



**SHOWCASING IIT DELHI**

**INCUBATED STARTUPS @ FITT**



# Message from Director, IIT Delhi



**V. Ramgopal Rao**

Director, Indian Institute of Technology Delhi

IIT Delhi has always shown strong growth while delivering impeccable academic and research output year after year. Furthermore, its alumni are disrupting industries across the world with their excellent scientific and technical knowledge, and exemplary leadership skills. IIT Delhi's alumni have also achieved great success in the business world. In the last two decades, alumni have launched over 800 start-ups, raising over USD 19 billion in funds collectively. This has put the Institute in the league of the world's top ten schools in terms of the number of start-ups founded and capital raised by graduates. Out of the 31 start-ups founded by Indians or Indian origin persons worldwide, 16 are by the IIT Delhi Alumni alone. We take pride in the quality of research our faculty do, in the technologies that we put out into the society and the world class graduates we produce. This would not have been possible without close linkages with our industry partners who help facilitate getting more of these solutions delivered to the society and connect IIT Delhi community with the society at large. Through this platform, I am inviting you to be a partner in this journey, help and support our start-ups. Please take your time in browsing through the brochure and do not hesitate to contact us if you require any more information.

## Message from Dean, Corporate Relations



**Anurag S. Rathore**

Dean, Corporate Relations, Indian Institute of Technology Delhi

IIT Delhi, as you already know, is one of the finest Technical Institutes in India, recognized as the Institute of Eminence by the Government of India. We also happen to have one of the most vibrant startup ecosystem and of all the Academic Organizations in India, it is no surprise that the maximum number of Unicorns that Indians have created worldwide have come from IIT Delhi Alumni. We believe if incubated start-ups are nurtured with passion and responsibility they have power to be the next Unicorn.

Drawing upon this realization, we at Corporate Relations proudly present to you some of the Start-ups Incubated at IIT Delhi. Under this initiative, we are showcasing 20 start-ups covering various categories like Artificial Intelligence, Healthcare, Automation, Biotechnology, Automobile and many more. We believe that start-ups and large corporates can meaningfully collaborate while scripting the success stories for mutual benefits.

Here we have made a coordinated effort to curate a repository of technology and services they offer and we wish to approach you to become a partner in their journey and fund some of these startups of your choice.

Looking forward to meaningful collaboration.

## Message from MD, FITT



**Dr. Anil Wali**

MD, Foundation for Innovation and Technology Transfer (FITT)

FITT is an interface body at the Institute devising innovative ways to create partnerships with business and community to enable knowledge transfer for common good. Besides others, FITT is responsible for IP management at IIT Delhi. With a portfolio of over 950 patents and 100+ technologies transferred to industry, FITT has also been working relentlessly with the startup community in the entire region. Our Technology Business Incubator (TBI) has been in active operation at the Institute since the year 2000. Activities in the TBIU include product development, product innovations, software testing, simulation and prototyping, pilot experimentation, training, and similar other technology related work. So far, 130 companies have been incubated out of which, 39 companies are currently incubated with us. Biotechnology Business Incubation Facility (BBIF) which is under operation since October 2014, provides support to the bio-tech innovators. The Sonipat Residential Incubator (SRI) operational since 2018, has now been converted into the Atal Incubator Centre. Our incubators enable access to specialized equipment, IP guidance, market linkages etc. FITT has now embarked on the mission to establish Research Parks at IIT Delhi's campuses to deepen industry engagement, enhance R&D programs and significantly augment the start-up ecosystem. We look forward to value-accretive partnerships with corporates, start-ups, investors and research organisations to build a great innovation ecosystem. Come be part of an action-packed story.

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## Market Opportunity: Define market size & your customer base

Our vision is to enable information related to air quality based on real-time micro level data to all the masses. We intend to do so by engaging with various stakeholders within the air quality ecosystem such as government and research institutes. Also, we provide personalized value propositions to the different industry verticals: Education, Healthcare, Hospitality, and Real Estate.

## Product or Service: Your solution

Our main goal is to help the population manage their exposure to the harmful air pollutants better. We wish to cater to the market by provisioning the key components such as IOT Devices to gather real-time micro level data, Network infrastructure for smooth communication between devices and stakeholders, and dashboards with data analytics and visualization for distributing information in the most accessible and understandable format.

## Momentum, Traction, Expertise: Your key numbers

We started with R&D and sale of modular air quality monitoring devices about 18 months ago and have developed expertise in personal, indoor, outdoor, and mobile IOT devices. We have revenue book of around INR 40.00 Lacs.

## Business Model: Key Revenue Streams

Our business model has primarily been to design, build and sell customized air quality monitoring devices. We are working on launching our services segment which would include subscription model for data and advisory/alerts, consultancy services to NGOs, real-estate developers, and government bodies to study air quality and its impact on defined population segments/geographies.

## Market Approach & Strategy: How you grow your business

Our go-to-market strategy is focused on B2B approach wherein we tap into the identified customer segments with a personalized value proposition. Our customer segments include research and development departments/institutes, government departments, academic institutes, medical institutes, hospitality and real-estate sector.

## Competition

There are some competitors in the market who provide air quality monitoring devices. The main competitive advantage we have in the market is our technology capacity and that we design and build customized solutions for the clients rather than importing the devices to sell or merely assembling imported parts in India.

We have no credible competition for the services that we are planning to launch – be it subscription model for information/alerts/data or our network infrastructure as a service.

## Team & Key Stakeholders: Investors, Advisors

Our key stakeholders include our incubators: IIT Delhi and Social Alpha. Our key advisors include Prof PVM Rao, Prof. Rijurekha Sen, and Prof. Sagnik Dey.

## Financials

There are some competitors in the market who provide air quality monitoring devices. The main competitive advantage we have in the market is our technology capacity and that we design and build customized solutions for the clients rather than importing the devices to sell or merely assembling imported parts in India.

We have no credible competition for the services that we are planning to launch – be it subscription model for information/alerts/data or our network infrastructure as a service.

### TOTAL EXPENSES

• Salary	• 3,253,284	• 77.55%
• Equipment	• 156,482	• 3.75%
• Consumable	• 487,671	• 11.62%
• Rent	• 110,465	• 2.63%
• Office Expense	• 50,566	• 1.21%
• Compliance	• 125,918	• 3.00%
• Misc.	• 5,488	• 0.13%
• Bank Charges	• 5,315	• 0.13%

4,195,189

100%

### SOURCE OF EXPENSE

• Revenue	• 1,933,018	• 46.08%
• BIRIC SEED	• 1,735,141	• 41.36%
• Promoters Capital	• 525,000	• 12.51%
• Interest on FD	• 2,030	• 0.05%

4,195,189

100%

## Investment: Your 'Ask' for Funding

We are seeking to raise our first round of INR 50.00 Lacs which would be used primarily for customer acquisition for our various business verticals.





