

Oct 2024

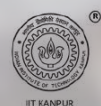
# TECH की बात



Volume 3

Edition - 10

Cleanliness is a service to all



STARTUP  
INCUBATION AND  
INNOVATION  
CENTRE  
IIT KANPUR

# Mentor MANTRA



Mr. Tarun Bhargava

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

## Managing Business and Organisation

Founders often start with a deep domain understanding and a hands-on approach. They build products, market, sell, interact with customers, and manage operations. However, as a startup grows, the founders may need more time to handle the increasing workload. This is where the decision to insource or outsource becomes crucial.

While it's generally advisable to outsource non-core activities, the extent of outsourcing depends on factors like cash flow, anticipated funding, and the probability of achieving milestones. It's essential to make objective decisions based on facts, not emotions. Having multiple founders and seeking advice from experienced professionals can help ensure sound judgment.

Effective management requires understanding key performance indicators (KPIs) and using them to drive desired outcomes. A well-defined plan, including KPIs, milestones, and action items, is essential for guiding the business. Regular updates and revisions to the plan are crucial as the business evolves.



Ensure team members are invested in achieving KPIs and use investor commitments to guide milestones and actions.



Create a comprehensive plan with profit and loss, balance sheet, and cash flow projections.



Regularly update and revise the plan according to changing circumstances.



Maintain strong relationships with stakeholders and gather feedback from product development, sales, and customers.



Identify potential risks and develop mitigation strategies.

Delegation is key to scaling a startup. Assign tasks to the right people, provide clear roles and responsibilities, and conduct regular reviews. Remember, authority can be delegated, but accountability cannot. Integrating the team through a well-defined plan and action items will keep everyone aligned towards the business objectives. Consider forming an advisory board and holding regular review meetings to get valuable input. Formal board meetings can help keep the business on track and make necessary course corrections. Don't hesitate to hire experts as needed. By effectively balancing doing and delegating, founders can focus on strategic initiatives while building a strong and sustainable startup.

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New startups with novel and innovative technologies have been incubated at SIIC, IIT Kanpur during October. Read on to learn about the startups.

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Take a deeper look into the exhilarating developments within the thriving SIIC-IIT Kanpur ecosystem throughout the month.

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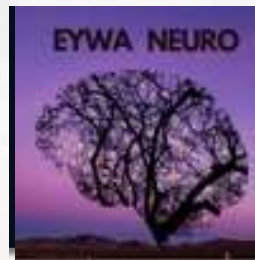


# NEW INCUBATION



## SOLVO CELLTECH

Founded by Sudarshan Narayanan and Jaspreet Kaur, Solvo Celltech operates within the metal and minerals industry. The company's primary business involves the manufacture and sale of anode, cathode, and electrolyte materials for lithium-ion and sodium-ion batteries, utilizing proprietary processes and technology developed in-house.



## EYWA NEURO

Founded by Arjun Ramakrishnan And Kaustubh Deshpande, Eywa Neuro develops and tests processes such as Polyimide Manufacturing, Polyimide Microelectrodes, and Custom Printed Circuit Boards for ECoG or EMG applications. They also perform microfabrication research and aim to create a neuro-connected future using MEMS technology and ultra-flexible polymer thin films for biocompatible neural microelectrodes.



## ANANANT SYSTEMS

Founded by Vinod Kumar Tarun and Sarita Singh, Ananant Systems aims to establish a leading semiconductor and wireless systems company in India, addressing the rising demand for advanced connectivity, computing, and security in 5G and 6G infrastructure. They are developing a chipset-based, highly scalable software-defined modem for 5G and 6G base station deployments. Their offerings include chip design, semiconductor products, software, and systems developed and owned in India.

# MONTHLY TIMELINE

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21st September 24



The Startup Incubation and Innovation Centre (SIIC), IIT Kanpur and the IIM Calcutta Innovation Park signed a Memorandum of Understanding (MoU) to foster innovation and entrepreneurship. The MoU, signed by Prof. Deepu Philip (SIIC) and Mr. Subhrangshu Sanyal (IIMCIP), aims to strengthen collaboration between the two institutions in supporting startup growth. The ceremony was attended by representatives from both institutions. This partnership seeks to create a dynamic ecosystem for nurturing startups and driving impactful innovation and entrepreneurship.

