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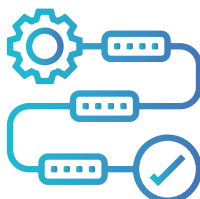
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CALIBRATING THE START-UP STORY: SALEABLE, SCALABLE, SUSTAINABLE

The Indian start-up story has become a hallmark of our buoyancy and resilience in recent years. India ranks as the world's third largest startup ecosystem and India's start-ups have been on an impressive growth trajectory. However, after a phenomenal period of growth, start-ups seem to have hit a roadblock.

Start-up funding in India **dropped by 55% in 2023 to USD 11.3 billion** as compared to **USD 25.2 billion** raised in 2022

This marks **the lowest funding since 2018** when start-ups had raised over **USD 12 billion** and had **peaked in 2021 at more than USD 38 billion**

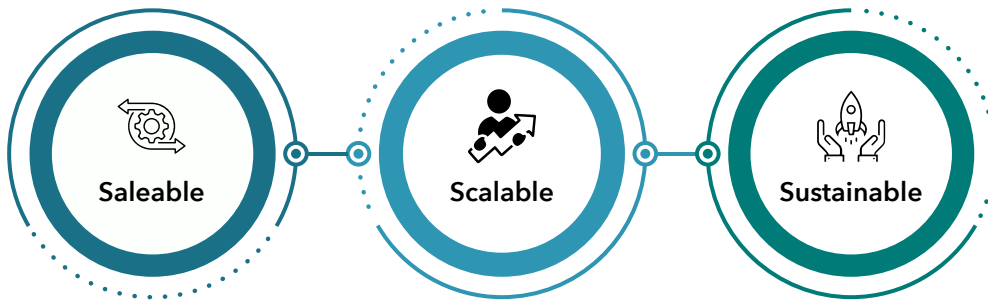
In 2023, there were **only 2 entrants in the unicorn club**, whereas a year ago in 2022, India had seen **23 new unicorns**

As part of the **Dun & Bradstreet Start-Up Trailblazers 2024** awards nomination drive, we asked more than 100 start-up founders how the funding winter has affected their operations and growth. Expectedly, **33% claimed that it had a significant impact**, while **23% believed that funding winter has had a moderate impact**. The remaining 44% conveyed that it had minor or no impact on their operations.

Following global headwinds such as rising interest rates, mounting inflation, geopolitical tensions, and tumbling tech-stocks, investors have become more cautious and selective. When we polled these entrepreneurs about the top 2 challenges they face in the current environment, expectedly, **39% of the respondents still ranked funding among the top 2 challenges**. Amidst the significant drop in funding, start-ups also cited a range of other challenges. Some of these challenges include scaling and growth concerns, talent acquisition and retentions, infrastructure issues and regulatory barriers.

Having said that, I believe that this is only a temporary phase just like any other economic cycle and the key to surviving in this business cycle is to build business models that are **saleable, scalable, and sustainable**. Even today, businesses with robust fundamentals and strong business models have been able to find good investors with big rounds of funds.

Calibrating the Start-Up Story



Saleable

At the heart of every successful start-up lies a compelling product or service that resonates with its target audience. Whether it's through innovative features, superior quality, or unmatched convenience, **being saleable is about:**

- Developing a solution that addresses a pressing market need or demand.
- Adapting your business priorities and focus areas with changing business dynamics.
- Knowing your customer's pain points and offering a value proposition that is irresistible.
- Essentially, capturing the hearts and minds of your customers.

When D&B asked start-ups across India about their priorities and focus areas for building saleable businesses in the current scenario -

- The highest number of **founders** - that is **32%** - cited '**Profitability**' as their top focus area while **21% of the respondents** said that '**Top line growth**' is considered as the most important focus area.
- 22% of the respondents called out '**Customer retention**' as one of their top two priorities.
- These priority areas take us back to the fundamentals and clearly show that as the flow of investor money is constrained, start-ups are shifting their focus from growth to profitability.



Scalable

Start-ups look to maintain their profitability while they scale up. In simple terms, scaling is the art of turning a successful start-up into a thriving enterprise. It's about replicating your initial success on a larger scale while maintaining efficiency and quality.

Scaling a start-up involves navigating a maze of decisions and strategic choices - from finances and technology to optimizing the pricing strategy, logistics and supply chain operations - all crucial for long-term success in a competitive landscape.

Maintaining a stable financial foundation was viewed as critical for expansion, with 19% of start-up citing

financial stability as an important factor for scaling up a firm. Simultaneously, the importance of investing in technology and automation was emphasized, with **19% of respondents** citing the important role of leveraging **technological advancements** to improve operational efficiency and competitiveness.

Market Differentiation was regarded critical by 14% of respondents, emphasizing the importance of providing unique value propositions to stand out in competitive markets. And 13% of respondents saw **market expansion** as a top priority. This suggests that, while market expansion is valuable, start-ups should carefully consider their priorities and resources, striking a balance between expanding into new markets and strengthening their existing foundation in terms of finances, technology, and differentiation in order to achieve long-term success.



Sustainable

Once start-ups are successful at scaling up their businesses, the next focus is on building a business that is sustainable in the long-term.

When we asked entrepreneurs about their mantra for sustainability, a significant number i.e., 25% emphasized the dual importance of focusing on **cost-efficiency** and **profitability**, as well as aligning innovation with shifting customer needs, as critical for establishing a sustainable business. This significant concurrence shows that modern **start-ups** are perceived to require a balanced approach that prioritizes not only financial health but also a keen responsiveness to market and consumer dynamics.

On the other hand, somewhat fewer respondents recognized building an adaptable business (19%) and developing and nurturing strategic partnerships (18%) as essential.

This implies that a strategic mix in start-up management that combines financial acumen, customer-centric innovation, operational flexibility, and collaborative growth tactics can ensure longevity and success in the business world.

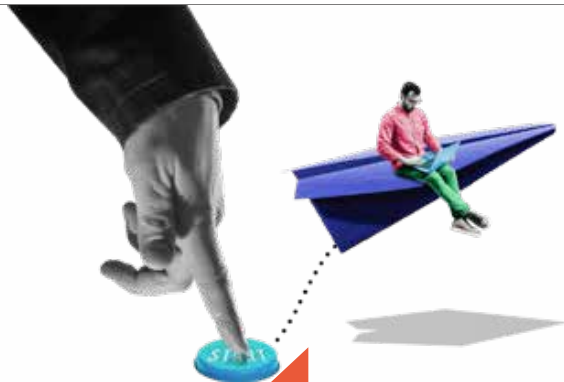
In conclusion,

Start-ups now face several hurdles and therefore, are strategically prioritizing profitability, demonstrating the importance of combining short-term success with long-term viability

To successfully navigate periods of financial uncertainty, entrepreneurs must prioritize good financial management and prudent resource allocation, since investors place premium on firms that can demonstrate scalability and predictable revenue streams

And, finally, leveraging technology and innovation emerges as a pivotal factor for achieving operational efficiency and gaining a competitive edge

Avinash Gupta
Managing Director & CEO - India
Dun & Bradstreet



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- Sectoral risk rating
- Climate Economics & Sustainability Framework



Navneet Singh Bindra

Senior Vice President &
Country Chief Executive
Ingram Micro India

As a technology partner, what is Ingram Micro's unique selling proposition (USP)?

We at Ingram Micro have always believed in delivering personalized and intelligent experiences to our partners, vendors, and associates. That's why we have launched our digital experiential platform - Ingram Micro Xvantage. Xvantage helps us differentiate or distinguish our brand from the rest of the players in the industry as it completely redefines how we interact and transact digitally.

Ingram Micro Xvantage embodies our wholehearted commitment to innovation, and it helps our partners learn, partner, build, manage and buy a wide range of technology-led business solutions in the most convenient way. Leveraging the power of AI, ML and analytics, Xvantage also provides real-time insights and recommendations to users so that they can make the most prudent business decisions regarding building a solutions package. In fact, our digital experiential platform has a compelling set of features, functionalities and capabilities that elevate the experience of partners and vendors alike.



How can Ingram Micro specifically support start-ups in scaling up their digital/technology capabilities?

Start-ups and small and medium-sized businesses often face distinct challenges during their digital transformation journey. Moreover, as different organizations are in diverse stages of their transformation journeys, their digital transformation aspirations and goals vary widely. In this context, we have taken multiple actions to help start-ups and SMBs embrace digital transformation and enhance their digital capabilities efficiently. We focus on the digital empowerment of start-ups, including digital education, enablement, and optimization in conjunction with personalized support services.

Our Ingram Micro Xvantage platform ensures seamless access to digital technologies and technology-led business solutions for businesses of all sizes. Moreover, our wide range of Professional Services, Cloud Services, Managed IT Services, Financial Services, and even IT Lifecycle Management Services can help them accelerate their digital transformation journey in the most competent way.

How can start-ups benefit from adopting cloud solutions? How can Ingram Micro help start-ups on their cloud journey?

Cloud Solutions enable businesses to achieve operational efficiency, agility, flexibility, and scalability, and this stands true for all start-ups as well. Cloud allows you to collaborate more effectively and embrace innovation

which subsequently helps you meet multiple evolving needs of the digital age. To help start-ups leverage all these compelling benefits, we offer a comprehensive range of Cloud Solutions Portfolio, including Platform as a Service, Infrastructure as a Service, and Software as a Service. Our teams of qualified cloud experts provide personalized consultation services to help businesses accelerate their cloud journey and choose the best options across shared, hybrid and multi-cloud environments. Additionally, our Managed Services and Financial Solutions enable start-ups to embrace the cloud without being bothered about their technical adeptness or cost appetite. In short, we are committed to providing comprehensive cloud solutions, expert guidance, and flexible consumption options to start-ups to help them harness the true potential of cloud. ■

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So we should be pretty good, right?

D&B ESG Intelligence

D&B ESG Intelligence delivers data and analytics built from the Dun & Bradstreet Data Cloud and established sustainability standards to help companies quantify and assess the impact of their business partners' sustainability rankings to their companies' performance. This true and trusted source of ESG data enables compliance and procurement teams to generate insights that help strengthen their ESG goals and policies, and streamline ESG assessment processes.



PLATFORMS

- D&B Risk Analytics ESG Module



SOLUTIONS

- ESG Self-Assessment
- ESG Registered Solutions

INDIAN START-UPS PIVOT TO PRUDENCE AMID FUNDING DOWNTURN



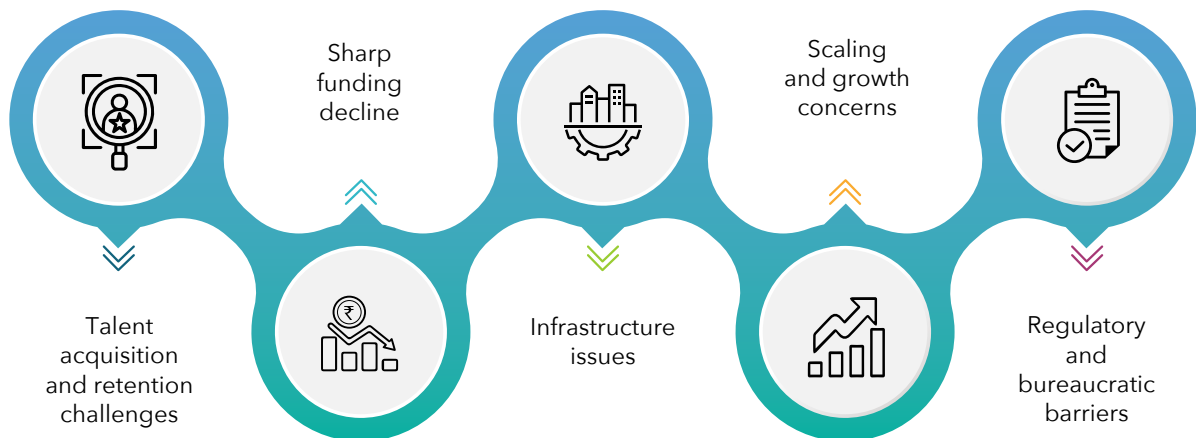
[OVERVIEW OF START-UP ECOSYSTEM IN INDIA]



India's start-up trajectory has been impressive - achieving the milestone of being the world's 3rd largest

start-up ecosystem. In 2023, even as India's start-up growth story continued - with the registration of

100,000 entities - start-up faced a range of challenges such as:



In their bid to adapt to ongoing challenges and uncertainties, India's start-ups are shifting their focus from rapid growth to stable profitability.

Current Scenario of Indian start-ups

Over the last few years, India's entrepreneurship and start-up

landscape has witnessed enormous growth, transforming India into the world's third largest start-up

ecosystem, trailing only the United States and China.

Global Ranking

India ranks as the 3rd largest ecosystem for start-ups globally

Employment Generated

The tremendous growth in start-up culture has also assured employment generation by creating over 12.42 lakh jobs so far

Unicorns and Money Raised

India is home to 111 unicorns with a total valuation of \$349.67 billion. Out of the total number of unicorns, 45 unicorns with a total valuation of \$102.30 billion were born in 2021 and 22 unicorns with a total valuation of \$29.20 billion were born in 2022. 2023 saw the emergence of Zepto as the latest and only unicorn in the year

Recognized Start-ups

Number of recognized start-ups has increased exponentially from 452 in 2016 to 1,17,254 in 2023 (as on 31 December 2023)

Start-up Concentration

50% of the start-ups are from Tier II and Tier III cities

Woman Entrepreneurship

55,816 DPIIT recognized start-ups have at least one-woman director since the launch of the Start-up India initiative in 2016 by the government

Source: PIB Press Releases, Invest India, Dun & Bradstreet Research

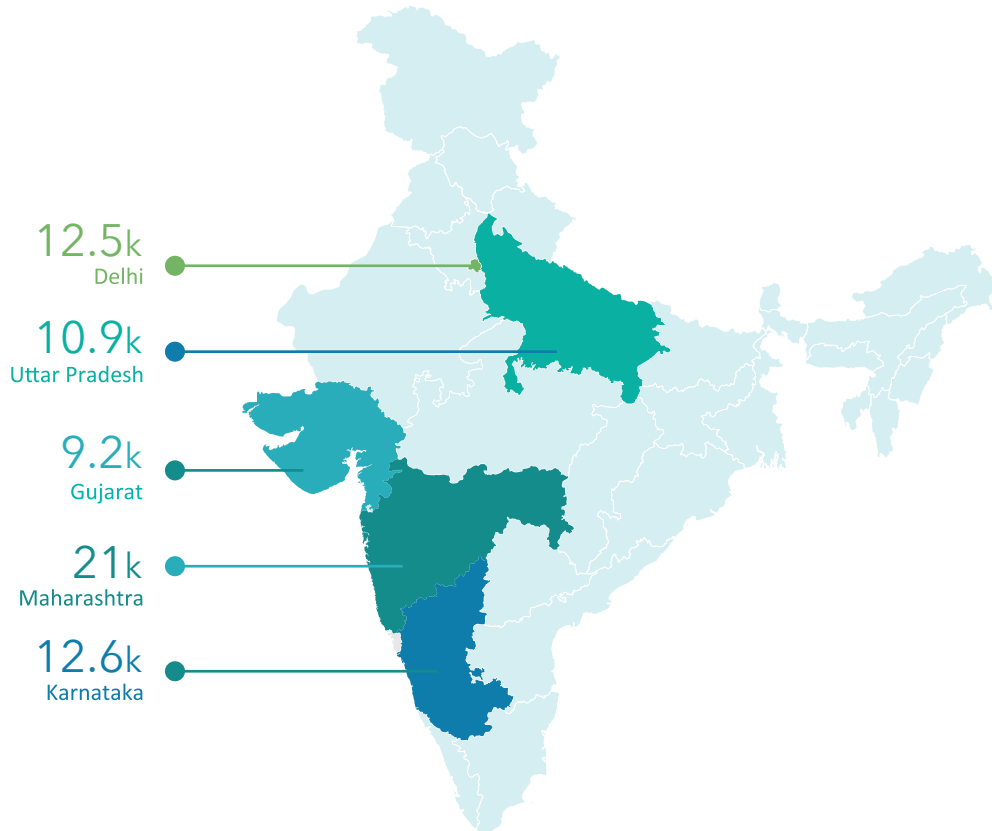


[OVERVIEW OF START-UP ECOSYSTEM IN INDIA]

Amongst states, while Maharashtra has the largest no. of total start-ups in India (21K), Karnataka stands at the second place with 12.6K start-ups. The existing IT and financial services

bases are likely to have helped these states emerge as start-up hubs in India. As per the Global Start-up Ecosystem Report 2023 - which provides insights on the world's top

start-up ecosystems - Bengaluru and Delhi have both moved up two places to #20 and #24 respectively, with Mumbai moving five places to tied #31.



Source: Startup India, Dun & Bradstreet Research

Industry Highlights

In India, start-ups recognized under DPIIT (Department for Promotion

of Industry and Internal Trade) are distributed across 57 industries. The industries which have seen

the maximum number of start-ups recognized through the 2016-2023 time period are highlighted below:

IT Services:

13,500+ start-up recognised

289% compounded annual growth rate* in the period 2016-2023

Education:

7,100+ start-up recognised

77% compounded annual growth rate* in the period 2016-2023

Healthcare & Lefesciences:

11,000+ start-up recognised

127% compounded annual growth rate* in the period 2016-2023

Current Investment Climate for Start-ups in India

Amid a challenging financial climate, the investment landscape for Indian start-ups has seen a notable decline, reaching a four-year low with just \$3.8 billion spread across 298 transactions in the first half of 2023. Despite this downturn, start-ups navigated the harsh terrain by slashing non-essential costs and exploring alternative funding avenues such as internal capital rounds and venture debt. This shift towards financial prudence has helped extend their operational lifelines considerably.

