

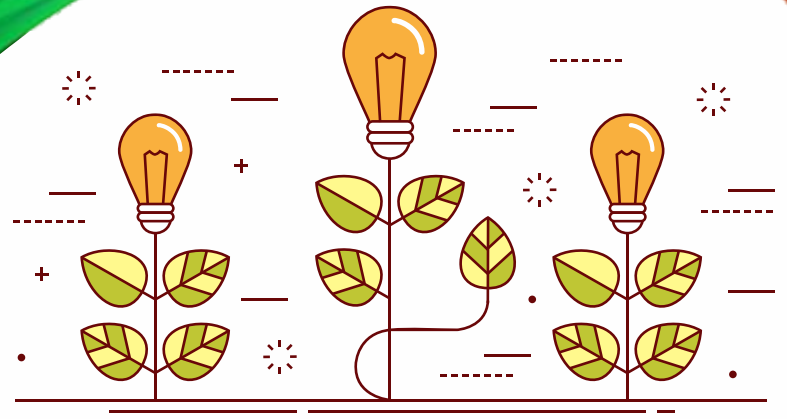


सत्यमेव जयते

MINISTRY OF SKILL DEVELOPMENT
& ENTREPRENEURSHIP
GOVERNMENT OF INDIA

National Entrepreneurship Awards 2019

Rewarding the Real Stars



National Entrepreneurship Awards 2019



Rewarding the Real Stars

The Ministry of Skill Development and Entrepreneurship (MSDE) has instituted the National Entrepreneurship Awards (NEA) to recognize and honour.

- Outstanding young First-Generation Entrepreneurs and
- Ecosystem Builders for their outstanding contribution in entrepreneurship development and providing support to the entrepreneurs.

Partner Institutes



Indian Institute of
Technology Madras
(Lead Partner)



Indian Institute of
Technology Delhi



Indian Institute of
Technology Kanpur



Indian Institute of
Technology Guwahati



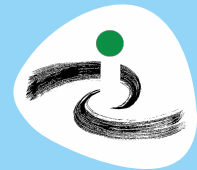
National Small
Industries Corporation



Institute of Rural
Management



National Bank for Agriculture
and Rural Development



National Innovation
Foundation



National Institute of Agricultural
Extension Management



National Centre for
Excellence of RSETIs (NACER)



Tata Institute of
Social Sciences



Xavier School of
Management

STAGE

O1



Nomination and Shortlisting

Mode of application: www.neas.gov.in.

The Nomination/Application Window was from August 1, 2019 to Sep 10, 2019.

The total number of applications received for NEA 2019: 6098.

- All the applications were checked for its completeness and correctness.
 - Incomplete applications were rejected.
-

STAGE

O2



Field Assessment and Regional Online Evaluation

The total number of applications qualified for evaluation were 4134

- Each 'Partner institute' conducted field evaluation of eligible applications for further information gathering and validation of data provided in NEA application form.
 - Each selected application after field evaluation was evaluated by 3 online evaluators for the Enterprise category and 1 Online evaluator for the Ecosystem Builders category. The Evaluation was done completely online.
 - After completion of all evaluation under each category, a list of maximum up to THREE top applications under each category was promoted by all the regional partners for each award sub-category.
-

STAGE

O3



National Evaluation

- National Evaluation Committee was set up by the 'Lead Partner' – IITMadras. The panel included experts from the industry, academics, Business experts etc.
- The national expert panel selected up to 3 top applications in each sub category across all regions.

The shortlisted 115 applications were presented to the jury members. 36 finalists were selected.

The Committee for National Jury consisted of the following members:



Dr R A Mashelkar



Ms Neelam Chibber



Mr Milind Kamble



Mr Harish Hande



Mr Vinayak Nath

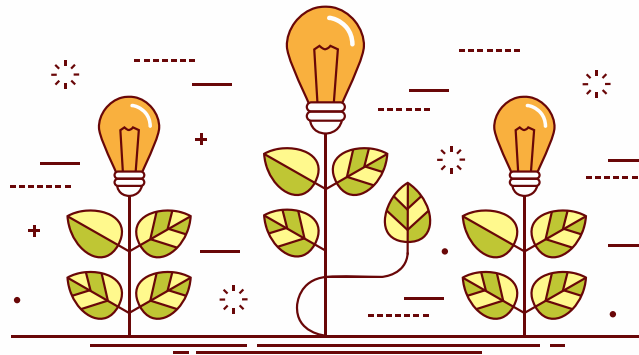


Mr Arun Tiwari





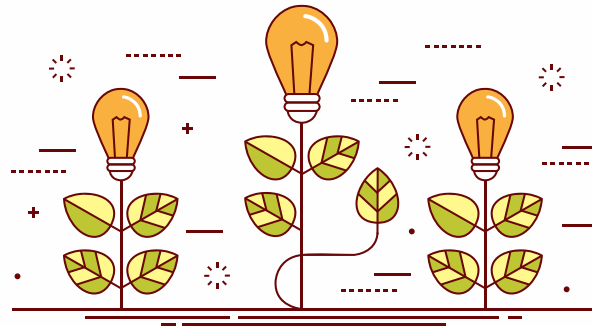
ENTERPRISE AWARDS TRACK





A1 CATEGORY

**Initial Investments
Upto 1 Lakh**





Sickle Innovations Private Limited

Established Year

2014

Official Email ID/ Website

Email: info@sickle.in

Web: www.sickle.in

Headquarter

Sickle Innovations Pvt Ltd
#A-61 Sector 25, GIDC Gandhinagar,
Gujarat 382016

Founders



Nitin Gupta



Vinay Kumar Reddy Vadde

	FY 2017-18	FY 2018-19
Capital	1,66,840	1,66,840
Revenue	59,67,450	1,34,02,143
Employees	7	10
Customers / Clients	1500	2500

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I felt great; just as one would feel to see the seeds sprout after long time of care and hard work.

Tell us about your enterprise (Products / services, USP and Innovation)

Sickle Innovations provide mechanised solutions for farming problems by increasing the yield of farm labours. Our products are designed for small and marginal land holdings.

Being an entrepreneur, tell us about your key achievements?

One key achievement of my life is to create quality jobs and not just jobs.

For example- A mechanical engineer working in our team would learn so much in little time with mental satisfaction.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Convincing farmers to use scientific methods of farming
- Retaining good team members
- Social unacceptability of living a life of an entrepreneur

Entrepreneurship story

We started Sickle Innovations in 2014 when we realised the problems being faced by the farming community due to non-availability of the need based mechanical solutions, especially for small and marginal farms. We now have multiple portfolios of such innovative products through which the earning capacity of farmers has improved. Thus, creating a positive impact on their lives.

What is the Mantra of Success for becoming a successful entrepreneur

Doing our job honestly is one of the most important lessons I have learnt during my entrepreneurial journey. The whole process of being an entrepreneur changes your life, which teaches you discipline, honesty, and workmanship.



Dakti Craft

Established Year

2014

Official Email ID/ Website

Email: dakti.craft@gmail.com

Web: www.facebook.com/dakticraft

Headquarter

Dakti Craft, Above FAMCO,
Upper Nongthymmai, Dum Dum Road,
Shillong, Meghalaya- 793014

Founders



Rida Gathoh



Peter Marbaniang

	FY 2017-18	FY 2018-19
Capital	100000	600000
Revenue	60000	400000
Employees	5 10	
Customers / Clients	3 (1 store & 12 Direct customers)	2 (5 stores & 7 Direct customers)

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

It feels extremely gratifying to hear that our initiative is being rewarded at the national level via National Entrepreneurship Awards. The news is even more special as we have been shortlisted among many young and passionate entrepreneurs who work tirelessly to create innovative solutions for a better future. We like to thank all the jury members.

Tell us about your enterprise (Products / services, USP and Innovation)

Dakti Craft presents a unique range of handcrafted products made from natural materials using traditional knowledge and skills for the modern society. We work towards creating a positive impact on society and the environment through sustainable innovation. Our idea is not just 'make in India' but 'hand make in India'.

Being an entrepreneur, tell us about your key achievements?

- Received the Telegraph North East Excellence award for contribution in Craft and Music.
- Revived the dying art of black clay pottery practiced by women artisans.
- Launched our music album called Musical Nature which is an ecological art project in collaboration with the traditional instrument makers.
- Conducting much needed R&D on crafts and natural materials locally available in the state. Eg: Reviving pineapple fiber craft, encouraging traditional murrah makers to avoid using plastic instead of bamboo and cane.
- Promoting the arts, crafts, music and food from Meghalaya through our independent event – 'Earthy a Fair' on various cities across the country.

Tell us about the key challenges you have faced during your entrepreneurial journey?

The key challenges were:

- Lack of trained and inspired individuals to scale up this venture.
- Lack of opportunity for skilled and valuable talent with traditional knowledge.
- Limited ideas to use organic and natural materials that are available in abundance.

