
(Fin-tech)

Eslobox is trying to create a financial revolution towards convenience ecosystem by a click.



**IMAGINEER**  
(IT)

Imagineer is developing advanced surveillance technology for the B2B and B2C clients using AI.



**INNOVANT ENERGOTECH SOLUTIONS PRIVATE LIMITED**  
(Edu-tech)

Innovant Energotech Solutions is a technology-led innovative learning and assessment solution company.



**KHOJ**  
(User Platform)

Khojj is a locality-based Hyperlocal Social Media Platform for the locals and visitors.



**MISTRI MDR SERVICES PVT LTD**  
(Automobile)

Mistri is a localized 2-Wheeler Servicing Agency catering to customers at their doorsteps



**MY E-KISAN INDIA PRIVATE LIMITED**  
(Agriculture)

My E-Kisan is a one-stop agriculture inputs B2B2C Marketplace designed while keeping in mind every stakeholder in the ecosystem.



**ORGANIC MEAT**  
(Food Industry)

Organic meat is the vegetarian substitute for non-veg products, to create a healthy lifestyle.



**PICKYOURPLATE**  
(Food Delivery)

PickYourPlate is bridging the gap between students and food by making deliveries to the exteriors of the city.



**TINKERCRAFTS**  
(Education)

Developing 21st-century skills in your kids



**TRIPOSAINTS**  
(Travel)

Tripoto Saints is enhancing the personality of its customers one step further through travelling.



**TWOWAITS TECHNOLOGIES PRIVATE LIMITED**  
(Ed-Tech)

TwoWaits Technologies is a digital learning social platform for college students for Pre and Post-Class Support.



**GURUKUL STAGE**

**BIOMIZE**  
(Eco-Friendly Product)

Biomize is creating innovative materials from nature for a plastic-free world.



**CHOKMOK**  
(LifeStyle Products)

Chokmok builds a creative utility-led accessories lifestyle brand in India.



**THE TRAVEL SQUARE**  
(Travel)

The Travel Square is a B2B Platform directly connecting agencies with DMC's, Hotels and Flight Vendors.



**JISCOVERY**  
(Media)

SME Brand discovery Platform.



**CONCIS**  
(Media)

Concis delivers actionable summary business insights from global think tanks to the key decision-makers in an organization.



**MITRA**  
(SaaS)

Mitra is a single platform between retailers, consumers and OEMs that integrates/streamlines customer service across all channels (email, social media, chats) using an AI-powered engine



**CARVENIA**  
(3D Printing)

Carvenia is an online platform to bring all the stakeholders of the 3D Printing Community together, including the designers, manufacturers and buyers.



**ENERGINEE INNOVATIONS**  
(Hardware)

Energinee Innovations is an innovation-centric company, currently working on resolving the incense-ash waste issue by creating creative products out of it, incorporating 3D printing.



**PROBANO**  
(Edu-Tech)

ProBano provides career guidance to high school students aged 15-18 through an innovative, technology-backed and affordable three-step process:

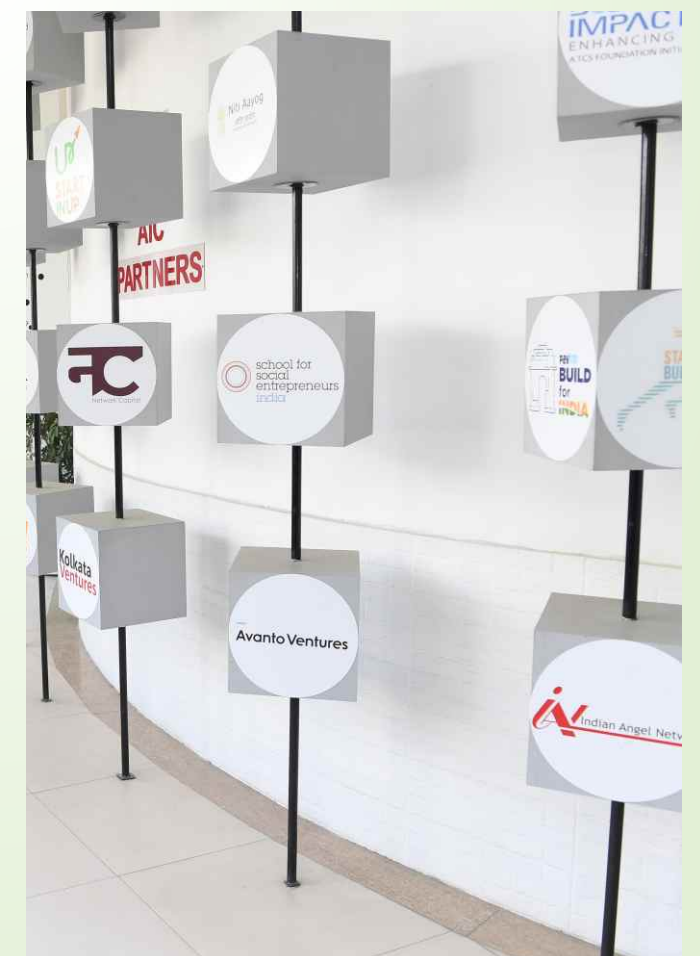
1. Career Counselling
2. Mentor Sessions
3. Career Based Courses

Through this process, they enable the youth of India to make the right career choice.



**VAIGYANIK LIKHO**  
(Eco-Friendly Product)

Vaigyanik Likho aims at providing educational, eco-friendly and unique stationery products at an amazing cost. The brand name which they use is Uneako.





**INCUBATEES WHO HAVE GRADUATED**

Startups that have completed their incubation duration and have completed their Performance Matrix.

KHOJ	
1. FOOD-BOT	(Khoj, Industrial Machinery)
2. KISAAN KI UDAAN	(Khoj, Agriculture)
3. MTAG	(Khoj, Supply Chain)
4. WEEKENDGYPSY	(Khoj, Hospitality)
GURUKUL	
1. FARMS2FAMILIES	(Gurukul, Agriculture)
2. MODI- MODE OF DEVELOPING INDIA	(Gurukul, Electric Mobility)
3. NIONAI	(Gurukul, Energy)
4. SCICOMM	(Gurukul, Ed-Tech)
5. THE IKIGAI LAB	(Gurukul, Ed-Tech)
6. VERATECH	(Gurukul, Tech)
7. VIDYAROHA	(Gurukul, Ed-Tech)
8. VYMANIK AEROSPACE SOLUTIONS	(Gurukul, Hardware)
UDAAN	
1. 98FIT	(Udaan, Health-Tech)
2. ADVOK8	(Udaan, SaaS, Tech-Legal)
3. DHAANIKA	(Udaan, Agriculture)
4. INBETWEEN	(Udaan, Packaged Food)
5. LIQUII	(Udaan, Food & Beverages)
6. PHOENIX ROBOTIX	(Udaan, Industrial IoT)
7. THE PADOSI	(Udaan, PAC)
8. TRUCK SUVIDHA	(Udaan, Logistics)
9. ZOOFRESH	(Udaan, Agri-Tech)

**INCUBATEES WHO HAVE DROPPED OUT**

Startups that did not complete their incubation duration and have not completed their Performance Metrics.

INNOVATIVE MACHINERIES	(Machineries)
SCENTSATION	(Manufacturing)
CURIE LABS	(Energy)
AI ON ASSET	(Artificial Intelligence)
CRICKET PANCHAYAT	(Media and Entertainment)
CLEANSEAT	(Health)
LIMEWIT	(Media and Entertainment)
EDDVISS	(Ed-Tech)
WISFRAGS	(Ed-Tech)
AORTA CONNECT	(Healthcare)
BETTERDRONES	(Drone Education)
MYRA	(Ed-Tech)
DELTEGIC	(Ed-Tech)
TRIPVENZA	(Hospitality)
KISHAADI.IN	(SaaS, Tech)
SMARK LABS	(Hardware)
MYSHIKSHAK	(Ed-Tech)



**INCUBATEES WHO HAVE RAISED FUNDS**

Incubatee	Amount	Raised By
LIQUII	20,000,000	Angel Investors
TRUCKSUVIDHA	12,500,000	GAIL
AIKIYA ORGANICS	3,000,000	VillGro
FARMS2FAMILIES	1,000,000	Rajasthan Government
PROBANO	75,000	GivFunds (Debt)
ENERGINEE INNOVATIONS	730,000	Angel Investor (Equity) and GivFunds (Debt)
UNEAKO	130,000	GivFunds (Debt)
VERATECH	7,500,000	Angel Investors
BIOMIZE	2,500,000	HDFC Bank (Grant)

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## MENTORS

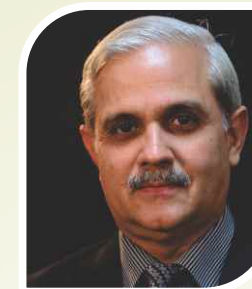
Our pool of mentors have been called out from the diverse segments of industry.

- Academic Mentors • Alumni Mentors • Industry Mentors

## ACADEMIC MENTORS



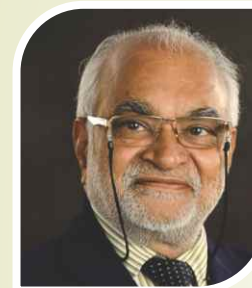
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**JAMIA HAMDARD, HAMDARD NAGAR**<http://jamiahamdard.edu/>

The Jamia Hamdard strives to work with the following vision: To provide international quality higher education and undertake cutting-edge research in the fields of social, natural science and technology and particularly promote the study of modern and traditional medicine systems, especially Unani-tibb, encompassing a holistic and integrative approach to healthcare and to meet societal education needs of underprivileged Indian communities.

**SCHOOL FOR SOCIAL ENTREPRENEURS INDIA**<http://www.the-sseindia.org/programme/submit-application/>

This is in collaboration with PWC. The School for Social Entrepreneurs- India mission is to address inequalities and social exclusion by supporting social entrepreneurs from all backgrounds. Social entrepreneurs who study with us create sustainable solutions to poverty and disadvantage in communities. 18 Fellows passed out in the 2019 cohort. These 18 Fellows are different from the 63 other incubates.

## PARTNERS

**Academic Partners****MANAV RACHNA UNIVERSITY**<https://manavrachna.edu.in/university/>

Manav Rachna University (MRU) is a leading State Private University (established by Haryana State Legislature Act No 26 of 2014 & under section 2(f) of UGC Act 1956), offering globally relevant education. MRU is listed on the official website of Government of Haryana. The University has evolved from Manav Rachna College of Engineering (MRCE), which was established in the year 2004, a NAAC accredited 'A' Grade institution ranked 10th among all the private engineering institutes of the country.

**IIMT GROUP OF COLLEGES, GREATER NOIDA**<http://www.iimtindia.net/>

IIMT Group of Colleges was established in the year 1994. Since its inception, the group has grown leaps & bounds and achieved exemplary recognition from the Industry & Academia. The Institute is committed to providing a value-driven culture along with creating a professional environment. IIMT as a group, large and diversified, imparts knowledge in the field of Engineering, Management, Education, Law, Pharmacy, etc. It has highly qualified and experienced faculty members in their respective functional areas. IIMT boasts of having more than 8,000 students in various courses in six colleges. The educational group has been dedicated to providing quality professional education through well-accredited courses, Seminars, Conferences, Guest Lectures, Industrial visits and excellent Academic facilities. Institute believes in the all-round development of students with a strong foundation based on pillars of knowledge, intellect and values. The programs are structured to keep pace with the present dynamic and globalized scenario meeting the requirement of industry and education.

**RAFFLES UNIVERSITY**<https://rafflesuniversity.edu.in>

Raffles University, Neemrana established as per Section 2(f) of the UGC Act is a multi-discipline university providing world-class education. The sponsoring body is Gomber Education Foundation, a voluntary, non-profit making, non-sectarian charitable organization registered under the Indian trusts Act, 1882 established by Founder president, Mr V.K. Gomber with Internationally renowned trustees. Diversity and flexibility of options of courses to choose from are aimed at enabling students to pursue studies most suited to their intellect and talent. This enables the students to discover, nurture and expand their talents, thus skills and interest so that they emerge as leader and path breakers wherever they go.

**THE UNIVERSITY TECHNOLOGY TRANSFER CENTRE OF THE UNIVERSITY OF WARSAW**<http://www.uott.uw.edu.pl/?lang=en>

The University Technology Transfer Centre of the University of Warsaw and the Atal Incubation Centre - BIMTECH have collaborated to provide the resources and support to each other to facilitate the entry of University of Warsaw startups into the Indian market and the AIC-BIMTECH startups into the Poland market.