## Market Opportunity: Define market size & your customer base

India market size was INR 42,000 crs (US\$ 6 bn) in 2018, which is expected to grow to INR 140,000 crs (US\$ 20 bn) by 2025, across all manufacturing & services sectors (viz. automotive, chemicals, consumer, FMCG, FMCD, retail, engineering, BFSI, technology, pharma, healthcare, hospitality, real estate, etc). Our technology solution is product, sector & geography agnostic as a result of which it is expected to cater to the needs of firms across the world.

## Product or Service: Your solution

AiNS PeopleTech is a SAAS solution that offers a proprietary technology backed customized skill development & skill matching services targeted for entry level workforce.

## Momentum, Traction, Expertise: Your key numbers

The solution is under technology development.

## Business Model: Key Revenue Streams

Revenue would be generated by providing our solution as a service (SAAS) to the clients.

## Market Approach & Strategy: How you grow your business

- a. Prepare customised skill match & skill development solutions for organisations in each of the target segments
- b. Obtain engagement mandates from organisations
- c. Use our proprietary technology & process for delivering client organisations' mandated requirement, viz.
  - i. Skill Match & hiring
  - ii. On-going Skill Development

## Competition

No apparent direct competition. AiNS PeopleTech will offer a unique package combining skilling & recruitment using technology as a solution. We would copyright our algorithm, patent the final product & build a strong brand to market the solution.

## Team & Key Stakeholders: Investors, Advisors

- a. Ananda Mukherjee - Co-Founder & Director
- b. Shavikesh Goel - Co-Founder & Director
- c. Prof. Niladri Chatterjee - Advisor & Director
- d. Prof. Subir Kumar Saha - Advisor & Director

## Financials

Currently under incubation in IIT Delhi for development of the proprietary technology (SAAS) solution

## Investment: Your 'Ask' for Funding

- a. Stage 1 (Jan 2021) - INR 1 crs (US\$ 150,000) for PoC technology development
- b. Stage 2 (Jan 2022) - INR 7 crs. (US\$ 1 mn) for:
  - i. Recruitment Technology development
  - ii. Skill development digital platform
  - iii. Content adoption for skill development
  - iv. Induction of client value added services;
  - v. Initial set-up, including people hiring;
  - vi. Business development & marketing
- c. Stage 3 (Jan 2023) - INR 10.5 crs (US\$ 1.5 mn) for:
  - i. Advanced Technology development
  - ii. Advanced client services
  - iii. Market expansion
  - iv. People hiring





## Market Opportunity: Define market size & your customer base

According to the World Bank, one billion people experience some form of disability. The global elderly and disabled assistive devices market size is anticipated to reach \$35,599 million by 2026, registering a CAGR of 5.5% from 2019 to 2026.

## Product or Service: Your solution

TouchVision (Anaavaran Technologies Pvt. Ltd.) is an inclusive design and technology enterprise aiming at social inclusion for one billion persons with disabilities globally. The enterprise has been honored with National Award for Empowerment of Persons with Disabilities for development of affordable assistive technologies. TouchVision facilitates accessible infrastructure through a comprehensive approach comprising of accessibility audits, technology and design based recommendations requiring minimum retrofitting, design and development of custom products as per the chosen set of recommendations followed by installation as per RPWD 2016 and ADA guidelines to ensure access for All.

## Momentum, Traction, Expertise: Your key numbers

We are working with state governments across the country to transform hospitals and elderly care homes into accessible facilities. Globally, we are working with partner organizations to transform workplaces, hotels, museums, hospitals and schools into inclusive establishments.

## Business Model: Key Revenue Streams

Key Revenue Streams

- 1. Accessibility Audits
- 2. Custom design and development of Products
- 3. Maintenance Service

## Market Approach & Strategy: How you grow your business

Expanding into countries with well defined accessibility laws through local partner organizations.

## Team & Key Stakeholders: Investors, Advisors

Full time-5, Interns-2  
Community Influencers-10  
Advisor-Dr.M.Balakrishnan

## Financials

Grants-INR 40 Lakhs, Recurring Revenue-50 Lakhs, Individual Projects-INR 5 lakhs onwards

## Investment: Your 'Ask' for Funding

Partnerships and Tie Ups with Govt. organizations and International agencies working towards inclusion of persons with disabilities.



## Market Opportunity: Define market size & your customer base

Market is very large for us. Market size is approx. 10,000 corporate / airports / metros / Residential Societies / Rural Sector in the next 5 years covering 10+ Lac users.

## Product or Service: Your solution

A touch-less, robust, AI driven automated smart machine which allows OTCs, women's products, Covid-19 products, Health Supplements, Health Snacks anywhere. We believe in 24x 7, 365 service. It will be a Build-Operate-Maintain (BOM) model where the vision is to provide the product & service 24x7, 365 days. Other revenue models include OOH Advertising, general & hyper local offers to users to delight them. We can also sell these machines to Govt.

## Momentum, Traction, Expertise: Your key numbers

In the past, we have sold machines to IIT Delhi for their project and to a corporate "NIINE". Now, we are aim to deliver on the BOM Model from the funds received from IIT Delhi. Final version of machine is being worked through Design Department of IITD. With this current funding, around 4 machines will be deployed in 3 months' time. We will then deploy 16 machines out of Rs. 30 Lacs funds in 8 months' time.

## Business Model: Key Revenue Streams

1. Product Sales: Machine will dispense 20 different products, 20 nos each. Each time machine will have 400 products. These are majorly daily use products for health and protection and we expect fast sales.
2. OOH Advertising: There will be a large 40" panel on which OOH advertisers will advertise their products. This will constitute our other main chunk of revenue.
3. Product Branding on the machine: Large corporate are interested to do physical branding on the machine.
4. Sampling: Large FMCG brands can use this platform to roll out new products and get feedback.
5. General & hyper local offers: Commission per transaction.
6. Community development: We will be developing customer app for our users for larger orders for "Product-On-Go". Get product delivered anywhere.
7. Data analytics and lead generation activities: Once we make these local communities, we will be doing lead generation for BFSI Industry / E-Commerce Industry / any other.
8. Machine Sales to Government / Armed Forces: We will be selling products to the government to be deployed in the rural sector which will permit us large capital inflows.

## Market Approach & Strategy: How you grow your business

Growth: 15 months, 100 machines; 15-36 months total 1000 machines; 36-60 months, 4000 machines. Deployment at Corporate, Airports, large residential units & metro stations in major metros.

## Competition

Currently there is minimum competition where there are mechanical machines which dispense one/two products but due to Covid 19. Although our machine is patented and patent is published, the market is heating up and looking to make similar product.