Meanwhile, venture capital firms have not only continued to back their existing portfolio companies but have also intensified their investment in those showing robust growth. Alongside this increased financial commitment, the scrutiny process has deepened. Investors are now meticulously evaluating potential and existing investments across a broader spectrum, including technology, human resources, and business operations, indicating a shift towards more comprehensive due diligence in the investment process. This heightened scrutiny and focus on sustainable growth has fostered a

more resilient start-up ecosystem in India. Entrepreneurs are increasingly prioritizing unit economics and profitability over rapid scale and market capture. Additionally, the current investment climate has prompted start-ups to innovate and adapt technologies to meet the changing market demands more effectively, thereby enhancing their appeal to cautious investors.

Shifting Sands: Navigating the Evolving Investment Landscape of Early 2023



Data for H1 CY2023

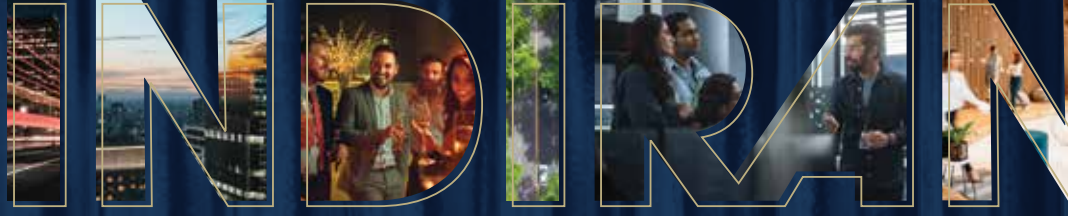
Source: India Start-up Deals Tracker H1 CY23, PWC, Dun & Bradstreet Research

- In the initial six months of Calendar Year 2023, investment dynamics experienced a downturn, with capital inflows shrinking to \$3.8 billion—a 36% drop from the \$5.9 billion recorded in H2 CY2022. This downturn was evident not just in monetary terms, but also in the quantity of transactions executed.
- In H1 CY23, the investment landscape saw 298 transactions spanning various stages of company maturity, with early-stage investments leading at 171, followed by growth-stage at 104, and late-stage at 23.
- The average investment size hovered between \$12 million and \$13 million.
- The sectors drawing the most investor attention – Software as a Service, direct-to-consumer, financial technology, business-to-business e-commerce, and logistics and automotive technology – dominated the investment sphere. These industries collectively accounted for 89% of the aggregate capital deployed in the first half of the year, underscoring their pivotal role in the investment ecosystem.

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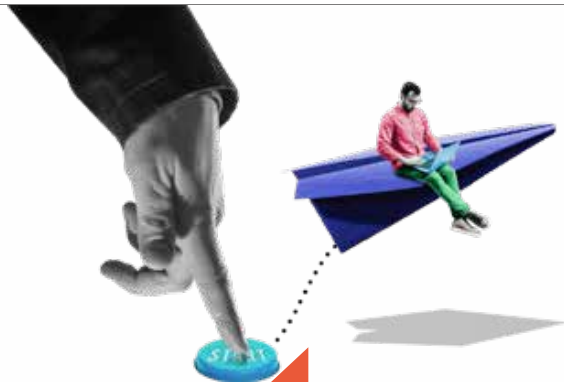


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agriculture, and more, reflecting the diverse entrepreneurial spirit of the country.

Over the years, India has witnessed an exponential rise in the number of start-ups, with many achieving remarkable success and global recognition. This growth is fueled by a robust network

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[CURRENT START-UP PRIORITIES & CHALLENGES]

upheaval, marked by a dramatic drop in funding from a strong \$25 billion in 2022 to a disappointing \$10 billion. In 2023, India's start-up ecosystem encountered a pivotal period, navigating challenges aggravated by mounting global economic uncertainties and geopolitical tensions. The persistent funding downturn, initiated in late 2022, cast a shadow over the landscape throughout the year. The final quarter saw a notable five-year low in equity investment, underscoring the apprehension fueled by global instabilities. Amidst these trials, certain sectors showcased

commendable resilience, offering insight into the shifting investment climate.

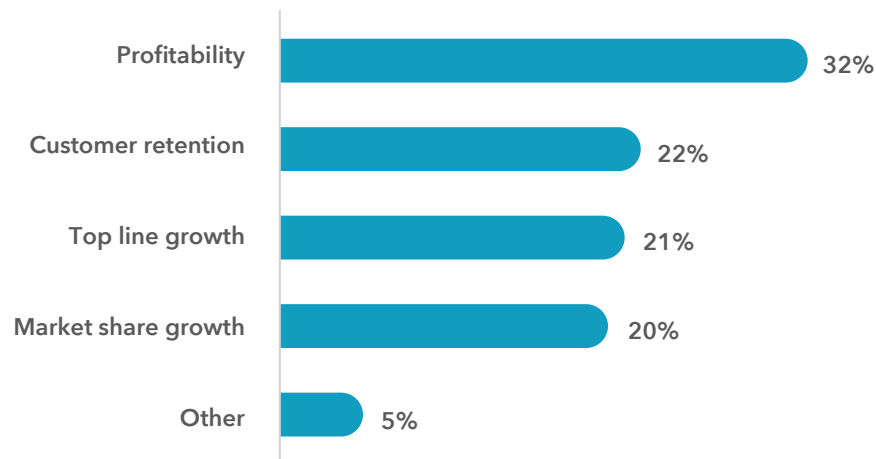
Despite disruptions, many start-ups thrived by pivoting their business models, harnessing technology to meet evolving consumer demands, and capitalizing on the accelerated digitization of various sectors. Venture capital firms, corporate investors, and foreign funds continued to show keen interest in India's burgeoning startup ecosystem, injecting substantial capital into promising ventures. Several start-ups achieved noteworthy milestones during the fiscal year, including

successful fundraising rounds, product launches, market expansions, and strategic collaborations.

As the ecosystem matures, start-ups are poised to play an increasingly pivotal role in shaping India's future economy and driving inclusive growth across diverse sectors.

Against this backdrop, Dun & Bradstreet, India has analysed 119 start-up companies to gain first hand insights into start-ups' current priorities, challenges and focus areas.

Focus areas for India's start-ups in the current volatile business environment



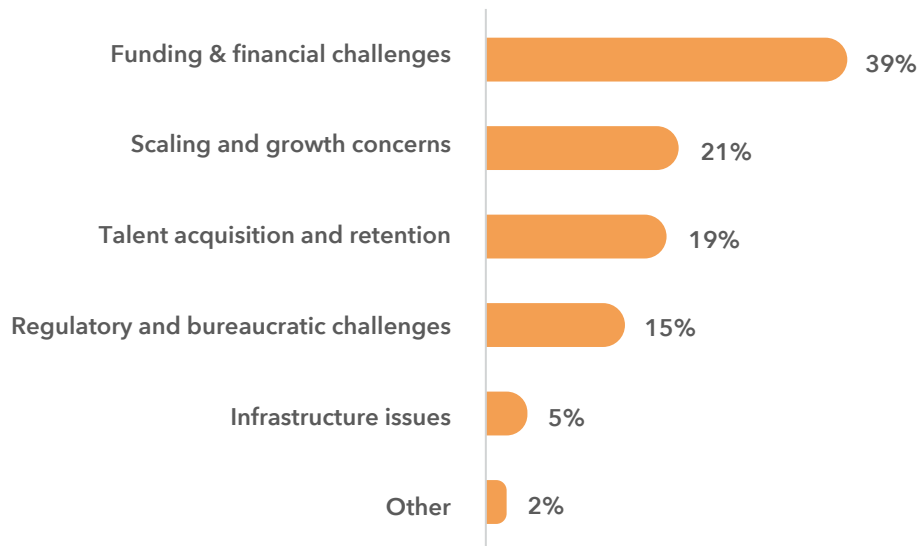
Source: Dun & Bradstreet Research

In today's fast-paced and uncertain business climate, start-ups are confronted with the imperative to identify and prioritize key areas of focus. Understanding the top priorities for these emerging ventures provides valuable insights into the strategic decisions being made to navigate the challenges of volatility and ensure sustainability in the face of fluctuating market conditions.

While profitability emerges as the dominant focus area, with 32% of respondents prioritizing it, other elements such as customer retention, top-line growth, and market share growth also garnered significant attention. This suggested that start-ups were navigating a complex set of challenges, balancing the necessity of immediate profitability with the need for sustainable growth and customer satisfaction.

The multifaceted nature of start-ups' strategy necessitates founders to weigh competing objectives to ensure long-term success. The dynamic nature of start-up decision-making in volatile business environments emphasizes the paramount importance of adaptability and strategic agility.

Top start-up in achieving business objectives



Source: Dun & Bradstreet Research

In the landscape of start-ups, overcoming hurdles is essential for growth and success. The data gathered by Dun & Bradstreet India highlights a varied array of challenges –from financial stability to talent retention–underscoring the intricate balance start-ups must navigate to achieve their objectives in a competitive environment.

The focus of 39% of respondents on funding and financial hurdles

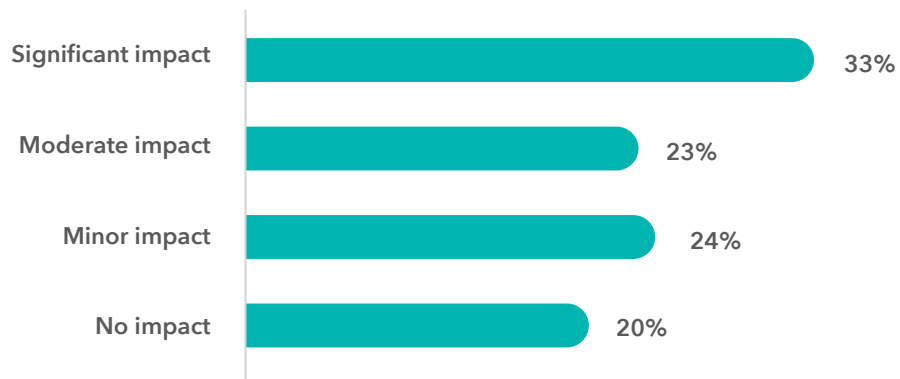
emphasized the critical importance of financial stability, encompassing aspects such as accessing capital, managing cash flow, and securing investments. Meanwhile, the concerns about scaling and growth, noted by 21% of respondents, pointed to the challenges inherent in achieving sustainable expansion. Additionally, 19% of respondents emphasized on talent acquisition and retention highlighting the ongoing difficulty in

attracting and retaining skilled staff amidst stiff competition.

To achieve their objectives, start-ups also encountered challenges in navigating regulatory and bureaucratic hurdles, as well as addressing infrastructure issues. These varied obstacles collectively underscored the complex environment that start-ups must navigate to thrive in the competitive business landscape.



Impact of the recent funding winter on the operations/growth of start-ups



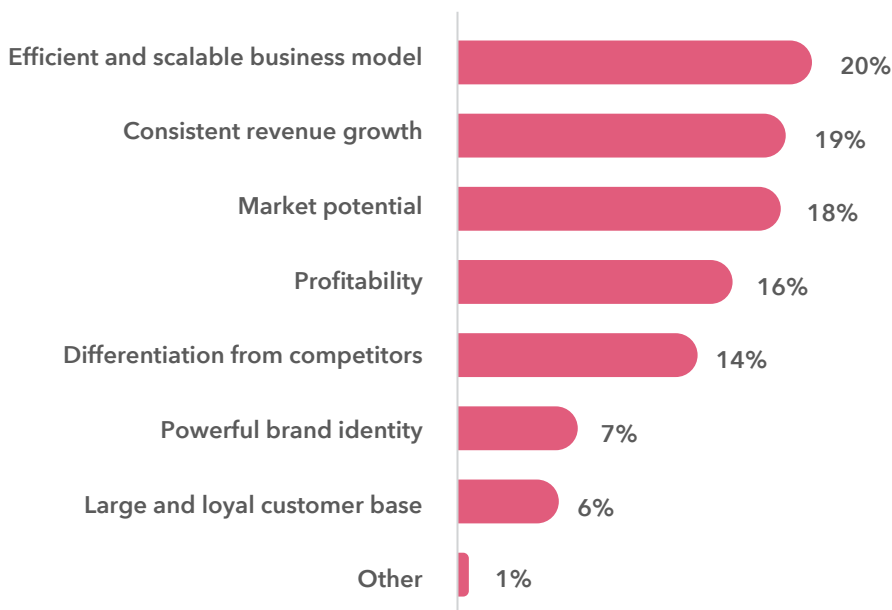
Source: Dun & Bradstreet Research

The start-ups responded differently to the recent funding winter, showcasing the resilience of some while revealing vulnerabilities in others. A significant portion (33% of the respondents) reported a substantial negative impact, suggesting that a sizable segment of start-ups struggled significantly during the funding winter. This could indicate challenges in securing necessary funding, scaling operations, or achieving growth targets.

Interestingly, nearly 20% of respondents claimed no noticeable impact. This subset of start-ups may have been less reliant on external funding or may have adapted their strategies effectively to mitigate the effects of the funding winter. Minor and moderate impacts were reported by 24% and 23% of respondents, respectively. While these impacts were not as severe as the significant impact group, they still indicate challenges

that affected the day-to-day operations or growth trajectory of these start-ups. The varying degrees of impact reported highlight the dynamic nature of the start-up ecosystem and the importance of adaptability in navigating external economic conditions.

Most crucial components in attracting further investments



Source: Dun & Bradstreet Research

Considering the key determinants of investment attractiveness in start-ups provides valuable insights into factors that drive investor interest and funding decisions.

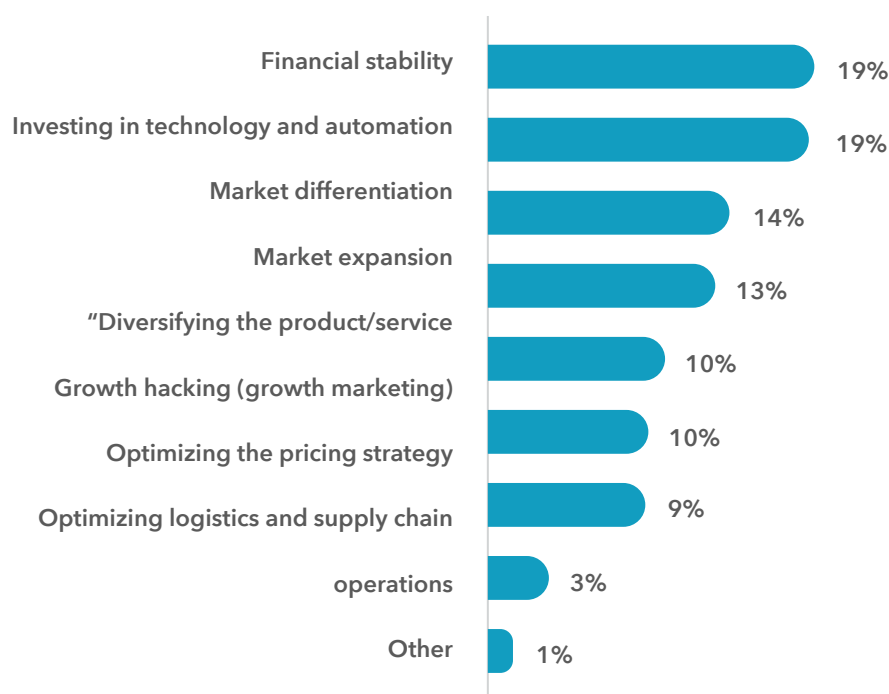
Efficient and scalable business models emerged as the top choice, with 20% of respondents considering them crucial. This suggested that investors prioritize sustainability and growth potential, valuing businesses capable

of adapting and expanding efficiently. With 19% of respondents emphasizing its significance, consistent revenue growth signals investors' preference for stability and predictability in returns, reflecting their pursuit of financial health. Market potential, cited by 18% of respondents, highlighted investors' keenness to identify businesses poised in markets abundant with growth opportunities, aligning with their quest

for long-term returns. Profitability and differentiation from competitors (16% and 14% respectively) suggested a prioritization of growth potential over immediate profitability.

The data reflected investors' inclination towards businesses signaling a preference for long-term value creation over short-term gains.

Vital aspects in scaling up a start-up



Source: Dun & Bradstreet Research

Scaling a start-up involves navigating a maze of decisions and strategic choices—from finances and technology to optimizing the pricing strategy, logistics and supply chain operations—all crucial for long-term success in a competitive landscape.