**J.P INTERNATIONAL SCHOOL BY SPARSH GROUP**<http://www.jpinternational.co.in/>

JP International School is a senior, secondary co-educational school located in Greater Noida in the Indian state of Uttar Pradesh. It is an English Medium School that follows the CBSE curriculum. The school was established in 2004 and is supported by the Sparsh Group. Board members include Padma Bhushan and Padma Shri Awardee Dr Shayama Chona.

**SHREE GURU GOBIND SINGH TRICENTENARY UNIVERSITY, GURGAON**<https://sgtuniversity.ac.in/>

SGT University came into existence by the Haryana Private Universities (Amendment) Act No. 8 of 2013 making educational opportunities available to all segments of the society under the parasol of Dashmesh Educational Charitable Trust, which was founded in 1999 with the holy cause of propagating the message of Shree Guru Gobind Singh Ji, the great philosopher and social reformer which says "spread of learning is the best service to mankind". The seeds for its magnificent growth were sown.

**FOUNDATION FOR INNOVATION AND TECHNOLOGY TRANSFER (FITT, IIT DELHI)**<https://fitt-iitd.in/>

FITT is an industrial interface organization. It was established at the Indian Institute of Technology Delhi (IIT Delhi) as a Registered Society on 9th July 1992. The mission of FITT is to be an effective Interface with the Industry to foster, promote and sustain commercialization of Science and Technology in the

Institute for mutual benefits. For over twenty-five years now, FITT has been in a mission mode for effecting the interface between the Institute and the industry and has been devising innovative ways to create partnerships and linkages with business and community to enable knowledge transfer for common good. The team at FITT and academicians from IIT Delhi have been largely responsible for our successful outreach efforts including extensive S&T collaborations.

**JIMS ENGINEERING MANAGEMENT TECHNICAL CAMPUS (JEMTEC)**<https://www.jimsgn.org/>

JIMS is an institute of higher academic learning known for its total commitment to excellence in management and professional education, research and consultancy with a holistic concern for the quality of life, environment, society and ethics.

## PARTNERS

**Corporate Partners****ACC LIMITED**<https://www.acclimited.com/>**ACC**

ACC Limited is one of India's leading manufacturers of cement and ready-mix concrete. It is primarily engaged in the business of cement and concrete industry. Their Motto is to provide products and solutions that will create the new economic, social and institutional infrastructure in one of the fastest-growing economies of the world

**ADITYA BIRLA (IDEA CELLULAR)**

<http://adityabirla.com/businesses/profile/idea-cellular-limited>



A US\$44.3 billion corporations, the Aditya Birla Group is in the League of Fortune 500. Anchored by an extraordinary force of over 120,000 employees, belonging to 42 nationalities. Over 50 per cent of its revenues flow from its overseas operations spanning 35 countries. The Aditya Birla Group was named the AON best employer in India for 2018 - the third time over the last 7 years. The Group was earlier ranked fourth in the world and first in the Asia Pacific in the 'Top Companies for Leaders' study 2011, conducted by Aon Hewitt, Fortune Magazine and RBL (a strategic HR and Leadership Advisory firm). The Group has also topped the Nielsen's Corporate Image Monitor 2014-15 and emerged as the 'No.1 Corporate', the 'Best in Class', for the third consecutive year.

**ADSKID (SURUCHI CONSULTANTS)**

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



Academy of Dairy Skill Development (AdSkid) is an initiative of Suruchi Consultants based at C-49, Sector-65 Noida. AdSkid provides training and develops the skill of personnel in Milk Procurement Area, Milk Processing Area, Quality Control Area and Dairy Farming. The academy also provides technical staff to various entrepreneurs who feel need for the same. The academy has been conducting Entrepreneurship Development programs for nurturing Entrepreneurship and Livelihood for the dairy industry since 2006 regularly.

**AH VENTURES**

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



ah! Ventures is a growth catalyst that brings together promising businesses and investors by creating wealth creation opportunities for both. Our unique model serves both investors and entrepreneurs through a unique blend of customized services, skill, and industry and domain experience.

**ALMONDZ INSURANCE BROKERS PVT. LTD.**

<http://www.almondzin.com/almondzin/contact.html>



Willis Towers Watson India Insurance Brokers Private Ltd., earlier known as Almondz Insurance Brokers Pvt. Ltd. is licensed by IRDA to act as an Insurance Broker and is also a member of the Insurance Brokers Association of India. With 9 offices and over 300 associates present across India, they are ideally positioned to deliver insurance and risk solutions to their clients. Over the years, they have served clients across all industries ranging from airlines to infrastructure, information technology, energy, telecom and manufacturing.

**ALPHAValue CONSULTING PVT. LTD.**

<https://alphavalue.co.in/>



AlphaValue Consulting is an International Valuation and Transaction Consulting Firm with its headquarters in Delhi NCR, and branches spread across all major cities in India.

**AMAZON WEB SERVICES (AWS)**

<https://aws.amazon.com/>



Amazon Web Services (AWS) is a dynamic, growing business unit within Amazon.com. Amazon Web Services (AWS) provides on-demand cloud computing platforms to individuals, companies and governments, on a metered pay-as-you-go basis. In aggregate, these cloud computing web services provide a set of primitive, abstract technical infrastructure and distributed computing building blocks and tools.

**ARC CAPITAL**

<http://www.arccapital.com/>



Arc Capital (ARC) is American private equity and alternative asset management firm based in Denver Colorado. ARC specializes in private equity, credit, creative financing, and REIT investment strategies. In addition to investment capital, ARC supplies professional services for business performance improvement, turnaround management, expansion, and advisory services to organizations seeking to transform operations, catapult growth and accelerate results through decisive action. Their senior business professionals are experienced operators, world-class consultants, and industry veterans who leverage the firm's restructuring heritage to help leaders turn change into a strategic business asset, manage risk and unlock value at every stage.

**AVANTO VENTURES**

<http://www.avantovertures.fi/>



Fresh Systems and Business design to drive profitability in Electric Mobility.

**AYIBO SOLUTIONS PVT. LTD.**

<https://www.f6s.com/ayibosolutionsprivatelimited>

AyiBO Solutions is a team of professionals engaged in identifying, incubating, developing and investing in paradigm-changing ideas that use technology to fundamentally change business processes in a given industry vertical. Their flagship product is PrepMantra, a sophisticated, cloud-based application designed to remove geographical, social and / or financial hurdles in providing quality education and test-prep services affordable to all. PrepMantra is ideal for students of higher education, professional courses and those appearing for competitive entrance exams.

**AYUSH JHAWAR**

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India's first blockchain-based Anti-Counterfeiting solution providing startup, marching it way ahead to protect fashion, auto parts, and pharma and document frauds/counterfeits.

**BIR VENTURES USA LTD.**

<https://birventures.com/about/>



Their vision is to create a world where people can collaborate regardless of physical distance between them, and use their collective intelligence to solve complex problems. Whether they are an individual with a great idea, a business with a fresh concept, or a community with an innovative idea of solving a real-world problem, they partner with them in reducing their risk of investment in the new product and increasing the probability of success.

**BLOCKSPACE**

<https://www.linkedin.com/company/blockspaceglobal/>



Blockspace is World's 1st Blockchain Experience Center and Coworking. They provide a launchpad for individuals, startups & multinational organizations working in Blockchain & Emerging technologies. World Class Training & Certification for individuals. They also provide collaborative office who wish to learn about blockchain development. Collaborative office workspaces for startups & organizations working on the latest technology and virtual offices for international companies that need a global presence.

**BYR INSURANCE BROKERS**

<http://byrinsurance.com/>



BYR Insurance Brokers is part of the Ring Road Group with a leadership position in North India Automobile retailing for top OEM's, licensed by the Insurance Regulatory and Development Authority of India. Providing insurance broking services by experts & bringing customer delight.

**CAFEBIZ**

<http://cafebiz.co.in/>



CCB is a leading community devoted to the development of an entrepreneur's potential. Their mission is to launch and enrich Entrepreneurs in the ecosystem wherein stalwart exists having more than 25 years of experience in developing people with their professional skills, planning to set up a business strategy to make it successful by providing innovative solutions to their businesses. This is a premium Community which enables you to join hands with like-minded Entrepreneurs and stresses on the need to decode the Entrepreneur's DNA.

**CLUSTER PULSE**

<http://www.clusterpulse.org/>



Cluster Pulse economic development agency is a professionally managed, self-sustaining, autonomous institution with excellence in implementation of Cluster Development initiatives as its main objective through the twin approach of market intervention & technology up-gradation in SME's.

It has worked in 82 clusters in partnership with GTZ, UNIDO, USAID, IFC, World Bank, The commonwealth secretariat, Govt. of Canada, Govt. of Brunei, Government of India - Ministry Of Textiles, Ministry of MSME, Ministry of IT & communications & State Govt. all over India & in 10 other countries including USA, Canada, Brazil, Sweden, UK, Croatia, South Africa, Oman, Brunei, Turkey & Afghanistan. They have worked in 80 industry verticals like Textiles, agro, engineering, pharma, consumer goods, ICT etc.

**F6S**

<https://www.f6s.com/>



F6S is home to over a million tech founders, 800k startups and more than 10,000 startup programs globally. F6S delivers founders growth through startup programs, opportunities to drive traction, grants and services. F6S founders apply to startup programs (including accelerators), pitch for investment, post or apply for jobs, get free founder benefits and grow on F6S every day. The F6S name comes from shortening the six letters between F and S in the word 'Founders'. They're all about tech, getting stuff done and growing. F6S delivers millions of dollars in government grants and R&D tax relief to tech startups and SMEs.

**FAAD NETWORK PVT.LTD.**

<http://faad.in/>



Faad Network Private Limited is a Delhi NCR based accelerator, which synergies' to deliver a platform where all entrepreneurs can connect seamlessly and create a one-stop destination for all entrepreneurial related needs. Their services range from idea validation to bootstrapping and preparation of Business Deck to Investments. In the nutshell, they are a complete package to help an idea, nurture and nourish into a profit-making credential.

**GARG CONSULTANCY CO.**

[www.fundooworks.com](http://www.fundooworks.com)



Garg Consultancy Co. provides the customized solution to the customers based on their need in the divisions of Marketing Consultancy, Financial Consultancy and Start-Up Consultancy. It is specialized in catering Digital marketing, Digital Creatives, Social Media Marketing, Sales Media Marketing, Bulk Channel marketing

**GIVFUNDS**<https://www.f6s.com/givfund>

An increasing number of non-profits and social enterprises recognize the importance of being financially sustainable in their business practices. However, despite being fiscally sustainable, many of such impact organizations (in particular, the small to medium-sized organizations in Asia) are unable to scale their impact due to the lack of capital.

The solution is GivFund, a social business fund that crowdsources donations from individuals. An idea spawned from a conversation with Muhammad Yunus, GivFund is an online platform where crowdsourced donations are loaned as interest-free loans to small-to-medium size social enterprises and non-profits in Asia. Once returned, funds will be reused and donors would once again be able to choose to whom to loan returned funds to. This way, the money which would otherwise be donated for one-off impact would be used to create sustainable impact.

**GOOGLE CLOUD FOR STARTUPS**<https://cloud.google.com/developers/startups/>

Google Cloud Platform (GCP), offered by Google, is a suite of cloud computing services that run on the same infrastructure that Google uses internally for its end-user products, such as Google Search and YouTube. Alongside a set of management tools, it provides a series of modular cloud services including computing, data storage, data analytics and machine learning. Registration requires a credit card or bank account details. Google Cloud Platform provides Infrastructure as a service, Platform as a service, and Serverless computing environments.

**HAINAN RESORT SOFTWARE COMMUNITY GROUP LTD**<http://www.rschn.com/>

A leading high-tech industry park under the principle of "Market-based operation with governmental support."

**IBM**<https://www.ibm.com/in-en/>

International Business Machines Corporation (IBM) is an American multinational information technology company headquartered in Armonk, New York, United States, with operations in over 170 countries. IBM manufactures and markets computer hardware, middleware and software, and provides hosting and consulting services in areas ranging from mainframe computers to nanotechnology. IBM is also a major research organization, holding the record for most U.S. patents generated by a business (as of 2018) for 25 consecutive years.

**INDIAN ANGEL NETWORK**<https://www.indianangelnetwork.com/>

Indian Angel Network is a network of Angel investors keen to invest in early-stage businesses which have the potential to create disproportionate value. The members of the Network are leaders in the Entrepreneurial Eco-System as they have had strong operational experience as CEOs or a background of creating new and successful ventures. They share a passion to create scale and value for startup ventures.