## Team & Key Stakeholders: Investors, Advisors

Currently, there are 2 co-founders Vikas Soni who has 20+ year experience in Business Development, Commercials and Virendra Sharma who has 10+ year experience in IT, both hold 47.5% each and are engaged full time and IITD holds 5%. Prof Sumer Singh is the mentor /advisor who is in the Design Department of IIT Delhi. Mr. Vijay Raghavan, President and CMO Clairvortex and ex-Metlife is marketing advisor.

## Financials

Revenues will start flowing from deployment of the first machine itself. Forecasting: After first year, with this additional funding, we aim to deploy 100 machines in 15 months and with time we will get better advertising profits, increased sales of products through product optimization, and community sales, we aim to make average Gross Operating Margins (GOM) of Rs. 35,000 per machine or 35 Lac GOM per month therefore around Rs. 4 Cr GOM.

## Investment: Your 'Ask' for Funding

We require Rs. 3 Cr. funds firstly to in-house critical functions like Design and IT. We intend to speed up deployment of machines (100 numbers) so as to get the first-mover advantage. To achieve these goals we need a team of marketing / sales / BD professionals; offices; and large operations team to provide 24 x 7, 365 operations.



Incubated at IIT Delhi, BotLab Dynamics is a Drone start-up founded by the two alumni of IIT Delhi. The founder, Tanmay Bunker was given 2019 Prime Minister's award for the work with India Army. We have now become the only group in the country that has developed the technology which allows flying of 100 or more drones simultaneously operated by a single user. To achieve this we have built several essential components from the scratch such as Flight Controller; Precision GPS (detects 14-16 satellites, 15 cm accuracy); ESC (Electronic Speed Controller); programmable LED panels; Swarming Algorithms, Swarm Flight Simulation, Ground Station; Communication Platforms etc. In addition, we have designed a custom micro drone that can house all the electronics.

The applications of such technology are numerous both in the commercial and defense domain. As a startup we have focused our attention on two applications. On the commercial side we have partnered with Studio Trika, the only company to have done drone light shows in India (<https://rb.gy/b1xhfi> ; <https://rb.gy/b1xhfi> ). The drone light shows are highly valued globally with a market size of above USD 450 million. For the defense based applications in the past four years we have developed close ties with Indian Air Force (IAF) and Indian Army. We have successfully done the demonstration of our technology at various bases in the country (Pokhran, Sriganga Nagar, UdhamPur, Devlali, Manekshaw Bhawan, Tawang etc.).

## Team & Key Stakeholders: Investors, Advisors

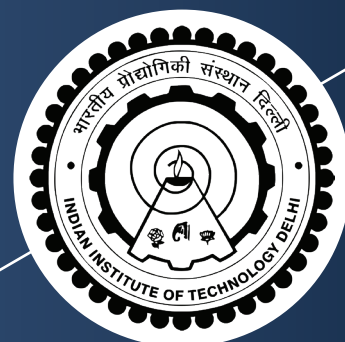
In the last four year our team of 10 fulltime and 4 interns has acquired expertise in designing controls and communication hardware for drone application. Building embedded hardware to enable the networking of multiple drones. Integration of various sub-systems to build a reliable drone. The team has conducted several flights which has resulted in hundreds of hours of flight log data adding to the experience.

## Financials

In the last four years BotLab Dynamics has generated a revenue of >INR 48 lacs. The entire revenue and additional investment of INR 30 Lac by the promoters has gone into the running of the company. In addition in 2017 BotLab was awarded a half-loan/half equity of INR 50 lac by the NIDHI-SSS of DST. Being a hardware startup the initial capital investment is more in comparison to the service based products.

## Investment: Your 'Ask' for Funding

BotLab Dynamics is among the very few groups which have the capability to build the entire system and associated software in-house. At present a support of INR 70 lac will allow the team to build the first fleet of 100 drone for the light shows. Because of our innovations the cost of each drone will be less than Rs 50,000/-, which is highly competitive. If the first fleet is in operation the company can become self-sustainable and pay attention to harder R&D problems and also expand its business.





# BRAINVENTION 2.0 PRIVATE LIMITED

Whenever you are enjoying a cup of coffee alone or having a great time with your best friend over a glass of beer. One core problem occurs, that your coffee gets cold and your beer gets hot within minutes of arriving on your table. Felt that? Yes! There are millions like you on earth who love to drink their beverage at just the right temperature and deserve the freedom to drink their favourite beverage anytime, anywhere & at any temperature they prefer.

## Product or Service: Your solution

We are creating a line of products for just this problem i.e. a digital coffee/tea mug which keeps your coffee at your desired temperature to the last sip, a digital beer mug which keeps your beverage cold to the last sip and other products with the aim of keeping your eatables and drinkables at your desired temperature to the last bite or sip using our patent pending technology which miniaturizes heating and cooling systems and enables them to be portable and energy efficient. We are now planning production for our first product i.e. Digital Coffee Mug called PYALI. We plan to sell our products through D2C channel and are also exploring partnerships with Restaurants, Cafes and Tea or Coffee selling e-commerce platforms.

## Team & Key Stakeholders: Investors, Advisors

We are a team of engineers and marketers with strong research background having worked with Bhabha Atomic Research Centre, Defence Research & Development Organisation, and Institute for Plasma Research, HP etc.

## Competition

We have one major competitor out of US i.e. Ember Tech and others include Muggo, YeCup, Mr. Coffee etc. Our core competitive advantage is that our technology is more energy efficient and takes less time to heat or cool beverages.

## Financials

We are raising INR 1 Crore. Funds will be used to setup initial production unit, creation of brand identity and initiate marketing efforts.





CYRAN AI solutions is a deep-tech IIT-Delhi start-up officially recognized by DIPP under the Startup-India program. CYRAN is incubated in FITT-IIT-Delhi. CYRAN was founded by IIT-Delhi faculty and students and includes IIT-Delhi Alumni as its key members.

## Product or Service: Your solution

CYRAN focusses in the areas of edge-AI solutions (hardware, software and electronics). CYRAN has developed multiple innovative solutions and deployed them at real end-user sites. Some of CYRAN's products include edgeAI Face Recognition System, vision-AI based industry 4.0 analytics tools and the BUDDHI AI DIY Kit. The BUDDHI AI DIY kit is a unique and novel education technology innovation developed by CYRAN and is India's first Artificial Intelligence Do-it-Yourself Kit. This kit offers a complete learning ecosystem to help young school children learn the principles of a complex subject like AI (Artificial Intelligence) in a fun, interactive, practical and hands-on manner.

More information about the BUDDHI kit can be found at: [www.buddhikit.in](http://www.buddhikit.in) BUDDHI Kit was widely featured in the global and national media. It has been recognized by the national broadcaster- DD News, hon'able PM's Mann Ki Baat and the MoE (MHRD). Multiple organizations (NGOs, institutions etc.) are partnering with us to take BUDDHI Kit to schools.

