STARTUP
INCUBATION AND
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CENTRE
IIT KANPUR

DECEMBER 2025
TECH की
बात

SIL Demo Day Connects 100+ Startups
with Mentors and Investors

Mentor
MANTRA

Prachi Jain

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Prachi Jain is a CA, CS & LLB with over 20 years of experience across private equity, venture capital, and entrepreneurship. Having operated both as an investor and a founder, she brings a rare, execution-led perspective on what truly drives successful fundraising and long-term value creation.

Beyond the Cheque: What Investors Value & Why Valuation Isn't the Finish Line

Fundraising is less about proving what exists today and more about demonstrating what can be built tomorrow. While founders often chase the investor's "yes," data shows that nearly 65% of funded startups fail due to execution and governance gaps, not lack of capital. Funding is only the starting line.

Investors do not expect flawless journeys. Studies indicate that founders who demonstrate adaptability and learning are 3x more likely to secure follow-on funding than those who project perfection. The strongest founders are those who deeply understand the problem—startups founded by domain experts are 2.5x more likely to scale sustainably.

Profitability may not be immediate, but clarity is non-negotiable. Investors prioritise realistic unit economics; companies with clear CAC–LTV alignment raise capital 40% faster than those with aggressive projections.

High valuations may appear like success, yet overvalued startups face a 30–40% higher risk of down rounds. Valuation reflects belief, not proof. Execution builds credibility. Legacy is written in delivery, not decks.

☑ Key Takeaways For Founders To Thrive in the Startup Ecosystem

- Investors back founders who learn fast, adapt quickly, and own mistakes.
- Solving real customer problems outperforms chasing valuation.
- Sustainable businesses create value; hype only inflates numbers.
- Early governance improves investor confidence and longevity.
- Valuation opens doors, but execution builds legacy.
- When numbers, values, and vision align, funding follows—because investors ultimately bet on you, not just the product.

CONTENTS

NEW INCUBATION

TANPRISH DYNAMICS

TanPrish Dynamics is a MedTech startup developing affordable, AI-enabled solutions for early cervical cancer detection. Founded by Mr. Abhay Dwivedi and Ms. Anamika Mishra Pandey, the company leverages 3D printing and its flagship platform ColpAI to enable accurate, cost-effective screening through guided self-collection and AI-driven diagnostics, particularly for resource-limited settings.

DIBBI WORK

Dibbi Work is focused on building inclusive assistive solutions for persons with visual and severe impairments. Founded by Mr. Divyanshu Garg and Mr. Apoorv Garg, the company is developing an interactive, AI-enabled smart jacket designed to support independent living by enhancing spatial awareness and mobility, while prioritising dignity and seamless user experience.

KARKY DESIGNS

Karky Designs is an education and sustainability-focused startup transforming classroom learning into real-world impact through hands-on sustainability games and an AI-driven conservation platform. Founded by Ms. Silky Gupta and Mr. Karthikeyan Kannan, the company seeks to empower the next generation with practical skills and tools to drive environmental awareness and build a more sustainable future.

DHAVAJA RESEARCH AND INNOVATION LABS

Dhavaja Research and Innovation Labs is a defence technology startup developing an indigenous Nano Drone Personal Reconnaissance System (PRS) for high-risk operational environments. Founded by Mr. Abhijit Das and Mr. Abhinav Sharma, the solution enhances situational awareness through covert monitoring, threat detection, and intelligence gathering, reducing personnel risk and foreign dependency in critical defence technologies.