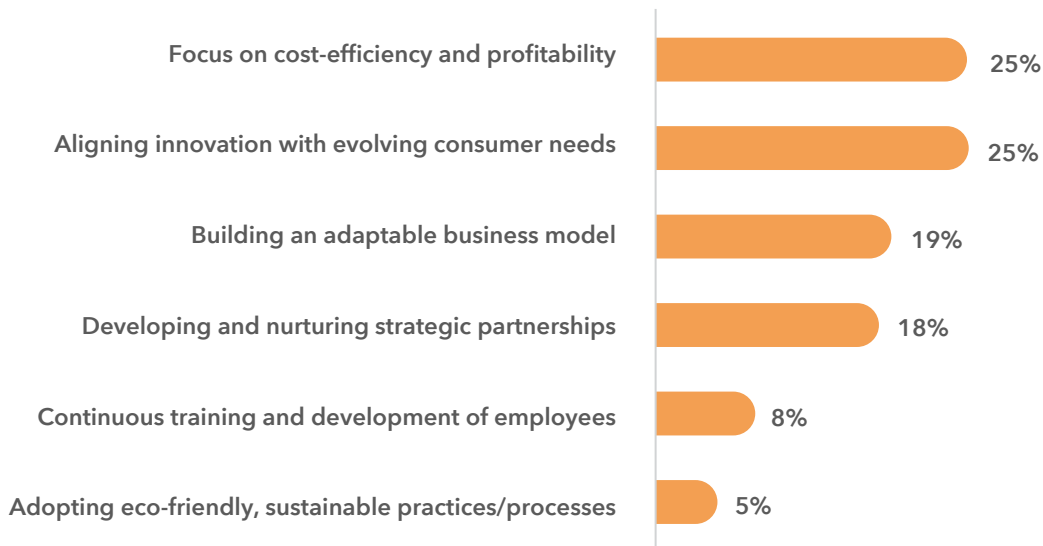
Maintaining a solid financial foundation was perceived as fundamental for growth, as 19% of respondents considered financial stability as a crucial aspect when scaling up a start-

up. Simultaneously, the importance of investing in technology and automation was equally stressed, with 19% of respondents highlighting the critical role of leveraging technological advancements to boost operational efficiency and competitiveness.

Market differentiation was deemed crucial by 14% of respondents, indicating the significance of offering unique value propositions to stand out in crowded markets.

Market expansion was considered a priority by 13% of respondents. This indicates that while growth through market expansion is valuable, start-ups should carefully assess their priorities and resources, ensuring they strike a balance between expanding into new markets and strengthening their existing foundation in terms of finances, technology, and differentiation to sustain long-term success. ■

Key to driving the sustainability of a start-up



Source: Dun & Bradstreet Research

When start-ups were questioned about the keys to sustainability, a significant majority (25%) emphasized the dual importance of focusing on cost-efficiency and profitability as well as aligning innovation with evolving customer needs as crucial for maintaining a sustainable business. This significant concurrence suggests that modern start-ups are perceived to require a balanced approach that

emphasizes not only financial health but also a keen responsiveness to market and customer dynamics. On the other hand, somewhat fewer respondents, though still a majority, recognized building an adaptable business (19%) and developing and nurturing strategic partnerships (18%) as essential. The relative importance placed on adaptability indicates a broad recognition of the volatile

environment in which start-ups operate, suggesting that flexibility in business models and operations is crucial for navigating uncertainties effectively.

This implied a strategic matrix in start-up management that blends financial acumen, customer-centric innovation, operational flexibility, and collaborative growth tactics as key to longevity and success in the business world.



Conclusion

Today, start-ups confront numerous challenges but strategically prioritize profitability, indicating that balancing short-term success with long-term viability is essential. Amidst prevalent hurdles like financial stability, scaling, and talent retention, start-ups are compelled to emphasize strong financial management and judicious resource allocation to effectively

navigate periods of financial uncertainty. This necessity arises as investors particularly value start-ups that can demonstrate scalability and consistent revenue streams, which in turn motivates these businesses to continuously refine their models to secure essential funding. Moreover, leveraging technology and innovation emerges as a pivotal factor

for achieving operational efficiency and gaining a competitive edge. Ultimately, thriving within the start-up ecosystem demands maintaining a flexible and innovative approach, adapting seamlessly to evolving market demands and shifting consumer expectations.



Syed S Ahmed

Director & CEO



scaling your business? How did you overcome these challenges?

- Need for Biosafety level 2 vaccine R & D Labs involving Capex - Set up BSL2 with CSR funds in state owned incubation centre.
- Access to commercial scale vaccine manufacturing facility with high CAPEX requirement - Got into a strategic collaboration with an established large firm.
- R & D of Vaccines is high cost and time consuming - Sustaining R & D investments with revenues from Consulting and Licensing vertical.

Enable prowess & proficiency across the full Vaccine development and manufacture life cycle & value chain - The 4 vertical strategy of Techn invention enables the same.

Business sustainability is becoming increasingly crucial for start-up. How do you plan to ensure the sustainability of your business?

By setting up a one of its kind facility in the world - Global Collaborative for Medical Counter measures, which would -

- Enable global centers of translational research excellence (Oxford, Imperial, NIH etc) collaborate with us & take their early stage research across the development stage upto commercialization without licensing it out early.
- Enable LMIC's have access to : Optimized, Compliant, cost

effective, validated, regulatory approved technology packs for Vaccine manufacturing with Infrastructure support for brownfield and greenfield projects. (This is a very unique proposition which is the need of the hour. Applicable to Human and Veterinary Vaccines).

- Use of the above approach effectively would : augment indigenous pipeline portfolio, enable local vaccine manufacturing across low middle countries with compliance and cost effectiveness at key endpoints.

What are the key milestones or targets that Techn invention aims to achieve in the next 5 years?

- Have a robust indigenously developed innovative & affordable portfolio of : Vaccines, Diagnostics & Biotherapeutics for dreaded infectious diseases impacting Humans & Animals with focus on AMR.
- While doing so focus on Decarbonizing manufacture & supply chain of the above.
- Ensure that GCMC starts creating the desired impact of enabling local manufacture of Medical countermeasures across LMICs.

What makes Techn invention Lifecare's business model unique?

A 4 vertical model which has enabled us -

- Remain bootstrapped with zero Debts & EBIDTA >25% YOY from year 2 of inception.
- Scale consistently & have a blue ocean strategy for the future.

The 4 verticals go as : Vertical 1 - Global advisory & consulting for Vaccine capacity & infra building (early & sustainable revenues), Vertical 2- Licensing In & Out of approved/late stage vaccines for LMICs (mid stage revenues), Vertical 3- Indigenous Vaccine R & D strategic portfolio with IP secured (Late stage revenues), Vertical 4 - Setting up - Global collaborative centre for Medical Countermeasures (GCMC) which would be an Indigenous commercial scale development & manufacture facility for validated & approved Tech packs + global vaccine infra manufacturing support (enable a prolonged growth stage - Blue Ocean).

Techn invention has been in operation since 2016, what are some of the challenges you have faced in

JANYU TECHNOLOGIES is Robotic OEM in operations from 2016, with the main objective of providing human enabling Robots and services. We operate from Mumbai, Maharashtra. We have our roots from NCETIS IIT Bombay.

We design, develop, and build complete robotic hardware and software solutions in house.

Our robotic solutions enable:

- ESG Compliance
- Hazardous Sludge Cleaning
- Industry 4.0 Automation

PURPOSE

Providing Industry specific custom designed robotic solutions to the core manufacturing sector for mitigating the operational risk in high temperature and hazardous applications.

Core manufacturing sectors:

- Cement and Concrete
- Chemical and Fertilizer
- Glass
- Marine Engineering
- Metal Extraction and Mining
- Oil and Gas
- Civic amenities
- Defense sector

One of the case studies

AI enabled Automatic in-Transit Admixture Dosing System for Ready Mix Concrete

The Ready-Mix Concrete delivered from RMC plant to the client through Transit Mixtures, undergoes change in quality particularly flowability during transit hours. This leads to setting of concrete affecting product quality and capacity utilisation of TM. With over 40000 plus TM trucks operating 24*7 across the country, this loss of the concrete is significant challenge for environment.

SMART SOLUTION

We have successfully solved the challenge with a Transit-mixer mounted System that monitors and maintains the workability of concrete for extended hours and reduces rejects to near zero.

- Maintains the workability of concrete in Transit Mixers
- Reduces rejects and losses to near zero
- Reduces Scaling/chipping in truck
- Improves Truck mileage, reduces wear and tear

Environmental Impact

Efficient Material Use: Automated systems enhance resource efficiency, lowering construction's environmental impact.

CO2 Emissions Cut: Precise dosing reduces cement use, significantly decreasing CO2 emissions.

Sustainable Construction Support: Aligns with green certification standards, improving concrete's efficiency and lifespan

Sets the Stage for Innovative Future Practices: Advances sustainable construction, anticipating a shift towards greener building methodologies.

Industry Carbon Footprint Minimization: Adoption fosters substantial reductions in the construction sector's carbon emissions.





Jitesh Shetty

CEO & Co-founder of
Credibl ESG



ESG platform streamlines data collection and analysis with features like automated bookkeeping and AI Magic Drive, saving valuable time and resources. Our AI Data Quality Heat Map identifies inconsistencies to ensure accurate ESG assessments, providing reliable data-driven insights for strong sustainability strategies. Additionally, the Value Chain Assessment module utilizes automated questionnaires and Scope 3 data collection to evaluate ESG performance across the entire value chain.

Credibl empowers informed decision-making through intelligent automation. Our platform integrates AI-powered tools like the Multi-Level Review, AI Co-pilot, and ESG Virtual Assistant (EVA), utilizing natural language processing to expedite review processes and free up internal teams for strategic analysis. AI-powered Peer Benchmarking allows businesses to compare their performance against industry leaders, providing valuable insights into best practices and areas for improvement.

For banks and financial institutions, Credibl helps calculate and report financed emissions (based on PCAF and GHG Protocols), offers advanced climate risk analysis, and visualizes exposure, facilitating informed decision-making and effective adaptation strategies.

Credibl ESG also offers comprehensive, multi-framework reporting, supporting major international frameworks like GRI, TCFD, SASB, ISSB, UNSDGs, CDP, and BRSR. In addition to digital tools, Credibl ESG provides consulting

services to help companies develop and implement effective ESG strategies, aligning with business goals and regulatory requirements.

What are the key milestones or targets that Credibl ESG aims to achieve in the next 5 years?

In the Next 5 years, Credibl ESG aims to;

- Be the #1 platform for end-to-end ESG data management in India & APAC, integrating advanced AI and machine learning capabilities to improve data accuracy and reporting.
- Grow our client base by 10x, focusing more on sectors with significant ESG impact, such as manufacturing, real estate, banking, and finance.
- Track the total One Billion (1 Bn) tCO₂e across all customers and their value chains around the globe.
- Achieve a 95% client satisfaction score and maintain high retention with our expert client success team.
- Form strategic partnerships with leading organizations, academic institutions, and technology partners in the ESG space to open new business opportunities and drive innovation.
- With our learning initiative Seekho, we aim to increase the mindshare on ESG and Sustainability to meet national and global decarbonization targets.

What is the problem that Credibl ESG is solving?

Credibl addresses a significant challenge faced by environmentally conscious companies; the difficulty of systematically collecting and reporting ESG data. Many companies hesitate to publish their sustainable initiatives due to a lack of evidence-backed data, making it hard for them to distinguish themselves from those engaging in greenwashing.

Credibl also works with banks and financial institutions that lack clear data to assess the environmental impact of their investments and manage climate risks. This hinders informed investment decisions, effective risk management, and their contribution to a sustainable future.

How does Credibl ESG leverage technology to build a competitive advantage?

Credibl understands the complexities of ESG reporting and leverages cutting-edge technology, including Generative AI (Gen-AI) and data analytics, to build a competitive advantage. The Credibl



Rajagopalan Raghavan

CEO & Founder



suite of services, including Product Due Diligence, Discovery & Road Mapping, Product Engineering, and Product Debt Management, ensures that we address every aspect of our clients' needs. Additionally, we leverage advanced technologies like AI, ML, NLP, Data Analytics, AR/VR/MR, Blockchain, and Digital Twins to craft innovative and future-proof solutions.

What makes Rootquotient Technologies' business model unique?

Rootquotient's business model is centred around delivering exceptional value to our clients through innovation, agility, and process-driven solutions. We bring a product-thinking mindset to deliver transformative solutions that meet each client's unique needs.

Our approach blends innovation and agility through the implementation of indigenous frameworks derived from proven industry standards, ensuring radical outcomes for businesses. What truly sets us apart at Rootquotient is our methodology for product discovery, followed by strategic product road mapping. This approach enables us to identify usable, viable, and feasible solutions that deliver maximum value and results, all while minimizing technical debts through our proven frameworks, reinforcing our commitment to excellence.

This holistic and strategic approach, combined with our focus on understanding and solving core business problems, makes us stand out in the industry. Our comprehensive

What are some of the challenges that you have faced in scaling up your business? How did you overcome these challenges?

Scaling up our business brought several challenges, each demanding unique solutions for our growth trajectory. One of the primary challenges was sourcing the right talents that align with our goals and values while maintaining the integrity of our organizational culture. To address this, we refined recruitment processes starting from introducing scalable review processes. These measures ensured we attracted and retained top talent who shared our values, sustaining our cultural ethos amidst growth.

Additionally, investing in our workforce and upskilling became imperative to maintain our competitive edge. We significantly increased investments in L&D programs, offering diverse training opportunities and fostering a culture of lifelong learning and innovation. These efforts empowered employees to take ownership of their professional development, stay updated with emerging technologies, and adapt to industry trends, thereby driving the business growth forward.

What are Rootquotient Technologies' focus areas for building business sustainability?

At Rootquotient, we've meticulously crafted a comprehensive framework that serves as the foundation for everything we do. This framework has been designed, taking into account our core value offerings and the goal of achieving optimal business outcomes. It ensures that our services are scalable and highly modular, capable of addressing challenges of any magnitude for businesses of all sizes.

The scalability and modularity inherent in our framework are what keep us thriving in the long run. By seamlessly tailoring our solutions to meet the specific needs of each client, we maintain agility in a rapidly changing market while consistently delivering exceptional results.

Through this robust framework, we efficiently navigate complexities, optimize processes, and drive innovation across all aspects of our operations. We ensure sustainability by continuously adapting to evolving market dynamics, optimizing our processes, and fostering a culture of innovation. This commitment enables us to maintain our relevance and effectiveness in meeting our clients' needs over the long term. ■



Health Plans Reimagined

Alyve Health is transforming the landscape of healthcare in India

Introduction

Alyve Health is India's fastest-growing health tech startup that empowers Individuals, Employers, Insurance companies, NBFCs, and other corporates to offer personalized, comprehensive, cashless, and rewarding healthcare experiences to their employees/customers.

The key to Alyve Health's success lies in customized health plans, which include outpatient medical care, online or in-clinic doctor consultations, diagnostic scans, annual health check-ups, cashless transactions, habit coaching, 24/7 support, medical experts, medicine delivery, lifestyle improvement, and personalized programs that incorporate elements of nutrition, exercise, sleep, and rest on a single app.

Impact Areas

- Harboring a community of 1 million+ members
- Serving 400+ corporates
- Monthly 100,000+ transactions
- Covers 17000+ pin codes
- Completed 19000+ hours of coaching

3 Key Pillars

Built on 3 pillars that deliver a strong commitment to providing healthy living & improving the quality of healthcare services across India.

- **Comprehensive and Cashless Coverage** - Get cashless coverage with a pre-filled wallet for medical or preventive care, doctor visits, or medicines orders.
- **Assured Experience** - Get assured quality care. Cut through all healthcare complexities with the support you need at every step, both online and in person.
- **Proactive Wellbeing** - Prescribed diagnostics, tailored nutrition counseling, personalized habit coaching, fitness plans, and gyms—members get access to everything.

Configurable & Customizable Health Plans

Alyve Health's platform is inherently designed for scalability, featuring a user interface and experience crafted with behavioral science principles.

- **Alyve OPD** - Outpatient Medical Care Plans, convenient access to online or in-clinic doctor consultations, prescribed medicine delivery, diagnostic tests, and voluntary add-ons like dental or vision.
- **Alyve Well-being** - Proactive healthcare solutions focusing on annual health check-ups, insightful health trackers, and lifestyle improvement with habit coaching and nutrition counseling.
- **Alyve Advantage** - An all-in-one platform for all insurance needs with an AI-based actionable insight dashboard.

Customer-centric approach

Over 100 customizable programs are available for individuals and companies to choose from. In-house Alyve Experts provide habit coaching, while care guides offer round-the-clock assistance with health, fitness, and tech queries along with claim assistance. These care guides are well-trained to assist members in every step of their health journey.

Success Stories

- There was 10x growth in members in the last year with over 90% renewal rate
- There has been a 12x increase in the uptake of preventive health programs. In some communities, 100% of members have taken the (optional) annual health checkups
- The step challenge has motivated over 1 lakh users to double their daily steps. In a remarkable campaign, 6000+ employees collectively completed 550 million steps, resulting in over 1.2 lakh meals donated to underprivileged children

By prioritizing prevention, early detection, lifestyle management, mental health, and high-quality medical care, Alyve Health not only delivers diverse benefits but also reduces healthcare costs, solidifying its role as a transformative force in healthcare.



Foreign businesses kickstart their India journey with Remunance

Remote and cross-border working became common after the 2020 pandemic. This highlighted the need for a trustworthy means for international corporations to develop remote teams in India and offered huge opportunities for local Indian talent to collaborate with global organizations.

Remunance founders viewed this as an opportunity to offer 'Employer of

Record' services to enable international companies to employ and collaborate with Indian talent without a legal corporation or presence in India.