Entrepreneurship story

The idea of Dakti craft came about in 2010 while travelling across Meghalaya to conduct design workshops for local artisans. The abundant skill and natural raw-materials posed a pressing opportunity to create handcrafted products using natural materials by sustainable means. Thus we worked independently in mapping crafts and training craftsmen to work with materials like clay, bamboo, cane, pineapple fiber and other resources available locally.

What is the Mantra of Success for becoming a successful entrepreneur

To be a successful entrepreneur one must

- Work towards a cause that is beyond oneself
- Have a vision that can benefit the future generations
- Create a sustainable model that can last beyond one lifetime
- Be an inspiration and role model for others to follow
- Know when and where to draw the line

Unexplored Bastar

Established Year

2016

Official Email ID/ Website

Email: Jeet@unexploredbastar.com

Web: www.unexploredbastar.com

Headquarter

Unexplored Bastar, AmchoBastar Bazaar,
infront of swimming pool, Jagdalpur,
Bastar, Chhattisgarh - 494001

Founder



Jeet Singh Arya

	FY 2017-18	FY 2018-19
Capital	87,013	1,53,100
Revenue	36,20,680	30,62,366
Employees	6	8
Customers / Clients	466	679

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

My first reaction after getting the news was of utter disbelief and happiness. But as the news sank in, I felt content and appreciated for all the hard work put in till now, and more determined towards my future work plans.

Tell us about your enterprise (Products / services, USP and Innovation)

Unexplored Bastar is a travel startup based on the social entrepreneurship model from Bastar, Chhattisgarh. Bastar is located in southern part of Chhattisgarh which is often known for its Naxal belt. Unexplored Bastar focuses on sustainable tourism through community based approach and it has so far impacted the lives of more than 300 tribal people.

Being an entrepreneur, tell us about your key achievements?

- Impacting and creating livelihood for the local tribal people in this difficult area of Bastar
- Building excellent team who had no prior work experience
- Good reputation in the market and in-front of local administration
- Appreciation from our clients

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Working in area which is highly sensitive and unstable, politically and security-wise
- Gaining trust and confidence of the tribal community along with the government
- Changing the negative perception of Bastar and Chhattisgarh
- Starting from Zero with low capital investment
- Lack of skilled human resources
- Lack of good infrastructure like roads, mobile/internet network

Entrepreneurship story

Having started with almost no capital investment, building a sustainable model for social business in a highly sensitive location was an extremely challenging experience. Our major focus was to involve the local tribal communities while encouraging tourism in this majestic land of Bastar.

What is the Mantra of Success for becoming a successful entrepreneur

- Take no stress; always smile and enjoy the challenges
- Create good and impactful product/service/experiences for our clients
- Learn and keep yourself updated with the market trends
- Create trust among the team, partners and especially clients
- Client engagement and acting on client's feedback
- Do not bring ego; take help whenever required



Aspartika Biotech Pvt. Ltd.

Established Year

2015

Official Email ID/ Website

Web: www.aspartika.com

Headquarter

Technology Incubation Center,
Sir M Visvesvaraya Institute of Technology
Campus, International Airport Road,
Bangalore 562157

Founders



**Srinivas Bandlamuri
Venkataramana**



Sujeet Kumar Ghosh

	FY 2017-18	FY 2018-19
Capital	12,00,000	12,00,000
Revenue	31,56,551	57,71,090
Employees	5	9
Customers / Clients	180	225

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I was overwhelmed to know that our work has been recognized at National level and I feel that my responsibility has increased towards entrepreneurship and commercialization of value added products on waste management.

Tell us about your enterprise (Products / services, USP and Innovation)

Enterprise: conversion of agricultural waste into nutraceuticals

Service: Farmers are trained to generate additional income by converting the waste into industrial raw material

USP: Low cost nutraceutical from locally available waste

Innovation: Clean and green technology, no chemicals or solvents used in the entire process, zero waste discharge

Being an entrepreneur, tell us about your key achievements?

- We are able to provide full time employment to about 10 graduates/post graduates
- Converting the silk wastes into a high value nutraceutical
- Contributing towards Swachh Bharat and waste management
- Additional revenue for about 300 farmers through horizontal and vertical integration of local waste management

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Financial constraints
- Forming a good cross functional team
- Decentralization and processing the raw materials within the time frame to avoid contamination, infestation, degradation

Entrepreneurship story

My entrepreneurship journey started during my MTech project while working on locally generated waste. Further to this, a team of like-minded people joined to convert the dream of our enterprise into a reality. Our product was validated and commercialised by the Government of Karnataka by granting a bank loan to further our businesses.