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MONTHLY TIMELINE

24 November 25

On 24 November 2025, the 5G/6G Centre of Excellence (CoE) at SIIC IIT Kanpur, supported by Start in UP, Government of Uttar Pradesh, formalised a collaboration with Tech Mahindra to advance industry–academia engagement in next-generation telecom technologies. The MoU was exchanged between Prof. Deepu Philip, Professor-in-Charge, SIIC IIT Kanpur, and Mr. Sandeep Sharma, Head of Emerging Technologies (Network Services), Tech Mahindra.
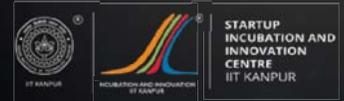
25 November 25

On 25 November 2025, the Startup Incubation and Innovation Centre (SIIC), IIT Kanpur formalised a strategic collaboration with Oil and Natural Gas Corporation Limited (ONGC). The partnership aims to strengthen India's deeptech–energy startup ecosystem by providing innovators access to mentorship, industry opportunities and capital support.

PROGRAM
HIGHLIGHTS

On 24 November, the Social Innovation Lab, a CSR initiative by Citi India in collaboration with IIT Kanpur, hosted its Startup Showcase & Demo Day at Taj Vivanta, New Delhi. The event marked SIL's first in-person Mentors' Meet, convening Citi India's leadership alongside 44 industry and academic experts from IIT Kanpur. Over 100 Agritech and Cleantech startups participated in the Startup Showcase, with 10 selected ventures pitching directly to investors. Chief Guest Shri Tokhan Sahu, Minister of State, MoHUA, underscored SIIC IIT Kanpur's role in converting innovation into scalable, real-world solutions.

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SIIC, IIT Kanpur conducted an outreach session at the School of Biotechnology, Devi Ahilya University, Indore, to create awareness about the BIRAC Biotechnology Ignition Grant (BIG) – Call 25. Led by Ms. Pooja Poonia and Ms. Shiwanshi Pandey, the session guided biotechnology students and early-stage innovators on funding opportunities of up to ₹50 lakh, the application process, and about the key elements of a strong proposal.

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Held from 7 December to 9 December 2025, SIIC, IIT Kanpur joined industry and academic leaders at the GIPSA ceremony celebrating pioneering research in India's power sector. The event was graced by Shri Samir Chandra Saxena, CMD, GRID-INDIA; Shri B.S. Murty, Director, IIT Hyderabad and senior GRID-INDIA leadership, reinforcing the importance of industry–academia collaboration in building a resilient and future-ready power ecosystem.
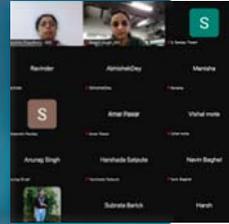
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On 4 December 2025, the Startup Incubation and Innovation Centre, IIT Kanpur, hosted the Demo Day for Operation Dronagiri, a flagship pilot initiative launched under the National Geospatial Policy 2022. Marking the culmination of a year-long acceleration programme, SIIC-incubated startups showcased advanced geospatial solutions and presented deployment roadmaps for prototype implementation in the Varanasi region.

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PROGRAM
HIGHLIGHTS

SIIC, IIT Kanpur successfully launched the first capacity-building workshop under the AMRITVA 2025–26 programme for students and faculty members of NIPER Raebareli. The inaugural session on Go-To-Market strategy for startups, led by Mr. Sanjay Banerjee, Partner at X-PM India, provided practical insights into building scalable and market-ready ventures.

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On 16 December 2025, the Telecom 5G/6G Centre of Excellence at SIIC, IIT Kanpur, supported by Start in UP, successfully organised the 5G/6G Innovation Hackathon. The event was evaluated by a distinguished jury comprising industry leaders from Tech Mahindra and Jio, along with academic expert Prof. Y. N. Singh, underscoring strong industry–academia collaboration in next-generation telecom technologies.

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From 16–18 December 2025, the MedTech Centre of Excellence at SIIC, IIT Kanpur successfully conducted a three-day hands-on MedTech Skill Development Workshop. The programme featured wet-lab modules led by Dr. Sandeep Shandilya and electronics and soldering sessions conducted by Dr. Sarvesh Sonkar, under the coordination of YPP Fellow Ms. Monishka Sharma, highlighting effective collaboration between academia, industry experts and incubation support systems.