Remunance today works with more than 100 foreign firms for identifying qualified talent, onboarding teams on their payroll, managing employee compliance in India, providing technology and infrastructure, and establishing office spaces in key

locations to promote workplace engagement and collaboration. All this is fast, simple, clear, and trustworthy.

What Problems Do We address?

1. Midsize firms overseas struggle to find skilled yet inexpensive resources. Companies turn to India for resource availability and affordability, but they see subsidiary formation as an expensive, time-consuming, and

- paperwork-intensive approach.
- Companies outsourcing their work or tying up with contractors/freelancers desire better resource management and retention.
 - Cost-center subsidiaries without income in India block considerable funds.

Remunance EOR provides fast, dependable team development in

India with operational efficiency and local compliance. This helps address all above problems for the companies planning to build their Indian presence.

Key Services offerings

Remunance's main role as an EOR is managing local compliance, payroll, and operations for the Indian teams of an international enterprise. This

comprises recruitment, employment paperwork, monthly salaries, compliance, tax deductions, HR portal leave, and attendance tracking.

Our 'Great Place to Work' certification is a testament to our frequent engagement sessions and informative webinars; we believe in going above and beyond to satisfy employees.



Success Story with Remunance

There is no better validation than the client's words of affirmation. Highlighting the key sentiments from the video testimonial of our former client, Dr. Rick (CEO, medtigo)

"We found that the EOR model was the best fit for us, as the other two models of using independent contractors or starting a corporate entity had significant drawbacks.

Based on our conversations with Remunance's leadership during due diligence and onboarding, we had a positive first impression. The staff was organized and efficient, and the onboarding process was painless. Constant communication and their team's grit in helping us find the right mix of individuals who were truly all-rounders and ready to go above and beyond to achieve the set targets helped us scale exponentially, reaffirming our decision to choose Remunance. **We offer a well-rounded endorsement and would be happy to advocate Remunance for future customers"**



Dun & Bradstreet Knowledge Platforms and Learning Solutions

Dun & Bradstreet India has been tracking the Indian economy for more than two decades. Through our knowledge platforms and publications, we place the success stories of Indian Companies on a global platform. Our platforms are designed to help you position your brand in front of potential customers, investors, suppliers, government bodies, regulators and other stakeholders. We also provide a suite of professional training, educational courses and innovative knowledge forums & conferences.

**SOLUTIONS**

- Awards & Publications
- Research & Content
- Conferences - Online & On-ground
- Training and Certification

START-UP TRAILBLAZERS 2024

Dun & Bradstreet recognized 51 start-ups for 2024 who can be considered as 'Trailblazers' in their respective industries. These companies have set the benchmark for innovation, quality, and customer focus, and have a firm roadmap for sustainable growth and profitability.





Start-Up Trailblazers 2024

Sr No	Company Name	Brand Name	Industry
1	Advantage Club Technologies Pvt. Ltd.	Advantage Club	HRTech
2	Airveda Technologies Pvt. Ltd.	Airveda	Manufacturing
3	Arthan Finance Pvt. Ltd.	Arthan Finance	FinTech
4	Aryatech Platforms Pvt. Ltd.	Arya.ag	AI-based Solutions, DeepTech
5	Ascorb Technologies Pvt. Ltd.	Edmingle	Edtech
6	Autodynamic Technologies & Solutions Pvt. Ltd.	Autodynamics	Industrial Goods & Manufacturing
7	Bioscan Research Pvt. Ltd.	Bioscan Research	HealthTech, DeepTech
8	Blackfrog Technologies Pvt. Ltd.	Blackfrog Technologies	Manufacturing, HealthTech
9	Blu Cocoon Digital Pvt. Ltd.	Blu Cocoon Digital	Food and Agriculture Tech
10	Centrado Tech Solutions Pvt. Ltd.	Centrado	EdTech
11	Centre For Teacher Accreditation (CENTA) Pvt. Ltd.	CENTA	EdTech
12	Chalo Mobility Pvt. Ltd.	Chalo	Transport and Logistics Tech
13	CloudKaptan Consultancy Services Pvt. Ltd.	CloudKaptan	Enterprise Applications, AI-based Solutions
14	COGOS Technologies Pvt. Ltd.	COGOS	Transport and Logistics
15	CricHeroes Pvt. Ltd.	CricHeroes	SportsTech
16	DigiSparsh Pvt. Ltd.	DigiSparsh	FinTech, InsurTech
17	Eduvanz Financing Pvt. Ltd.	Eduvanz	FinTech
18	Entropik Technologies Pvt. Ltd.	Entropik	MarTech, AI-based Solutions
19	Evify Logitech Pvt. Ltd.	Evify	CleanTech, Transport and Logistics Tech
20	Farm Gas Pvt. Ltd.	Farm Gas	CleanTech, Energy Tech
21	Fastsurance Consultants Pvt. Ltd.	Insurance Samadhan	InsurTech
22	Globiva Services Pvt. Ltd.	Globiva	ITES - BPO/ BPM Services
23	GM's SpeechGears Pvt. Ltd.	SpeechGears	EdTech, HealthTech
24	GroMo Inc.	GroMo	FinTech
25	Hyphen SCS Pvt. Ltd.	Hyphen SCS	Transport and Logistics Tech
26	Imagine HealthFin Pvt. Ltd.	Alyve Health	HealthTech
27	Infinichains Lab Pvt. Ltd.	Credibl ESG	Enterprise Applications
28	Janyu Technologies Pvt. Ltd.	Janyutech	Industrial Goods & Manufacturing
29	Jetsetgo Aviation Services Pvt. Ltd.	JetSetGo	Transport and Logistics, Private Aviation
30	Kazam EV Tech Pvt. Ltd.	Kazam	CleanTech, Energy Tech
31	Knight Fintech Research Pvt. Ltd.	Knight FinTech	FinTech
32	Komorebi Tech Solutions Pvt. Ltd.	Cityflo	Transport and Logistics Tech
33	Leksa Lighting Technologies Pvt. Ltd.	Leksa Lighting	Manufacturing
34	LQ Global Services Pvt. Ltd.	Legitquest	Legal Tech



Start-Up Trailblazers 2024

Sr No	Company Name	Brand Name	Industry
35	Megamax Services Pvt. Ltd.	Megamax	Enterprise Applications, Consumer Solutions
36	Neuroequilibrium Diagnostic Systems Pvt. Ltd.	Neuroequilibrium	DeepTech
37	Pot Ful India Pvt. Ltd.	Potful	FoodTech
38	RapidLoops Logistics Pvt. Ltd.	RapidLoops Logistics	Transport and Logistics Tech
39	Receivables Exchange of India Limited	RXIL	FinTech
40	Rootquotient Technologies Pvt. Ltd.	Rootquotient	Enterprise Applications, AI-based Solutions
41	Satsumi Farms LLP	Delia	Agriculture, Food and Agriculture Tech
42	Sentienz Solutions Pvt. Ltd.	Sentienz	AI based Solutions, DeepTech
43	Skynex Aero Pvt. Ltd.	Skynex	Aviation Training
44	Sociograph Solutions Pvt. Ltd.	DaveAI	AI-based Solutions, DeepTech
45	SRS Live Technologies Pvt. Ltd.	SabPaisa	FinTech
46	Techinvention Lifecare Pvt Ltd	Techinvention	Health, Education and Wellness, Biotechnology
47	Trenser Technology Solutions Pvt. Ltd.	Trenser	Consumer Solutions, AI-based Solutions
48	University Living Accommodation Pvt. Ltd.	University Living	Real Estate & Construction, Consumer Solutions
49	v-shesh Learning Services Pvt. Ltd.	v-shesh	Others - Training & Placement for Persons with Disabilities
50	WatchOut Wearables Pvt. Ltd.	WatchOut	Consumer Goods
51	Yulu Bikes Pvt. Ltd.	Yulu	Transport and Logistics Tech, AutoTech



Advantage Club

- **Year of Incorporation**
2021
- **Headquartered in**
Gurugram, Haryana
- **Website**
www.advantageclub.co
- **Industry**
HRTech
- **Latest Funding Round**
Series A
- **Founders**
Sourabh Deorah,
(Co-Founder & CEO)
Smiti Bhatt Deorah,
(Co-Founder & COO)

Advantage Club is an employee engagement platform with features like rewards, recognition, community building, and FlexBen on a unified platform. The platform has been focused on delivering exceptional experiences for both end-users and HR professionals. One of their significant achievements is enabling a high rewards redemption rate of 90%, which sharply differs from the concept of breakage that many of their competitors use.

In breakage-led models, if an employee leaves their job, the platform often retains any unused funds or expires points. Advantage Club allows organizations to

reallocate these funds to other employees, ensuring that the value remains within the company and benefits its workforce.

As the future of employee engagement shifts towards a more individualized approach, rather than a generic one-size-fits-all strategy, Advantage Club's AI engine is set to play a crucial role – tailoring the experience for every single employee using their platform. The engine intuitively leads users towards redeeming their rewards, greatly enhancing the user-friendliness and effectiveness of the entire process.



Airveda

- **Year of Incorporation**
2016
- **Headquartered in**
Ghaziabad, Uttar Pradesh
- **Website**
www.airveda.com
- **Industry**
Manufacturing
- **Latest Funding Round**
Bootstrapped
- **Founders**
Namita Gupta,
(Co-Founder/Director)
Prashant Gupta,
(Co-Founder/Director)

Airveda specializes in air quality monitoring solutions, driven by a mission to help people lead healthier lives by managing their exposure to air pollution. At the core of Airveda's offerings are its high-precision air quality monitors, utilizing advanced sensor technology to provide real-time data on pollutants like PM2.5, PM10, carbon dioxide, carbon monoxide, volatile organic compounds (VOCs), etc.

What distinguishes Airveda is the accuracy and reliability of its monitoring devices, complemented by user-friendly interfaces that make air quality data understandable for everyone. A distinctive aspect

of Airveda's approach is its focus on education and awareness. The company actively engages with communities, policymakers, and stakeholders to raise awareness about the health impacts of air pollution and the importance of monitoring air quality. Airveda caters to a large customer base across schools, offices, government, research institutes, as well as construction companies. Some of the company's key partners include L&T, Schneider Electric, JLL, Siemens etc.



Arthan Finance

Year of Incorporation
2018

Headquartered in
Mumbai, Maharashtra

Website
<https://arthan.finance>

Industry
FinTech

Latest Funding Round
Series A

Founders
Pravash Ranjan Dash, (MD & CEO)
Kunal Mehta, (Executive Director)

Arthan Finance, a FinTech start-up, aims to address the critical issue of limited credit accessibility for small businesses and nano enterprises in India, particularly within the MSME sector.

Arthan's key products and services include:

Arthik Application: The Arthik application, revolutionizes the lending process for MSMEs. It offers small ticket-size loans starting at ₹50,000, with a quick approval process that takes only 3 minutes. The application leverages AI, deep learning, and alternate data sources for risk assessment.

Digital Collection Platforms: Arthan Finance offers digitized collection platforms that streamline the repayment process for borrowers. These platforms leverage advanced AI and analytics to predict potential defaults and proactively prevent delinquencies.

AI-Powered Risk Assessment Tools:

The start-up utilizes AI-powered risk assessment tools to evaluate borrower creditworthiness and minimize default risks. These tools analyze various data points, including banking transactions, alternate data sources, and behavioral patterns, to generate accurate risk profiles.



Arya.ag

Year of Incorporation
2021

Headquartered in
Noida, Uttar Pradesh

Website
www.arya.ag

Industry
AI-based Solutions, DeepTech

Latest Funding Round
Bootstrapped

Founders
Margapuri Prasanna Rao, (Director)
Anand Chandra, (Director)

Arya.ag empowers farmers by mitigating the distressed sales of their produce and improving their income by 20-30% through an integrated platform addressing three primary concerns: storage, finance, and commerce. The start-up's unique near-farm storage solutions help farmers capitalize on price appreciation during the off-season.

Arya.ag's satellite-based farm monitoring leverages advanced technology to assist farmers in analysing, understanding, and enhancing their crop yields. Additionally, with visibility over 11,000 commodity storage points across the country, Arya.ag assures

year-round supply to SME and corporate buyers with embedded financing options. Their fully transparent commerce linkages help these farmers, FPOs, and small aggregators with unwavering assurance of payments and resolve the working capital challenges buyers face.

In 2023, Arya.ag successfully facilitated aggregation, storage, and marketing of over 65 agri commodities and financial linkage of \$1.1 Billion of finance annually with 7000 market players, including Small and Medium Enterprises, Farmer Organizations and Corporate Clients through their tech platform.



Edmingle

- **Year of Incorporation**
2016
- **Headquartered in**
Bengaluru, Karnataka
- **Website**
www.edmingle.com
- **Industry**
EdTech
- **Latest Funding Round**
Pre-series A
- **Founders**
Gaurav Doshi (Co-founder & CEO),
Prashant Agarwal
(Co-founder & CGO)

Edmingle is SaaS-based AI Driven & Analytics Focused Learning Management system, using which businesses can launch a fully white-labelled, professional looking web and mobile app based branded training academy within minutes. Edmingle's vision is to provide seamless & streamlined operations for training businesses while reducing technology spends and multiplying overall growth.

The start-up's mission is to make the e-learning/training industry independent of course delivery and tech bottlenecks while reinforcing their potential to scale. Serving 500+

organizations and above 2 million learners, Edmingle is commended for its robustness, flexibility, and scalability. Added to this are its wide range of integrations & features like multiple branch and batch management, exceptional customer service, and while-labelling.

Some of the notable clients include McGraw Hill, Aditya Birla Education Academy, FITTR, ISKCON, College Dekho and Learnbay.



Autodynamics

- **Year of Incorporation**
2016
- **Headquartered in**
Pune, Maharashtra
- **Website**
www.autodynamics.co.in
- **Industry**
Industrial Goods & Manufacturing
- **Latest Funding Round**
Bootstrapped
- **Founders**
Mr. Anil George,
(Co-Founder & MD)

Autodynamic is headquartered at Pune, Maharashtra, the company is engaged in Design, Development, Manufacturing and Supply of Lightweight Products for automotive industry. Autodynamics' products help to reduce weight, incorporate natural materials, and differentiate vehicles in the market segment.

The company has RTC Lab as part of the Group. Endorsed by NABL, a government-recognized accreditation and certified of TS 16949, RTC Lab is tasked with testing and analyzing, designing of automotive and non-automotive applications. The company has a

production facility of 1000 T IMC Machine, 700 T Machine, 2300 T IMC Machine, and 440 T Machine (2 Nos).

The company has more than 56 clients, some of them are Tata Consumer Products Limited, Mahindra & Mahindra, Electra EV, Octillion Power Systems, International Automotive Components, Maruti Suzuki, Stryker, amongst others. The company has completed more than 220 projects.



Bioscan Research

- **Year of Incorporation**
2017
- **Headquartered in**
Ahmedabad, Gujarat
- **Website**
www.bioscanresearch.com
- **Industry**
HealthTech, DeepTech
- **Latest Funding Round**
Grants & Equity
- **Founders**
Shilpa Malik, (Founder & CTO)
Anupam Lavania, (Founder & CEO)

Bioscan Research is leveraging deep tech in optics, electronics, mechanics, and software to develop, test, manufacture and commercialize affordable medical devices for non-invasive early detection of life-threatening diseases.

Bioscan Research's Cerebo is a revolutionary tool for rapid and non-invasive brain hemorrhage detection. Unlike traditional methods like CT scans, Cerebo is:

- **Portable:** Cerebo's compact design allows for use at accident sites, remote locations, or even by paramedics, facilitating faster diagnosis.

- **Safe:** Cerebo utilizes near infrared light, eliminating harmful radiation exposure, making it suitable for all ages and pregnant women.
- **Easy to Use:** The user-friendly design minimizes the need for expert interpretation, allowing for quick decision-making.

With over 10+ patents filed and high accuracy, Cerebo empowers medical professionals to identify brain bleeds in pre-symptomatic and delayed hemorrhage cases. This potentially life-saving technology aims to improve outcomes for traumatic brain injury patients around the world.



Blackfrog Technologies

- **Year of Incorporation**
2015
- **Headquartered in**
Udupi, Karnataka
- **Website**
www.blackfrog.in
- **Industry**
Manufacturing, HealthTech
- **Latest Funding Round**
Pre-Series A
- **Founders**
Mayur U Shetty, (CEO)
Donson Dsouza, (COO)

Blackfrog Technologies, founded with a commitment to solving societal issues through technology, specializes in developing sustainable healthcare solutions.

Key products and services include:

1. **Envólio - Current product**
Portable medical grade refrigerators that can strictly maintain a pre-set optimal temperature for up to 15 hours, enabling the safe and efficient transportation of vaccines and other biologicals like blood, serum, tissues, viral cultures, etc. during the last mile.
2. **SaaS Dashboard - Current product**
On board Envólio, Qualcomm's BG96 module ensures that all the 26

parameters recorded within the device are transmitted to the dashboard providing remote visibility and sending temperature, location, and low battery alerts to the end user. This ensures continuous visibility and that the vaccines and biologicals are never at risk of being exposed to sub-optimal conditions.

Current and possible revenue streams include partnerships with state/county governments, government health facilities, pharmaceutical companies, private hospitals, laboratories, academic/clinical research institutes, and even applications beyond human health like eye banks and animal husbandries.



