Nov 2024

TECH की बात

IIT KANPUR

INCUBATION AND INNOVATION IIT KANPUR

STARTUP INCUBATION AND INNOVATION CENTRE IIT KANPUR

VOLUME 3

Edition - 11

Defence Startup Showcase: Innovating to Secure the Nation

Mr. Tarun Bhargava

Strategy, Planning, Financing, Governance,
Risk, Cash Flow Management.

Building a Robust Organization

While the terms "company," "business," and "organization" are often used interchangeably, they carry distinct connotations. A company is a legal entity established to conduct business activities. Business refers to these commercial activities themselves. An organization encompasses all the elements necessary to support and facilitate the business, primarily people and processes.

Key Elements of a Strong Organization:

☑ **People and Culture:** A shared purpose, strong values, and a positive culture are fundamental to building a cohesive and motivated workforce.

☑ **Structure and Roles:** A clear organizational structure, defined roles, and reporting relationships are essential for efficient operations.
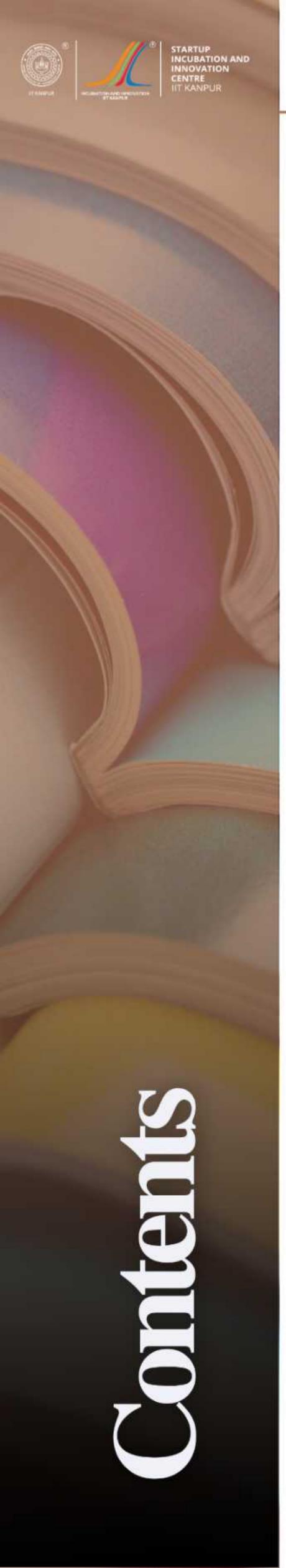
☑ **Processes and Systems:** Well-defined processes and robust information systems streamline workflows and ensure accountability.

☑ **Talent Management:** Recruiting, developing, and retaining top talent is crucial for long-term organizational success.

A successful organization is dynamic and adaptable, capable of evolving to meet changing business needs. Strong leadership is essential to guide the organization and inspire its people. By prioritizing these key elements, businesses can build solid foundations for growth and sustainability.

Contents

Monthly Timeline

2nd November 24

SIIC, IIT Kanpur signed an MoU with the Small Industries Development Bank of India (SIDBI) to enhance innovation in the defence sector. SIDBI will establish a specialized fund for startups in defence technologies associated with SIIC. This collaboration aims to strengthen India's defence innovation ecosystem and promote self-reliance in the sector.

2nd November 24

SIIC, IIT Kanpur signed an MoU with Chhatrapati Shahu Ji Maharaj University Innovation Foundation to foster cooperation in nurturing technology-driven startups. The partnership aims to incubate promising startups and provide strategic support and mentorship to entrepreneurs.

8th November 24

SIIC, IIT Kanpur, signed an MoU with Gramshree- Women Empowerment. This partnership aims to promote innovation and entrepreneurship among marginalized women and grassroots organizations. The focus will be on enhancing creativity and leadership skills, supporting business development, providing mentorship for startups in Tier 2 and Tier 3 cities, and facilitating skill upgrades.

10th November 24

SIIC, IIT Kanpur, signed an MoU under Operation Dronagiri, an initiative to leverage geospatial data to tackle critical challenges in alignment with the National Geospatial Policy. This collaboration will utilize advanced geospatial tools to solve real-world issues and promote innovation in the geospatial ecosystem, contributing to India's leadership in this field and supporting national development.
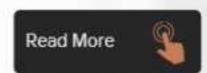
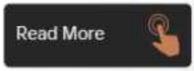STARTUP INCUBATION AND INNOVATION CENTRE IIT KANPUR

Program
Highlights

On 19th October, SIIC, IIT Kanpur organized a successful outreach event for the DST-NIDHI MedTech CoE at CSJMU, Kanpur, in collaboration with the School of Life Sciences & Biotechnology and CSJM Innovation Foundation. Key speakers, including Dr. Shilpa Kaistha, Prof. Varsha Gupta, and Dr. Deepti Chugh, highlighted IIT Kanpur's MedTech ecosystem, showcasing facilities and funding opportunities for startups. The event inspired students to explore entrepreneurial ventures in the MedTech sector.