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# PROGRAM

## HIGHLIGHTS



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SIIC IIT Kanpur concluded a successful hybrid-mode GeM Workshop at IIT Kanpur's Noida Outreach Center, held on September 19, 2024, at IIT Kanpur's Noida Outreach Center. A key highlight of the event was the live registration of a startup on the GeM portal, showcasing the platform's accessibility and potential for business growth.

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On September 24, SIIC IIT Kanpur hosted a workshop on the Basics of Angel Investment. Moderated by Ms. Vatsala Khare and featuring Mr. Amit Shukla, Founder and MD of EasyGov, the session provided valuable insights into investor expectations, preparation strategies, and common pitfalls. The workshop aims to equip entrepreneurs with the knowledge and confidence to successfully navigate the angel investment landscape.

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On September 25, 2024, four SIIC-incubated startups, supported by the Department of IT and Electronics, Government of Uttar Pradesh (UPLC), showcased their products at the UP International Trade Show 2024. The participating startups included EndureAir, Life and Limb, Simdaas Autonomy, and Gudhgrams. EndureAir and Life and Limb had the opportunity to present their products to the Minister of IT and Electronics, Shri Sunil Kumar Sharma, and the Minister of MSME, Shri Rakesh Kumar Sachan. Both the startups and SIIC were commended for their significant contributions to the startup ecosystem.

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SIIC IIT Kanpur successfully hosted a hands-on CAD design workshop for MedTech Startups. The event, held on September 26th at the Startup Incubation and Innovation Centre, IIT Kanpur, featured a comprehensive overview of engineering drawings and practical demonstrations using AutoDesk Inventor. Participants from the SIB SHInE Biodesign program and the wider medtech community were enthusiastic about the workshop, gaining valuable insights and inspiration for their innovative projects.

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To mark the 10th anniversary of the Swachh Bharat Mission, SIIC, IIT Kanpur joined the Swachhata Hi Seva 2024 campaign on October 1, 2024. With the theme "Swabhav Swachhata, Sanskaar Swachhata," teams from IIT Kanpur's campus and Noida Outreach Center came together to clean the campus, reaffirming SIIC's dedication to a cleaner and healthier India.

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# PROGRAM

## HIGHLIGHTS



On October 2, 2024, SIIC, IIT Kanpur celebrated the 10th anniversary of Swachh Bharat at Vigyan Bhawan, New Delhi. The event, hosted by the Ministries of Jal Shakti and Housing and Urban Affairs, was attended by PM Narendra Modi and other dignitaries. PM Modi highlighted the importance of sustainability-focused startups. SIIC reaffirmed its commitment to driving innovation for a cleaner, sustainable India, aligning with the Swachh Bharat vision.

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Cybersecurity Awareness Month was celebrated in October with a successful social media campaign that garnered significant engagement. Highlights included expert insights from Prof. Sandeep Shukla on IIT Kanpur's cybersecurity innovations, testimonials from notable startups such as Cyethack and Treacle, and coverage of product launches at the Conference on Emerging Trends in Cybersecurity (CCETC 2024).

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SIIC, IIT Kanpur, showcased innovative solutions from seven startups at the India Mobile Congress (IMC) 2024 in New Delhi (October 15-18). Supported by the Department of IT and Electronics, Govt. of UP, the startups—Sunmint Energy, Cyethack Solutions, Brela, PreDoc.ai, Quiestech.ai, Esniff Devices, and Hacklab Solutions—demonstrated advancements in AI, 5G, IoT, and electronics manufacturing, highlighting their potential to transform industries and improve lives. The event fostered valuable industry connections and collaborations, aiding the startups' growth.

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From October 14 to 16, SIIC IIT Kanpur successfully hosted a three-day workshop titled "Additive Manufacturing: Unlocking Entrepreneurial Opportunities." The event featured esteemed guests and industry experts who shared valuable insights. Notable speakers included Prof. Niraj Sinha, Mr. Faraz Farooqui, Dr. Vinay Krishna, Shri Dinesh Tiwari, and Dr. G.D. Agrawal, all of whom contributed to an enriching experience for the participants.

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### APEIRO ENERGY

was highlighted in the "Up and Coming" section of Renewable Watch Magazine in its September issue. The article discusses our future development plans and features our recent project: the 10 kW "iWind Hygrid" wind-solar hybrid community microgrid, which powers a small village of 110 people near Mumbai, Maharashtra.

