National Entrepreneurship Awards 2017
on the 3rd Foundation Day of Ministry of Skill Development and Entrepreneurship

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Objectives & Overview

The National Entrepreneurship Awards have been instituted by the Ministry of Skill Development and Entrepreneurship (MoSDE) to encourage a culture of entrepreneurship across the country.

These premier awards seek to recognise the efforts and achievements of exceptional entrepreneurs and those individuals and organisations who are working in the field of entrepreneur development. The Awards also seek to highlight models of excellence for others to emulate and improve upon.
National Jury Members

Dr. R A Mashelkar
Former D G CSIR

Mr. Mohandas Pai
Chairman of Manipal Global Education

Ms. Naina Lal Kidwai
Former Chairman and MD HDFC Bank

Mr. Milind Kamble
Chairman of the Dalit Indian Chamber of Commerce and Industry (DICCI)

Dr. Anant Pandhare
Founder Dr. Hedgewar Hospital

Dr. Devi Prasad Shetty
Founder Narayana Hrudalaya

Our Partners
Lead Institute of the Year 2017-18

Tata Institute of Social Sciences (TISS), Mumbai

Indian Institute of Technology, Kanpur
Indian Institute of Technology, Bombay
Indian Institute of Technology, Madras
Indian Institute of Management, Ahmedabad
XLRI Jamshedpur
Indian Institute of Technology, Delhi
# Awards

## Young Entrepreneurs

<table>
<thead>
<tr>
<th>TRACKS</th>
<th>WINNERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agri, Food, &amp; Forestry Products</td>
<td>Rays Culinary Delights Pvt. Ltd.</td>
</tr>
<tr>
<td>Engineering Systems</td>
<td>SenseGiz Technologies Pvt. Ltd</td>
</tr>
<tr>
<td>Renewable Energy and Waste Management</td>
<td>Atomberg Technologies Pvt. Ltd</td>
</tr>
<tr>
<td>IT &amp; ITES, Financial</td>
<td>Naffa Innovations Pvt. Ltd</td>
</tr>
<tr>
<td>Education</td>
<td>Simulanis Solutions Pvt Ltd</td>
</tr>
<tr>
<td>Hospitality</td>
<td>Oravel Stays Pvt. Ltd. (Brand Name: OYO)</td>
</tr>
<tr>
<td>E-Commerce, Logistics, Transport &amp; other Services</td>
<td>LogiNext Solutions Private Limited</td>
</tr>
<tr>
<td>Social Enterprise</td>
<td>Sampurn(e)arth Environment Solutions Pvt Ltd</td>
</tr>
<tr>
<td>Barefoot Enterprise</td>
<td>Thejaswini Coconut Farmers Producer Company Ltd.</td>
</tr>
<tr>
<td>Woman Enterprise</td>
<td>SP Robotic Works Pvt Ltd.</td>
</tr>
</tbody>
</table>

## Recognition Track

<table>
<thead>
<tr>
<th>TRACKS</th>
<th>WINNERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Supported</td>
<td>C-Camp</td>
</tr>
<tr>
<td>Private</td>
<td>IKP Knowledge Park, Hyderabad</td>
</tr>
<tr>
<td>Mentor - Private</td>
<td>Dr. G.Subba Ramaiah, Dr. Renu Swaroop</td>
</tr>
<tr>
<td>Mentor - Government</td>
<td>T.L. Vishwanathan</td>
</tr>
</tbody>
</table>
Established Year
2014

Headquarter
New Delhi, Delhi

Sector
Healthy and Traditional Snack Food Products

Key Achievements
India’s fastest growing food brand with 500% year on year growth and around Rs. 12 Cr of annual revenue run rate. Sattviko is among top 20 food and agri startups from India nominated by Ministry of Food Processing, Govt of India.

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>0</td>
<td>Rs. 2 Cr</td>
</tr>
<tr>
<td>Revenue</td>
<td>0</td>
<td>Rs. 85 L</td>
</tr>
<tr>
<td>Employees</td>
<td>0</td>
<td>45</td>
</tr>
<tr>
<td>Customers</td>
<td>0</td>
<td>2 L</td>
</tr>
</tbody>
</table>
About the Company - Journey & Challenges Faced.
Sattviko was initially setup in Feb 2014 as a restaurant company owning 3 restaurants across 3 cities of India. Understanding the limit on scaling the restaurant model, the company started experimenting with a range of ethnic and traditional packaged food products. The business of packaged food products picked up really well and company raised Rs 90 lakh in November 2016 and subsequently Rs 2.5 cr in August 2017 from a group of marquee investors, led by Raman Roy (Chairman, Nasscom) to scale the business of packaged food. Company now sells packaged food products across India and growing as India’s fastest growing food brand.