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SIIC IIT Kanpur concluded a series of ESDP and MDP training programmes in December at the IIT Kanpur - Noida Outreach Centre, organised in collaboration with NIESBUD under the Ministry of Skill Development & Entrepreneurship (MSDE) and supported by the Ministry of MSME. The programmes included five-day workshops on Cloud Computing and Cyber Security (4 - 8 December), Solar Energy and Electric Vehicles (9 -13 December), and an advanced MDP on Data Analytics and Business Intelligence (18 - 22 December). The sessions combined expert talks, hands-on labs, and business planning modules. Dr. Neelakshi, Domain Head - CleanTech, SIIC, IITK led programme engagement and valedictory proceedings, with certificates distributed by Prof. Deepu Philip, PIC, SIIC IITK and Mr. P. K. Arora, Senior Adviser, NIESBUD.

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SUCCESS STORIES

Solvinn Medtech Selected for NSRCEL–IIM Bangalore Program

SIIC, IIT Kanpur–incubated startup Solvinn Medtech has been selected for the Healthcare Incubation Program at NSRCEL, IIM Bangalore. The startup is developing VerveFlo, a smart wearable pneumatic device for personalized compression therapy.

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Gusteau Foods Secures ₹35 Lakh Grant at IIT Bombay's Ten Minute Million

SIIC, IIT Kanpur–incubated startup Gusteau Foods Private Limited received a ₹35 lakh grant at IIT Bombay's Ten Minute Million event. The startup is developing natural, vegetable-derived food colours, advancing clean-label and sustainable solutions for the food industry.

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3R ZeroWaste Wins Top Honour at CII Waste to Worth Conference

SIIC, IIT Kanpur–incubated startup 3R ZeroWaste Private Limited won the Top of Category Award at the 10th International Conference on Waste to Worth Technologies, organised by CII. The recognition underscores the startup's contribution to circular economy solutions and its emphasis on sustainable practices that go beyond the traditional 3Rs to include Repair.

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F2DF Co-founder Earns National Recognition in CII–PwC Report

Ms. Monika Sinhmar, Co-founder of SIIC, IIT Kanpur–incubated agritech startup F2DF – Kisan ki Online Dukaan, was featured in the CII–PwC publication Inspiring Women in Innovation 2025. Her journey from grassroots engagement with Self-Help Groups to building a scalable digital platform like 'Kisan Cart' connecting farmers, FPOs and rural entrepreneurs highlights F2DF's impact in strengthening rural market access and livelihoods.

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CLUIX Pvt Ltd Wins Aarohan Social Innovation Award 2025

SIIC, IIT Kanpur–incubated cleantech startup CLUIX Pvt Ltd secured the prestigious Aarohan Social Innovation Award 2025 in the Healthcare category. The recognition includes ₹50 lakh in funding along with strategic mentorship and incubation support. The award was presented by Mrs. Sudha Murty, former Chairperson, Infosys Foundation, for CLUIX's innovation C012.

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STORIES

SIIC IIT Kanpur's Incubatee AIRTH Recognized in
The Better India's 2025 List of Innovative Startups

AIRTH Featured in The Better India's Top Impact Startups of 2025

SIIC, IIT Kanpur–incubated startup AIRTH was featured in The Better India's list of 10 Impactful Indian Startups of 2025. Founded by scientist Ravi Kaushik, AIRTH is developing science-led, cost-effective air purification solutions with proven efficacy against PM2.5, PM10, and microbes, reinforcing its mission to deliver scalable clean air solutions.

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Lenek Technologies Signs Hospital Partnership for AI Cancer Screening

SIIC, IIT Kanpur–incubated startup Lenek Technologies signed an MoU with Kamla Nehru Memorial Hospital to deploy AI-enabled cancer screening and triaging solutions. The collaboration will leverage Lenek's LIRA platform to strengthen early detection and clinical decision support.