Blu Cocoon Digital

- **Year of Incorporation**
2020
- **Headquartered in**
Kolkata, West Bengal
- **Website**
www.blucocoondigital.in
- **Industry**
Food and Agriculture Tech
- **Latest Funding Round**
Bootstrapped
- **Founders**
Shantanu Bhattacharya,
(Founder & CEO)
Srabani Bhattacharya,
(Founder Director)

Blu Cocoon Digital's (BCD) vision is to increase crop yield while minimizing waste and improving production efficiency to support sustainable agriculture and a traceable food supply chain.

The AGRi360 product suite from BCD, rendered over a mobile application demonstrates the start-up's capabilities in four innovative and patented areas.

- **SQA** - soil health analysis on pH, carbon content and particle size distribution, with research team's work on NPK and other micronutrients in progress.
- **Plant Disease Detection** - detecting plant diseases at a

very early stage, preventing vast areas of spread of crop damage through agronomist recommendation on correct usage of pesticides dose, hence also contributing in saving eco-toxicity.

- **SQRA** - seed quality study through computer vision for best seeds to be used for best yield
- **Infarmers** - Crop calendar, Good agricultural practice report generation, yield quality analysis report and supply chain management.



Centrado

- **Year of Incorporation**
2014
- **Headquartered in**
Chennai, Tamil Nadu
- **Website**
www.centrado-tech.com
- **Industry**
EdTech
- **Latest Funding Round**
Bootstrapped
- **Founders**
Anuradha, (Founder & MD)
Rajagopalan,
(Co-Founder & Director)

Centrado offers a holistic STEM curriculum emphasizing on AI, Robotics, IoT and Coding, fostering problem-solving through Design Thinking. The start-up's approach integrates technology and pedagogy to create innovative learning environments in schools and homes. Key products and services include: Primary grade: STEAM-based products along with well-defined curriculum platform to impart fundamentals of electronics through art and craft way, Mechanical Construction sets to enhance fine motor skills, Plug and Play Mechatronics kit to learn and explore various real-world applications, Paper automata (Japanese Karakuri),

Introduction to Story Visualizers through drag drop programming and STEM kits, STEM and Robotics. Secondary grade: Wide range of STEM kits on latest technologies such as AI, IoT, Robotics including a comprehensive curriculum of 400+ project videos, e-handbook and assessment modules, a unique coding platform with a seamless block and text coding interface.



CENTA

- **Year of Incorporation**
2013
- **Headquartered in**
Bengaluru, Karnataka
- **Website**
www.centa.org
- **Industry**
EdTech
- **Latest Funding Round**
Pre-Series A
- **Founders**
Ramya Venkataraman,
(Founder & CEO)

Centre for Teacher Accreditation (CENTA) is making teaching an aspirational profession by assessing and certifying the competencies of teachers, connecting them to career opportunities, rewards and recognition, and supporting their professional development.

CENTA equally helps schools and systems attract, develop, grow and retain great teachers. This leads to a virtuous cycle where many more teachers are motivated to improve their competencies and aspiring teachers see this as a valid career option – therefore fundamentally improving the quality of education.

At its core, Centre for Teacher Accreditation (CENTA) has flipped the narrative on teachers' professional development. While today, the focus is on WHAT teachers need to do; CENTA focuses on the WHY - resulting in an ecosystem where teachers (like several other professions) are incentivised to invest in their own learning & career growth.

Today, CENTA is likely the world's largest professional platform of its kind for teachers, with 1.5 million teachers across India and 141 other countries represented.



Chalo Mobility

- **Year of Incorporation**
2014
- **Headquartered in**
Navi Mumbai, Maharashtra
- **Website**
www.chalo.com
- **Industry**
Transport and Logistics Tech
- **Latest Funding Round**
Series D
- **Founders**
Mohit Kumar Dubey , (CEO)
Priya Singh Dubey , (Director)

Chalo is a bus transport technology company that provides live bus tracking services and contactless payment solutions to transform everyday bus travel into a safer and more reliable experience. The start-up has built its own entire technology stack for public transport – from installing GPS devices on buses, to live tracking algorithms, to payments, to auditing, automated fare collection systems (AFCS), and even installing ticketing devices and validators in buses.

This is a large advantage to the business, as each Indian city's transport systems are unique in their own way and require a system

with immense flexibility. At present Chalo operates over 16,000 buses daily in 61 cities, where the Chalo team takes ownership of the ground operations and delivers reliable bus services with the aid of Chalo's technology stack. The start-up works in partnership with operators and charges a revenue share when ridership increases above previous levels.



CloudKaptan Consultancy Services

- **Year of Incorporation**
2014
- **Headquartered in**
Kolkata, West Bengal
- **Website**
www.cloudkaptan.com/en
- **Industry**
Enterprise Applications, AI-based Solutions
- **Latest Funding Round**
Bootstrapped
- **Founders**
Manoj Kumar Agarwal,
(Founder & MD)

CloudKaptan offers a suite of IT services tailored to the needs of lending enterprises and technology providers. The start-up's key products and services include Digital Lending Platforms, designed specifically for alternate finance lending. These platforms empower clients to streamline lending processes, enhance customer experiences, and ultimately drive business growth.

CloudKaptan possesses a deep understanding of borrower and investor lifecycles globally, enabling the start-up to effectively navigate industry-specific practices. Their proficiency lies in their partnership

with Salesforce as a Consulting and ISV partner, which sets them apart.

CloudKaptan offers Data Warehousing and Analytics that help customers with actionable insights into lending operations, risk assessment, and customer behaviour. This empowers clients to make data-driven decisions, enhancing risk management. CloudKaptan's Quality Engineering Services ensure the reliability, security, and performance of digital lending platforms through comprehensive quality assurance and testing.



COGOS Technologies

- **Year of Incorporation**
2016
- **Headquartered in**
Bengaluru, Karnataka
- **Website**
www.cogostech.com
- **Industry**
Transport and Logistics
- **Latest Funding Round**
Pre-Series A
- **Founders**
Prasad Sreeram,
(Founder and CEO)
Prasad Katta,
(Co-founder and COO)

COGOS has built India's largest Intra-City logistics network. The current market is mostly driven by individual truck owner drivers and is highly fragmented constituting 90% of the 9 million+ trucks, causing higher overheads and low service levels. COGOS has built an asset light aggregation model powered by the state-of-the-art tech platform called Medha, which is digitally transforming the \$70 billion City Logistics industry, by automating workflows, thereby reducing operating costs up to 60% for shippers.

The start-up has built a high throughput delivery network in

450 cities across 24 states in India. COGOS serves Tier 1, 2 & 3 cities, and towns, and more than 20K+ trucks have generated revenues via the platform. The start-up serves more than 200+ enterprises within the Ecommerce, FMCG, Retail, Manufacturing and other LSP's (Logistics Service Providers).



CricHeroes

- **Year of Incorporation**
2016
- **Headquartered in**
Ahmedabad, Gujarat
- **Website**
www.cricheroes.com
- **Industry**
SportsTech
- **Latest Funding Round**
Series B
- **Founders**
Abhishek Desai, (Founder)
Kuntal Shah, (Co-Founder)

CricHeroes is bridging the gap between International and Grassroots cricket by digitizing and organizing grassroots cricket all over the world. The start-up earns revenue by being part of every transaction happening for and between grassroots cricket stakeholders like players, organisers, scorers, ground owners, etc.

The idea is to provide enough value to all stakeholders for being on the platform and connect them with each other building the single largest SportsTech platform focused on Cricket, a game with 2.5b+ fans. Some of their services include:

CricHeroes Pro Membership which gives users access to CricInsights, providing advanced insights to becoming a better cricketer.

Live Stream which gives users the ability to live stream their matches, also generating automatic highlights.

The Dressing Room which gives personalized apparels and equipment.

BookMyGround which makes ground booking as easy as movie ticket booking.



DigiSparsh

- **Year of Incorporation**
2020
- **Headquartered in**
Mumbai, Maharashtra
- **Website**
www.digisparsh.in
- **Industry**
FinTech, InsurTech
- **Latest Funding Round**
Seed
- **Founders**
Saurabh Soni,
(CEO & Co-Founder)
Akhilesh Gandhi,
(CTO & Co-Founder)

DigiSparsh is India's first and only FinTech platform that provides financial services to the entire healthcare ecosystem. This includes lending solutions for patients, hospitals, and merchants. The company also provides insurance claims processing services for hospitals and patients.

Some of DigiSparsh's innovative products and services include:

- **Patient Financing:** Interest-free loan and claim servicing solutions to patients for their healthcare treatment.
- **Hospital & Merchant Financing:** Bill discounting services against insurance receivables for

hospitals and supplier financing for the merchants who provide consumables to the hospitals.

- **Tatkaal- Instant discharge:**
The company has launched a new product through which patients get discharge in 60 seconds from the hospital by just blocking a certain amount of money on their Credit cards or UPI.

The two main source for generating revenues are: a) Interest-based revenue, shared between DigiSparsh and the lending partner. B) Processing fee and Platform fee.



Eduvanz Financing

- **Year of Incorporation**
2016
- **Headquartered in**
Mumbai, Maharashtra
- **Website**
<https://eduvanz.com>
- **Industry**
FinTech
- **Latest Funding Round**
Series B1
- **Founders**
Varun Chopra, (CEO)
Raheel Shah, (CBO)

Eduvanz addresses the need for accessible and flexible financing for education and skill development. Eduvanz offers educational loans tailored to various categories, including schools, colleges, vocational training, upskilling programs, and online courses.

The classification of Eduvanz's loan products into Discount, Interest-bearing, and Hybrid segments sets it apart from other FinTech NBFCs by providing a more nuanced approach to financing options for education. This segmentation likely allows borrowers to choose a loan product that best fits their financial needs and preferences, offering a

level of flexibility and customization that may not be available with other lenders. Additionally, Eduvanz offers unique benefits within each segment, catering to a diverse range of borrowers and their specific requirements.

The company has positively impacted over ~120,000 customers till date and over the span of more than 3 years, it has demonstrated an impressive CAGR growth of ~40% in AUM ~47% in its disbursal.



Entropik Technologies

- **Year of Incorporation**
2016
- **Headquartered in**
Bangaluru, Karnataka
- **Website**
www.entropik.io
- **Industry**
MarTech, AI-based Solutions
- **Latest Funding Round**
Series B
- **Founders**
Ranjan Kumar, (Co-Founder & CEO)
Lava Kumar, (Co-Founder & CPO)

Entropik is a Human Insights AI company that specializes in consumer and user research. The company offers standalone tech solutions through API/SDK integrations. Entropik offers a user-friendly DIY platform through Decode (consumer research) and Qatalyst (user research). These platforms eliminate the need for extensive research experience, allowing businesses of all sizes to conduct market research.

Entropik utilizes patented technologies in facial coding, eye tracking, and voice tonality analysis. These capture unbiased

user responses that go beyond traditional survey methods. Entropik's proprietary Insights AI is a mix of Emotion AI, Behavior AI, and Generative AI. This suite of AI-powered tools provides a deeper understanding of user behavior and preferences.

Entropik leverages 17+ global patent claims on Emotion AI, the 2nd largest global emotional benchmark repository, and a massive 7.8 million+ minutes of analyzed data including eye gaze, facial coding, and brainwave data to deliver human insights.



Evify Logitech

- **Year of Incorporation**
2021
- **Headquartered in**
Surat, Gujarat
- **Website**
www.evify.co.in
- **Industry**
CleanTech, Transport and Logistics Tech
- **Latest Funding Round**
Seed
- **Founders**
Devrishi Arora, (CEO & COO)
Pragya Mittal, (CMO & CFO)

EVIFY is a tech-enabled start-up focused on providing green delivery services to major Indian e-commerce giants in Tier I, II and III cities. The company operates a fleet of more than 350 e-vehicles in Surat, and Ahmedabad. Through its innovative asset light model, EVIFY began with one electric vehicle in Surat in September 2021 and has grown to a fleet of over 350 vehicles by now.

Currently, it uses tech-enabled two-wheelers that are high-performing and require little maintenance to transport groceries, food, e-commerce goods, and hyperlocal deliveries. EVIFY also offers a comprehensive logistics

management solution including a fleet and driver management, route optimization, battery management, telematics, and financial services.

Some of EVIFY's notable clients include Big Basket, BB Now, Swiggy, Zomato, Flipkart, e-Com Express, and Blue Dart.



Farm Gas

- **Year of Incorporation**
2019
- **Headquartered in**
Ahmedabad, Gujarat
- **Website**
www.farmgas.in
- **Industry**
CleanTech, Energy Tech
- **Latest Funding Round**
Bootstrapped
- **Founders**
Mr. Sobhan Sahu,
(Managing Director)
Mr. Karan Kaushal,
(Director)

Farm Gas was incorporated with a vision to provide a cost-effective and economically viable solution for handling agro-residue and municipal solid waste. Farm Gas aims to convert "Waste to Wealth" by envisaging the development of novel indigenous technologies for the conversion of agro-residue and municipal solid waste in to CBG for transportation.

Key products and services include:

Biogas Plants:

- **Domestic Biogas Plants:**
Tailored for household use, converting kitchen waste and animal manure into biogas for cooking and heating.
- **Industrial Biogas Plants:**
Designed for large-scale

operations, processing agricultural and industrial waste to produce significant quantities of biogas.

Biogas Technology Solutions:

- **Turnkey Projects:** End-to-end solutions from design, construction, and commissioning of biogas plants.
- **Consultancy Services:** Expert advice and consultancy for setting up biogas plants and optimizing biogas production.

Bio-fertilizers:

- Production of high-quality organic fertilizers as a byproduct of the biogas production process, enhancing soil fertility and promoting sustainable agriculture.



Insurance Samadhan

- **Year of Incorporation**
2016
- **Headquartered in**
Noida, Uttar Pradesh
- **Website**
www.insurancesamadhan.com
- **Industry**
InsurTech
- **Latest Funding Round**
Series A
- **Founders**
Deepak Bhuvneshwari Uniyal,
(Co- Founder & CEO)
Shilpa Arora, (Co- Founder & COO)

Insurance Samadhan is a pioneering InsurTech start-up on a mission to transform the insurance industry by resolving policyholder grievances through a tech-enabled platform. The start-up addresses the critical pain points of policyholders, including mis-selling, claim rejections, delays, and short settlements.

Key products and services include:

- **Polifyx Mobile Application:**
Company's flagship product, Polifyx, enables policyholders to upload their insurance policies for quick analysis, assists in portfolio management, facilitates claims filing, and tracks complaint status. The app's "Know Your Policy"

feature identifies errors or inconsistencies in policy documents, providing a seamless user experience.

- **Grievance Redressal**
Services: The company offers personalized grievance redressal services to policyholders, leveraging their expertise and technology to resolve issues efficiently and transparently. The company's team assists clients throughout the claims process, ensuring timely resolution and fair compensation.

Insurance Samadhan distinguishes itself through its innovative use of technology, including AI/ML and NLP algorithms, to address policyholder grievances.



Globiva Services

- **Year of Incorporation**
2017
- **Headquartered in**
Gurugram, Haryana
- **Website**
www.globiva.com
- **Industry**
ITES - BPO/ BPM Services
- **Latest Funding Round**
Bootstrapped
- **Founders**
Navneet Gupta, (Director)
Vikram Singh Nathawat, (Director)

Globiva Services is a leading Business Process Management (BPM) company based in Gurugram, India. They've been operational since 2017 and have established themselves as a reliable provider in the BPO sector.

Globiva has developed industry-first digital platforms which enhance their client's customer experience. Some of these platforms are Quality Management Platform, Knowledge Management Platform, Task Management Platform, Automated Employee Helpdesk, Digital Employee Onboarding, Automated Employee Feedback engine etc. Additionally, the start-up leverages AI-powered analytics to generate

automated reports and drive data-driven decision making.

Globiva manages customer service, back-office operations, sales, and customer acquisition/hiring using multiple channels such as outbound/inbound calling, chat, e-mail and field sales. Notably, they cater to a diverse clientele across industries including BFSI, e-commerce, and education, with many clients being industry leaders.



SpeechGears

- **Year of Incorporation**
2021
- **Headquartered in**
Noida, Uttar Pradesh
- **Website**
www.speechgears.com
- **Industry**
EdTech, HealthTech
- **Latest Funding Round**
Bootstrapped
- **Founders**
Bharat B. Chandra,
(Founder & MD)
Leena Chandra,
(Co-Founder & Director)

SpeechGears specializes in therapeutics for neurodivergent children. The start-up's therapy tools have transformed the lives of thousands of children with autism, sensory processing issues, and the like.

SpeechGears' core tenets – availability, affordability, and compassion – have allowed the company to grow staggeringly in the health-tech and ed-tech domains, even beyond India - with international customers and franchisee units in countries like Bangladesh, Nepal, UAE, Qatar, UK, Egypt, Kenya and Kuwait. SpeechGears' innovative products and services include:

- **SpeechGears Therapeutics:**

Designed for the neurodivergent, they include products like the 'Special Kit', 'Speech Kit', 'Sensory Bristles' and the 'V-pen'.