CYRAN would like to –

- (a) Find new strategic/synergistic partners, customers, end-users who are looking for customized edge-AI solutions (electronic-hardware and software) for vision AI, Industry 4.0, security use-cases.
- (b) Find new CSR/corporate/industry support partners who can sponsor provision of BUDDHI AI DIY Kits for government and underprivileged schools.

## Investment: Your 'Ask' for Funding

A support grant of INR 50 lakhs will enable us to manufacture and take BUDDHI AI DIY Kits to 25 underprivileged schools empowering 10,000 – 12,500 young children (grades 6 - 12) with future AI skills.



## Market Opportunity: Define market size & your customer base

The demand for specialty enzymes is booming in Indian academic, research and industrial institutions. Research labs import crores of specialty enzymes from USA, Europe and China yearly. Having personally experienced the difficulties and expense in importing enzymes for our research, we aim to provide affordable top-quality enzymes to academic and industrial research labs. We later seek to enter into diagnostics, as our enzymes are critical reagents in IVD testing and biomarker detection kits and are majorly all imported.

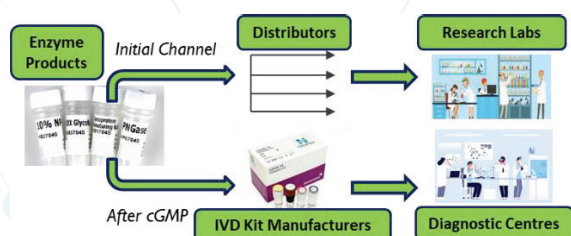
## Product or Service: Your solution

Edna BioLabs produces high-value enzymes for research and in-vitro diagnostics applications in molecular biology and mass spectrometry (see bottom left table), and associated kits and reagent mixes. The enzymes are recombinantly produced and purified using a state-of-the-art train with multiple chromatography and filtration steps. Each enzyme vial from Edna is guaranteed to have equal or better activity and purity compared to those from top international companies including New England Biolabs and Takara Bio.

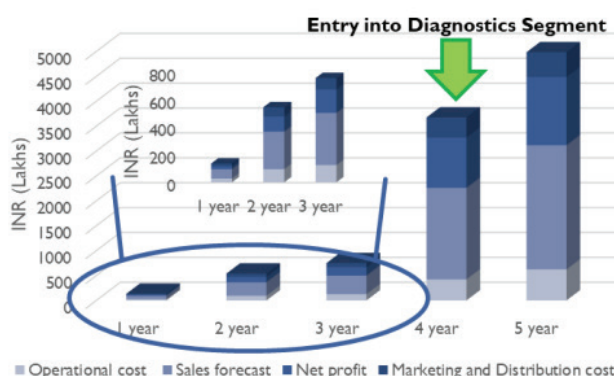
## Momentum, Traction, Expertise: Your key numbers

- Starting portfolio of 46 products including 6 molecular biology enzymes, 8 mass spectrometry enzymes, and 10 advanced reaction kits with proprietary technology
- Novel integrated manufacturing processes yielding 700-fold difference in manufacturing vs. sales price
- Our enzymes have 120-150% activity per enzyme unit compared to existing international products
- Founding team has extensive experience in biomolecules: 6 patents, 30+ international publications
- Awarded 50 lakhs of funding and in talks with 4 large Indian distributors for initial product launch

## Business Model: Key Revenue Streams



## Financials



Enzyme	Indian Manufacturer (For Research)	Indian Manufacturer (For Diagnostics)	Major Foreign Sallars in India
Taq DNA Polymerase	SRL, GCC Biotech, GeNei, Richcore	Richcore	Agilent, Thermo Fisher, New England Biolabs, Takara, Invitrogen, Roche, Promega
pfu DNA Polymerase	None	None	
T7 RNA Transcriptase	None	None	
Reverse Transcriptase	None	Richcore (Started 2020)	
DNase (For mol bio)	SRL, GCC Biotech, GeNei, Richcore	None	
RNase A (For mol bio)	None	None	New England Biolabs, Promega
Sequencing Grade Trypsin	None	None	
PNGase F	None	None	
Lysine C	None	None	
Glu-c	None	None	
Ides Protease	None	None	

## Team & Key Stakeholders: Investors, Advisors

- Dr. Vishwanath Hebhi, Analytical Characterization and Quality Control (PhD IIT Delhi, 2y in Biocon)
- Dr. Nikhil Kateja, Manufacturing and Process Development (PhD IIT Delhi, 3y in Intas and Syngene)
- Ms. Garima Thakur, Product Strategy and Marketing (PhD IIT Delhi ongoing, 1.5y in Exiger Hong Kong)
- Prof. Anurag Rathore, Scientific Advisor and Mentor (Dean and Professor, IIT Delhi)

## Investment: Your 'Ask' for Funding

We are seeking INR 2 crore in funding for an independent manufacturing facility as we are currently in our IIT Delhi lab. We also seek domestic/international distribution partners and collaborators in the in-vitro diagnostics segment.





### Market Opportunity: Define market size & your customer base

All E comm platforms & branded offline stores dealing with apparels. Global Market size E comm platforms + Offline retail stores = \$980 billio

### Product or Service: Your solution

A system to detect body measurements automatically & personalised fashion recommendation system for Online E comm platforms & offline retail stores

### Momentum, Traction, Expertise: Your key numbers

In talks with one of the leading global brand having 1600 stores across the globe and more than 70 stores in India.

### Business Model: Key Revenue Streams

Subscription-based Model

### Market Approach & Strategy: How you grow your business

Licensing of technology on an annual subscription basis

### Team & Key Stakeholders: Investors, Advisors

Team Members	Investors	Advisors
Abhishek Sisodiya	FITT	Mr Sridhar
Vishwaraj	Friends & family	Prof. Vignesh
Sarika Thakur		Prof. Sabyasachi

### Competition

TrynBuy, Perfittly, Dressipi

### Financials

Have raised 30 lakhs from friends & family & 10 lakhs till now from FITT

### Investment: Your 'Ask' for Funding

Looking forward to raising \$2m which will help the organisation to run for the next 24 months. The money will be used for upgradation of technology for a market fit product and for scaling of the business.



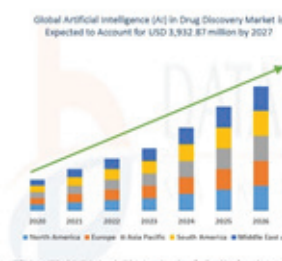
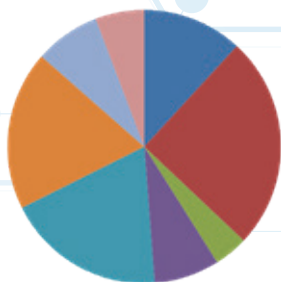
# GROWDEA TECHNOLOGIES

## Market Opportunity: Define market size & your customer base

Last few years with the advancement of AI and machine learning algorithm and increase in data of small molecule, new prediction algorithm are being designed.