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### ROYAL BENGAL GREENTECH

has secured the second runner-up position at the Grand Idea Hunt, Nurture Cohort 2, powered by Maruti Suzuki India Limited and IIM Calcutta Innovation Park. Their patented innovations, Bhavisya Plast and GREEZY/GREEZOL, have been recognized for their potential to revolutionize sustainability in the automotive industry, offering cost-effective and eco-friendly alternatives to traditional materials.

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### ARC ROBOTICS

is part of UNICEF's "Summit of Our Future" campaign. The company is leveraging its advanced robotic technology to automate the cleaning of streets, sewers, and landfills, contributing to global efforts aimed at creating an inclusive, equitable, and open digital future. This recognition underscores their innovative solutions for developing cleaner and smarter cities.

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### GENESIS SCHEME

SIIC is part of the GENESIS scheme by the Ministry of Electronics and Information Technology, which supports startups and drives technological advancements in Uttar Pradesh. This initiative aims to discover, support, and accelerate startups in India's Tier 2 and Tier 3 cities. SIIC will play a crucial role in fostering startups and enhancing the growth of India's digital ecosystem in the northern regions.

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### FRUVETECH

a leading agri-tech startup, has partnered with Milky Mist Dairy to introduce "Quadmastest," a reagent-free device for mastitis detection. This innovative solution is a significant step towards improving mastitis management in the dairy industry. Chimertech is dedicated to developing sustainable solutions for the dairy sector, and this collaboration demonstrates our commitment to leveraging technology to address real-world challenges faced by farmers.

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## INNOVATORS

Se Baat

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Full Video](#)

### SCALLIGENT TECHNOLOGIES

Scalligent Technologies, an IIT Kanpur-incubated fintech company, delivers innovative solutions for the financial services industry, with expertise in digital onboarding, KYC processes, and image processing for the Banking, Financial Services, and Insurance (BFSI) sector. By harnessing machine learning and artificial intelligence, Scalligent tackles critical customer challenges, enhancing security, efficiency, and user experience. Driven by a commitment to innovation and a customer-centered approach, the company is setting new standards in the BFSI landscape, helping businesses streamline operations and achieve a competitive edge in financial technology.

In this interview, we spoke with co-founder Mr. Gaurav Singh about how Scalligent is shaping the future of BFSI and empowering businesses to thrive in a fast-evolving market.

**SIIC:** What unique value does your startup offer?

Gaurav Singh (GS): Our primary focus is addressing the banking sector's challenge of unstructured customer data. Our solution improves digital and physical onboarding processes, ensuring that data is clear, readable, and compliant with regulatory standards. Our machine-learning algorithms not only make customer data legible but also help banks avoid penalties related to incomplete KYC compliance. By streamlining data handling, we aim to reduce customer churn and enhance operational efficiency.

**SIIC:** How do you ensure data security while handling sensitive KYC information?

GS: We prioritize data security by implementing on-premise solutions, where all data processing happens within the client's infrastructure. This approach minimizes risks, and as we scale, we're working on obtaining certifications to expand our security capabilities for future cloud-based services.

**SIIC:** What advice do you give tech entrepreneurs starting ventures without industry experience?

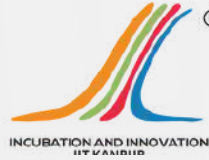
GS: A clear, genuine problem statement is key. Focus on a tangible issue and understand its scope—whether you're solving a minor part of the problem or addressing the core. It's crucial not to overcomplicate your initial concept. Start with a viable solution and refine it as you grow, leveraging customer feedback. Remember, simplicity can be powerful, as demonstrated by companies like Dropbox, which addressed one fundamental need very well.

**SIIC:** Can you share your thoughts on work-from-home versus office-based work for startups?

GS: Work-from-home can be highly effective for experienced employees who are self-directed. However, for newer developers, in-person collaboration can be crucial for timely communication and hands-on learning. In an office, employees can immediately share challenges and receive guidance, fostering a more cohesive learning environment. Thus, while remote work offers flexibility, balancing it with office time, especially for junior staff, can support growth and productivity.

“A genuine problem statement is key—  
it's not about complexity, but about  
making a real impact”

.....Gaurav Singh



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# UPCOMING

## GRANTS/EVENTS/WORKSHOPS



ASEAN-INDIA  
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FESTIVAL 2024

**28th-30th November 2024**

# ENABLERS

## CSR



## FUNDING & MONITORING



## KNOWLEDGE



## AI



## INDUSTRY



## INTERNATIONAL



## SERVICE



## CLINICAL





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