- **SpeechGears Ultrakids:** These are educational resources like learning flashcards, day organizers and puzzles. Designed to assist in cognition and intelligence development, they can be used by every child.
- **SpeechGears Babies:** SpeechGears Babies is a range of toys like the 'Stacking Blocks' and 'Wonder Putty'. They're intended to induce ideation and creativity among children.



GroMo

- **Year of Incorporation**
2021
- **Headquartered in**
Gurugram, Haryana
- **Website**
www.gromo.in
- **Industry**
FinTech
- **Latest Funding Round**
Series A
- **Founders**
Ankit Khandelwal
(Founder and CEO)
Darpan Khurana, (Co-Founder)

With a vision to build the nation's largest financial products distribution platform, GroMo provides access to financial products like insurance, credit cards, loans, bank and demat accounts etc. through its strong network of 3.6 million+ agents. GroMo is building a tech-enabled community-driven platform bringing together customers and leading financial institutions including nationalized banks, NBFCs, and Insurance companies through the agent network.

Key products and services:

- **Financial Products:** 150+ financial products from 100+ financial institutions across credit cards, loans, savings, demat etc.

Technology and Services:

- **Agent-facing Platform:** Empowers agents with seamless digital onboarding, product comparison tools, real-time commission tracking, and customer management features.
- **Partner APIs:** GroMo offers robust APIs for financial institutions, simplifying the integration of their products and enabling rapid expansion of GroMo's offerings.
- **Data Analytics:** AI-powered models for alternative credit scoring, targeted product recommendations, and fraud detection.



Hyphen SCS

- **Year of Incorporation**
2022
- **Headquartered in**
Noida, Uttar Pradesh
- **Website**
www.hyphenscs.com
- **Industry**
Transport and Logistics Tech
- **Latest Funding Round**
Seed
- **Founders**
Arun Pandit, (Co-Founder)
Pauneet Nanda, (Co-Founder)

Hyphen SCS is building India's largest warehousing and fulfillment platform with the intention of integrating all warehouses in India onto a single, comprehensive platform. The goal is to digitize, standardize, automate, and optimize the entire warehousing ecosystem. Hyphen SCS provides an e-commerce-like experience, allowing for real-time discovery, comparison, scheduling visits, leasing warehouses, on-demand warehousing, and booking ancillary services.

Since its launch less than two years ago, Hyphen SCS has achieved remarkable milestones, onboarding

over 45,000 verified warehouses across more than 225 cities, covering a total area of over 92 crore square feet.

The company has successfully onboarded more than 110 clients and partnered with over 88 businesses, offering more than 4,100 products and services including manpower, logistics, assets, compliance, and technology.



Alyve Health

- **Year of Incorporation**
2020
- **Headquartered in**
Mumbai, Maharashtra
- **Website**
www.alyve.health
- **Industry**
HealthTech
- **Latest Funding Round**
Seed
- **Founders**
Shashank Avadhani (CEO, Director),
Sushant Roy (CBO & COO, Director)

Alyve Health is a health-plan-tech start-up, empowering individuals, corporates, and insurance companies to provide personalized, comprehensive, cashless, and rewarding healthcare experiences to their employees and customers alike.

Through a multifaceted platform, Alyve Health offers a comprehensive suite of services designed to:

- **Personalize healthcare:** Alyve Health tailors healthcare plans to individual and corporate needs, ensuring a customized approach to well-being.
- **Facilitate cashless transactions:** The platform streamlines financial processes, enabling

seamless cashless access to healthcare services.

- **Deliver rewarding experiences:** Alyve Health fosters engagement through a user-centric design, creating a positive and motivating healthcare journey.

Alyve Health boasts a robust network of over 90,000 doctors, ensuring patients have access to qualified medical professionals. Partnerships with more than 100 hospitals and labs across 17,000 Indian pin codes further streamline access to diagnostics and health check-ups.



Credibl ESG

- **Year of Incorporation**
2018
- **Headquartered in**
Pune, Maharashtra
- **Website**
www.credibleesg.com
- **Industry**
Enterprise Applications
- **Latest Funding Round**
Seed
- **Founders**
Jitesh Shetty, (CEO)
Parth Patil, (CTO)

Credibl ESG is a sustainability tech firm, empowering organizations to achieve ESG and sustainability goals. Credibl is VC-funded startup (SOC 2 & ISO 27001 Certified) that provides End-to-End comprehensive ESG solution mainly the Reporting Software, also serving advisory and assurance.

Credibl ESG's key USP is its AI-powered platform, comprehensive services, and scalable solutions, empowering businesses to navigate ESG complexities and achieve sustainability goals. This unique combination of user-friendly technology and human expertise positions Credibl ESG to lead the

way in sustainable business practices and drive positive environmental and social impact.

Credibl ESG generates revenue through subscription-based access to its AI-powered ESG reporting platform. They offer a tiered subscription plans catering to the needs of businesses of different sizes and complexities. Additional revenue streams include consulting services for ESG strategy development and implementation, as well as customized solutions for large enterprises.



Janyutech

- **Year of Incorporation**
2016
- **Headquartered in**
Vasai, Maharashtra
- **Website**
www.janyutech.com
- **Industry**
Industrial Goods & Manufacturing
- **Latest Funding Round**
Bootstrapped
- **Founders**
Abhimanyu Raja,
(Managing Director & Co-Founder)
Sai Hemanth Manchella
(CEO & Co-Founder)

JanyuTech provides custom-designed robotics and cutting-edge solutions to reduce human risk in the core manufacturing sector.

JanyuTech's key products and solutions include two major platforms - VARAHA (Unmanned ground vehicles /crawlers) and KARA (Robotic arms). Some of the benefits of the start-up's robotics products are increased safety, enhanced efficiency, improved accuracy, cost savings, scalability, consistency in production, reduced human fatigue, enhanced competitiveness, and environmental benefits.

The company serves a huge customer base across various industry verticals such as industrial automation, metal extraction mining, pharma, F&B, and FMCG, defence security, heavy engineering, renewable energy, and others. Some of its top customers include Hindalco, Grasim Industries Limited, UltraTech Cement, JSW Steel, TATA Power, TATA Steel, ISRO, L&T Heavy Engineering, and Dr. Reddy's Laboratories among others.



Jetsetgo

- **Year of Incorporation**
2014
- **Headquartered in**
New Delhi, Delhi
- **Website**
www.jetsetgo.in
- **Industry**
Transport and Logistics, Private Aviation
- **Latest Funding Round**
Angel
- **Founders**
Ms. Kanika Tekriwal,
(Director)

JetSetGo offers private aviation solutions from aircraft ownership and management to charter services and membership programs for frequent flyers. The start-up is disrupting the traditional model by creating an online marketplace that directly connects charter customers with aircraft owners and operators.

JetSetGo key products include JetSetYatra, JetSetWed, JetSetRescue, and HeliSetGo. Its service offerings include aircraft management, aircraft sourcing & sales, charter services, MRO, aviation consultancy, and advanced air mobility. The company's fleet listing includes various aircraft types such

as light jet, midsize jet, super midsize jet, large jet, and helicopter.

Additionally, JetSetGo is turning its attention to advanced air mobility solutions using the next generation of electric and vertical take-off air taxis.



Kazam EV Tech

- **Year of Incorporation**
2020
- **Headquartered in**
Bengaluru, Karnataka
- **Website**
www.kazam.in
- **Industry**
CleanTech, Energy Tech
- **Latest Funding Round**
Series A
- **Founders**
Akshay Shekhar, (CEO)
Vaibhav Tyagi, (CTO)

Kazam is a provider of affordable, smart, and internet-based electric vehicle (EV) charging solutions in India. With a device-agnostic platform, Kazam offers a scalable charging and vehicle management software, eliminating hardware and brand limitations. The company has implemented 12,500+ EV charging stations over 825K + charging sessions.

Kazam's product portfolio includes Charging Management Software, Fleet Management Software, Battery Management Software, and White Labelled Application. The company has a huge customer base from various industries including Vehicle

OEMs, Fleets & Ecommerce, OMCs & Public Infra, and Utilities.

Kazam's key clients include Mahindra Logistics, TVS Motor, VIDA, Ather, Bajaj, Flipkart, BigBasket, Amazon, Exide, and Tata Power, among others.



Knight Fintech

- **Year of Incorporation**
2019
- **Headquartered in**
Mumbai, Maharashtra
- **Website**
www.knightfintech.com
- **Industry**
FinTech
- **Latest Funding Round**
Series A
- **Founders**
Kushal Rastogi, (Founder & CEO)
Parthesh Shah, (Co-founder & CBO)

Knight FinTech is a new age banking technology company that provides full-stack banking tech solutions in the domain of Co-lending, Digital Lending and Treasury.

Knight FinTech leverages cutting edge technologies to simplify the complex banking problems using Cloud-first, API driven solutions. Knight FinTech's suite of banking infrastructure solutions, coupled with flexible and secure middleware deeply integrates with legacy systems without displacing the existing systems, while bringing process efficiency, automation, and scalability at affordability.

The company serves over 60 Financial Institutions (Banks & NBFCs), including more than 15 large financial institutions. With Head Quarters in Mumbai and Singapore, and 10 offices across 4 states, Knight FinTech has been able to create a mark in the Indian Banking Industry and is backed by marquee domestic and international investors.



Cityflo

- **Year of Incorporation**
2015
- **Headquartered in**
Thane, Maharashtra
- **Website**
www.cityflo.com
- **Industry**
Transport and Logistics Tech
- **Latest Funding Round**
Series A
- **Founders**
Jerin Jolly Venad, (CEO)
Ankit Agarwal, (CTO)

Cityflo is an app-based, premium daily bus service: a true ride-share model. Cityflo offers a comfortable, affordable alternative to driving one's car to work. In parallel, as a space-efficient alternative to cars, Cityflo helps reduce traffic congestion in metro cities (1 Cityflo removes 18 cars off the roads).

Cityflo earns ticketing revenues from customers, and hires buses from a mix of transporters, HNIs and bus leasing companies. Today, Cityflo's operations (without any additional revenues) allow for a 25% GM operations. Backed by a tech-driven ops, Cityflo manages high quality operations (punctuality, reliability)

with a lean team and provide prompt customer support with a fully in-house OS for premium bus operations.

Cityflo's core innovation is in designing and operating a bus service that has successfully managed to move commuters from cars to buses. By serving this premium consumer segment, Cityflo has managed to run a profitable bus operations in this market.



Leksa Lighting Technologies

- **Year of Incorporation**
2016
- **Headquartered in**
Badagamijar, Karnataka
- **Website**
www.leksalighting.com
- **Industry**
Manufacturing
- **Latest Funding Round**
Bootstrapped
- **Founders**
Ronald Silvan Dsouza,
(Executive Director Cum CEO)

Leksa Lighting's business portfolio caters to the lighting of both professional and consumer spaces. The company provides turn-key solutions and has completed 800+ projects globally.

Leksa Lighting offer a wide range of innovative LED lamps and fixtures, with specialized knowledge in Stage Lighting & Drapery, Architectural and Façade lighting, DJ & Pub Lighting, Stadium, Video Conference, TV Studio & General Lights.

Its manufacturing facility is spread over 80,000 sq. ft. The company has a qualified professional team of 225+ employees who have scattered

across India for better service support, catering to 15+ verticals combined with over 500+ lighting products.

With an extensive network of 10 branch offices along with 20+ global sales networks, the company's leading clients include SBI, Infosys, Adani, and Reliance Jio, among many others.



Legitquest

- **Year of Incorporation**
2017
- **Headquartered in**
Delhi
- **Website**
www.legitquest.com
- **Industry**
Legal Tech
- **Latest Funding Round**
Series A
- **Founders**
Karan Kalia, (CEO)
Himanshu Puri, (COO)

Legitquest is a Legal-Tech venture that has built a one of its kind go-to platform with new-age technologies for the communities of attorneys, law firms, state judicial officers, law students, corporates, the government, consulting companies, litigants, and many other stakeholders in the legal system.

Legitquest's key products and services include an AI-powered Legal Research platform for law practioners, Case Management Tool with real time updates for managing all cases under one roof, and LIBIL – a legal score for legal due diligence. The company has served over

1000+ B2B clients and has 300,000+ monthly users.

Some of its top clients include Vedanta, Jindal Steel and Power, Deloitte, Accenture, Cognizant, PwC, HP, Veritas Legal, Kochhar & Co., and others.



Megamax

- **Year of Incorporation**
2015
- **Headquartered in**
Noida, Uttar Pradesh
- **Website**
www.megamaxservices.com
- **Industry**
Enterprise Applications, Consumer Solutions
- **Latest Funding Round**
Bootstrapped
- **Founders**
Rajesh Kumar Singh, (CMD)
Jyoti Singh, (Director)

Megamax aims to provide SMEs with affordable and scalable IT solutions that can streamline their operations and improve their competitiveness in the market. The company has introduced a new SaaS product, Kasturi HR, which offers HRMS solutions tailored to meet the needs of SMEs.

Following are the major solutions provided:

- **Digital Workplace Solutions:**
Megamax helps businesses design and implement modern digital workplace solutions, likely including tools and technologies that enhance collaboration, communication, and productivity for employees.
- **Next-Gen Data Center Services:**
They can manage and optimize data center infrastructure, ensuring efficient storage, processing, and security of critical business data.
- **Cybersecurity Solutions:**
Megamax offers cybersecurity solutions to protect organization from cyber threats and data breaches.
- **Mobile Application Development:** Megamax designs, develops, and deploys a custom mobile application tailored to specific needs.



Neuroequilibrium

- **Year of Incorporation**
2015
- **Headquartered in**
Jaipur, Rajasthan
- **Website**
www.neuroequilibrium.in
- **Industry**
DeepTech
- **Latest Funding Round**
Series A
- **Founders**
Rajneesh Bhandari,
(Managing Director)
Dr. Anita Bhandari, (Director)

Neuroequilibrium is a pioneer in the field of vertigo and balance disorders aiming to provide advanced and economical medical assistance to people suffering from these conditions. NeuroEquilibrium is a deep-tech remote diagnostic platform for super-specialty healthcare. Leveraging this super-specialty platform, NeuroEquilibrium is the world's largest chain of Vertigo, Dizziness, & Balance Disorders clinics, with over 170 clinics in six countries.

At the heart of NeuroEquilibrium's innovative approach lies their deep-tech platform, which integrates cloud technology, computer vision, clinical decision support system, a

remote diagnostic platform, and their proprietary diagnostic equipment and systems.

The company has been granted six patents in India and has received the European CE certification. NeuroEquilibrium has set up 170 super-specialty clinics on a clinic-in-hospital revenue-share business model with clinics in Apollo, Fortis, Max hospitals, Manipal, Medanta hospitals etc. and installation of state-of-art Vertigo & Dizziness diagnostic and rehabilitation labs in top government institutes including AIIMS Delhi, AIIMS Kalyani, AIIMS Bhopal, AIIMS Raipur, AIIMS Rajkot, NIMHANS etc.



Potful

- **Year of Incorporation**
2017
- **Headquartered in**
Bengaluru, Karnataka
- **Website**
www.potful.in
- **Industry**
FoodTech
- **Latest Funding Round**
Pre Series A
- **Founders**
Lokesh Krishnan , (CEO)

Potful is a 6-year old, D2C, delivery-only biryani brand operating 25 cloud kitchens , 2 central kitchens, 2 warehouses in Bangalore, Hyderabad and Chennai city. Potful works with Swiggy and Zomato and also deliver food to customers through their own channels (including web, app, whatsapp, call, take away etc).

Today, Potful is the largest handi biryani brand in south of India and they have built this with a very high focus on customer experience (Avg. rating 4.3/5.0), High Capital Efficiency (1 cr investment = 3 Cr Revenue), a solid process to scale the business with a thriving people culture (<1% attrition).

Each of their biryani is made fresh on order. Biryani is cooked and delivered in clay pots and the process ensures authentic form of dum cooking, retains all flavors and the biryani gets delivered piping hot to customers.



RapidLoops Logistics

- **Year of Incorporation**
2019
- **Headquartered in**
Chennai, Tamil Nadu
- **Website**
www.rapidloops.com
- **Industry**
Transport and Logistics Tech
- **Latest Funding Round**
Seed
- **Founders**
Arun Anbazhagan, (Co-Founder)
Rajesh Krishnan, (Founder)

RapidLoops Logistics provides an AI-driven and user-friendly technology platform to simplify trucking logistics. The RapidLoops platform is a centralised control room that optimizes any and all inefficiencies in trucking and fills any need-gaps in the supply chain.

The USPs of the RapidLoops platform include easy booking, live tracking, order management, zero PoD latency, instant payment, transparent rates, return loads, and partnership benefits.

Real-world problems that RapidLoops is solving include:

- **Driver Accountability:** With RapidLoops one can track driver

location, rest stops, break times, routes and productive miles making the driver accountable.

- **Ecosystem Efficiency:**
RapidLoops lowers costs in the system that benefit both the shipper and the trucker.
- **Process Transparency:**
RapidLoops provides updates on status through notifications which can also be viewed in the application.



Receivables Exchange of India Limited (RXIL)

Year of Incorporation

2016

Headquartered in

Mumbai, Maharashtra

Website

www.rxil.in

Industry

FinTech

Latest Funding Round

Seed

Founders

Ketan Gaikwad (MD & CEO)

Kailashkumar Varodia (COO & CFO)

RXIL is a joint venture promoted by SIDBI, NSE, SBI, ICICI Group, and Yes Bank. RXIL operates the Trade Receivables Discounting System (TReDS) platform as per the TReDS guideline issued by RBI.