**INNOLABZ VENTURES PVT. LTD.**<https://www.inno-labz.com/>

InnoLabz is a utopian destination for quality learning. They are twinning innovative entrepreneurship with employability. They aim to build an ecosystem where:

- Academia grows at the same pace as industry, and the economy is strengthened by emerging technologies.
- The Emphasis is laid on developing Employability through 'By the Industry – For the Industry' Programs.
- 'Incubation and mentoring support' is accessible to aspiring entrepreneurs.

**INTRO OCEAN SHIPPING (INDIA) PVT. LTD.**<http://interocean.in/index.php?page=about-us>

The INTEROCEAN group was launched by Captain Kailash C. Saigal in 1961 with the formation of INTEROCEAN SHIPPING COMPANY as a Ship Broking house. After years of success in the industry and some pioneering cargo fixtures, the group diversified into various other activities. The Group's corporate office is based in New Delhi with branches spread along the Indian Coastline, Chittagong (Bangladesh) and Colombo (Sri Lanka). Their guiding philosophy is to continuously set the bar higher, set new benchmarks in advancing quality and professional services on all fronts. In this extremely competitive environment, INTEROCEAN has carved a niche for itself due to their competence and integrity.

**KAREER MATRIX**<https://www.kareermatrix.com/>

Kareermatrix.com is the first end to end digital recruitment platform, crunching the sourcing to hiring a cycle for businesses. For students, KAT-Kareermatrix Adaptive Test evaluates their employ-ability based on domain knowledge, psychometric analysis and aptitude skills. Using an open, standardized platform employ-ability indexing is available for each individual. They are the only such platform that also allows individual students to enrol for a remote proctored assessment and qualify themselves for a position available.

**KEIRETSU FORUM DELHI - NCR**<http://www.keiretsuforum.com/global-chapters/delhi-ncr>

Keiretsu Forum is proud to announce its foray into India's national capital, Delhi-National Capital Region. Delhi-NCR is the fourth chapter in India and the 51st globally. The seat of the federal government and a major centre for media, international relations and diplomacy, Delhi's academic institutions and political think-tanks make it one of the most vibrant cities in the world's largest democracy. In 2016, Delhi overtook traditional favourite Bangalore as the top source of early-stage funding in the country when a Nielsen study placed Delhi-NCR at the top of a national ranking, with a 62% increase in investment by angel groups from the previous year.

**KOLKATA VENTURES**<https://kolkataventures.com/>

Kolkata Ventures is an Indo-US collaboration to foster entrepreneurship in India. Their goal is to create the Silicon Valley of India in Kolkata. Their virtual incubation Programme is a structured module specifically designed to help you start, grow and scale-up through expert guidance and access to startup resources without the constraint of having to work from a specific place or office.

**MR. ABDULLA HASSAN**<http://dhowcapital.net>

Mr Abdulla Hassan is the CEO of Al Dhow Capital. Al Dhow Capital Venture is the investment arm of Al Dhow Capital Holding that is based in Kuwait. Coming from the warm region of the Middle East, Dhow Capital Venture Capital Fund or DC VC Fund has commanded the attention of entrepreneurs, Angel Investors and others funds alike with its innovative approach and swift decision making. DC VC Fund leverages world-class analytics, backed by industry experience to offer entrepreneurs a strategic option when they are seeking funds to create their dreams and aspirations into real businesses.

**NETWORK CAPITAL**<https://networkcapital.co/>

Network Capital is a global community of over 39,000 mentors from 104 countries providing personalized mentoring and career guidance to students and young professionals. Mentor-mentee pairs are formed based on complementary skills and learning needs. They form meaningful connections through an immersive experience of co-creating solutions and brainstorming. In the process, they cannot only give quality feedback to each other but also learn about other culture. Network Capital believes in the power of technology but even more so in conjunction with meaningful human connections that transcend barriers of culture, religion, nationality.

**NEXUS AT THE AMERICAN CENTER**<https://startupnexus.net/>

Nexus is a collaboration between the American Center and the IC<sup>2</sup> Institute of the University of Texas at Austin to showcase the best of American and Indian entrepreneurship, innovation and technology commercialization. Located in downtown New Delhi on Kasturba Gandhi Marg, Nexus serves as a central hub for entrepreneurs, innovators, faculty, government agencies, industry players and funding organizations interested in gathering, interacting and collaborating to promote Indian startups and the local entrepreneurial ecosystem.

**OPEN GATE**<http://opengate.com/>

OpenGate takes your business to The Next level of performance. Specializing in Salesforce, Skuid, and CRM systems-- your team will walk away with vast new skills to keep your business and employees moving forward and focused on The Next. If you are looking for a partner to drive the adoption of these types of systems across your organization, please contact OpenGate.

**ORACLE (DELHI)**<https://www.oracle.com/in/startup/index.html>

Oracle's mission is to build a thriving global startup community to drive the digital economy based on collaborative partnerships that enable next-generation growth, business development, and drive cloud-based innovation for startups throughout all stages of growth. The Oracle Global Startup Ecosystem works with startups at various stages, from founders in university-affiliated incubators to early stage to scaleups

**PAYTM BUILD FOR INDIA**<https://www.meetup.com/en-AU/Paytm-Build-for-India/>

Paytm - Build for India is an initiative to promote the culture of grass-root innovation in India. They believe that India needs grass-root innovation to solve its problems. The current education system is more focused on degrees and less focused on grass-root innovation. They aim to provide a platform to the grassroots innovator to solve problems which concern the citizens of India. They want to promote open software, open hardware, open content and open education solutions which solve India's needs. They want to promote a culture of building, sharing and learning using projects. Paytm is the force behind the initiative.

**PAYUMONEY**<https://www.payumoney.com/>

PayU India is the flagship company of Naspers group which is a \$25 Billion internet and media conglomerate listed on London and Johannesburg stock exchanges respectively. PayU provides state-of-the-art payment gateway solutions to online businesses through its cutting-edge and award-winning technology.

**PIOCCI**<http://www.piocci.org/>

People of Indian Origin Chamber of Commerce and Industry (PIOCCI) is a not-for-profit initiative. PIOCCI seeks to explore new dimensions of showcasing and building economic partnerships between India and its Diaspora. With a strong base of entrepreneurs, leaders and NGOs that enjoy a rich and vast network in India and overseas, PIOCCI is poised to project a multitude of dimensions of how NRIs and PIOs could become part of India's fast-paced growth and development across sectors. PIOCCI aims to act as a platform to connect and catalyze a regular interaction with the diaspora spread in more than 150 countries.

**SANATIVEFIX TECHNOLOGY PRIVATE LIMITED**<https://www.skwerup.com/>

Skwerup.com provide Quasi CFO Services to Startups & SMEs where they replace the requirement of hiring a Finance head or CFO for the organisation. They provide such services on a Monthly Subscription basis, without charging any equity from startup or SMEs.

**SHIELD OYE TECHNOLOGIES PRIVATE LIMITED**<http://shieldoye.com/>

ShieldOye Technologies is a private limited company registered under the Companies Act, 2013. ShieldOye works with employers to provide a credit line to their employees which can be used across ShieldOye's partner hospitals and for other services.

**SOLIDOWRKS**<https://www.solidworks.com/>

SolidWorks is a solid modelling computer-aided design (CAD) and computer-aided engineering (CAE) computer program that runs on Microsoft Windows. SolidWorks is published by Dassault Systèmes. SolidWorks solutions cover all aspects of your product development process with a seamless, integrated workflow: design, verification, sustainable design, communication and data management. With SolidWorks, companies can shorten the design cycle, increase productivity and deliver innovative products to market faster.

**STARTUP BUDDY PVT LTD**[www.startupbuddy.co.in](http://www.startupbuddy.co.in)

Startup Buddy is a one-stop solution offering end-to-end accounting, financial and advisory services using high-end technology. Their mission is to work with their clients as partners and provide customized, professional and holistic solutions. In a short period, they have grown with over 50+ Clients, including innerChef, ScoopWhoop, Intershala and niki.ai etc. We operate in PAN India.

**STARTUP ODISHA SECRETARIAT**<https://startupodisha.gov.in/>

Startup Odisha has been introduced with the objectives of Developing a world-class "Startup Hub" in the State by the year 2020. Encouraging all Odisha-based companies to include a CSR provision that pertains to skill and infrastructure development for startups.

**STOCKBAY PARTNERS (ALGO8)**<http://algo8.ai/>

Stockbay Partners (Algo8) is a management consulting firm established in 2015 and is headquartered at New Delhi. They bring industry insight and consulting experience together in a fluid package to add value in a way that creates win-win solutions. They deliver advisory, consulting solutions focused on enhanced business outcomes. They partner with client organizations at different levels, right from helping in a simple automated solution to implementing an enterprise-wide maturity framework. Large process improvements, deploying best practices, automation, robotics (unattended automation), benchmarking, and program management are a few areas where they help pave the path for a seamless transformation.

**TCS FOUNDATIONS**<https://www.digitalimpactsquare.com/>

TCS Foundation, formed in 2015, carries out the corporate social responsibility activities of Tata Consultancy Group. TCS Foundation has initiated Digital Impact Square (DISQ), a social innovation platform for enhancing and improving lives of citizens using digital technologies in areas such as Health & Hygiene, Education & Skills, Financial & Personal Security etc.

**THE GLOBAL EDUCATION & LEADERSHIP FOUNDATION (tGELF)**<https://www.tgelf.org/>

The Global Education & Leadership Foundation is a non-profit foundation committed to supporting the development of great leadership potential and helping nurture a community of great leaders in various fields of life. tGELF seeks to identify and foster leadership skills in individuals with a focus on the values of ethics and altruism, and decisive action. Its vision is to build a community of ethical, altruistic leaders on the planet who work together to improve the state of the world.

**THE UNIVERSITY TECHNOLOGY TRANSFER CENTRE OF THE UNIVERSITY OF WARSAW**<http://www.uott.uw.edu.pl/?lang=en>

The University Technology Transfer Centre (UTTC UW) Warsaw was established in 1998 to use the University's scientific potential in the economy. The centre was established by resolution of the Senate of the University of Warsaw No. 199 of 24 June 1998. The head of the UTTC is the Director, who is directly subordinate to His Magnificence Rector of the University of Warsaw. One of the methods of patent commercialization for research teams is to establish spin-off companies. In such cases, the UTTC redirects the case to UWRC Sp. Z. o. o., the University's special purpose vehicle set up to become a minority shareholder in such undertakings.

**TURTLE HOLDINGS CO. LTD.**

Turtle Holdings Co. Ltd. committed to the investment development and operation management of various industrial parks, is a one-stop industrial comprehensive service provider. Until now, Turtle Holdings has invested and managed more than 30 parks, including Science and Technology incubator, Agriculture Science and Technology park, E-commerce Industrial Park, Cultural Tourism Complex, Rural Complex and Special Town which covers more than 5 million square meters in more than 10 provinces, such as Beijing, Shanghai, Zhejiang, Guangdong and so on.

**UTTAR PRADESH GOVERNMENT**<http://www.up.gov.in/>

Uttar Pradesh, as one of the largest contributor In IT/ITeS sector &, has been consistently focusing on developing infrastructure, human capital development and effective policy implementation to create a conducive ambience for IT-BPM industry. The state under the dynamic leadership of EX-Chief Minister of Uttar Pradesh with a set goal to take Information Technology into the entire land of UP released IT Policy 2012 focusing on Tier-II & Tier-III cities of the state leveraging the experience of Noida/ G. Noida as IT Hub.

**WALKOVER WEB SOLUTIONS PVT LTD (MSG91)**<https://msg91.com/>

They are on a mission of making the messaging industry nonpareil. They wish to elevate the standard of express SMS services through the world's best reseller panel and a robust mechanism. Nothing inspires our Messengers91 more than the prospect of transforming lives and enterprises through totally determined and dedicated Support Services.

**WINDROSE CAPITAL PVT. LTD.**<https://www.windrose.capital/>

Windrose capital are disciplined, thesis-driven investors with a deep-lens on sectors they understand and ideas that have a wide margin to succeed.

**XPANSE SERVICES LLP (HUDDLE)**<http://huddle.work/>

Xpanse Services LLP (Huddle) is a sector agnostic Incubator working with early-stage Startups to support the strategy, business development and fundraising.