Where we are failing in Drug Discovery

New era of drug discovery is looking to expedite the process with the use of high end computational techniques. This can reduce the cost of reaching a drug like molecule to clinical trials.



## Product or Service: Your solution

There is a huge pain and high risk involved in complete drug discovery. It makes the development slow and thus we are facing scarcity of new drug molecule in the market. We are committed to accelerate the process by involving smart method of artificial intelligence and machine learning to design new molecule or finding new activity of existing molecule. This process has potential to release a efficient molecule with 1000x rate to existing procedure

### WE PROVIDE ACTIVE MOLECULE REPOSITORY

High end computational technique can help to find potential hit in shorter time. These can be tested in experiments. Molecule that gives  $IC_{50} < 20\mu L$  would be the huge asses for pharmaceutical company.

## Business Model: Key Revenue Streams

Generating Lead Candidates for Clients

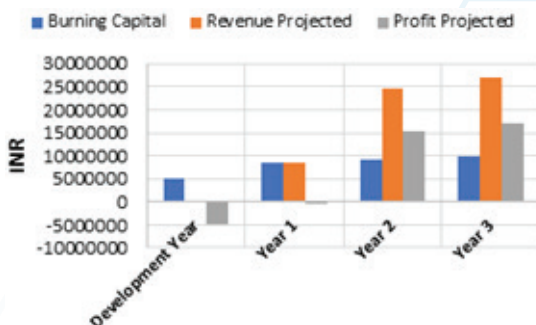
- Identify the Drug Target.
- Apply inhouse AI model to screen large library.
- Apply CNN based method to find bioactivity.
- Apply QSAR model to design new compound.

Testing molecule activity in-vitro

## Team & Key Stakeholders: Investors, Advisors

1. Dr. Avinash Mishra, CEO
2. Mr. Ranjan Sinha, AI Developer
3. Prof. Anurag Rathore, Scientific Advisor

## Financials



## Investment: Your 'Ask' for Funding

We are looking for investment of INR 1.5 Cr for completing the development phase and branding/marketing of the solution.



## Market Opportunity: Define market size & your customer base

We are addressing the 2-wheeler market which have 20 Million in sales in which 13 Million motorcycles are sold from which 2 million are performance oriented vehicles, we are developing the Motorcycle and EV solutions for this segment initially as there are limited players providing the same.

## Product or Service: Your solution

We are developing Advance Driver Assist System based Electric Motorcycle with sub-components platforms for modular and adaptable Battery pack, BMS, Motor controller and Smart System, we are also providing these sub-components to industry players and as service also.

## Momentum, Traction, Expertise: Your key numbers

We have team members in different domains Raman Sharma (founder), Ruchit Kasa (battery Engineer), Arun Kumar (BMS Engineer), Suyash Walkunde (Software Engineer), Mayur Harge (Smart System Engineer) and Anshul (Powertrain Engineer). Our team is working on different domains with single goal to develop electric vehicles.

## Business Model: Key Revenue Streams

Selling of Sub-components of the electric vehicles like Motor controller, Smart System etc. then we are developing the vehicle which will be sold as in Hub-Spoke Business model with main product as a motorcycle then we will provide modifications and sub-components as additional products.

## Market Approach & Strategy: How you grow your business

We are developing the Electric Vehicle on-board ecosystem like Battery pack, BMS, Motor controller, & Smart System so we are providing these sub-components to industry partners, this will give us a revenue stream while further focusing on the vehicle development, they will help us maturing the technology.

## Competition

We do not have direct competition in terms of technology (ADAS system) as no other startup is developing this platform which can increase the Safety & Performance of the vehicle but Ultraviolette automotive developing electric motorcycle in the same segment.

## Team & Key Stakeholders: Investors, Advisors

Investors- DST NIDHI SSS, NIDHI EIR, DISC Challenge by MHRD, FIRP IRD Project Advisors- Prof. Bhim Singh, Prof. Sumer Singh, Prof. Shriram Hegde, & Aishwarya Kachhal.

## Financials

We have raised 75 lakhs till now and working on the development of the model further. We have one ride sharing player who is ready to implement the Smart System and have pre-order for the Motor controller and this year we are expecting 10 Lakhs in revenue.

## Investment: Your 'Ask' for Funding

We are in the process of raising 1.5 Cr for further development of the vehicle and it's sub-component's like Battery pack, BMS, Motor controller and Smart System for the electric vehicles. This fund will help us complete our TRL-2 (Technology Readiness Level- 2) and deploying the sub-components like Motor controller and Smart system with industry players





## Market Opportunity: Define market size & your customer base

We as an organisation cover up the B2C industries which includes Tourism and hospitality and it has the highest market size with 8810 Billion USD that includes bus and train towels, tablecloths, carpet, pillows and bedsheets.

## Product or Service: Your solution

Medicfibers has invented an antiviral chemical solution which would act as a disinfectant and last long up to 50 washes. It works on the invention of the chemical solutions, which provide a reagent, which may be bonded between the layers of the cellulose fibres.

## Momentum, Traction, Expertise: Your key numbers

Momentum: Momentum is exceptionally good

Expertise: Pitching Expertise: Won 10 lacs grant from IIT Patna

Technology Expertise: Incubation in FITT, IIT Delhi

Business Expertise: Investment of 94 Lacs from Startup Jalsa.

## Business Model: Key Revenue Streams

Antiviral chemical is the main product of our company. Our customers are mainly hospitals and hotels and the demand is 10000 litres a month. Its cost of one litre will be 400 rupees. According to that, we will be able to earn Rs 600,000 rupees.

## Market Approach & Strategy: How you grow your business

- Organic Social Media
- Customer Feedback
- Upgrading the processes and equipment.
- Improving SEO.

## Competition

There are competitors like UPL Limited, Johnson & Johnson, Amcor but Medicfibers is a company which has invented antiviral chemical solutions which act as disinfectant and could last long up to 50 washes. We provide a product antiviral, antibacterial and antifungal, 100 % biodegradable and cost effective, and its features are what makes our product distinctive from other competitors.

## Team & Key Stakeholders: Investors, Advisors

1. Harsh Lal (CEO)
2. Hansraj Sagar (COO)
3. Nimish Joseph (CFO)
4. Akash Sharma (CTO)
5. Startup Jalsa (INVESTOR)
6. FITT, IIT Delhi (INCUBATOR)

## Investment: Your 'Ask' for Funding

Our Ask for funding is Rs 50 Lakhs.