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The Indian Institute of Technology Kanpur celebrated its 65th Foundation Day on 2nd November with a Defence Startup Showcase organized by the Startup Incubation and Innovation Centre (SIIC). The event featured 23 startups showcasing cutting-edge advancements in defence technology. Honorable Raksha Mantri Shri Rajnath Singh, the Chief Guest, toured the exhibition, interacted with startup founders, and praised their contributions to national security. Dr. Samir Kamat from DRDO announced sanction letters for six projects, while the iDEX-DIO team conducted an outreach session for DISC 12 and Aditi 2.0, further fostering innovation in defence.
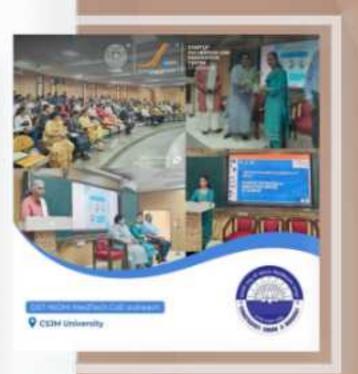
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On 7th November, 30 students from Kanpur's top schools visited IIT Kanpur's Startup Innovation and Incubation Centre (SIIC) to honor Nobel laureate Dr. C.V. Raman. The tour, led by SIIC representatives, showcased the startup ecosystem, VU-DYNAMICS' flight lab, and the Imagineering Lab, blending theoretical physics with practical innovation. The visit aimed to inspire young minds toward science and entrepreneurship.

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The CITI Social Innovation Lab 2.0 launched a 3-day residential workshop on 11th November at IIT Kanpur's Noida Outreach Center, gathering 75 trailblazing startups in Cleantech and Agritech. Key sessions included insights on technical validation and sustainability certifications by Mr. Vikas Mishra (Evergreen Innovation Platform) and Dr. Charu Jain (TUV Rheinland Group). Notable speakers like Mr. Amrendra Singh (DeHaat), Mr. Amit Shukla (Empower Panchayat), and Ms. Sukanya Dikshit (SRI-TBI) shared perspectives on resilience, growth, and deep tech validation. Ms. Rashmie Pathak (LetsVenture) led a session on pitching tactics, culminating in an engaging Q&A with Mr. Hemendra Mathur (ThinkAg) and Bharat Innovation Fund.

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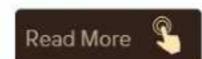
LCB Fertilizers

has joined hands with ICAR-Indian Institute of Pulses Research (IIPR), Kanpur,to promote eco-friendly farming through bio-decomposers, bio-fertilizers, and nano-technology. This initiative aims to manage crop residues and reduce herbicides, aligning with India's "Waste to Wealth" vision by transforming crop residues into valuable resources using microbial consortia and organic materials.

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Cybersecurity Startups

SIIC, IIT Kanpur, and C3i Hub launched products from six innovative cybersecurity startups—SecureDApp, Hommi, Level 7 Infosec Pvt. Ltd., Cyber Chakra Technology, Ansh Tech Labs, and xIoTz Private Limited—at the Conference on Emerging Trends in Cybersecurity. These companies showcased solutions in blockchain security, smart home protection, threat intelligence, forensic data acquisition, open-source intelligence, and extended operations.

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Kaffa Kuwwa Innovations

won the "Best Product & Stall" award at StartUp Expo 2024, sponsored by NABARD - National Bank for Agriculture and Rural Development. This Environmental Conservation Manufacturing startup is pioneering green technology by converting spent coffee beans into sustainable products, driving innovation in environmental sustainability.

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Apeiro Energy

was recognized by Gujarat's Chief Minister, Shri Bhupendra Patel, as an emerging player in Renewable Energy at the "Developed India 2047: Energized Gujarat" event in Gandhinagar. Other notable attendees included Finance Minister Shri Kanubhai Desai and Shri S.J. Haider, Additional Secretary of the Department of Energy and Petrochemicals.

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Best Tableau Design

IIT Kanpur secured second prize for Best Tableau Design in a competition organized by Kanpur Nagar Nigam and Amar Ujala as part of Independence Day celebrations. The winning tableau, designed by SIIC, featured innovative technologies from four IIT Kanpur-incubated startups: Lenek Technologies, Medantrik®, xTerra Robotics, and EndureAir Systems Pvt. Ltd.

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ScaNxt Scientific Technologies

has licensed a novel "Soil Nutrient Sensing Device" developed by Prof. Jayant Kumar Singh and his team from the Department of Chemical Engineering, IIT Kanpur. The portable, smartphone-compatible device analyzes multiple soil parameters in real-time without chemicals, storing data on a cloud server. It is powered for up to 100 tests on a single charge.

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PIONEERS OF INNOVATIONS

TECH VIEW
Pioneers of Innovation

Click Here To Watch Full Video

Srikant Sastri

This month, we are launching TechView: Pioneers of Innovation, a new podcast series that delves deep into the minds of trailblazers who laid the foundation of India's innovation ecosystem. At a time when the startup culture in India was virtually unheard of, these visionaries dared to dream big, paving the way for the vibrant ecosystem we see today.