What is the most important competency/ trait an entrepreneur should have and why?
Networking is the most important trait that every entrepreneur should possess. The businesses are built by networks. Its very important for an entrepreneur to know the right people and have connections across the value chain. Right from finding customers to investors to key employees, everything happens through networking.

Where do you see your company 5 years from now?
Our vision is to build Sattviko into the largest truly Indian Global brand. In the last one year we have expanded the business across India. We are have now over 100 people in our team. In the next 5 years, we wish to expand our footprint globally and have more than 1 lakh people working with us. We wish to add Indianness through our products in every household in the world.
Established Year
2013

Headquarter
Belgaum, Karnataka

Sector
Engineering Systems

Key Achievements
SenseGiz has designed & manufactured IoT products entirely in India and sold them in countries such as USA, Japan, Europe and middle East.

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>Rs. 3.53 Cr</td>
<td>Rs. 3.53 Cr</td>
</tr>
<tr>
<td>Revenue</td>
<td>Rs. 1.07 Cr</td>
<td>Rs. 48.82 L</td>
</tr>
<tr>
<td>Employees</td>
<td>14</td>
<td>17</td>
</tr>
<tr>
<td>Customers</td>
<td>1000s</td>
<td>1000s</td>
</tr>
</tbody>
</table>
About the Company - Journey & Challenges Faced.
Make in India has given a lot of focus and impetus to several manufacturing, IoT, and hardware organisations. Starting from making consumer-focussed IoT products in 2014 & 2015, SenseGiz is now focused on making enterprise IoT products with the past 18 months spent on R&D. As the company was building a consumer IoT product from scratch, there wasn’t a thriving IoT related manufacturing setup and hardware ecosystem in India back in 2013. It had to go through several iterations for hardware, software, and UI/UX and took them more than six months to come up with the first product. Now with the learnings on prototyping and product development, the development times are shorter and the products are more robust and market ready for global sales.

What is the most important competency/ trait an entrepreneur should have and why?
The most important trait an entrepreneur should have is a never give up attitude, which is necessary to succeed in the face of any adversities. There are a lot of unforeseen hurdles from starting a company to making it successful, which an entrepreneur should face and overcome with persistence, smart planning & building a strong team.

Where do you see your company 5 years from now?
In the next 5 years, we want our company to generate 150 Crores in revenues from a mixture of domestic and export sales. Our focus would be on enterprise/industrial IoT use cases with a focus on condition monitoring, security and asset/people tracking applications. We will also continue to focus on R&D by developing IoT products for different segments like energy & mobility.
Established Year
2012

Headquarter
Navi Mumbai, Maharashtra

Sector
Energy Efficiency & Renewable Energy

Key Achievements

- Sold more than 100000 units within 2 years; More than 8% online market share.
- Global winner of UNIDO’s GCIP in energy efficiency category

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>Rs. 1 L</td>
<td>Rs. 5.12 L</td>
</tr>
<tr>
<td>Revenue</td>
<td>Rs. 9.55 L</td>
<td>Rs. 5.59 Cr</td>
</tr>
<tr>
<td>Employees</td>
<td>8</td>
<td>91</td>
</tr>
<tr>
<td>Customers</td>
<td>4</td>
<td>216*</td>
</tr>
</tbody>
</table>

*Doesn't include B2C customers
About the Company - Journey & Challenges Faced.
Founded in 2012, April with a vision to create a global tech company from India, Atomberg launched India’s most energy efficient ceiling fans in 2015. Having sold more than 1 lac units, with clients like Tata group, Reliance, Infosys, ITC, IIT etc, Atomberg is one of the highest selling ceiling fan brand in Amazon. Company has raised first round of investment with IDFC-Parampara Capital and also were awarded as global best start-up in energy efficiency category by UNIDO. It has built a strong R&D team having students from Tier 1 colleges working on next generation household appliances ensuring almost 0 attrition by providing best possible work culture and ownership in the company to key people.