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TanPrish Dynamics Wins ₹8 Lakh Grant at VENTURETHON-2025

SIIC, IIT Kanpur–incubated startup TanPrish Dynamics secured an ₹8 lakh grant at VENTURETHON-2025 hosted by GLA University, Mathura. Its solution ColpAI, a smartphone-based AI cervical cancer screening platform, enables early detection in rural settings without internet, attachments or specialist support.

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Noccarc Scales ICU Ventilator Deployments Nationwide

SIIC, IIT Kanpur–incubated startup Noccarc deployed its flagship ICU ventilator, Noccarc V730i, across leading hospitals including AIIMS, JIPMER and Apollo. It recently supplied 52 ventilators to Armed Forces hospitals.

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University Research Park - Research Grant Distribution by

Aparoks Tech Secures ₹27 Lakh TIDCO URP Grant

Aparoks Tech Private Limited, from the Samvardhan Design Accelerator, received a ₹27 lakh University Research Park grant from TIDCO to support high-impact research and innovation in healthcare technology.

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FARMOLOGY

In this edition of Innovators se Baat, we speak with Anup Ganguly, Founder of Farmology — an innovative agritech startup incubated at SIIC, IIT Kanpur, revolutionising sustainable farming through AI-driven soil health monitoring and precision agriculture solutions. In this conversation Mr. Anup shares how he started with a vision to empower farmers with data-backed insights that evolved into an impactful venture supported by cutting-edge research, patents and the robust incubation ecosystem at IIT Kanpur's Startup Incubation and Innovation Centre.

Himanshi Kushwaha (HK): What exactly is Farmology, and how does it help farmers?

Anup Ganguly (AG): Farmology is a fusion of farming and technology. We empower farmers with next-generation organic and biological agri-input—fertilizers and crop protection solutions derived from minerals, botanicals, and microbials—backed by a technology platform that bridges the critical information gap in agriculture. Farmers don't just need products; they need practical, day-to-day solutions for crop challenges. Through our Android app and direct support channels, we offer personalized, unbiased agronomy advice, enabling farmers to grow healthier crops sustainably while retaining the freedom to choose what works best for their fields.

HK: As an agritech founder building both physical products and a digital platform, what have been your most defining challenges, and how did you overcome them?

AG: Building trust and driving adoption of sustainable practices has been our biggest challenge. Unlike chemical inputs that deliver instant results, organic solutions take time to show impact. In the early days, convincing farmers to even pilot these products was difficult—out of 100 farmers, perhaps only 10 would try. We addressed this through grassroots engagement: farmer meetings, training campaigns, small pilots, and consistent results over multiple seasons. Technology adoption posed another hurdle, given low digital literacy and trust barriers. We initially focused on progressive, middle-aged farmers who act as local influencers, gradually building credibility through proven, actionable solutions.

HK: How does the Farmology app address the challenge of low digital literacy among small and marginal farmers?

AG: We began by engaging progressive farmers in the 20–45 age group who are more open to digital tools. Small and marginal farmers often follow these early adopters, allowing positive outcomes to spread organically within villages. The app itself is designed to be simple and intuitive, offering on-demand advice, supported by WhatsApp bots and direct helplines. While adoption takes time, we are seeing steady progress as digital familiarity continues to grow across rural India.

HK: What is your long-term vision for Farmology, and what impact do you hope to create in the coming years?

AG: Our vision is to make farming as seamless for rural India as urban apps are for city consumers. We want every farmer to use their smartphone to access personalized agronomy advice, order sustainable inputs or services, and make quick, informed crop decisions that maximize income while minimizing risk. Ultimately, we aim to accelerate the transition toward hybrid and fully sustainable agricultural practices—reducing chemical dependency, improving productivity, and building climate resilience. By automating processes and empowering the next generation of farmers, we are working toward our core belief: creating the farmers of the future.

"Focus on genuine differentiation, build deep trust with farmers and be patient."

UPCOMING
GRANTS/EVENTS/WORKSHOPS

ENABLERS

CSR

FUNDING & MONITORING

KNOWLEDGE

AI ENABLEMENT

PELTARION

INDUSTRY

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CLINICAL

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