We need to include funds to cover certain administrative costs for necessary startup tasks:

- 1) Fees for attorney to set up legal form of business, to assist with commercial lease documents, and other pre-startup negotiations
- 2) Fees for CPA to set up bookkeeping system
- 3) Local business licenses and permits
- 4) Insurance deposits



## Market Opportunity: Define market size & your customer base

Nable IT Leverages AI/ML technologies for business transformation by building technology components that provide plug in interface to the existing IT infrastructure and Solutions to obtain Superior Customer Experience and Business Sustainability and Competitiveness. Since our technology and offerings are new and challenges existing status quo of various business processes, the market size is exceptionally large and difficult to quantify. Our customers are affiliated with variety of industries, for instance, Financial /Banking Products, Lifesciences, Retail, CPG, Hospitality, Manufacturing, Travel and Transportation, Fire Safety, Law and Order, Chemical Process Industry, and Government.

## Product or Service: Your solution

Our Solutions incorporate Computer Vision ( Facial Recognition, Expression Analysis, Profile Analysis, Car Damage Analysis, Object Recognition), Predictive Analytics ( Replacing Statistical Regression Methods by Deep Neural Network Based Inference Engines used for Forecasting and Predicting), Natural Language Processing ( Document Search and Analysis using Natural Language Processing, Ontology based , Metadata Based, or Free Text Search for any documents (viz docx, ppt, xl, csv, pdf files). We also have capability to do Speech analysis and Robotics.

## Momentum, Traction, Expertise: Your key numbers

From the time of inception in early 2018, Nable IT has experienced phenomenal growth both on its performance and interests from clients worldwide. Nable IT was nominated as one of the top startups in India. In 2019, the company opened a liaison office in USA and inked partnership agreements with Jaira, a company founded by Carnegie Mellon University (CMU), USA and IIT, New Delhi.

We have a Healthy pipeline of prospects and customers both in India and USA, we signed MoU's with two major Global IT consulting service providers to deliver AI/ML based niche IT services. We are also shortlisted by a global auto manufacturer for innovation solutions. Our operations are self-sustained and are operating cash flow positive since inception. We delivered Rs 37 Lakh Revenue in FY 19 and have Rs 29 lakh cash reserves in our balance sheet as per audited report of FY 19.

## Business Model: Key Revenue Streams

Licensing of products for an annual fee for integration with customer applications, implementation and customization charges.

## Team & Key Stakeholders: Investors, Advisors

MANAGEMENT	ADVISORS	
Rajiv Sodhi, Managing Director	Tapan Gandhi, PhD	Ramana Divakaruni
Vinit Sodhi, Director	Rahul Pandey, MD	

## Investment: Your 'Ask' for Funding

### Capital Infusion

Infused capital will expedite adding new employees to advance and execute existing and pipeline projects.

Larger office space in Delhi will also be required to accommodate new hires. Additional sales and marketing efforts (viz. trade show attendance, internet marketing etc.) can be budgeted. We can comfortably bid on bigger projects where the client requires resumes of execution team members.

### Ask

We are seeking to raise ₹ 1 crore capital to offer 10% equity stake in the company for a suitable investor.



# NANOSAFE SOLUTIONS PRIVATE LIMITED.



## Market Opportunity: Define market size & your customer base

Customers are business organizations, corporates, government organizations as well as end customers.

## Product or Service: Your solution

At present, we offer two range of products:

- A. NSafe Mask: NSafe mask is a patented premium antiviral and 50 times reusable mask for protection from COVID 19.
- B. AqCure water storage containers: AqCure is a patented technology in which active nano-copper is released in a sustainable manner from a polymer matrix. The released copper makes the outer and inner surface of the container antiviral, educing transmission of microbes upon direct contact and making the stored watermicrobiologically safe. Additionally the released copper in water within permissible limits, fortifies stored water as copper is also an essential micronutrient, needed for growth.

## Momentum, Traction, Expertise: Your key

Nanosafe Solutions generated a revenue of 1.7 crores from the month of May 2020.

## Market Approach & Strategy: How you grow your business

- A. Identifying prospects through social media platforms, connecting with them for conversion to buyers.
- B. Arranging meetings with corporates for collaboration and co-branding
- C. Advertising and regular posts in social media handles

## Business Model: Key Revenue Streams

Revenue is generated from B2B and B2C sales.

## Competition

- A. NSafe mask: Almost all clothing brands have their own brand, apart from medical grade masks by 3M, Venus and the likes.
- B. AqCure water storage containers: Indirect competition from pure copper bottles and reusable and recyclable plastic water bottles.

## Team & Key Stakeholders: Investors, Advisors

AqCure technology has been awarded with BIG grant, BIRAC, Key advisor and co-founder: Prof. Mangala Joshi, Department of Fibre and Textile Engineering, IIT Delhi

## Financials

Nanosafe Solutions generated a revenue of 1.7 crores from the month of May 2020.

## Investment: Your 'Ask' for Funding

- A. Inventory buildup and management
- B. Expanding existing product portfolio (AqCure range of water container: more colors and more size variants)
- C. Adding new product lines (AqCure water filter bottle with inbuilt water filter to separate all contaminants in water)
- D. Marketing campaigns across social, print and electronic media





## Market Opportunity: Define market size & your customer base

Among the whole population, 35 % population, (almost 47 crore people) do develop UTI in India every year. For all over the worldwide 150 million people get affected with UTI infection. The healthcare market can increase three-fold to Rs 8.6 trillion (US\$ 133.44 billion) by 2022.

## Product or Service: Your solution

RAMJA Genosensor is providing an rapid, easy and cost effective solution: a novel paper based device to detect microbial infection and antimicrobial resistance in less than 2 hours. Our device is almost 99% sensitive, specific, portable and user-friendly. Unlike existing tests, the results are ready in 90 minutes, saving patients' lives and hospitals money. It is cost effective in compare to all existing testing methods like culture, PCR as it reduces the cost on infrastructure up-to 95% and almost 80% reduction in staff.

## Momentum, Traction, Expertise: Your key

Bacterial infection and antibiotic resistance in UTI.

## Business Model: Key Revenue Streams

Key Revenue Streams B2B and B2G

## Market Approach & Strategy: How you grow your business

Digital campaign, before launch, and one on one meeting with all the decision maker of hospitals and labs of Delhi initially , further, we will do marketing zone wise in Delhi than all 4 zone of country.

## Competition

We will be the first paper based sensor that can detect infection in 90 minutes. Our competitor will be all existing old techniques i.e. Culture PCR, Sequencing, etc.

## Team & Key Stakeholders: Investors, Advisors

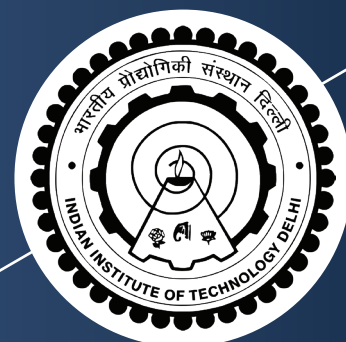
- **Company co-founders:** Rajrani Goswami and Pooja Goswami
- **Team Lead:** Dr. Pooja Goswami Ph.D. (Management of whole project, from designing experiment, funding, team recruitment
- **Team member:** Pooja Goswami, Annapurna Goswami, Shailesh : Electrical Engineer, Jasdeep, Dr. Ajay Gogia, Raghavendra K. Giri,
- **Mentor:** Dr. Anoop Saraya ( A.I.I.M.S., Delhi), Dr. V. Perumal (IIT Delhi) Dr. Harpal Singh (IIT Delhi)
- **Investors:** BIRAC and Pfizer

## Financials

We Received 49.57 Lakhs rupees BIRAC grant. With these funds, we developed unique infection detection sensor technology .