**ZOHO CORPORATION PVT. LTD.**<https://www.zoho.com/one/>

Zoho is committed to spending your money wisely. They invest more in product development and customer support than in sales and marketing. It always struck them as paradoxical to charge the customer extra for the privilege of marketing back to them. By keeping their cost of attracting customers low, they keep their prices affordable and pass the savings on to their users. They're gentle in their sales approach, so they don't push they people to push you. You won't find us trying to endlessly upsell you, or buying your loyalty through multi-year contracts. And with growth that regularly outstrips our competitors, they know that this model works.

## EVENTS

**1. Social Start-Up Fellowship Program 2019****(Learning Block-2), AIC-BIMTECH, 15 May 2019**

In its second learning block, SSE India conducted the following sessions for the fellows and AIC-BIMTECH incubates: a)Expert Session: A Glimpse into the Landscape of Social Entrepreneurship in India with Shalabh Mittal, CEO, SSE India. b)Witness Session - Deepa Pant, founder of Svatanya. In this interactive session, Deepa Pant shared her journey of creating a social enterprise in the lifestyle products space. c) Expert Session: Setting up your social enterprise: De-mystifying Legal Structures with Dhruv Dua, CA. d)Expert Session: Creating your Business Model Canvas with Shivam Dang. e)Witness Session with Yusra Khan, Founder, Yellow Streets (SSE India Fellow 2018)

**2. Social Start-Up Fellowship Program 2019****(Learning Block-3), AIC-BIMTECH, 6 June 2019**

In its third learning block, SSE India conducted two expert sessions. First one on Design & Innovation for Social Change- Part I with Professor M Sharique Farooqi. Prof Farooqi is an Executive Director of AUD Centre for Incubation, Innovation and Entrepreneurship (ACIIE) and Professor of Social Entrepreneurship at Ambedkar



University Delhi (AUD). His session taught the fellows and AIC-BIMTECH incubatees on how to re-design social enterprise's product & service offerings with empathy and innovation. The second expert session was on "A Social Entrepreneur's Guide to Managing Money" with Abhishek Gupta (Founder of Starters' CFO). This session was a non-finance person's guide to understanding the sources of finance for a social enterprise; setting up a simple accounting system & creating a budget.

**3. Mentor Hour with Mr Satyajeet Singh, AIC-BIMTECH, 15 June 2019**

The incubatees interacted with Mr Satyajeet Singh, Head Strategic Product Partnerships - India, South Asia, Facebook on a one-on-one basis to discuss their product alignment and Go-to-market strategies. These discussions gave the incubatees an insight to plan their projections and how to achieve them.

**4. Inauguration of E- LAB, 2nd Batch, AIC-BIMTECH, 16 July 2019**

The second batch of Enterprise Lab (E-Lab) commenced on 16 July 2019 at BIMTECH-Birla Institute of Management Technology. The inaugural session was attended by Mr Shashank Randev (Exec. Committee Member, People of Indian Origin Chamber of Commerce & Industry), Mr Digvijay Singh (COO, Indian Angel Network), Ms Sherry Xhang (Investment Team, BAce Capital), Mr Ashutosh Burnwal (Co-Founder, Buddy4Study), Dr Harivansh Chaturvedi (Director, BIMTECH) and Dr Abha Rishi (CEO, AIC-



BIMTECH). The session exposed the students to the experiences of the panellist coming from diverse backgrounds, about how entrepreneurship is shaping the world of today from different perspectives, and why this is the right time to be an entrepreneur.

**5. Social Start-Up Fellowship Program 2019****(Learning Block-4), AIC-BIMTECH, 17 July 2019**

LB-4 of the School For Social Entrepreneurs India witnessed some amazing speakers sharing their journey and learnings with the enthusiastic fellows of this cohort. Forbes 30 under 30, Ms Umang Shridhar (Founder, KhaDigi), Prof M Sharique Farooqi (Executive Director, ACIIE) and Ms Winkle Banga (Principal Consultant, PwC) interacted with these fellows on Project Management and Product Design.

**6. Mentor session with Mr Avtar Monga, AIC-BIMTECH, 20 July 2019**

The incubatees interacted with Mr Avtar Monga, Ex-COO, IDFC Bank, and BIMTECH Alumni on a one-on-one basis to discuss their market penetration strategies. These discussions gave the incubatees an insight to develop plans and pitfalls of their executions.

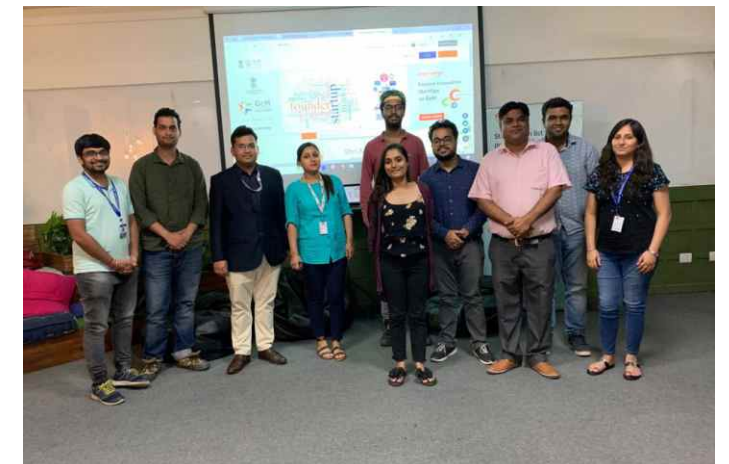
**7. Incubator sustainability and capacity building 3 Days, AIC-BIMTECH, 23 July 2019**

AIC-BIMTECH organized a 3-day workshop on Incubation sustainability and capacity building for a delegation from Startup Odisha Incubators (state govt. recognised incubators) and Odisha State Govt. Many Speakers/experts took sessions in various subjects during the program. The storytelling session was taken by Dr Sangeeta Shukla and brand building session by Mr Shaurya Garg. Mr Tarun Singhal, Director- Business Development, Marketing & Communication, Sopra Steria, took a session on "What do

corporate look for in startups". Mr Amit Singal & Mr Chitransh Verma helped the delegates understand how startup investments work from an investor perspective. One day of the workshop was kept for visits to various incubators/accelerators/ govt. office in Delhi NCR. These included GSA accelerator office, IIT Delhi, Invest India Office, and the centre of 91 Springboard.

**8. How to use GEM Portal, AIC-BIMTECH, 2 August 2019**

An executive from GeM portal took a presentation on the benefits of the GeM portal for startups and how the GeM portal can be leveraged to reach out to various government departments across products and categories. The startups' founders were also supported on the spot concerning issue with registration on the portal

**9. Thinking Social, AIC-BIMTECH, 10 August 2019**

IIM Calcutta Innovation Park in association with School for Social Entrepreneurs India and Atal Incubation Centre- BIMTECH (Birla Institute of Management Technology) organised a seminar on social entrepreneurship, christened "Thinking Social". Such an awareness program on social entrepreneurship took place for the first time in Greater Noida. Dr Abha Rishi, CEO, AIC-BIMTECH, Mr Kamal Singh, Executive Director - United Nations Global Compact Network India, Mr Shalabh Mittal, CEO, SSE India and Mr Suman Mukhopadhyay, from banglanatak dot com and Mr Archan Deb, Incubation Manager IIM Calcutta, shared their views on the importance of social entrepreneurship. And there was an interactive panel discussion with impact entrepreneurs: Ms Umang Shridhar, KhaDigi, Mr Ashish



Aggarwal, Talento Consulting Pvt. Ltd., Mr Abhinav Girdhar, Bodhi Nursing Education and Mr Aditya Bose, Founder of Probrano with open Q & A Session.



**10. Indian Study Program- Sydney Business School, AIC-BIMTECH, 19 August 2019**

Dr. Venkat Yanamandram and MBA students from Sydney Business School, University of Wollongong (UOW), AUSTRALIA visited AIC- BIMTECH under the India Study Program on 19th August. The Sydney Business School, University of Wollongong, was established in 1997. It is the graduate school of the Faculty of Business and offers postgraduate business programs at the Sydney CBD Campus located at Circular Quay, and UOW's Wollongong Campus.

**11. Social Start-Up Fellowship Program 2019 (Learning Block-5), AIC-BIMTECH, 20 August 2019**

LB-5 of the School For Social Entrepreneurs India witnessed visits to many institutions creating social impact across many societal problems. The institutions shared their journey and learnings with the fellows of this cohort. These institutions were: PardadaPardadi Educational Society, iVillage, Digital Classroom (run by BIMTECH Foundation) and others. The fellows also interacted with a group of women micro-entrepreneurs.



**12. Social Start-Up Fellowship Program 2019 (Learning Block-6), AIC-BIMTECH, 12 September 2019**

Social Start-Up 2019 fellows entered the magical world of marketing under the brilliant guidance of Dr Rajiv Joshi, top educator and pracademic. Busting myths such as “build it and they will come”, Dr Joshi underscored value creation as the core of entrepreneurship and building a product or service that people want to buy. Our social entrepreneurs began crafting their marketing offerings, creating their unique blends of self, cause, story, and solution. Some of the many key takeaways from the workshop were: ‘Don’t be BORING’ and ‘Start somewhere because a blank page can never be edited’!



**13. Khoj Kumbh, Jewar (U.P), 14 September 2019**

Energinee Innovations organized a two-day event, named KhojKhumb 2019, under the theme "Everyone is a Changemaker", which brought together all the big changemakers, experienced professionals, and the talented individuals under the age of 20 years, at a common platform. The event took place on 10th and 11th September at Jewar, Gautam Buddha Nagar District, U.P, in partnership with Ashoka and Atal Incubation Centre-BIMTECH, which was participated in by our Marketing Manager, Mr Abhinav Singh Rawat.



**14. Visit of Poland Delegation, AIC-BIMTECH, 14 September 2019**

A delegation of Poland visited AIC- BIMTECH under the India Study Program on 14th September 2019. They met and interacted with the incubator to know the current state of entrepreneurship of India and the projects initiated by BIMTECH in the social and sustainability arena.



**15. Speak UP Startup 2019, Nukleus, 11 October 2019**

Dr Abha Rishi joined the panel discussion along with Mrs Shilpa Ajwani (Founder & CEO, Uno Mantra), Mr Tarun Singhal (Director- Business Development and Marketing Communication, Sopra Steria), Mr Shaurya Garg (Founder, Garg Global Consultants) and Mr Ashish Jain (CEO, JSS Business Incubators), to give tips on "Role of startup enablers in startup ecosystem", followed by Q & A session, at Nukleus Co-work & Co-play during the event Speak Startup!



**16. Social Start-Up Fellowship Program 2019 (Learning Block-7), AIC-BIMTECH, 16 October 2019**

AIC-BIMTECH hosted School for Social Entrepreneurs India LB-7 where Senior leaders from PwC India took the stage to share their expertise and wisdom with SSE India fellows. Mrs Satyavati Berera, COO, shared insights from her illustrious 40-year career with the organization, encouraging the up-and-coming change-makers to pursue a long-term vision and pace themselves to derive maximum fulfilment from every step of the journey. Rahul Garg, Tax Technology Leader & Partner, unveiled the



secrets of ‘Handling Difficult Conversations’, demonstrating how to turn them into an exchange of value and create meaningful collaborations. Gagandeep Puri, Forensic Services Leader & Partner, impressed upon the social entrepreneurs the need for a core set of values to serve as the foundation for Ethical Leadership.

**17. Fireside Chat With Mr Sukhbir Singh, AIC-BIMTECH, 21 October 2019**

Atal Incubation Centre- BIMTECH hosted bolly-pop Singer, Mr Sukhbir Singh for a Fireside Chat, on his journey from a singer to his recent consecutive investments in the Indian startup ecosystem, at Birla Institute of Management Technology, Greater Noida. Mr Sukhbir Singh has made his debut investment in one the AIC- BIMTECH’s incubatee, Liquii.



**18. Social Start-Up Fellowship Program 2019 (Learning Block-8), AIC-BIMTECH, 13 November 2019**

The School for Social Entrepreneurs India fellows visited PwC India (Gurgaon) for a 1-day session and interacted with Mr Mukesh Deshpande & Mr Prateek Sinha on the topic “Welcoming Technology into your Social Enterprise”, The fellows were guided towards identifying problems that can be solved with technology, brainstorm solutions, and create an action plan for adopting technology into their social enterprise activities & offerings.



**19. The Women In Business Summit 2019, IILM University Gurugram, 30 November 2019**

The new arena for business is a welcoming space for women, and the past decade has seen a monumental rise in the number of women entrepreneurs. Companies with women at the helm are now revolutionizing every sector as we know it, be it tech, travel, agriculture or any other segment of life.