What is the most important competency/ trait an entrepreneur should have and why?
- Patience and ability to execute fast. Building a world class company take time and we need to understand this; it took us 3 years to launch a consumer product & raise first round of capital.
- Creating a strategy is the easiest thing to do, executing and ensuring the entire team follows the same vision is the key to success.

Where do you see your company 5 years from now?
5 years down the line we see ourselves as “Tesla of household appliances” having multiple products in “Smart and energy efficient” category serving more than 1 million consumer per year having a revenue of more than 2000 Million INR.
### Key Achievements

Developing a technology which enables any mobile phone and every merchant infrastructure in any part of this planet to go contactless with just a software update and building one of the largest soundwave based acceptance network globally.
**About the Company - Journey & Challenges Faced.**
Kumar Abhishek, ToneTag Founder, really wanted to solve the loose change problem back home. But as he started doing more research, he realized that there was a big gap in the digital payments space overall. There was no payment technology which was as easy as paying by cash while being interoperable. In order to solve these problems, Kumar came up with ToneTag, a software only product based on sound waves which is as frictionless as paying by cash while being highly interoperable across instruments and infrastructures.

**What is the most important competency/ trait an entrepreneur should have and why?**
Executing an idea which covers all the aspects.

**Where do you see your company 5 years from now?**
Enabling 20 million merchants to accept contactless digital payments.
Simulanis Solutions Pvt. Ltd.

Established Year
2013

Headquarter
New Delhi, Delhi

Sector
Education

Key Achievements
One of the most award-winning education technology startup, and first to deploy VR software for manufacturing-based industrial training in the country.

<table>
<thead>
<tr>
<th></th>
<th>2013-14</th>
<th>2016-17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>Rs. 10 L</td>
<td>Rs. 11.09 L</td>
</tr>
<tr>
<td>Revenue</td>
<td>Rs. 7 L</td>
<td>Rs. 61.85 L</td>
</tr>
<tr>
<td>Employees</td>
<td>4</td>
<td>29</td>
</tr>
<tr>
<td>Customers</td>
<td>1</td>
<td>10</td>
</tr>
</tbody>
</table>
About the Company - Journey & Challenges Faced.
We at Simulanis develop build visually appealing and highly interactive computer and mobile-based simulations, leveraging cutting-edge Augmented Reality, Virtual Reality and 3D gamification technologies, to help students, professionals and industrial trainees to learn any technical skill, intricate concepts and processes, easily and affordably.

Our journey started in November 2013, with delivering training services to engineering students and professionals. In 2014, to scale our business, we went online. In 2015, we pivoted our model to leverage Augmented Reality and Virtual Reality technologies, and deliver interactive and immersive industry-oriented learning content key for engineering learning.

To overcome the challenge of acceptability, we developed prototypes & worked on exhausted. The initial constructive inputs gave us confident and put us on the right track to become one of the most award-winning education technology company in the country within 2 years.

What is the most important competency/ trait an entrepreneur should have and why?
Performing under pressure, quick thinking, having patience and being practical, selling your idea / vision / products internally (team members) and externally (customers), perseverance and participative leadership are some of the most important competency traits of an entrepreneur according to my own experience.

Where do you see your company 5 years from now?
In 5 years’ time, we aim to make learning through AR-VR technologies mainstream across economic segments and educational levels all over the country. We want to enable all manufacturing-based industries to implement our technology solutions to train and skill their staff safely and cost-effectively, and equip them with the requisite knowhow to perform well in industry.

Lastly, we want us to become a global powerhouse in the domain of leveraging AR-VR and gamification technologies for education and industrial training promoting make in India and Skill India.
Established Year
2013

Headquarter
Gurugram, Haryana

Sector
Hospitality

Key Achievements

- OYO hits 1 million check-ins in January 2016 and featured in startup India launch with PM Narendra Modi.
- Conducted highest bloggers meet at Khardungla as part of the #OYOonauts campaign.
- Won Best Housekeeper in India and 2nd runner up Best Housekeeper in Asia at International Housekeepers Summit 2017.
About the Company - Journey & Challenges Faced.

OYO was launched with an aim to provide standardized accommodation offering predictable, affordable and accessible experiences to billions of customers.