## Investment: Your 'Ask' for Funding

We are looking for the funds, as we developed in house kits and unique technology to detect which can detect bacterial infection and antibiotic resistance in 90 minutes directly from urine and blood, This innovation could be a boon for medical fraternity, but to make it completely independent and portable device, we are working on its hardware as well. So to scale up our existing device, to run a large scale clinical trial and scaling up of the product we would be needed funds up-to 2-3 crore rupees.



# RECONSTRUCTIVE HEALTHCARE SOLUTIONS PVT LTD

We are a 3D Printing Solutions (Education & Service) provider found by the doctors and for the doctors. Our purpose is to solve the obstacles and challenges being faced by the doctors to embrace and implement 3D Technology into Medical Applications. The global 3D printing healthcare market size was valued at \$973 million in 2018, and is projected to reach \$3,692 million by 2026. Our customers are Surgeons and medical professionals across specialities who want to embrace 3D Technology into their present practices.

## Product or Service: Your solution

Our solution aims to collaborate with academia and develop planned, personalised, predictable and affordable surgical solutions and training models. Our Company was Formed in July, 2018; and we received our First Funding within an year through the prestigious BIRAC-BIG Grant in August, 2019. In the midst of the Pandemic we filed our Prov Patent with no TEMP/E-1/14181/2020-DEL. While in the Peak of the Pandemic, we also released our Podcast- Surgeons In 3D Printing to bring all the surgeons at a common platform and handhold them to start execution of 3D Technology.

## Momentum, Traction, Expertise: Your key numbers

Technical Expertise is the strength of our core team. The team members are a perfect blend of medical experience and biomedical engineering. Key revenue stream for us shall be from Consultations and conduction of Medical Trainings, academic collaborations, point of care establishments and 3D Printing services. We plan to start our business with Academic collaborations to help progression and research in 3D printing. Furthermore, establish point of care services.

## Team & Key Stakeholders: Investors, Advisors

Our Founder is Dr. Ruchi Kaul Pathak PhD (Medical 3D Printing), MDS, MFDS, RCSPG (Glasgow), Co-Founder is Dr. Shruti Gurbaxani - B.D.S, MSc. Biomaterials & Regenerative Medicine (U.K). Our eminent Advisors include DrSushma Sagar, Prof & Head of Division of Trauma Surgery, AIIMS New Delhi and Dr. Ihtesham ur Rehman, Chair in Bioengineering, University of Lancaster UK. From IIT Delhi our respected advisor is Prof. Gopal Pandey, Department of Mechanical Engineering.

We received a funding of 50 Lakhs from BIRAC under BIG Scheme. No company is exactly replicating our principle but we have only a few competitors as 3D printing service providers which is only one our projected work.

## Investment: Your 'Ask' for Funding

We look forward for an investment of Rs 5 Crore for setting up Point of Care services in multiple Hospitals and Medical Institutions. It will help us in impacting lives of more people by making the technology affordable and initiating long term research across institutions leading to better healthcare delivery in our country.





StellarGene Technologies Pvt. Ltd. is a Genomics company working in the segment of Clinical Genetics with a special focus on Maternal & Child Healthcare. We are based out of Delhi and provide Genetic Testing and Diagnostics services on advanced technology platform including genome sequencing and microarray. Team StellarGene Technologies carries more than 20 years of experience in Genomics.

The flagship product being developed at StellarGene is an advanced and technically superior non-invasive prenatal test (NIPT), undergoing clinical validation having received serial funding by Government of India (BIRAC) as well as Pfizer-IIT Delhi. The existing Genetic test portfolio of StellarGene has been earning revenue. Our Clients are Gynaecologists, Obstetricians, Foetal Medicine experts, Neurologists, Paediatricians, IVF centres whom we offer tests in the segment of

- Reproductive testing- Repeated pregnancy loss, miscarriage
- Prenatal testing- assessment of genetic health of Fetus
- Postnatal testing- understanding cause for Genetic disorders such as Developmental delay, Intellectual disability, Congenital anomalies, Autism Presently, our focus is to increase our market outreach and invest in brand building
- augment both laboratory abilities and infrastructure
- expedite progress of our product development pipeline

## Market Opportunity: Define market size & your customer base

Genetic testing segments- Prenatal, Postnatal, NIPT, PGS/PGD (IVF) are amongst the most rapidly growing genetic diagnostic segments. The global NIPT market is currently estimated at \$ 5 B, estimated to grow to \$13.6 B by 2027. Since incorporation in 2016, StellarGene has become an established brand amongst clinicians (AIIMS, Army RnR Hospital, Fortis, SRL Diagnostics) and key opinion leaders and has established clientele in both the B2B as well as B2C segment of Prenatal and Postnatal Genetic Testing

## Business Model: Key Revenue Streams

Genetic Test/Genomics/ Data Analysis Services

## Market Approach & Strategy: How you grow your business

Primarily with B2B associations. Would like to go into B2C

## Competition

For the entire North India- there are only two core competitors.

## Team & Key Stakeholders: Investors, Advisors

Co-Founders – Aparna K. Sapra, PhD and Kapil Ravi. IIT-Delhi owns equity.

## Financials

Annual Revenue ~ 50 L.

## Investment: Your 'Ask' for Funding

We are looking for investment or ~1 Million USD. The amount will be used largely for marketing, branding, business development and infrastructure and inventory purchase.





# TENSOR DYNAMICS PRIVATE LIMITED



## Market Opportunity: Define market size & your customer base

Renewable Energy Forecasting Market (Independent Power Producers (IPP) & Load dispatch Centers): Total Market Size – INR 257.2 Crores

## Product or Service: Your solution

Skycaster (1st MVP) – Hybrid empirical-numerical forecasting system for day-ahead renewable (Solar/Wind) power forecasting.  
[www.tensordynamics.tech/dashboard](http://www.tensordynamics.tech/dashboard)

## Momentum, Traction, Expertise: Your key numbers

- Developed an operational “Hybrid Numerical-Statistical Day Ahead and Intra Day Solar Power Forecasting system” for Power Systems Operations Corporation Limited (POSOCO) for North Indian Region.
- 1st MVP - Solar Power Forecasting model developed with Web GUI & multiple data transfer channels.
- Pilot solar power forecasting services for Adani Renewables.