In a bid to recognize the immeasurable success of a few of many women entrepreneurs shaping society as we know it, Easy To Pitch announced The Women in Business Summit 2019. The summit brought together acclaimed women entrepreneurs and women experts in a variety of fields to talk about their journey and share valuable insights. Our CEO, Dr Abha Rishi attended the event as a distinguished speaker.



**20. Social Start-Up Fellowship Program 2019 (Learning Block-9), AIC-BIMTECH, 11 December 2019**

The 9-month learning programme culminated with i2i (Invest to Impact), the annual Social Impact Funding Forum hosted by School for Social Entrepreneurs India & Atal Incubation Centre-BIMTECH to allow all Fellowship participants to pitch their enterprise work and impact to a forum of potential investors & collaborators. Mr Keerthi Laal Kala, Vice President, New Technologies, at Sun Group & Dr Abha Rishi, CEO, Atal Incubation Centre-BIMTECH & Prof. Subhanjan Sengupta of Birla Institute of Management Technology, who provided valuable feedback to SSE fellow's during their Demo Day, in preparation for the grand finale. At i2i, all 17 social entrepreneurs demonstrated tremendous progress with the growth of their enterprises, and many received expressions of interest offers for incubation.



**21. Graduation Day- Model ITI Gurugram, Gurugram (Haryana), 21 December 2019**

It was the 8th and final session of our incubatee Probano's Career Awareness and Advancement Program in collaboration with Udyam Learning Foundation and Apprenticeship, Skill Development & Industrial Training Department - Govt of Haryana, along with the Graduation Day of the Career Awareness and Advancement Program, which was participated in by our Marketing Manager, Mr Abhinav Singh Rawat.



**22. Interaction with the delegation from The University of Ljubljana, SLOVENIA, AIC-BIMTECH, 15 January 2020**

The University of Ljubljana, SLOVENIA visited AIC-BIMTECH with a 21 member delegation. The guests mainly consisted of Professors, civil servants and few students. They met and interacted with the incubator to know the current state of entrepreneurship of India and the projects initiated by BIMTECH in the social and sustainability arena.

**23. Voice of Slum- 4th Foundation Day, Noida (U.P), 15 January 2020**

Voice of Slum celebrated their 4th foundation day at Indira Gandhi Kala Kendra, Noida. VoS is a Non-Governmental Organisation run by two Slum-dwellers themselves - Chandni and Dev Pratap Singh. It focuses on bringing slum kids into mainstream society. Voice of Slum runs a school in Noida for slum kids, where besides education they make children aware of their rights, and value. AIC-BIMTECH participated as a partner of the foundation day event, which was attended by our Marketing Manager, Mr Abhinav Singh Rawat.



**24. Sports IT 2020, Bhubneshwar, Odisha, 19 January 2020**

Innovation cannot be restricted, it flows through the different aspects of society creating an impact wherever it passes through. India's first sports & innovation festival, Sports IT 2020 was conducted in Bhubaneswar, Odisha on 18-19 January 2020. Our AVP Mr Chittransh Verma joined the event as a panellist on the discussion about 'Sport and Business: From Financial to Social Values'.



**25. Importance of a Business Plan - What and Why?, AIC-BIMTECH, 25 January 2020**

Atal Incubation Centre- BIMTECH in collaboration with host Institute organized a workshop on Saturday, 25th January 2020 in Seminar Hall 2, Second Floor. The workshop was conducted by Mr Amit Grover, Co-Founder & CEO, Aha Taxis. Mr Amit is an IIT Delhi and IIM Indore graduate and Co-Founder of AHATaxis.com, India's largest online car rental booking service for outstation taxis offering one-way fares in India. The session was focused on the Importance of a Business Plan - What and Why? Mr Grover shared his experience with incubatees and students; the session was productive and knowledgeable.

**26. Entrepreneurship Awareness Workshop, SGT University, 30 January 2020**

It was an energetic atmosphere, when team AIC- BIMTECH visited SGT University on 30 January 2020, to discuss the role entrepreneurship can play in the lives of students. It was an interactive session, where our CEO Dr Abha Rishi



discussed with the students how the definition of job stability and career path are being changed in the current scenario. Ms Vibhooti Chauhan (Founder, Carvenia) shared with students her journey from college to corporate, till finally, she decided to seek something that makes her feel more fulfilled.

**27. Entrepreneurship Skill Development, JIMS Engineering Management Technical Campus, Greater Noida, 11 February 2020**

Entrepreneurship skill development is all about providing practical exposure through workshops. With the same objective Department of Management Studies (JIMS Engineering Management Technical Campus) organized a workshop on "Entrepreneurship Skill Development" and "MoU signing Ceremony" The session was taken by Dr Abha Rishi, CEO AIC BIMTECH along with Mr Anil Kumar, Sr Incubation Manager, Mr Abhinav, Manager Marketing and Mr Vibhu Gupta, startup founder. The whole session was very interactive and experience sharing based. Hope to see some Entrepreneur soon from JIMS Engineering Management Technical Campus - Jemtec.



**28. Entrepreneurship Skill Development, IPEM College Ghaziabad, AIC-BIMTECH, 15 February 2020**

Entrepreneurship skill development is all about providing practical exposure to the students. With the same objective IPEM College, Ghaziabad visited our campus and engaged in the discussion with Mr Abhinav Singh Rawat, Marketing Manager and Ms Akash Singh, Founder, Enginee Innovation. The whole session was very interactive and experience sharing based. Hope to see some Entrepreneur soon from IPEM College Ghaziabad



**29. Startup Kickoff, Amritsar, 21 February 2020**

Amritsar founders conducted an Investor Panel Discussion with Investors coming from all around to discuss and mentor about the dos and don'ts of investment. Investment is the most crucial and scary step to take, a Startup may need to scout for hundreds of investors before they find the right one for their venture. The panel included Mr Amit Singhal (Founder, Startup Buddy), Mr Shaurya Garg (Founder, FundooWorks), Mr Bibin Babu (Founder, InnoWork) and Mr Chittransh Verma (AVP, AIC-BIMTECH)



**30. Entrepreneurship Awareness Workshop, AIC-BIMTECH, 24 February 2020**

To create awareness about entrepreneurship in students and new generations people to understand about Atal incubation Centre- BIMTECH and make awareness about it, how AIC-BIMTECH nurturing the start-up throughout their journey. We are also helping other Institute or collages to develop the Startups Eco-system in their campus through promoting Entrepreneurship Skill Development. Dr Komal Khattar, assistant Professor, JIMS Kalkaji brings their 35 Students for AIC-BIMTECH visit for the same.



**31. B. K Birla Global Innovation Challenge 2020 (BGIC 2020) Finale, AIC-BIMTECH, 29 February 2020**

An international global innovation challenge in the loving memory of Late Shri B.K Birla. The Challenge endeavoured to develop the innovative culture and find promising innovations, creating an ecosystem for innovation and

entrepreneurship—encouraging sustainable, scalable and measurable enterprises. The BGIC 2020 was won by Miraqules Med solutions Pvt. Ltd., with the position of first runner up being secured by Fluid Robotics and of the second runner up by Torus Robotics Pvt Ltd. Startups pitch their ideas in front of jury panels and top five Startups made their open pitching in the activity plaza front of 100 people and other Startups. The jury included Mr Darius Chinoy, Director, JETRO, New Delhi, Mr Hemendra Mathur, Venture Partner, Bharat Innovation Fund, Mr P. Somarajan, CEO, Atal Incubation Centre-FITT, Delhi, Mr Naveen Gupta, Zonal Head - Delhi NCR, ICICI Bank, Mr Sanil Sachar, Partner, Huddle, Mr Shaurya Garg, Partner, Garg Consultancy Co, Mr Swarandeeep Singh, Lead -Investments and Community, UNLEASH, Mr Ullas Marar, Advisor, Women's Economic Empowerment Project at GIZ and Mr Rohit Garg, Indian Angel Network B. K Birla Global Innovation Challenge 2020 was supported by many esteemed organizations like Startup India, AGNli, Wadhvani Foundation, Startup Buddy Services, F6S, AWS, Digital Ocean, Skwerup etc., holding hands to support the entrepreneurial ecosystem. The finale also hosted 50+ Startups, who pitched for the incubation at Atal Incubation Centre-BIMTECH.



**32. How to Protect Your Ideas and Innovations, AIC-BIMTECH (Zoom Call), 24 April 2020**

AIC-BIMTECH aims at rendering the best services and ultimate guidance to budding entrepreneurs. Our partner 'Ennoble IP' works to safeguard the intangible assets of the firm. We strive for flourishing entrepreneurial culture. AIC-BIMTECH organized a Webinar on 'Learn Different Techniques on "How to Protect Your Ideas and Innovations" by Dr Shweta Singh (CEO - Ennoble IP) On April 24, 2020 Dr Singh answered all the questions and share her knowledge and experience with the attendees.



**33. World IP Day - Fireside chat with Sukhbir Singh, Facebook Live, 26 April 2020**

Atal Incubation Centre- BIMTECH in association with Startup Buddy celebrated the day that inspires innovation and creativity, "World Intellectual Property Day" on April 26th, 2020. We invited our very known Singer and Investor, Mr Sukhbir Singh over 'Fireside chat' along with Mr Shaurya Garg (Founder, FundooWorks) and Mr Saurabh Trivedi (Director, Startup Buddy). The session was moderated by our AVP, Mr Chittransh Verma



**34. Global Incubation Meet, Facebook Live, 6 June 2020**

Startup Buddy in association with '100 Open Startups' initiated 'Global Incubation Meet'. Our CEO, Dr Abha Rishi along with Ashish Jain (CEO at JSS STEP Noida), Lakshmi (Jothi) Potluri (CEO at DCF Ventures) and Yamini Bhushan Pandey (Vice President at Amity Innovation Incubator) shed some light on the topic 'Incubators and accelerators for Encouraging "Early Stage Startups" The panel discussion was hosted by Sumit Srivastawa, Founder & CEO at Startup Chaupal.



**35. Entrepreneurship Development Program - 2012 Aspirants, 10 June, 2020**

AIC-BIMTECH was a proud participant of the 'Entrepreneurship Development Program' held on June 10th, 2020. The program was put together by Confederation of Indian Micro, Small and Medium Enterprises (CIMSME), Global Council for the Promotion of International Trade (GCPI), National Initiatives for Social, Technological and Trade Holistic Advancement (NISTTHA), Centre of Excellence for Blockchain Technologies (CEBT) and Centre of Excellence for Innovation Incubation and Entrepreneurship (CEIIE). Entrepreneurship is playing a vital role in global economies. Leaders cannot predict the future in the increasingly uncertain world. The future will

be defined by entrepreneurs who create new opportunities through entrepreneurial thought and action, a powerful practical approach to uncertainty that emphasises experimentation and reflection. Entrepreneurial education is an important part of Startup Eco-system as it can provide the necessary skills and learning's to succeed in an increasingly diverse and complex management environment. It plays an important role in an uncertain environment because it can develop the insights needed to discover and create opportunities for entrepreneurs and gain the ability to successfully start and manage their own businesses. This program was designed for students, aspiring entrepreneurs, corporate venture officers, startups, and those who would like to develop or strengthen a climate of entrepreneurship in their corporations, universities, and regions. The mission was to empower 5000 participants by webinar jam comprising 15 different modules. Our esteemed CEO, Dr. Abha Rishi talked to the participants on the topic- 'Startup Creation: Idea Realization to Idea Validation' and the session was attended by nearly two thousand participants, from across the country.



**36. Why incubators Matter? 100 X.VC Youtube, 13 June 2020**

The journey of a startup from being just an 'Idea' to fully fleshed 'Business' is something which is always a panic-stricken agenda. Incubators in India, have become an ecosystem with an assemblage of initiatives that stimulate economic growth by promoting the creation and development of innovations. With Startups mushrooming in India so rapidly, do we have enough knowledge about what incubators offer and how we can benefit from them?? This topic was the highlight of the discussion of the panel including our CEO Dr Abha Rishi, along with, Mr Uday Wankaiwala, CEO, AIC RMP, Mr. Alok Nikhil Jha, COO, IITD Innovation Incubation Centre and Mr. Shashank Randev, Founder VC, 100X.VC



INTERNSHIP WITH

ATAL INCUBATION CENTRE – BIMTECH

Two students from BIMTECH got a summer internship opportunity with the AIC-BIMTECH for 3 months. Names of the interns are Ms Anshuli and Ms Raspreet Kaur Matreja. The interns interned with AIC-BIMTECH for April - June 2020.