Early on, it was about difficulty in convincing potential hotel partners and recruits to work with OYO. Since it was a completely new and untested business model, hotel owners were unsure about the value we could bring. But once they saw the impact that reflected in higher customer repeat, greater revenues & better guest experience they were convinced to come onboard with us.

Starting with a single hotel in Gurgaon, OYO is now present in more than 230+ cities with 8500+ hotels, with a clear mission, that is to provide it’s guests the most beautiful living spaces and hassle-free experiences.

What is the most important competency/ trait an entrepreneur should have and why?

Patience, perseverance, and conviction. An ability to stay the course, collaborate and steer diverse stakeholders towards a common goal. You must have a long-term mission and be willing to work really really, really hard to get there.

Where do you see your company 5 years from now?

I am firm believer of building plans which are medium to medium-long term; plans which are visible, and has a definite timeline. Looking 5 years from today falls outside this spectrum, I expect that I will continue doing what I love, building OYO as the most loved hospitality brand in the world.
Established Year
2014

Headquarter
Mumbai, Maharashtra

Sector
Logistics and Technology

Key Achievements

- 20% of logistics costs, on an average, saved for each of more than 200 enterprise clients in 10 countries.
- Perfected machine learning algorithms within LogiNext’s core planning engine to continually enhance a client’s operations the more they use LogiNext’s products.

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>Rs. 1 Cr</td>
<td>Rs. 70 Cr</td>
</tr>
<tr>
<td>Revenue</td>
<td>Rs. 1 Cr</td>
<td>Rs. 30 Cr</td>
</tr>
<tr>
<td>Employees</td>
<td>10</td>
<td>200</td>
</tr>
<tr>
<td>Customers</td>
<td>10</td>
<td>200</td>
</tr>
</tbody>
</table>
Award Category: E-Commerce, Logistics, Transport & other Services

About the Company - Journey & Challenges Faced.
LogiNext uses the power of cloud-based optimization technology to help enterprises boost the efficiency of their logistics and field agent movement, bringing down costs while increasing their productivity. Providing automated schedule planning and dispatch, dynamic route optimization, real-time tracking of shipments and resources, end-to-end process visibility and analytical reporting to global enterprises, LogiNext has grown 300% YoY to become the leading name in its space and earn more than 200 enterprise clients across 10 countries. Some top enterprise clients include DHL, Unilever, P&G, Asian Paints, Coca-Cola, Godrej, Burger King, Paytm, Myntra, Agility, Mahindra Logistics, Dominos, Decathlon, Tata Chemicals, and Grab.

What is the most important competency/ trait an entrepreneur should have and why?
The keys to entrepreneurial success are passion, patience, and perseverance. Passion brings in the drive to excel and a yearning to achieve complete domain knowledge. Patience brings the continued dedication towards following opportunities and strategizing methodically. Perseverance forms the base of the never-say-die attitude that makes the impossible, possible.

Where do you see your company 5 years from now?
In the next 5 years, LogiNext would play a pivotal role in bringing down logistics costs as a percentage of Indian GDP from the current 13% to less than 10%. LogiNext would also expand its global presence from 10 countries now, to 100 countries.
Established Year
2012

Headquarter
Mumbai, Maharashtra

Sector
Solid Waste Management

Key Achievements
Able to develop and establish an innovative organization looking to solve the waste management problem of the country through the intervention of technologies, engaging the informal sector with dignity and following the cyclic process of nature in an economically profitable manner.

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>Rs. 10 L</td>
<td>Rs. 3.5 Cr</td>
</tr>
<tr>
<td>Revenue</td>
<td>Rs. 8 L</td>
<td>Rs. 3.02 Cr</td>
</tr>
<tr>
<td>Employees</td>
<td>8</td>
<td>50</td>
</tr>
<tr>
<td>Customers</td>
<td>12</td>
<td>130</td>
</tr>
</tbody>
</table>
About the Company - Journey & Challenges Faced.

Sampurn(e)arth is a social enterprise which aims to solve the problem of waste management in a decentralized approach by offering end-to-end customized solutions to housing societies, corporates, municipalities, educational campuses and other bulk waste generators involving the informal sector in an empowering manner. Over the last 5 years of operations Sampurn(e)arth has reached out to more than 150 clients and installed many composting and biogas solutions and runs 3 dry waste collection and recovery centres. Engaging with a diverse group of stakeholders has been challenging. The level of awareness among people and intent to pay towards better waste management systems without government compulsions and regulations has also been hindrances. Till now, the diversity in the business model has helped the company overcome these road blocks.