## Business Model: Key Revenue Streams

Forecasting Services – Service subscription pricing (recurring)

## Market Approach & Strategy: How you grow your business

Presence: Further collaboration with government agencies like Power system operations corporation limited and NTPC Energy Technology Alliance (NETRA) has created a base presence of our company in the industry.

Technology: Our newly developed Satellite based solar nowcasting model is 1st in India and need of the market.

Approach: Our approach to the clients are top down, our 1st phase marketing will cover big players (Diverse presence) in the market who are much prone to DSM Penalties and are looking for a better solution for RE forecasting problems.

## Team & Key Stakeholders: Investors, Advisors

Stakeholders: 1. Faizan Khan (90%), 2. Somnath Baidya Roy (5%), 3. FITT-IIT Delhi (5%).

Team Members: 1. Faizan Khan 2. Kartik Sharma 3. Dwaipayan Chatterjee 4. Vasudev Gupta 5. Toseef Hussain

## Competition

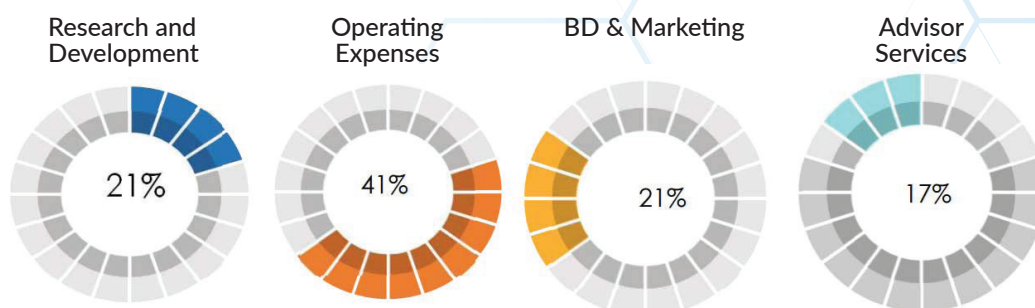
4 players are already in the market with the following market share: RE-Connect (58.75%), Metelogica (18.75%), Manikaran(11.25%), Enercast(11.25%)

## Financials

- Financial Year 2019-20 – INR 5.52 Lakhs (Turnover)
- NIDHI SEED Loan granted – INR 15 Lakh (4 Lakhs Utilized)
- Expected Revenue: INR 160 million in next 3 years.

## Investment: Your ‘Ask’ for Funding

Quantum of funding requirement - INR 80 Lakhs



## Market Opportunity: Define market size & your customer base

Our TAM is around \$1Trillion for entire world. \$400B for India.  
Our customers are of two types:

- 1) Enterprises
- 2) Consumers.

We add value to enterprises by reducing their time of inspection by 10x. we have used our solution in COVID-19 response to monitor crowds.

## Product or Service: Your solution

JARVIS: a fully autonomous drone equipped with navigational cameras automatically flies to a location and performs inspection.

SkyGate: a cloud solution to connect with our drone and see live Intelligent video analytics shared by the drone.

## Momentum, Traction, Expertise: Your key numbers

Momentum: served local police with our solution for covid-19 surveillance. Drone can automatically takeoff from a signal from website.

Traction: - MRR: INR 35K, ARR: INR 400K. won INR 250K from a competition held by sterlite. On way to secure INR 4M worth deal from sterlite technologies limited for their optic fiber inspections.

Expertise: Computer vision, autonomous navigation, control systems, web based microservices.

## Business Model: Key Revenue Streams

- 1) Sale of Drones equipped with RTK and LTE modules. INR 500K each
- 2) Sale of web services for cloud integrations. INR 5k -10k per month (on demand pricing)
- 3) Sale of custom flight code services. INR 35K per month including license to use our SDK's

## Team & Key Stakeholders: Investors, Advisors

Bootstrapped startup. Raised INR 20L from DST via NIDHI SSS.

- 1) Besta prem sai. Founder & CEO. IIT Delhi Graduate 2018 with B.Tech in Engineering Physics.
- 2) Allu sai Haneesh. Co-founder & CTO. IITD graduate 2020 with M.tech in Control & Automation.
- 3) FITT, IIT Delhi. 5% stake holder.

## Competition

Asteria Aerospace, Ideaforge, skydio and DJI.

Our unique advantage is in our AUTONOMY ENGINE. First of its kind in INDIA and rest of the competition can't pickup until like 2 years.

## Financials

Recently started and incubated with IIT Delhi. Our major costs for 100% budget utilization equipment 40%, HR 30%, consumables 20%, travel 10%.

Our revenue so far INR 8L all from bootstrapped amount.



## Market Opportunity: Define market size & your customer base

Following are the major problems faced by Dairy companies in India:

- a. Lack of Cold Supply Chain
- b. High Cost of Freight and Milk Handling
- c. Irregular Electric Supply
- d. Adulteration
- e. Logistics Cost in Procurement/Sourcing of Milk More than INR 20,000 crores are spent annually on milk preservation in India. Dairy companies are looking for a solution.

## Product or Service: Your solution

We are developing a patented affordable solution to solve the problem of capital intensive & inefficient supply-chain of milk in Indian Dairy sector. Our technology involves preservation of milk using a gaseous effect. Due to its perishable nature, raw milk gets spoilt in 4-5 hours after milking if not refrigerated at temperature of 4 Celsius. When raw milk is exposed to this gaseous effect for 1-2 hours, it can be stored for up to 48 hours without the need for refrigeration.

## Business Model: Key Revenue Streams

B2B Licensing to dairy companies. Revenue to be generated via licensing fee.

## Team & Key Stakeholders: Investors, Advisors

- a. Devesh Jain, Founder & CEO (B.Tech + M.Tech, IIT Delhi; Experience – Nomura, ITC)
- b. Prof. Anurag Rathore, Co-Founder & Technical Advisor (Dean and Prof, IIT Delhi)
- c. Dr Rituja Upadhyay, Technical Lead (PhD, IIT Bombay; University of Idaho)

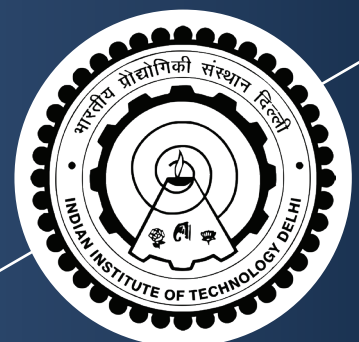
## Investment Status

Bootstrapped

## Investment: Your 'Ask' for Funding

INR 45 lacs (Utilization below)

- a. Tech Transfer from IIT Delhi to Wholistic Milk Pvt Ltd
- b. Run Pilot as Proof of Concept for dairy companies to license our technology







## CORPORATE RELATIONS



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



<https://twitter.com/IITDCR>



<https://correl.iitd.ac.in/>