AWARDS

Sandvik India Gender Award (SIGA) 2019

Awards Received by Incubator



This unique award platform intends to recognize individuals committed to gender equality and identify excellence for a pan India impact. BIMTECH was awarded out of more than 600 entries across various categories of the awards platform.

AWARDS

Ashoka Young Changemaker Award 2019

Awards Received by Incubatees



Ashoka Young Changemaker Award 2019, Ashoka Innovators for the Public has shortlisted 12 teenagers from across India for the first global edition of its Young Changemakers program. Akash Singh, Founder, Energinee Innovation was selected as one of them.

BML Munjal Award

(L&D to achieve Business excellence)

6 September 2019: The annual BML Munjal Awards for 'Business Excellence through Learning & Development' recognize organizations who have demonstrated business excellence through innovations in learning & development. They are awarded to companies that have consistently used training, learning & development as a source of competitive advantage.

Truck Suvridha won this prestigious award in 2019

India's Most Innovative Startup:

DCB Bank Innovation Carnival

27 September 2019: **Uneako Green Earth private limited** was selected as a one of an India's most innovative startup by DCB Bank Innovation Carnival in 2019.



HDFC SmartUp Grants Award:

All India Agri Startups Convention and Agri-Startups Awards

18 February 2020: **Bio Craft Innovation Private Limited (Agrocraft)** was selected by HDFC Bank on Tuesday to disbursed SmartUp grants worth Rs 25 Lakh. HDFC Bank disbursed Rs. 5 crore grants to 20 startups, who they are working in the social sector. These grants help nurture startups that offer unique solutions to bring about sustainable changes in society and the environment.

EMINENT VISITORS TO AIC-BIMTECH



Mr Sukhbir Singh (Bollywood Singer and Angel Investor) and Mr Amit Singal (General Partner, Fluid Ventures) visited AIC-BIMTECH on 21 October 2019



(From L-R) Mr Digvijay Singh, (COO, Indian Angel Network), Ms Sherry Zhang, (Analyst, B Ace Capital) and Mr Ashutosh Burnwal (Co-founder, Buddy4study) visited BIMTECH for the inauguration of E-Lab, on 16 July 2019



(From L-R) Mr Nishish Jha (Managing Partner, Unigrowth Canada Inc), Mr Aseem Kumar (Head, Asia Pacific Resource Center for Responsible Business, UN GCNI) and Ms Dinu Raheja (Executive Director LEAD, tGELF) visited BIMTECH for the finale of B.K Birla global Innovation Challenge 2020, on 29 February 2020



Mr Shashank Randev (FounderVC, 100X VC), visited BIMTECH for the inauguration of E-Lab, on 16 July 2019



(From L-R) Mr Hemendra Mathur (Venture Partner, Bharat Innovation Fund), Mr P Somarajan (CEO, Atal Incubation Centre-FITT, Delhi), Mr Shaurya Garg (Partner, Garg Consultancy Co) and Mr Naveen Gupta (Zonal Head-Delhi -NCR, ICICI) visited BIMTECH for the finale of B. K Birla Global Innovation Challenge 2020, on 29 February 2020



(From L-R) Mr Rohit Garg (Indian Angel Network), Mr Swarandeeep Singh (Lead, Investments and Community, UNLEASH), Mr Sanil Sachar (Partner, Huddle) and Mr Darius Chinoy (Director, JETRO India, New Delhi), visited BIMTECH for the finale of B. K Birla Global Innovation Challenge 2020, on 29 February 2020

## OUR COVID WARRIORS: STORIES FROM THE FIELD

The global outbreak of Novel Coronavirus has brought the whole world to an abrupt stop. But the entrepreneurial spirit breaks through these tough times and keep rediscovering themselves, while adding on to the society with what they can, i.e. grit and innovation. Some of AIC- BIMTECH incubatees have managed to rediscover themselves under these visibly distressed conditions.



### PROBANO

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

**Aditya Bose**  
Founder, Probano

During such times, the country has its eyes set on the declining economy and those who were headed towards their career path are now struggling with anxiety and fear. The need for direction or guidance to these young minds is necessary more than ever.

Probano, an incubatee of AIC-BIMTECH, under the leadership of Aditya Bose, did not let the lockdown shackle the dreams and stepped forward to make their lives of these young people easier, amidst the chaos. With their mission of providing the best career guidance, they are undertaking a total of 100 career counselling sessions all over India. They have enrolled unique guest speakers who are professionals from different fields and have invited the masses to join in the counselling sessions. The speakers speak about their journey so far and inspire people, on how to tackle life challenges and the current situation efficiently.

Their innovative mix of technology and personalization is helping the generation to explore and discover their passion. AIC-BIMTECH is extending its whole hearted support to Probano to realize this target.

### UNEAKO GREEN EARTH PRIVATE LIMITED

<https://www.uneako.com>



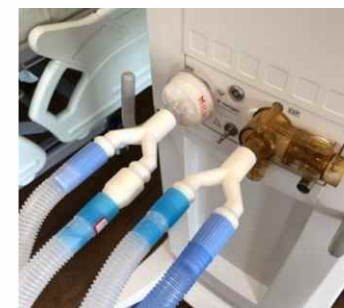
It is a fact that change forces us to examine and gain perspective. The beauty is that most human beings are adaptable and flexible enough to maintain a forward movement in lives, but sometimes it can seem impossible to see positive changes amidst tragic ones.

AIC-BIMTECH's incubatee, **Uneako Green Private Limited** has provided the world an exemplary solution today. While India was battling with the lockdown and its repercussions, this team of two brothers - Ankit and Atul Tripathi, along with their able workforce invested their brains in R&D and came up with an innovative and much needed requirement of today's routine - **A Face Shield by the name of 'SN19'**.

The product is designed to give all round protection to one's face along with clear visibility. The highlighting feature of the product is its 'Lightweight' nature, it only weighs 40g and hence can be bulk transported to the affected areas easily. The product is so pliant and adjustable that it can fit any person's face without posing any issues in bending and turning the neck or head. SN19 prevents touching the most vulnerable part of your body, your face, hence safeguarding you from transmission of virus. Altogether it's the 'Ideal Shield' for battle against Coronavirus.

As of today, there are lakhs of people including healthcare workers, policemen, media, Covid19 volunteers, people involved in food distribution who have benefited from this innovation. Startups like Uneako Green promise to provide 'Sustainable' solutions and support to the society.

### YPANX TECHNOLOGIES PVT LTD



The healthcare workers are on the frontline of fighting Covid-19 and Ventilators are currently in short supply across the world. 3D printing community spread over different countries took charge and have been sharing their research and files for needful.

One of AIC-BIMTECH incubatees, **Ypanx Technologies Pvt. Ltd.** led by Vibhooti Chauhan and Shivanshu Chauhan, utilized the knowledge shared and developed a 3D Printed Ventilator Splitter. This equipment will allow a single ventilator to treat two patients at a time by increasing the capacity of the vent. They researched their end, evaluated the feasibility ensuring that the equipment should be safe and be able to serve its primary purpose efficiently.

Ypanx's efficacy during these tough times is laudable and AIC-BIMTECH is proud to be associated with them.

### CONCIS

<https://concis.xyz/>

Covid-19 brought disproportionate job losses during lockdown and specifically the rate was higher in the case of younger professionals. This had also given rise to some serious long-term repercussions for future employment along with economic viability, leaving these people with no salaries to draw.

AIC-BIMTECH proudly shares the success story of its incubatee, **TGN Networks Private Limited**, headed by Rohit Chauhan. He took a serious resolution to offer his services to the folks who lost their jobs due to the pandemic. The company devised a plan to reach out to the Fin-tech industry and financial services market and connect with individuals for possible work they can carry out. TGN offered jobs mainly pertaining to Report Editing and trained them via webinars.

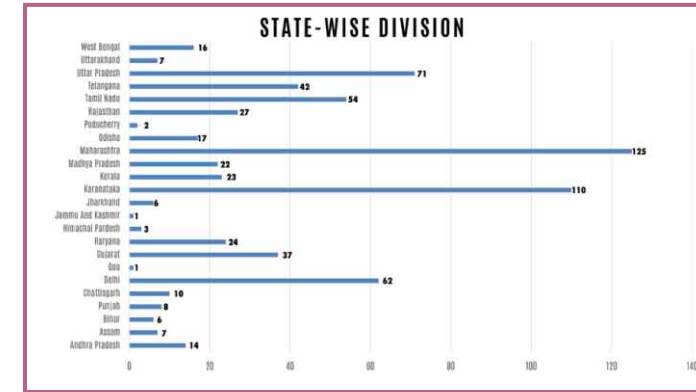
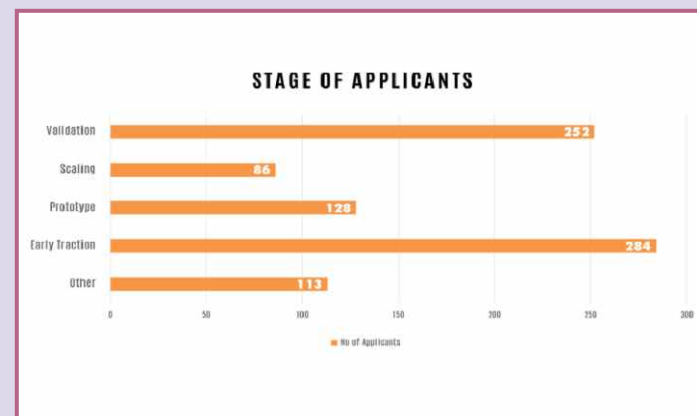
As a result, they got huge response and they are looking forward to enroll a total of 500 individuals till the end of July. The notion of TGN is not only commendable but also admirable.



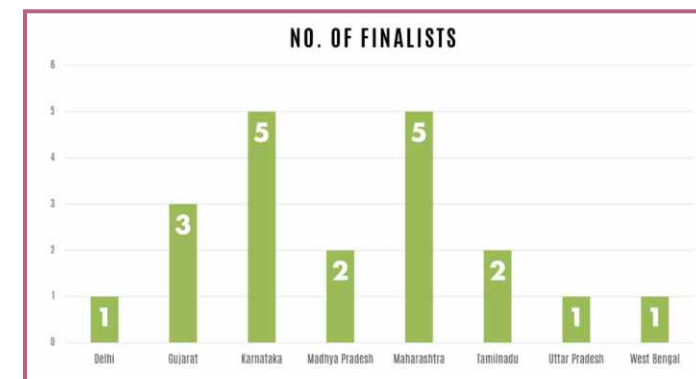
## Special Initiatives by CIED B. K BIRLA GLOBAL INNOVATION CHALLENGE 2020 (BGIC 2020)

B. K Birla Global Innovation Challenge 2020 (BGIC 2020), is an international global innovation challenge organized by Birla Institute of Management Technology (BIMTECH) & Atal Incubation Centre- BIMTECH (AIC-BIMTECH) in the loving memory of Late Shri B.K Birla. The Challenge endeavoured to develop the innovative culture and find promising innovations, creating an ecosystem for innovation and entrepreneurship –encouraging sustainable, scalable and measurable enterprises. The BGIC 2020 was won by Miraques Medsolutions Pvt. Ltd., a startup working towards preventing blood loss post accidents with synthetic clotting. The position of first runner up was secured by Fluid Robotics, who are developing AI-based solutions for water infrastructure monitoring, and the second runner up was Torus Robotics Pvt Ltd. a new generation of electric motors/generators and dual motor controllers.

Nearly 900 applications were received for BGIC 2020 from all over the country, which also includes international applications from the UK, US, Switzerland and Singapore. Out of these, 20 finalists were selected to pitch their innovation. After an intense round of close door pitching, 5 of the finalists were shortlisted to pitch for the cash prize worth INR 10 lakhs and incubation support plus benefits of Atal Incubation Centre- BIMTECH, worth INR 8.5 Cr.



The finale was attended by Ms Charu Pragya, National In-charge (Legal), Bhartiya Janta Yuva Morcha, Ms Dinu Raheja - Executive Director LEAD, The Global Education & Leadership Foundation (tGELF), Mr Gopal Mondal - CFO, IDFC Foundation, Mr Tarun Singhal, Director, Business Development, Marketing & Comm., Sopra Steria, Mr Nishish Jha, Managing Partner, Unigrowth Canada Inc, Mr Aseem Kumar, Head, Asia-Pacific Resource Centre for Responsible Business, UN GCNI, along with Dr Anupam Verma, Deputy Director, BIMTECH & Dr Abha Rishi, CEO, Atal Incubation Centre- BIMTECH.