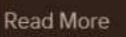In our inaugural episode, we hosted Mr. Srikant Shastri, a seasoned entrepreneur, mentor, and co-founder of Crayon Data. With over 30 years of experience, including building and selling startups to European giants, Mr. Shastri shared his journey and pivotal insights. Joined by Professor Amitabh Bandopadhyay of IIT Kanpur, co-author of their best-selling book Ventilator Project, they explored the challenges and triumphs of early entrepreneurship in India. Read highlights from this engaging conversation below!

AB: Srikant, you've been a prominent voice in India's innovation ecosystem, championing startup culture through initiatives like Chalo Startup. What drives your mission, and why is promoting startups so important to you?

Srikant Sastri (SS): I began evangelizing entrepreneurship because I believe startups are critical to India's economic growth. Startups not only bring innovative products and services to market but also create jobs at an impressive scale. In 2017, I analyzed job creation efficiency by calculating jobs per crore of capital deployed across sectors. Large manufacturing conglomerates generated less than one job per crore, while private sector service companies created 4 to 10 jobs. Startups, however, often surpassed 10 and, in some cases, reached 30-40 jobs per crore. This insight highlighted the immense potential of startups in addressing India's job creation challenge, inspiring me to dedicate my time and experience to promoting entrepreneurship.

AB: Why do you believe India has the potential to become a global startup hub, and how can startups leverage both simple solutions and advanced technology to address these issues?

Srikant Sastri (SS): India has immense potential to become a global startup hub because every problem is an opportunity for innovation. For example, startups like PeeBuddy solve everyday issues with simple innovations —a disposable cardboard device that enables women to stand and pee, addressing the lack of clean public toilets. On the other hand, Beatoven.ai uses cutting-edge AI technology to create affordable, customizable music, making professional-quality compositions accessible to everyone. These examples show that innovation in India spans from simple, resourceful ideas to advanced tech solutions, both crucial for addressing the country's unique challenges.

AB: What do you think are the most important deliverables for an incubator, given your experience with leading incubators like IIM Calcutta Innovation Park, Venture Center, and SIIC IIT Kanpur?

SS: High-quality incubators in India are still rare despite significant government support over the years. A good incubator goes beyond basic co-working spaces or channeling government funding. It provides critical infrastructure, such as labs and prototyping facilities, particularly for tech startups. Additionally, effective mentoring is crucial. While some incubators, like SIIC, Venture Center, and IIM Calcutta Innovation Park, excel in these areas, there's still room for improvement in consistently delivering high-quality mentorship across the ecosystem.

AB: How can incubators ensure scalable, high-quality mentoring for all startups?

SS: Mentorship is the ultimate shortcut to success for startups, much like a 'kunji' used by students—a concise guide that distills decades of experience into actionable insights. A great mentor brings invaluable guidance, helping startups navigate challenges, accelerate growth, and avoid costly mistakes.

However, many Indian startups hesitate to embrace mentorship, often being overly possessive about equity. It's important to understand that sharing equity with the right mentor can exponentially enhance a startup's potential. Owning 40% of a 1000-crore company is far more rewarding than 100% of a 10-crore one. Embracing mentorship is an investment in growth and success.

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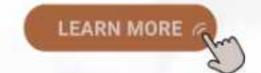# Upcoming

Grants/Events/Workshops

Operation Dronagiri

Last date: 20th December 2024

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AIIDE-CoE

Last date: 20th December 2024

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Citi SIL

Last date: 28th December 2024

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CSR

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infoedge · CUGL Central U.P. Gas Limited · MCX METAL & ENERGY Trade with Trust

citi · CAPRI GLOBAL CAPITAL LIMITED · आर ई सी REC

ETS·LINDGREN An ESCO Technologies Company · standard chartered · The Consumer Goods FORUM

NTT DATA · Ansys · DANA · GREEN GAS LIMITED

NATIONAL INFORMATICS CENTRE NICSI SERVICES INCORPORATED · SKODA | VOLKSWAGEN

Boehringer Ingelheim · SAFEXPRESS Distribution Redefined · PREMJI INVEST

FUNDING & MONITORING

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Ministry of Housing and Urban Affairs Government of India · बाइरैक birac Biotechnology Industry Research Assistance Council · NIDHI by DST Entrepreneur-in-Residence Powered by Venture Center

GOVERNMENT OF UTTAR PRADESH · UP START IN UP A Government of UP Initiative · ICMR INDIAN COUNCIL OF MEDICAL RESEARCH

iDEX Innovations for Defence Excellence · SIDAC · sidbi

· MeitY Startup Hub · SBI ·

KNOWLEDGE

futureskills prime A MeitY - NASSCOM Digital Skilling Initiative · DWIH New Delhi Land of Ideas

AI ENABLEMENT

PELTARION

INDUSTRY

FICCI · · AIMED Encouraging Responsible Manufacturing Association of Indian Medical Device Industry

INTERNATIONAL

iit STARTUPS · Singapore Indian Chamber of Commerce & Industry · MEET VENTURES

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NH Narayana Health Health for all. All for health.

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