What is the most important competency/ trait an entrepreneur should have and why?

While being passionate towards solving a problem and perseverance still plays a major role, cross functional expertise plays a very vital role in modern day entrepreneurship. Integrating technology with deeper understanding of the societal problems and needs should be the key competency.

Where do you see your company 5 years from now?

Sampurn(e)arth currently has a processing capacity of 35 MT/day and engages with nearly 150 people from the informal segment through direct employment or supply chain integrations. We wish to play a catalytic role in the evolving phase of solid waste management systems in our country and also become one of major service providers processing 1000 MT of solid waste per day and engaging with few thousand of informal sector workers bringing in positive livelihood impact.
Established Year
2013

Headquarter
Cherupuzha, Kannur, Kerala

Sector
Agro Processing and Agricultural Services

Key Achievements

- The FPO Thejaswini CFPC Ltd organized rural farmers to be empowered by means of opportunity / employment creation and training resulting an extra income to the farming community focusing on organic farming and farm tourism as well.

- Providing superior and genuine quality products to the general public at a reasonable price by domestic sourcing from farmers and adopting integrated production/value addition practice.

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<thead>
<tr>
<th></th>
<th>2013-14</th>
<th>2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>Rs. 45 L</td>
<td>Rs. 1.30 Cr</td>
</tr>
<tr>
<td>Revenue</td>
<td>Rs. 27.77 L</td>
<td>Rs. 1.70 Cr</td>
</tr>
<tr>
<td>Employees</td>
<td>5</td>
<td>20</td>
</tr>
<tr>
<td>Customers</td>
<td>25000</td>
<td>30000</td>
</tr>
</tbody>
</table>
About the Company - Journey & Challenges Faced.
The FPO Thejaswini CFPC Ltd was established in the year 2013 as a brain child of the Chairman Mr. Sunny George along with a group of likeminded farmers, who later became Board Members with active support from Coconut Development Board. The FPO largely serves not only its own members but also the whole farming community in Kannur and Kasargod districts in northern Kerala covering about 30,000 farmers. Their production facility was inaugurated on 6th November 2017 by Honourable Agriculture Minister of Kerala. The product range includes Coconut, Copra, Coconut Oil, Organic Virgin Coconut Oil, Coconut Oil based bath soap, hair oil, massage oil, spices powder, honey, organic manure by means of our production and virtual production to a certain extent as well.
The FPO focuses on Organic Farming and farm tourism to scale up the farmer’s income level. Some experiences of complicated licensing and approval procedures from concerned departments seem to have delayed our journey.

What is the most important competency/ trait an entrepreneur should have and why?
While being passionate towards solving a problem and perseverance still plays a major role, cross functional expertise plays a very vital role in modern day entrepreneurship. Integrating technology with deeper understanding of the societal problems and needs should be the key competency.

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Established Year
2012

Headquarter
Chennai, Tamilnadu

Sector
Education, Robotics

**Key Achievements**

We were selected as one of the best startups by CNBC Awaz for their Masterpreneur show and we set a World Record with 103 students of ages 11 to 17 building their own all-terrain robot and racing in the beach terrain.

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>Rs. 1 L</td>
<td>Rs. 2 Cr</td>
</tr>
<tr>
<td>Revenue</td>
<td>Rs. 50K</td>
<td>Rs. 1.5 Cr</td>
</tr>
<tr>
<td>Employees</td>
<td>3</td>
<td>35</td>
</tr>
<tr>
<td>Customers</td>
<td>50</td>
<td>6000+</td>
</tr>
</tbody>
</table>
About the Company - Journey & Challenges Faced.
In today’s education system, over 1 billion students are literally "manufactured" to be the so-called "engineers", "doctors", "programmers" - only with theoretical learning and no real substance. Though technology has been racing forward at a huge pace, there have been no new changes in the learning for a student (right from school age).
SP Robotic Works (SPRW) has made an important breakthrough by bringing technology education available for all through an online medium to build, learn and innovate – thereby helping every individual gain quality technical knowledge, making them the engineers and architects of the sustainable future.