The jury included Mr Darius Chinoy, Director, JETRO, New Delhi, Mr Hemendra Mathur, Venture Partner, Bharat Innovation Fund, Mr P Somarajan, CEO, Atal Incubation Centre-FITT, Delhi, Mr Naveen Gupta, Zonal Head - Delhi NCR, ICICI Bank, Mr Sanil Sachar, Partner, Huddle, Mr Shaurya Garg, Partner, Garg Consultancy Co, Mr Swarandeeep Singh, Lead - Investments and Community, UNLEASH, Mr Ullas Marar, Advisor, Women's Economic Empowerment Project at GIZ and Mr Rohit Garg, Indian Angel Network.

B. K Birla Global Innovation Challenge 2020 was supported by many esteemed organizations like Startup India, AGNIi, Wadhvani Foundation, Startup Buddy Services, F6S, AWS, Digital Ocean, Skwerup etc., holding hands to support the entrepreneurial ecosystem. The finale also hosted 50+ Startups, who pitched for the incubation at Atal Incubation Centre- BIMTECH.

## First Founders Program

Foundation for Innovation and Technology Transfer (IIT-D), Huddle and Atal Incubation Centre- BIMTECH (AIC-BIMTECH), launched a program tailor-made for the founders of young India. First Founders Program is a five-month program focusing on the founders, and helping them to structure their venture and team with their vision at the core. This free-to-apply program called for any founder residing in the country and venturing into deep-tech. The program offered the best of what FITT, Huddle and AIC-BIMTECH have to offer, as the shortlisted members of the cohort were co-incubated by all the partners simultaneously. This program will end with a demo day, where the investors will handpick the startups they are interested in.



## KHOJ PROGRAM

Although we had unforeseen challenges that Covid-19 reflected yet we initiated our 'Khoj' Program with greater zeal this year. Over 65+ applications were received and after rigorous evaluations, we enrolled 11 new brilliant incubatees. The background was to facilitate the business ideas that shall prove to be highly compatible with current times and also with the major transitions that are forthcoming in Indian society due to this crisis. We have always gone out for the stimulation of visionary innovations. The innovative ideas pertain to fields such as Agriculture, Information Technology, Artificial Intelligence, Automobiles, Food and Education. We have adopted the 'Virtual' approach and already begun our workshops and training online. With many accomplished mentors and advisors on our side, we are determined to transform our budding incubatees to full-fledged entrepreneurs within no time.

**Zero Cost Program**

**KHOJ PROGRAM**

3 Months Duration | Virtual Program | Sector Agnostic | Ideation Stage Startups

- Dedicated Virtual Program for Ideation Stage Startups
- Business & Product Guidance
- Roadmap to Prototype and Pilot Stage
- Free Company Registration and DIPP Registration
- Incubatee Partner Benefits worth of INR 8.25 Cr
- Become a Part of the Alum Network of the Organization

For queries, contact at: +91 9560887443, anil.singh@aicbimtech.com

Cohort starts from 1st June 2020  
Registration open till May 15th 2020:  
<http://www.fic.com/innovation/apply>

EARLY BIRD OFFER (for applicants who apply by 10th May 2020):  
These applicants will receive a closed-room mentoring session with some of our mentor partners and graduated startups, without any charges.



## ACADEMIC ACTIVITIES:



### a. TATA SOCIAL CHALLENGE

Institute in association with IIM Calcutta, TATA and School for Social Entrepreneurs India conducted the TATA Social Enterprise Challenge "Thinking Social" a one-day seminar in the campus on 10 August 2019. The primary objective of this seminar was to build awareness, interest and desire to engage with the Social Enterprise Ecosystem amongst the aspiring entrepreneurs and start-ups who are about to embark on their entrepreneurship journey soon.

Dr Abha Rishi, Chairperson – CIED & CEO, AIC-BIMTECH delivered the welcome address of the programme, where she highlighted the importance of starting a social enterprise which will address or solve a social problem of the society. She also cites examples of how the Institute and Atal Incubation Centre-BIMTECH are supporting the social entrepreneurs. Atal Incubation Centre- BIMTECH in association with PWC and School for Social Entrepreneurs India is running "Social Start-up Fellowship Programme" a nine months programme for the social entrepreneurs..

There was a panel discussion during the programme on "Impact Entrepreneurs". Panellists of the discussion were Mr Aditya Bose, Founder- ProBano, Mr Ashish Agarwal, Founder- Talento Consulting, Mr Abhinav Agarwal, Fonder- Bodhi Health and Ms Umang Shridhar, Founder- Khadigi. Panellists shared the details of their entrepreneurial journey with the audience. The moderator of the panel discussion was Shri. Suman Mukhopadhyay, Mentor – IIM Calcutta Innovation Park.

Keynote address was given by Dr Kamal Singh, Executive Director, UN Global Compact Network India. In his address, Dr Kamal Singh pointed out how the Global Compact Network India had been acting as a country level platform in providing a robust platform for Indian businesses, academic institutions and civil society organizations to join hands for strengthening responsible business practices.

Nearly a hundred participants attended the seminar including entrepreneurs, start-ups and students.

### b. UDYAMI 7.0

Udyami 7.0 was the 7th edition of the Biggest Business Carnival of BIMTECH. It is a platform for all those people out there who dare to bring their ideas to the table and test their practicality and feasibility in the real environment. It offers the title of STARPRENEUR to the team that is capable enough to bend the market uncertainties in their favour to earn the best out of the opportunities present.

The annual spirit of entrepreneurship event served as a celebration of the hard work and the culture that has been set up by the Entrepreneurship cell in collaboration with AIC-BIMTECH.

- The motive was to provide support for the inexperienced, where the mentors helped in paving the platform for their business idea and setup.
- The motivation for the entrepreneurs to experience a variety of activities inspiring them to take their ideas and businesses to the next level.
- Creating a cultural environment and exploring the best out of them.



### About The Event

The three-day entrepreneurial carnival, UDYAMI 7.0 took place from 26th August to 28th August 2019 at Birla Institute of Management Technology, Greater Noida, in association with the Atal Incubation Center. It was inaugurated at 5:40 p.m. in the Activity Plaza by Dr H. Chaturvedi, Director, BIMTECH along with Dr Anupam Varma, Deputy Director, Prof. KM Chari, Dean-Students Welfare, Dr Manosi Chaudhuri, Faculty and Dr Abha Rishi, CEO of AIC-BIMTECH.

The varied themes on each day gave a mesmerizing outlook to the event. Students in great numbers came to witness the event. The event captured active participation of students from all branches, wherein they showcased their managerial and entrepreneurial skills right from bidding the items for their stall to organizing and selling the same. Various stalls of different branches competed to win the "THE STAR ENTREPRENEUR" title.

All the activities were undertaken by the students, from bidding for the product or service to managing the stalls. Students had marketed their products and services and learned how to operate their business efficiently while earning the revenues that they require to survive the marketplace. Each branch had managed to showcase a variety of skills in managing their stalls and earning revenues ethically. However, the purpose of the event was not to only focus on the profits but also on other factors like marketing, logistics and people management while working.

Uniqueness and innovation in the product/service provided played a major role in deciding who the final winner would be. The Décor and ethical behaviour were kept as a parameter in judgement. The coordination amongst the stall owners and team members was visible for all to see. It was after all the coordinated efforts of the team participating that ensured that UDYAMI 7.0 had the success that it did.

Apart from the stalls and the product & services provided by them, members of E-Cell had come up with various filler events that had captured the attention of the students and were thus able to attract more customers for the stalls. This, along with the marketing efforts done by the stall owners had ensured that UDYAMI became an event where everyone could have fun while learning the art of management.

### Concluding The Event

The last day was pumped up with excitement as the "STAR ENTREPRENEUR of BIMTECH" was to be declared. Two members from each team had come prepared with a presentation that showcased the value added by them and evaluation was done on the same. After scrutinizing the performances of all the teams, Section B of PGDM emerged as the winner and was rewarded with a Cash Prize of Rs 20,000. The Special Prize of Rs 5,000 was rewarded to the Retail Management Team as appreciation for their unique and innovative marketing techniques. '.

All the hard work that was done for the three days event thus concluded, leaving the participating students with practical learnings of the marketplace and experience for future that would complement the theory they would learn.

### c. E-LEADER WORKSHOP

The E-Leader workshop was conducted by the institute in association with Wadhvani Foundation on 5th October 2019. E-leader Workshop (ELW) is a highly experiential one-day program for a select group of students and E-leaders who have been nominated by their institutes. The participants of this program went through facilitated sessions, self-study, and experiential learning in three phases: PHASE 1: PREPARATION, PHASE 2: TRAINING and PHASE 3: IMPLEMENTATION.



Participants of this workshop were from 5 different colleges i.e., IIT Mandi, IIT Goa, IIT Ropar, IIM Sirmaur and Birla Institute of Management Technology, Greater Noida. The objective of this workshop was to create leadership skills among the participants and to teach them how to operate start-up clubs on campuses. The other objectives of the workshop were how to motivate students to join with the entrepreneur cells of the colleges and how to use the "LEARNWISE" platform for setting up and running start-up club activities.

Various activities were performed and participants participated with full enthusiasm with the help of Learnwise. One Dollar venture activity was given to the participants in which they have to think about a startup and make money by identifying their customers. Teams were asked to prepare a presentation including four different parameters-

- 1-What did you do? (Business Model)
- 2- How did you do it? (Operation Model)
- 3- How much did you make? (Revenue)
- 4- Is the business sustainable? (Sustainability Model)

Each team presented their plans in front of the panel. The workshop ended with a motivational speech by Ms Sonali Agnihotri, Director, Wadhvani Foundation and the letter of participation were distributed to the participants by Dr Abha Rishi, Chairperson -CIED and Dr Shalini Singh, Faculty In-charge, E Cell – BIMTECH.



### d. VYALIKH

#### Overview

"VYALIKH", a write-up competition was organized in Birla Institute of Management Technology, Greater Noida on 15 October 2019. The event was conducted to commemorate our ex-president, Bharat Ratna awardee, Dr A.P.J. Abdul Kalam who pioneered in the fields of defence research and made contributions to developing some extraordinary innovations. As a part of the MHRD Innovation Cell's "Innovation day" campaign, the E-Cell of BIMTECH organized this event as a write-up of the competition to promote divergent thinking and to catapult the innovation within and among the students.

**Objective**

The main objective of the “VYALIKH” is to encourage creativity and out of the box thinking in students by providing a solution to the problems which are a burden and causing obstacles to the Indian society. The problem statements are not limited to particularly one sector rather, entire liberty was given to the students to choose. The reason we chose to organize a write-up competition is that we believe that innovation is always a result of a combination of crazy ideas with out of the way solutions. We feel that there is no better way than expressing your thoughts by putting your views in words.

**About The Event**

The event’s registration process was kick-started on 7 October 2019 enabling a chance to register till 12 October 2019 to participate in the event. A total of 54 entries were received. The deadline to submit the write-ups was set up two days after closing the registrations i.e. 14 October 2019. The write-ups have been through a rigorous selection process, where Dr Abha Rishi, Chairperson-CIED and the mentor of E-Cell, Dr Shalini Singh, faculty in charge of the event had graded every write up individually. By combining the scores given by two judges to each write-up, the top three best ones were selected. The write-ups were graded based on the following criteria:

- Innovation: 50%
- Sustainability: 10%
- Feasibility: 20%
- Mass Oriented: 10%
- Plagiarism: 10%

**Conclusion Of The Event**

An award ceremony was held on 15 October 2019, the birth anniversary of Dr A.P.J Abdul Kalam. The ceremony was headed by Dr Abha Rishi as the chief guest. The chief guest addressed students about the accomplishments of “The Missile Man of India” and stressed the importance of being innovative and using entrepreneurial thinking and also appreciated the E-Cell team for making the event a successful one. The winners and participants of “VYALIKH” event were awarded merit and participation certificates respectively.

With this ceremony, the innovation day ended on a high note leaving both participants and the rest of the students knowing the importance of expressing their innovative thoughts to the world and also implementing them without the fear of failure.

**e. YOUNG ENTREPRENEURS MEET**

Young entrepreneurs Mr Aditya Bose, Founder, Ceretonin Education Private Limited (Probano) & Mr Rohit Singh Chauhan, Founder, TGN Internet Private Limited (Bummary) had interacted with the students on 6 November 2019. Both of the startups are incubated under Atal Incubation Centre-BIMTECH.