With its innovative digital platform, RXIL facilitates corporate buyers with a single seamless interface to provide their MSME suppliers access to capital at competitive rates, in less than 48 hours. It empowers small businesses to realize their growth potential by accelerating liquidation of their receivables.

RXIL's registration details include 25000+ MSMEs, 1400+ Buyers, and 60+ Financiers. MSME benefits include quicker payments, multiple financiers and lower cost of fund. Similarly, Buyers benefits include enhanced procurement terms, seamless ERP integration, strengthened supplier relationships, and requiring minimal follow-ups.



Rootquotient Technologies

Year of Incorporation

2019

Headquartered in

Chennai, Tamil Nadu

Website

www.rootquotient.com

Industry

Enterprise Applications, AI-based Solutions

Latest Funding Round

Bootstrapped

Founders

Alathurai Raghavan Rajag opalan, (CEO & Founder)

Rootquotient, a product innovation company with a presence in Canada, the UK, and India, specializes in custom software development for diverse industries.

Rootquotient offers a comprehensive range of solutions, including:

- **Product Due Diligence:** Rootquotient's due diligence process evaluates various aspects of a product, including its organization, technical infrastructure, and operations, to provide clients with valuable insights for informed decision-making.
- **Discovery & Road Mapping:** The company conducts thorough problem and solution discovery sessions, followed by strategic product road mapping to outline

the path to success.

- **Product Engineering:** Rootquotient specializes in custom software development, enterprise software development, software product development, and intelligent systems, leveraging the latest technologies to deliver innovative solutions.
- **Debt Retirement:** They help businesses manage technical, product, and skill debts through strategic analysis and retirement plans, ensuring minimal risks and optimal outcomes.

The company caters to a diverse range of industries, including HealthTech, EdTech, FinTech, Retail, Green Tech, DeepTech, Non-profit, Entertainment and Logistics.



Delia

- **Year of Incorporation**
2019
- **Headquartered in**
New Delhi, Delhi
- **Website**
www.deliafresh.in
- **Industry**
Agriculture, Food and Agriculture Tech
- **Latest Funding Round**
Bootstrapped
- **Founders**
Anant Vijay Mandelia,
(Designated Partner)

Delia is a family-owned precision agriculture venture by Satsumi Farms, with a negative carbon footprint. The venture grows crops all year round - on their 10 acres farm - using modern, precision, soil-less Hydroponic techniques in their state-of-the-art, climate-controlled greenhouses. They also grow Certified Organic seasonal crops in the open field using sustainable, modern, drip irrigation and precision agriculture techniques.

All their plants are fed tailor made dosage of purified potable water enriched with water soluble nutrients through computerized fertigation machine. This ensures that the plants

thrive and produce highly nutritious fruits and vegetables which exceed global food safety standards.

Delia practices the concept of same day harvest as delivery, ensuring the freshness of the delivered product while not incurring any environmental costs towards storage of fresh produce. The company works closely with the Ministry of Agriculture towards the upliftment of marginal farmers. Towards this, they source Certified Organic Ghee and Honey from Govt. registered and promoted FPO's.



Sentienz Solutions

- **Year of Incorporation**
2016
- **Headquartered in**
Bengaluru, Karnataka
- **Website**
www.sentienz.com
- **Industry**
AI based Solutions, DeepTech
- **Latest Funding Round**
Bootstrapped
- **Founders**
Soundar Velu, (Founder)
Srikanth GN,
(Co-Founder & Architect)

Sentienz is an IoT, AI and Big Data company, with a highly skilled team of data scientists and engineers who are specialists in creating internet scale platforms and petabyte scale digital insights platforms, building machine learning models and advanced analytics platforms.

Sentienz Akiro is a foundational low-code product specifically designed to revolutionize operational efficiency in IoT use cases, with a special focus on alternate energy and IIoT applications. Akiro empowers customers to rapidly scale and optimize their connected products, driving significant energy efficiency gains. The company's key service

offerings include AI/ML, Data Analytics, Product Engineering, Platform engineering, Performance engineering, Cloud, IoT, DevOps, SaaS, and Security.

Sentienz's key customers include Jio, Dish Wireless, FourKites, StreamSets, Karix, and Shopkick. The company has a strong partner ecosystem. Some of its top partners include AWS, NTT DATA, Cloudera, Tata Elxsi, and Nasscom.



Skynex

- **Year of Incorporation**
2019
- **Headquartered in**
Delhi
- **Website**
www.skynex.aero
- **Industry**
Aviation Training
- **Latest Funding Round**
Pre Series A
- **Founders**
Anchit Bhardwaj, (Founder)
Aditya Kanwal Bhardwaj, (Director)

Skynex Aero is a pilot training school in India. They are a DGCA approved flying school offering various comprehensive aviation training programs, including CPL (Commercial Pilot License), PPL (Private Pilot License), ATPL (Airline Transport Pilot License), Foreign License Conversions, and Multi-Engine Endorsements.

The company has a flying base in Jalgaon Airport, Maharashtra with 8 Aircrafts (7 Single Engine + 1 Multi Engine). The company boasts a team of experienced instructors who provide comprehensive training covering aviation fundamentals,

navigation, communication, aircraft systems, and safety protocols. Skynex Aero has partnered with India's largest airlines for their Cadet Program, demonstrating their commitment to providing high-quality training that prepares graduates for successful careers in aviation.



DaveAI

- **Year of Incorporation**
2016
- **Headquartered in**
Bengaluru, Karnataka
- **Website**
www.iamdave.ai
- **Industry**
AI-based Solutions, DeepTech
- **Latest Funding Round**
Series A
- **Founders**
Sriram PH, (CEO)
Dr. Ananthakrishnan Gopal, (CTO)

DaveAI is a full-stack AI platform branded by Sociograph Solutions that creates immersive and personalized product discovery experiences powered by AI sales avatars. It is used by industry leaders in automotive, BFSI, fashion, real estate, and retail. DaveAI offers features such as conversational intelligence, visual intelligence, real-time adaptive personalization, and a unified intelligent data platform.

DaveAI offers a variety of digital sales experiences including virtual avatars, virtual stores, chatbots, and the metaverse. These can be used to enhance the customer experience and increase sales.

Some of their leading products include:

- **Virtual Avatar:** A digital avatar that replicates a human sales brain to engage with customers.
- **Virtual Store:** A digital twin of a physical space where users can browse, explore, and purchase products and services.
- **AI Chatbot:** A computer program that simulates conversation with human users.



SabPaisa

- **Year of Incorporation**
2015
- **Headquartered in**
Delhi
- **Website**
www.sabpaisa.in
- **Industry**
FinTech
- **Latest Funding Round**
Bootstrapped
- **Founders**
Kumar Manish, (Founder & MD)
Pathikrit Dasgupta,
(Co-Founder, CEO)

SabPaisa is a rapidly growing FinTech company that aims to streamline the payment process with simple and seamless solutions. SabPaisa aims to transform how various entities, including financial institutions, hospitals, government bodies, SAAS & e-commerce companies, schools, colleges, universities, councils, trusts, etc., collect money and data from their clients and customers.

SabPaisa's payments and collection application suite - white-labelled to multiple public sectors and private banks including BOI, BOB, IDFC First, Canara, UBI & Indian Bank - has

already processed more than ₹100 billion.

SabPaisa's extensive offline network, boasting 1.5 million cash counters nationwide, bridges digital and traditional payment methods, ensuring convenient and secure transactions for all consumers. Additionally, SabPaisa offers a specialized payment gateway tailored for MSMEs, supported by Udyam Aadhar integration. This unique approach caters directly to the needs of MSMEs, providing simplified access to financial services while ensuring compliance with Udyam Aadhar standards.



Techinvention

- **Year of Incorporation**
2016
- **Headquartered in**
Mumbai, Maharashtra
- **Website**
www.techinvention.biz
- **Industry**
Health, Education and Wellness,
Biotechnology
- **Latest Funding Round**
Bootstrapped
- **Founders**
Syed S Ahmed, (Director & CEO)
Nazneen Hamid,
(Director- Corporate affairs)

Techinvention, a healthcare biotech company, is a start-up working towards One Health on all 3 interventions - Vaccines, Diagnostics and Therapeutics in both human and veterinary segment.

The company operates on a four-vertical business model designed to create a lasting impact on global health:

- **Strategic & Technical Consulting:**
The company provides expert guidance to Low- or Middle-Income Country (LMICs), helping them build their vaccine manufacturing capabilities. This initial service line generates revenue that supports further endeavors.
- **Global In & Out-Licensing:**
Leveraging its expertise, the

company brokers licensing deals for innovative vaccines, securing additional revenue streams.

- **R&D and Innovation:** Fueled by profits from consulting and licensing services, the company maintains a robust R&D program. This has resulted in over 15 patent filings and 20+ research abstracts accepted by prestigious global forums.
- **Contract Development & Manufacturing:** Through a joint venture with an established biologics manufacturer, the company facilitates clinical and commercial-scale production of its B2B product portfolio.



Trenser

- **Year of Incorporation**
2017
- **Headquartered in**
Thiruvananthapuram, Kerala
- **Website**
www.trenser.com
- **Industry**
Consumer Solutions, AI-based Solutions
- **Latest Funding Round**
Bootstrapped
- **Founders**
Anil Chandran R, (Director & CTO)
Jayachandran Nair R,
(Director & CEO)

Trenser specializes in providing domain-aligned software technology services tailored to a range of industries. With expertise in Digital and Product Engineering services, the start-up is dedicated to fulfilling the diverse needs of global technology companies.

successfully completed 13 strategic engagements. Their client base spans from SMEs to Fortune 100 enterprises across North America, Japan, Europe and Australia.

Trenser's key products and services include Digital Engineering, Application Software, Embedded Software, and Software Testing across various industry verticals including healthcare, industrial, retail, and consumer & media. With ISO9001, ISO27001, and ISO13485 certifications, the company has delivered 200+ projects and has



University Living

- **Year of Incorporation**
2016
- **Headquartered in**
Noida, Uttar Pradesh
- **Website**
www.universityliving.com
- **Industry**
Real Estate & Construction,
Consumer Solutions
- **Latest Funding Round**
Series A
- **Founders**
Saurabh Arora, (Founder & CEO)
Mayank Maheshwari,
(Co-Founder & COO)

Incepted in 2015, University Living Accommodation is a global student housing marketplace that assists students seeking higher education in finding housing near universities around the world.

University Living offers a variety of services to students including finding accommodation, booking flights, securing a guarantor, international money transfer, opening a student bank account, getting a visa, student financing, and room essentials. In addition to these, University Living also provides airport pickup, room replacement, international SIM card, travel insurance, health insurance, luggage storage, currency exchange,

job search assistance, HungryHub meal plans etc.

They are a tech-enabled platform that lets students search-compare-book from over 1.75 million beds in 300+ student popular cities across the UK, Ireland, Australia, Europe, USA and Canada.



v-shesh Learning Services

- **Year of Incorporation**
2013
- **Headquartered in**
Chennai, Tamil Nadu
- **Website**
www.v-shesh.com
- **Industry**
Others - Training & Placement for Persons with Disabilities
- **Latest Funding Round**
Bootstrapped
- **Founders**
P. Rajasekharan, (Co-Founder)
Shashaank Awasthi, (Co-Founder)

v-shesh Learning Services is an Indian social enterprise focused on disability inclusion through employment. Their mission goes beyond just recruitment; they aim to empower both persons with disabilities and organizations seeking a more inclusive workforce.

Key areas of service:

- **Learning Programs:** v-shesh offers various programs to bridge the skill gap for persons with disabilities, including language learning & vocational training. Some examples include So!ve (Skills of Value), Signbee (Indian Sign Language training), and v-sign (visual communication skills training).

- **Workforce Development:** They assist individuals with disabilities in finding suitable job opportunities. Services include resume building, interview preparation, and job placement assistance. They also offer support for returning workers with disabilities who are re-entering the workforce.
- **Workplace Inclusion:** v-shesh helps organizations create a more inclusive work environment. This includes services like pre- and post-hiring support, sensitization training for employees, policy development, and accessibility consulting.



WatchOut

- **Year of Incorporation**
2021
- **Headquartered in**
Mumbai, Maharashtra
- **Website**
www.WatchOutWearables.com
- **Industry**
Consumer Goods
- **Latest Funding Round**
Seed
- **Founders**
Abhisek Baheti, (Director)

WatchOut Wearables is a pioneer in making smartwatches for kids and senior citizens in India. Their current offerings include kids and senior citizen smartwatches with innovative features.

Some of the unique features of their wearables include:

1. 4G compatibility for helping kids stay connected via video call or normal call with their parents along with GPS tracking.
2. Object Detection so kids can scan any object to get its definition and translation
3. Voice Based AI assistance for kids so kids can ask any questions (Current affairs, Maths, GK, etc) to get response.

4. Available in 20+ global languages and 5+ Indian Languages
 5. Music, Games, Anti-Theft, Parental Control, Podcast and Educational videos.
 6. Fall alert for seniors
- 4G SIM compatibility, GPS, Object Detection, Voice Based AI assistance for kids, Music, Games, Anti-Theft, Parental Control, Podcast, Educational videos and Fall alert for seniors.



Yulu Bikes

• **Year of Incorporation**
2017

• **Headquartered in**
Bengaluru, Karnataka

• **Website**
www.yulu.bike

• **Industry**
Transport and Logistics Tech,
AutoTech

• **Latest Funding Round**
Series B1

• **Founders**
Amit Gupta, (Co-Founder & CEO)
Naveen Dachuri,
(Co-Founder & COO)

Yulu Bikes is India's largest mobility-as-a-service (MaaS) company, currently operating 30,000 shared EVs across Bengaluru, Mumbai, Navi Mumbai, Delhi and Gurugram. Yulu has built a vertically integrated EV ecosystem through strategic partnerships with Bajaj Auto for manufacturing next-generation EVs, and with Magna International to create one of India's largest battery swapping entities, which has fulfilled 10 million+ battery swaps till date.

Yulu has created multiple verticals for specific use-cases. These verticals include:

- **Yulu Business (Shared goods mobility):** A major advantage of the Yulu Business platform is that it enables 40% lower cost

of operations compared with conventional-fuel vehicles.

- **Yulu Commute (Shared people mobility):** The Yulu Miracle fulfils diverse short duration mobility use-cases like first-and-last mile connectivity to metro or bus stand, daily commutes to office or college, shopping, etc.
- **Yulu Personal (Ownership):** The Yulu Wynn is a personal ownership vehicle that users can buy.
- **Franchise Partner-led Model:** The Yulu Business Partner (YBP) initiative was conceived by Yulu to support local entrepreneurs in launching profitable shared EV services in their own cities, using Yulu's EVs and technology stack.



Third-Party Risk & Compliance Solutions

Activate data and analytic insights to improve supplier and vendor performance, lower costs, and avoid the consequences of disruption



PLATFORMS

- D&B Onboard



SOLUTIONS

- Supply Management Solutions
- Compliance Solutions

LIST OF NOMINEES 2024

In the 2024 edition of 'Startup50: The Trailblazers,' Dun & Bradstreet received nominations from 164 start-ups across a diverse range of industries. This section lists the start-ups who showcased their areas of excellence by submitting valid nominations.