What is the most important competency/ trait an entrepreneur should have and why?
The important trait is to visionize and be persistent. There are always the high tides and low tides that keep the entrepreneur occupied – however, one should always remember to hold their head straight and keep running towards realizing their vision, no matter what!

Where do you see your company 5 years from now?
We aim to be the biggest tech community with people of all ages actively learning, making, and innovating for a sustainable future! We aim to become the gateway to explore any new technology, thereby helping people showcase their talents and innovations to the future competitive tech world!
Category B:
Institutes/Organizations providing incubation, mentorship, hand-holding support to entrepreneurs

Affiliation: An Initiative of Dept. of Biotechnology, Ministry of Science and Technology, Govt. of India
Year of Establishment: 2009

Brief about Institute with reference to the incubation, mentorship, hand-holding support to entrepreneurs
The Centre for Cellular and Molecular Platforms (C-CAMP) is a Department of Biotechnology (DBT, Govt. Of India) initiative and a member of the Bangalore Life science Cluster, with a mandate to enable high-end research, innovation and entrepreneurship in the field of life sciences.
Bio-incubator at C-CAMP has in the last few years emerged as a vibrant ecosystem and a thriving hub for innovation and entrepreneurship. C-CAMP’s entrepreneurial activities include providing high-end laboratory space and infrastructure through bio-incubation, providing early stage funding, providing scientific and non-scientific/business mentorship and holding a series of crucial networking events and workshops for C-CAMP Start-ups.
In the last few years, C-CAMP has supported over 85 innovative life science/healthcare start-ups through its various programs and through its extensive network of private investors, international players, IP, regulatory experts and other stakeholders.

Success Story
Bio-incubator at C-CAMP supports early, risky ideas in the field of Lifesciences, Healthcare, MedTech, Diagnostics, Agriculture etc. It has seen a fair amount of success with over 30 of its start-ups having secured follow on funding of over 250 Crores after an initial investment of 20 Crores. Over 50 patents have been filed and more than 450 jobs have been generated by C-CAMP Start-ups. A number of the current entrepreneurs are currently being considered for next level of funding. 7 innovative life science/healthcare technologies have already been commercialized by C-CAMP Start-ups.
In 2017, the “Top Innovator” Award under the Economic Times Start-up Awards was a tie between two innovators, both of which were bio-tech start-ups from C-CAMP, Bugworks Research and Pandorum Technologies. Bugworks is a drug discovery company working in the area of Anti-microbial resistance and are developing novel antibiotics that counter the threat of resistant pathogens. Pandorum is a biomaterials company that is working to develop 3D printed human tissues and had recently successfully created artificial liver tissue.
Category B: 
Institutes/Organizations providing incubation, mentorship, hand-holding support to entrepreneurs

Affiliation: IKP Knowledge Park is registered as a Section 25 Company under the Company’s Act 1956 (now Section 8). Equity is held by an independent Trust, IKP Trust.
Year of Establishment: 1998

Brief about Institute with reference to the incubation, mentorship, hand-holding support to entrepreneurs
IKP Knowledge Park is a Science Park and Incubator in Hyderabad and Bangalore, set up with the mission to create a world-class ecosystem for fostering leading-edge innovation in the country. IKP promotes the advancement of technology-based innovators, entrepreneurs and companies through customized space, shared equipment, incubation, mentorship and funding. IKP has so far supported around 280 companies and innovators from seven countries, 80% of which are startups. While the Incubator in Hyderabad specializes in life sciences, IKP Engineering Design & Entrepreneurship Network, (IKP EDEN), Bangalore is a Makerspace and Incubator focussing on engineering products. The strategic focus has been around economic and social impact, capacity building and innovation ecosystem development.

Success Story
The first incubatee of IKP Knowledge Park, Laurus Labs Ltd., incorporated in 2005, has emerged as a global generic pharmaceutical company with products in high-growth therapeutic areas of Anti-retrovirals (‘ARVs’), Hepatitis C and Oncology. Laurus Labs had a successful IPO in December 2016 with a valuation of around Rs. 4,500 crores. In FY 2016-17 it had a Revenue of Rs. 1892.6 crore, EBITA Margin of 24% and Net Profit of Rs. 202.6 crore. Other successful startups with global sales and/ or Venture Funding are GPS Renewables in the area of Renewable Energy from Waste, Remidio Innovative Solutions providing handheld fund camera for screening of Diabetic Retinopathy, Everwell Health in the area of Tuberculosis Management, RAS Life Sciences in molecular diagnostics to name a few.
Award Category: Government (Mentor) Recognition Track

Category C:
Institutes/Organizations providing incubation, mentorship, hand-holding support to entrepreneurs

Affiliation: Affiliated
Designation: Principal, Govt I.T.I., Dhone, Kurnool (Dist.), A.P.