Ceretonin Education Private Limited provides online and offline career guidance to high school students (class IX-XII) through an innovative, technology-backed and affordable platform. The multi-disciplinary team has built the company from the ground up and established expertise in ed-tech. Completely bootstrapped, the innovative and tech-backed process of career guidance which makes it scalable and affordable.

Bummary summarizes reports from top global think tanks such as McKinsey, BCG, Bain and World Economic Forum, among others, into 10 minutes power reads. Bummary’s team of consultants and practitioners handpick authoritative insights to enable today’s business leaders to strategize for tomorrow’s challenges.

The objective of the interaction between the students and the startup entrepreneurs was to create an entrepreneurial mindset among the students so that they can understand the passion and dedication one should have to become a good entrepreneur.

Aditya had shared the story behind his entrepreneurial journey with the students. According to Aditya, the proverb “Necessity is the Mother of Invention” was right in his case. Like millions of students, he had no idea during his school days about the options available in the country for higher education. Like any other child, he also chose the option which his friends had suggested to him. During his engineering, he started to think about this idea to start a venture which can provide the right career guidance to high school students.

Bummary is the brainchild of Mr Rohit, who himself is a Chartered accountant. He left his high profile job in Ernst & Young, to pursue his passion to become an entrepreneur. Now he is heading Bummary and is taking it to new heights with the help of a team of equally passionate young people. Both the entrepreneurs had the same opinion that everybody is not going to become a successful entrepreneur, but passion, determination and the ability to bounce back after failure will help you to become a successful entrepreneur.

**f. BIMSTREET**

**Objective**

BIMSTREET is an event conducted by E-CELL, BIMTECH which replicates the financial markets and also gives corporate experience to its participants. It is inspired by the daily grind of the financial markets and budding start-ups. The event is designed in a way that it not only promotes entrepreneurship among the students but also entrepreneurial thinking. The event is divided into two parts. They are UDAAN and BIMTECH STOCK EXCHANGE (BSE).

- The motive of UDAAN is to promote entrepreneurship among the students by encouraging the students to come up with ideas that could turn into businesses.
- BSE’s mission is to stress the importance of investment decisions and the risk involved in it. This way the participants would be better equipped when they have to make real investment decisions.

**About The Event: Udaan**

UDAAN, as the name suggests, is designed to encourage budding ideas among students and help them achieve their goals by implementing their ideas. In simple words, UDAAN is intended to be the first stepping stone for the student’s start-up journey.

As a part of this event, participants who have an idea that they are willing to turn it into a business are asked to form a team of three of their own choice and are entered into the competition.

These start-ups are listed in BSE, a parallel event where the student can invest in these start-ups. On 10th February, the teams were asked to prepare a 60-second video pitch to appeal to other students to invest in them. A total of 6 teams has participated in the competition with various ideas

On 13th February, teams are judged by the panel of two which consists of Mr Aditya, founder of Probano and Mr Naresh Bhati, Co-founder of Enginee Innovations

The teams were judged based upon various factors such as the start-ups, business model, financial projections, USP, revenue model etc.

The winners are		
1 <sup>st</sup> Prize	-	YOU DECIDE
2 <sup>nd</sup> Prize	-	AUTOPILOT

**About the Event: BIMTECH STOCK EXCHANGE**

The BIMTECH stock exchange is designed as a virtual game and is conducted for three days i.e. from 10 February to 12 February 2020 to provide an experience to the students about trading and investing their money. As the saying goes “earning money is easy but, spending it wisely is tough”, this mock exchange has provided students with the first-hand experience of investment in stocks and its challenges.



The companies that are listed on BIMTECH stock exchange are the startups which students came up with as a part of UDAAN. Thereby making the two events coordinated.

The stock fluctuations are done based upon a company which is listed in NSE and has similar USP, business model of the startups. Each startup has its own assigned company to make the stock fluctuations. The entire game was conducted on WhatsApp group. After registering, each participant was sent an invitation to join a WhatsApp group which includes stockbrokers who are basically from the E-CELL team and these brokers run the transactions on behalf of the participants.

A total of 67 students had participated in this virtual game trading for three days and had invested up to 15,00,000 of virtual money. At the end of the game, each participant had been paid the profit money earned by them equivalent to their respective virtual money.

The winners are decided based on the profit percentages and also the money invested by them. The money investment is taken into consideration as it shows the willingness to take the risk and its management by the candidate. The participants' grades are decided based on 70% weightage for-profit percentage and 30% weightage for money invested.

**Prizes**

The best investor award is given to the top 3 investors. The winners are also awarded some prize money. The winners are

1st Prize	-	RADHIKA
2nd Prize	-	JAY KUMAR JAIN
3rd Prize	-	SAHIL KUMAR



## UPCOMING EVENTS

Sr No.	Date	Event Description	Speakers/Coordinator	Venue
1	1-Jun-20	Mentor Session by Team AIC- BIMTECH, Conversation (Existing incubatees, Area Heads)	Team AIC- BIMTECH and Akash Singh and Ajay Arora	AIC-BIMTECH
2	2-Jun-20	Mentor Session on Communications 101	Mr. Abhinav Singh Rawat,	AIC-BIMTECH
3	3-Jun-20	Mentor Session on Idea Validation	Dr. Abha Rishi	AIC-BIMTECH
4	5-Jun-20	Mentor Sesion on Metrics Setting	Team AIC- BIMTECH	AIC-BIMTECH
5	8-Jun-20	Mentor Sesion on Getting your first customer	Mr. Ashutosh Burnwal	AIC-BIMTECH
6	9-Jun-20	Mentor Sesion on Fundamentals of choosing the business organisation for your startup	Mr Ravi Bhushan Shorewala	AIC-BIMTECH
7	10-Jun-20	Mentor Sesion on Laws and compliances around incorporation - 1	Mr. Syed Asif Iqbal	AIC-BIMTECH
8	11-Jun-20	Mentor Sesion on Laws and compliances around incorporation - 2	Mr. Syed Asif Iqbal	AIC-BIMTECH
9	12-Jun-20	Mentor Sesion on Open House on Legal and Documentation	Mr. Amit Vats	AIC-BIMTECH
10	15-Jun-20	Mentor Sesion on Introduction to Business communication (Internal & External)	Dr Sangeeta Shukla	AIC-BIMTECH
11	16-Jun-20	Mentor Sesion on What is the Story of your Business	Dr Sangeeta Shukla	AIC-BIMTECH
12	17-Jun-20	Mentor Sesion on How Marketing works	Prof Dhruva Chak	AIC-BIMTECH
13	18-Jun-20	Mentor Sesion on Necessity of Digital presence and its management	Mr. Abhinav Singh Rawat	AIC-BIMTECH
14	19-Jun-20	Mentor Session on How to leverage Social Media for your Marketing	Mr. Ishu Bansal	AIC-BIMTECH
15	22-Jun-20	Mentor Session on Value Proposition	Prof AV Shukla	AIC-BIMTECH
16	23-Jun-20	Mentor Session on SWOT Analysis	Prof Mohd. Akbar	AIC-BIMTECH
17	24-Jun-20	Mentor Session on Understanding Design Thinking Process	Dr. Nimisha Singh	AIC-BIMTECH
18	25-Jun-20	Mentor Session on Branding and customer delight	Prof AV Shukla	AIC-BIMTECH
19	26-Jun-20	Mentor Session on How to create brand presence on Social Media	Mr. Shaurya Garg	AIC-BIMTECH
20	30-Jun-20	Mentor Session on 'Focus on . Start-up Business Model'	Mr. Maneesh Srivastava	AIC-BIMTECH
21	1-Jul-20	Mentor Session on 'Basic Accounting terms and rules'.	Prof. Arindam Banerjee	AIC-BIMTECH
22	2-Jul-20	Mentor Session on "Financial Statements - Reflections of Cash Burn"	Prof. Ankur Kulshrestha	AIC-BIMTECH
23	3-Jul-20	Mentor Session on 'Fundamentals of Finance and Cash Flow'	Mr. Amit Singal	AIC-BIMTECH
24	6-Jul-20	Mentor Session on 'Vision and Goal settings for strategy'	Ms. Sonal Agarwal	AIC-BIMTECH
25	7-Jul-20	Mentor Session on 'Building an effective organization'	Mr. Gagan Ghai	AIC-BIMTECH
26	8-Jul-20	Mentor Session on 'The Power of personal Branding and leadership'	Mr. Ravi Ranjan	AIC-BIMTECH
27	9-Jul-20	Mentor Session on 'Mentor Session on 'Motivation and Founder Team ''	Mr. Anshuman Srivastava	AIC-BIMTECH
28	10-Jul-20	Mentor Session on 'Mentor Session on ' How to create developing effective relationships with stakeholders'	Mr. Ishu Bansal	AIC-BIMTECH

Sr No.	Date	Event Description	Speakers/Coordinator	Venue
29	13-Jul-20	Raising Venture Capital for Serious Entrepreneurs	Ms. Sonal Aggrawal Bali	AIC-BIMTECH
30	14-Jul-20	Mindset of an Investor	Mr.Karanbir Singh Bhatia	AIC-BIMTECH
31	15-Jul-20	How to Pitch Idea to an Investor	Mr. Amit Singal	AIC-BIMTECH
32	16-Jul-20	Motivation and Founder Team	Mr.Bibin Babu	AIC-BIMTECH
33	17-Jul-20	Term sheet structuring/Negotiation	Mr. Saurabh Lahoti	AIC-BIMTECH
34	20-Jul-20	True idea of branding and why people buy brands	Ms. Aparajita Prasad	AIC-BIMTECH
35	21-Jul-20	Real value of your product	Team AIC-BIMTECH	AIC-BIMTECH
36	22-Jul-20	Brand personality build relationship with customers	Mr. Shivam Ahuja	AIC-BIMTECH
37	23-Jul-20	Style your brand like a Pro	Mr. Harsh Desuer	AIC-BIMTECH
38	24-Jul-20	Working on Pitch	Mr. Abhinav Singh Rawat	AIC-BIMTECH
39	27-Jul-20	Financial Reporting	Team AIC-BIMTECH	AIC-BIMTECH
40	28-Jul-20	Tax Obligations, GST Implications	Team AIC-BIMTECH	AIC-BIMTECH
41	29-Jul-20	Revenue Model	Team AIC-BIMTECH	AIC-BIMTECH
42	30-Jul-20	Budgeting Process	Team AIC-BIMTECH	AIC-BIMTECH
43	31-Jul-20	Financial Plan	Team AIC-BIMTECH	AIC-BIMTECH
44	3-Aug-20	Investor Session - 1	Mr. Sudip Bhattacharya	AIC-BIMTECH
45	4-Aug-20	Investor Session - 2	Team AIC- BIMTECH	AIC-BIMTECH
46	5-Aug-20	What Investors look into Start-up for Funding	Mr.Abhishek Agarwal	AIC-BIMTECH
47	6-Aug-20	Investor Session - 4	Team AIC- BIMTECH	AIC-BIMTECH
48	7-Aug-20	Investor Session - 5	Team AIC- BIMTECH	AIC-BIMTECH
49	10-Aug-20	Individual Pitching (3 groups)	Team AIC- BIMTECH	AIC-BIMTECH
50	11-Aug-20	Individual Pitching (3 groups)	Team AIC- BIMTECH	AIC-BIMTECH
51	12-Aug-20	Individual Pitching (3 groups)	Team AIC- BIMTECH	AIC-BIMTECH
52	13-Aug-20	Individual Pitching (3 groups)	Team AIC- BIMTECH	AIC-BIMTECH
53	14-Aug-20	Individual Pitching (3 groups)	Team AIC- BIMTECH	AIC-BIMTECH

Zero Fee Program



**KHOJ PROGRAM**



3 Months Duration | Virtual Program | Sector Agnostic | Ideation Stage Startups

- ▶ Virtual Program for Ideation Stage Startups
- ▶ Business & Product Guidance
- ▶ Roadmap to Prototype and Pilot Stage

- ▶ Free Company Registration and DIPP Registration
- ▶ Incubatee Partner Benefits worth of INR 8.25 CR
- ▶ Become a Part of the Alum Network of the Organization

Cohort starts from 15th September 2020

Registration open till 15th August 2020:

For queries, contact at: +91 9560887143, anilsingh@aicbimtech.com <https://www.f6s.com/aicbimtech17/apply>

# Our Special Thanks

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