List of Nominees

Sr No	Company Name	Brand Name	Year of Incorporation	City
1	24 Media Films Pvt. Ltd.	24 MEDIA FILMS Pvt. Ltd.	2015	Pune
2	A.TReDS Ltd.	Invoicemart	2017	Thane Maharashtra
3	Aadyaa Originals Pvt. Ltd.	House of Aadyaa	2018	Pune
4	AARK World Pvt. Ltd.	Flyrobe	2016	New delhi
5	Aaseya IT Services Pvt. Ltd.	Aaseya	2017	Indore
6	Aays Technologies Pte. Ltd.	Aays	2018	Singapore
7	Ace Furnaces Pvt. Ltd.	Furnaces	2014	Thane Maharashtra
8	Adeptus Servo-Mechatronics Pvt. Ltd.	Adeptus	2016	Hyderabad
9	ADrPLEXUS Medical Services Pvt. Ltd.	ADrPlexus	2016	Chennai
10	Advantage Club Technologies Pvt. Ltd.	Advantage Club	2021	Gurugram
11	Airveda Technologies Pvt. Ltd.	Airveda	2016	Ghaziabad
12	ALOIS Technologies Pvt. Ltd.	ALOIS Solutions	2017	Vadodara
13	Anglo Goldy Hygiene Healthcare Pvt. Ltd.	Anglo Goldy	2014	Kolkata
14	Antwalk Pvt. Ltd.	Antwalk	2022	Bengaluru
15	Apta Footsecure Pvt. Ltd.	Foot Secure	2018	Bengaluru
16	Arthan Finance Pvt. Ltd.	Arthan Finance Pvt. Ltd.	2018	Mumbai
17	Artshala Center for Design Pvt. Ltd.	Artshala Center for Design Pvt. Ltd.	2020	Noida
18	Aryatech Platforms Pvt. Ltd.	Arya.ag	2021	Noida
19	Ascorb Technologies Pvt. Ltd.	Edmingle	2016	Bengaluru
20	Auto Dynamic Technologies & Solutions Pvt. Ltd.	Autodynamics	2016	Pune
21	Avris Environment Technologies LLP	CHUGG	2018	Chennai
22	Bee Base Pvt. Ltd.	Bee Base	2020	Ahmedabad
23	Bert Labs Pvt. Ltd.	Bert Labs	2017	Bengaluru
24	Bioscan Research Pvt. Ltd.	Bioscan Research	2017	Ahmedabad
25	Blackfrog Technologies Pvt. Ltd.	Blackfrog Technologies	2015	Udupi
26	Blu Cocoon Digital Pvt. Ltd.	Blu Cocoon Digital	2020	Kolkata
27	BlueRose Publishers Pvt. Ltd.	BlueRose One	2018	Noida
28	Cat Litter Indian Pvt. Ltd.	Indian Cat Litter	2020	Mumbai
29	Ceekay Logistics Pvt. Ltd.	-	2016	Mumbai
30	Centrado Tech Solutions Pvt. Ltd.	Centrado	2014	Chennai
31	Centre For Teacher Accreditation (CENTA) Pvt. Ltd.	CENTA	2013	Bengaluru
32	Chalo Mobility Pvt. Ltd.	Chalo	2014	Navi Mumbai
33	Choate Technologies LLP	PaAS2	2017	Gurugram



List of Nominees

Sr No	Company Name	Brand Name	Year of Incorporation	City
34	CloudKaptan Consultancy Services Pvt. Ltd.	CloudKaptan	2014	Kolkata
35	CogniTensor Technology Pvt. Ltd.	CogniTensor	2018	New delhi
36	COGOS Technologies Pvt. Ltd.	COGOS	2016	Bengaluru
37	Coverme Technology Pvt. Ltd.	IMT Care	2021	Mumbai
38	CR CashRich Fintech Pvt. Ltd.	CashRich	2018	Thane
39	CricHeroes Pvt. Ltd.	CricHeroes	2016	Ahmedabad
40	CricTracker Pvt. Ltd.	CricTracker	2017	Bengaluru
41	CTTD EPEACE Pvt. Ltd.	CTTD EPEACE, Panicha.In	2021	Chennai
42	Cunomial Technologies Pvt. Ltd.	Cunomial	2018	Bengaluru
43	Daivik Moringa Pvt. Ltd.	Daivik Moringa	2021	Nagpur
44	Debopriyo Sanyal Internet OPC Pvt. Ltd.	Designjewels,droned,gan gabiz,techandmanage,pi xgen		Kolkata
45	DGTLmart Technologies Pvt. Ltd.	DGTLmart	2021	Faridabad
46	DigiSparsh Pvt. Ltd.	DigiSparsh Pvt. Ltd.	2020	Mumbai
47	Digital Aptech Pvt. Ltd.	Digital Aptech	2015	Kolkata
48	DocMode Health Technologies Ltd	docmode.org	2017	Mumbai
49	Dparth Tech Advisory Pvt. Ltd.	Dparth Tech Advisory Pvt. Ltd.	2018	Ghaziabad
50	Eduvanz Financing Pvt. Ltd.	Eduvanz	2016	Mumbai
51	Ekennis Software Service Limited	Myperfectpack	2019	Bengaluru
52	EndureAir Systems Pvt. Ltd.	EndureAir	2018	Noida
53	EnFuse Solutions Limited	EnFuse Solutions	2017	Mumbai
54	Entropik Technologies Pvt. Ltd.	Entropik	2016	Bengaluru
55	Evify Logitech Pvt. Ltd.	Evify	2021	Surat
56	Farm Gas Pvt. Ltd.	Farm Gas	2019	Ahmedabad
57	Fastsurance Consultants Pvt. Ltd.	Insurance Samadhan	2016	Noida
58	Figital Technologies Pvt. Ltd.	Ncash	2021	Chennai
59	Finlabs India Pvt. Ltd.	-	2016	Mumbai
60	Finsurge Pvt. Ltd.	FinSurge	2018	Nagercoil
61	First City Secure Technologies LLP	FCST	2021	Nashik
62	Gfxbandits IT Solutions LLP	Techinfinity	2016	Mumbai
63	Globiva Services Pvt. Ltd.	Globiva	2017	Gurugram
64	GM's SpeechGears Pvt. Ltd.	SpeechGears	2021	Noida
65	Gohemp Agroventures Pvt. Ltd.	Gohemp	2018	Roorkee



List of Nominees

Sr No	Company Name	Brand Name	Year of Incorporation	City
66	Hasiru Dala Innovations Pvt. Ltd.	Hasiru Dala Innovations	2015	Bengaluru
67	HB Learning Solutions LLP	SkoolShine	2020	Mangaluru
68	HealthCub Impex LLP	Healthcub	2020	Greater noida
69	Hibachi Engineering Pvt. Ltd.	Hibachi	2017	Pune
70	Himalayan Hemp Industries Pvt. Ltd.	Himalayan Hemp	2019	Kangra
71	Human Racers Advisory Pvt. Ltd.	Nulearn	2017	New Delhi
72	Hyphen SCS Pvt. Ltd.	Hyphen SCS	2022	Noida
73	Imagicahealth	Imagicahealth	2018	Surat
74	Imagine HealthFin Pvt. Ltd.	Alyve Health	2020	Mumbai
75	INDEVILLE DESIGN STUDIO Pvt. Ltd.	INDEVILLE	2021	Patna
76	India Assist Insights Pvt. Ltd.	India Assist	2017	New Delhi
77	Infinichains Lab Pvt. Ltd.	Credibl ESG	2018	Pune
78	IntelleWings Pvt. Ltd.	-	2019	Registered office- Delhi
79	i-Sourcing Technologies Pvt. Ltd.	Procure247, Tender247	2014	Ahmedabad
80	Istakapaza Pvt. Ltd.	Istakapaza	2018	Bengaluru
81	Janyu Technologies Pvt. Ltd.	Janyu	2016	Vasai
82	Jetsetgo Aviation Services Pvt. Ltd.	JetSetGo	2014	New delhi
83	Jyoma Solutions Pvt. Ltd.	Jyoma Solutions	2021	Dehradun
84	Kalibroida Technology Solutions Pvt. Ltd.	TokyoTechie.com	2017	Pune
85	KAPITI OVERSEAS Pvt. Ltd.	KAPITI	2018	Hyderabad
86	Kazam EV Tech Pvt. Ltd.	Kazam	2020	Bengaluru
87	Knight Fintech Research Pvt. Ltd.	Knight FinTech	2019	Mumbai
88	Komorebi Tech Solutions Pvt. Ltd.	Cityflo	2015	Thane
89	Koshish Sustainable Solutions Pvt. Ltd.	Koshish	2015	Noida
90	KR4U TECHNOLOGIES SERVICE Pvt. Ltd.	Healspan	2022	Bengaluru
91	LarkAI Healthcare Pvt. Ltd.	LarkAI Healthcare	2020	Gurugram
92	Leksa Lighting Technologies Pvt. Ltd.	Leksa Lighting	2016	Badagamijar
93	Life and Limb Pvt. Ltd.	lifeandlimb.ai	2020	Ghaziabad
94	Linking Spaces Technologies Pvt. Ltd.	Settlin	2016	Bengaluru
95	LQ Global Services Pvt. Ltd.	Legitquest	2017	Delhi
96	Mara Studios Pvt. Ltd.	Locus	2015	Bengaluru
97	Megamax Services Pvt. Ltd.	Megamax	2015	Noida



List of Nominees

Sr No	Company Name	Brand Name	Year of Incorporation	City
98	Mensa Brand Technologies Pvt. Ltd.	MyFitness, Villain & other 19 Brands	2021	Bengaluru
99	Mindchamp Teaching Solutions LLP	MindChamp	2017	Mumbai
100	Moneyclub Technologies Pvt. Ltd.	The Money Club	2016	Noida
101	Neokred Technologies Pvt. Ltd.	Neokred	2019	Bengaluru
102	NESL Asset Data Limited	NADL	2017	Bengaluru
103	Neuroequilibrium Diagnostic Systems Pvt. Ltd.	Neuroequilibrium	2015	Jaipur
104	Nikol Automotive Pvt. Ltd.	Nikol EV	2022	Pune
105	Nordische Energy Systems Pvt. Ltd.	NES	2022	Bengaluru
106	Norverden Konsulent Pvt. Ltd.	Norverden	2019	G2
107	Nuverse Health Solutions Pvt. Ltd.	NuAI®	2019	Pune
108	OG Hemp Pvt. Ltd.	OG Hemp	2020	Kolkata
109	Onwo Trade India Pvt. Ltd.	ONWO	2022	Bengaluru
110	OpenTurf Technologies Pvt. Ltd.	OpenTurf	2015	Bengaluru
111	Organic Wellness Products Pvt. Ltd.	Organic Wellness	2015	Gurugram
112	Outshiny India Pvt. Ltd.	Arctic Fox	2014	Bengaluru
113	Outsourced Marketing Pvt. Ltd.	COHIRE	2016	Bengaluru
114	GroMo Inc.	GroMo	2021	Gurugram
115	Pot Ful India Pvt. Ltd.	Potful	2017	Bengaluru
116	Prayogik Technologies Pvt. Ltd.	Prayogik	2019	Bhopal
117	PUMP ACADEMY Pvt. Ltd.	iPUMPNET	2021	Bengaluru
118	RapidLoops Logistics Pvt. Ltd.	RapidLoops Logistics	2019	Chennai
119	Receivables Exchange of India Limited	RXIL	2016	Mumbai
120	ReferralYogi Technologies Pvt. Ltd.	ReferralYogi	2017	Chennai
121	Remunance Services Pvt. Ltd.	Remunance	2019	Pune
122	Revergon Solutions Pvt. Ltd.	Revergon Solutions, Ergoniture, Alleviate	2018	Mumbai
123	Rootquotient Technologies Pvt. Ltd.	Rootquotient	2019	Chennai
124	Saartha Labs Pvt. Ltd.	Saartha	2014	Bengaluru
125	Sankey Business Solutions Pvt. Ltd.	Sankey Solutions	2017	Thane
126	Satsumi Farms LLP	Delia	2019	New delhi
127	SDOTJ Hospitality Pvt. Ltd.	SDOTJ	2018	New Delhi
128	Sentienz Solutions Pvt. Ltd.	Sentienz	2016	Bengaluru
129	SigmaT Consultancy Pvt. Ltd.	SoigmaT	2018	Mumbai



List of Nominees

Sr No	Company Name	Brand Name	Year of Incorporation	City
130	Skydo Technologies Pvt. Ltd.	Skydo	2022	Bengaluru
131	Skynex Aero Pvt. Ltd.	SKYNEX	2019	Delhi
132	Snowmax Logistics Pvt. Ltd.	ICEAN	2021	Bengaluru
133	Sociograph Solutions Pvt. Ltd.	DaveAI	2016	Bengaluru
134	Sparsa Labs Pvt. Ltd.	Sparsa	2021	Chennai
135	SRP Crane Controls (India) Pvt. Ltd.	SRP	2018	Rajkot
136	SRS Live Technologies Pvt. Ltd.	SabPaisa	2015	Delhi
137	Stories & Ideas Foods Pvt. Ltd.	SAO Foods	2018	Mumbai
138	Swapp Design Pvt. Ltd.	Swapp Design	2022	Bengaluru
139	Swayam Analytics Pvt. Ltd.	Swayam	2021	Bengaluru
140	TCZ Digital Pvt. Ltd.	TechChefz Digital	2020	New delhi
141	Techinvention Lifecare Pvt. Ltd.	Techinvention	2016	Mumbai
142	Thales Cleantech (OPC) Pvt. Ltd..	-	2021	Chennai
143	The Zero Brand Zone Pvt. Ltd.	Zero Brand Zone, ZBZ	2016	Mumbai
144	Tracknow Pvt. Ltd.	msbtrack myschoolbus	2016	Ahmedabad
145	Trademill Technologies Pvt. Ltd.	Chemarc	2016	Mumbai Maharashtra
146	Tralexho Ecommerce Pvt. Ltd.	Tralexho	2021	Bengaluru
147	Trenser Technology Solutions Pvt Ltd	Trenser	2017	Thiruvananthapuram
148	University Living Accommodation Pvt. Ltd.	University Living	2016	Noida
149	Univest Communications Pvt. Ltd.	Univest	2022	Gurugram
150	ValueAdd Research and Analytics Solutions LLP	ValueAdd Research and Analytics Solutions LLP	2015	Thane
151	VBR Technologies Pvt. Ltd.	VBR	2016	Bengaluru
152	Vianam HealthTech Pvt. Ltd.	HexaHealth	2021	Gurugram
153	v-shesh Learning Services Pvt. Ltd.	v-shesh	2013	Chennai
154	WatchOut Wearables Pvt. Ltd.	WatchOut	2021	Mumbai
155	Waterwala Labs Pvt. Ltd.	DrinkPrime	2016	Bengaluru
156	Way2Agribusiness India Pvt. Ltd.	Krusha Mithra - Way2Agritech & Way2Foods	2014	Bengaluru
157	Webskitters Technology Solutions Pvt. Ltd.	-	2013	Kolkata
158	Wellhead Equipment Engineers Pvt. Ltd.	Wellhead	2014	Vadodara
159	Worfore India Solution Pvt. Ltd.	Vega Equity	2019	Noida



List of Nominees

Sr No	Company Name	Brand Name	Year of Incorporation	City
160	Workline Pvt. Ltd.	Workline	2016	Mumbai
161	YHonk Tech Pvt. Ltd.	Yhonk	2021	Ahmedabad
162	Yulu Bikes Pvt. Ltd.	Yulu	2017	Bengaluru
163	Zimya Consulting Pvt. Ltd.	Zimyo	2018	Gurugram
164	Zipaworld Innovation Pvt. Ltd.	Zipaworld	2021	Noida

Dun & Bradstreet Economic Research

Conducting quantitative and qualitative economic research, econometric modeling, forecasting, analytics, commodity research, customized research and industry research across a wide spectrum of sectors. Areas covered under economic research include real sector, public finance, monetary and fiscal policy, external sector, and infrastructure & social sector.



SOLUTIONS

- Index, score card and gap analysis
- Economic research and analysis
- Thematic research & strategy
- Policy research & advisory
- Country Insight reports
- Sectoral risk rating
- Climate Economics & Sustainability Framework

Panel Discussion: Unleashing innovative strategies to overcome financial crunch



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Moderator: Mohit Gupta, Senior Director - Sales, Dun & Bradstreet India

Panelists: Anuj Tewari, Co- Founder & CFO, Yulu Bikes | Sunil Jain, Managing Director, Sprout Capital Advisors LLP, Trivesh D, Co-Founder & COO, Tradejini | Vishesh Jhol, Director- Sales, PayU Payments | Virjin Jawahar, Assistant General Manager, State Bank of India

Keynote Session: Maximizing Growth – Efficient strategies for scaling customer acquisition in start-ups



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Pratik Basu, Sales, New Business Development, Appsflyer India

Session: Grow with SAP Report Launch



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Moderator: Vipul Oberoi, Director of Learning Solutions, Dun & Bradstreet India
In conversation with: Sudakshina Ghosh, Sr. Director, Customer Advisory Practice, Digital Natives
and Unicorns, SAP Indian Subcontinent

Panel Discussion: Building sustainable growth in 2024 and beyond



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Moderator: Vipul Oberoi, Director of Learning Solutions, Dun & Bradstreet India
Panelists: Namratha Swamy, Chief Operating Officer, Mobile Premier League
Rajiv Mukherjee, CEO & Founder, Incubatehub
Rohit Singh, Managing Partner, Dexter Capital Advisor
Sourabh Deorah, CEO & Co-founder, Advantage Club
Sanket Deodhar, VP & Head, Digital Natives, SAP Indian Subcontinent

Keynote Session: Crack the core for better CX



Anand Bala, Commercial and SMB Sales Leader, India and SAARC, Zoom

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Guest Speaker: Dr. Christopher Richard, Founder, G7 CR Technologies India Pvt. Ltd.



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Keynote Session: Ankur Aggarwal, Co-Founder, Dunzo.in



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Keynote Address: Shri Darshan H.V., IAS Director of Electronics, Information Technology, Biotechnology and Science & Technology, Government of Karnataka



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METHODOLOGY

Through a comprehensive research process, parameters were identified against which the start-ups were evaluated. These are listed below:



Start - Up Definition:

The term “start-up” refers to a company which is in the early stages of operation. Start-ups are founded by one or more entrepreneurs who want to develop or improve a product, process or service and have a scalable business model with high potential for wealth creation and employment generation.



Eligibility Criteria:



Businesses incorporated or commenced **on or after January 1, 2024**



Annual turnover **not exceeding ₹ 250 crore** for any of the financial year since inception



Entity should not have been formed by demerger or split or reconstruction of an existing business



Nomination Shortlisting:



Inviting Nomination (via E-Mail, Microsite, Social Media)



Objective Eligibility Check of the Applications



Initial Shortlisting based on Dun & Bradstreet Proprietary Model

Final Selection is based on the following consideration:

Start-ups that provide new ways of products and solutions to existing markets or segments **or**

Start-ups that provide existing solutions with existing business models and techniques but addressing to a latent need or unserved or underserved segment,

with underlying usage of technology to enable its solutions **and**

which are validated commercially in terms of revenue or customers and business model validated in terms of independent funding and types of funders (validating quality of business)



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