A seasoned professional with rich, in-depth and extensive experience of 34 years with commendable success in Institute Governance & General Administration, Educational and Training & Development in the Education sector. A keen planner with track record of enhancing the institute’s operational policies/systems/motivational schemes/educational standards. Currently spearheading as Principal with I.T.I. (Dhone)

- Dedicated and self-motivated leader with proficiency in handling the administrative activities, entailing placements and training and upholding organizational objectives & aspirations.
- Proficient in developing & streamlining systems with proven ability to enhance operational effectiveness and meet operational goals within the cost, time & quality parameters. Comprehensive understanding of education regulations & compliance norms.
- Successful in building and developing institute’s name by undertaking several unique initiatives. Initiated PPP model to further the development and overall functioning of institute at par with any private institute.
- Possess excellent communication with exceptional interpersonal, problem solving, leadership and team-building skills. Proven skills in managing teams along with the cross-functional collaborative leadership approach to work in sync with institute’s objectives.
Dr. Renu Swarup

**Award Category:** Government (Mentor) Recognition Track

**Category C:**
Institutes/Organizations providing incubation, mentorship, hand-holding support to entrepreneurs

**Affiliation:** Affiliated

**Designation:** Sr.Advisor, Department of Biotechnology
Ministry of Science & Technology, Government of India and
Managing Director, Biotechnology Industry Research Assistance Council
A Govt. of India Enterprise

Dr. Renu Swarup is presently Sr. Adviser for Department of Biotechnology (DBT). She also holds position of Managing Director, Biotechnology Industry Research Assistance Council (BIRAC), a Public Sector Company incorporated by the Government to nurture and promote innovation research in the Biotech Enterprise with special focus on Start-ups and SMEs.

APh.D in Genetics and Plant Breeding, Dr. Renu Swarup completed her Post Doctoral at The John Innes Centre, Norwich UK, under Commonwealth Scholarship and returned to India to take up the assignment of a Science Manager in the Department of Biotechnology, Ministry of Science and Technology, Goll, in 1989. As a Science Manager issues related to policy planning and implementation are a part of her assignment. She was actively engaged in formulation of the Biotechnology Vision in 2001, National Biotechnology Development Strategy in 2007 and Strategy II, 2015-20 as the Member Secretary of the Expert Committee.

Dr. Renu Swarup also holds charge of Managing Director, Biotechnology Industry Research Assistance Council (BIRAC), a Public Sector Company incorporated by the Government of India to nurture and promote innovation research in the Biotech Enterprise with special focus on Start-ups and SMEs. Through Biotechnology translational research and industry academia partnerships, she has supported more than 1000 Startups and Entrepreneurs and nearly 500 small companies for innovation research and product development.

A Member of the National Academy of Sciences (NASI) India. She is also a Member of Governing Body of National Institutes, Universities and Centers. She was awarded the “BioSpectrum Person of the Year Award” in 2012.
Category C:
Institutes/Organizations providing incubation, mentorship, hand-holding support to entrepreneurs

Affiliation: Affiliated with BYST for the past 25 years as Mentor (BYST one sheeter Enclosed)
Designation: National Advisor Strategy BYST Consultant, ESSPEE Engineers Ltd

Over the last five decades, Mr. T. L. Viswanathan has donned multiple hats in his professional career as mentor, entrepreneur and senior corporate leader. As a senior mentor at Bharatiya Yuva Sakthi Trust (BYST), a national organization, focused on Youth Entrepreneurship, he has mentored over 3000 entrepreneurs in India and internationally. The Youth Business International Entrepreneurs of the years 2008 and 2013 have also been successfully mentored by him.

The crowning glory being his selection by YBI as “Global Mentor of the year 2012” from amongst 40 countries and winner of several Award, shields etc from Rotary International, Industrial and Social Associations.