What is the Mantra of Success for becoming a successful entrepreneur

Doing our job honestly is one of the most important lessons I have learnt during my entrepreneurial journey. The whole process of being an entrepreneur changes your life, which teaches you discipline, honesty, and workmanship.



Invent India Innovations Pvt. Ltd.

Established Year

2011

Official Email ID/ Website

Email: [jyoti@inventindia.com](mailto: jyoti@inventindia.com)

Web: www.inventindia.com

Headquarter

1101-08, Tower A, Titanium Square,
Thaltej Crossroads, Thaltej, Ahmedabad,
Gujarat, India - 380054

Founders



Jyoti Sudhir



Sanandan Sudhir

	FY 2017-18	FY 2018-19
Capital	100000	100000
Revenue	39508567	44842179
Employees	29	38
Customers / Clients	58	75

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

InventIndia is a unique Business Model with no preceding Indian success stories. We are absolutely thrilled and grateful about receiving this prestigious award from the MSDE, GoI. This would surely help us to reach out to many ventures who need support in Hardware Innovation and Product design further elevating India's global Innovation position.

Tell us about your enterprise (Products / services, USP and Innovation)

- Vision: To put India on the global innovation forefront
- Innovate to meet the growing consumer demands and solve local problems that are niche to India.
- Build Global IP and Innovate/Invent to Export to bring more and more wealth to the economy.
- USP: is multidisciplinary cohesive experience that can translate an idea into a WOW product covering the full spectrum of Product Design from concept to production to distribution.

Being an entrepreneur, tell us about your key achievements?

- Chairperson, Indian Women's Network, CII, Gujarat State, (2018-20)
- India's Best Industrial Design Studio Award, 2019
- Design Intelligence Award (DIA), China 2019
- Iron A International Design Award (IDA), 2019
- Business APAC Visionary Women Leaders 2019
- Honourable Mention, International Design Award (IDA), 2018
- Bronze International Design Award (IDA) for world's Smallest ECG Device, 2018
- Gold medal for Industrial Design, Medical Expo, Poland 2018
- Listed in Top 30 Women Entrepreneurs in India to watch out for in 2018 by the CEO Magazine
- Product Design Excellence Award by BBC Knowledge and Stars India Group, 2017

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Small Domestic Market size: Culture of taking pride in Jugaad and imitation mindset leading to low risk taking ability
- Team Building: Lack of Skilled and trained Human Resources with domain expertise
- Immature Hardware Ecosystem: High dependence on imports in one of the world's largest consumer-driven economy
- Not enough mentors: No preceding success stories in this domain
- Vendor Network: Quality, Precision, Efficiency Issues (Prototyping, Tooling and Production)
- Liquidity and cash flow: High operational costs and Scaling up Challenges

Entrepreneurship story

In 2011, ever since I took the decision to plunge into Entrepreneurship, it has been a super challenging and enriching experience. From giving up a high paying job, breaking the glass ceiling in a highly niche technical space, investing all the life savings in a new business, building a super skilled team, striking a work life balance to taking care of my two little girls along with scaling up the venture to winning several global awards; every moment has been overwhelming.

What is the Mantra of Success for becoming a successful entrepreneur

- Be ruthless in your thought (Vision and Risk taking), rational in your actions (Process and Objectivity), passionate in your relationships (Team building – Empowerment and Accountability),
- Honest to your emotions (Integrity and transparency), Add patience and perseverance; you shall be there.
- Value proposition and Validation are the key for scaling up!
- Take care of the 5 things – Passion, People, Process, Perseverance and Payments



Sura

Established Year

2017

Official Email ID/ Website

Email: sura.kanavu.assefa@gmail.com

Headquarter

Sura, SH-10, Sarva Seva Matriculation School Campus, Virudachalam main Road, SIPCOT Post, Kannarapettai, Cuddalore - 607005

Founders



Shivaranjani Ramasubramaniyan



Nisha Subramaniam

	FY 2017-18	FY 2018-19
Capital	34,115	3,20,839
Revenue	1,24,012	5,51,358
Employees	5	10
Customers / Clients	153	275

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

It was a moment of gratitude and disbelief. Working in grassroots gives me a view into everyday complexities and rarely, a view of progress. Soon, disbelief transformed into reassurance that we were headed in the right direction. It inspired me to think about setting our sights higher.

Tell us about your enterprise (Products / services, USP and Innovation)

We started with one product – a tote bag. Today we create over 30 products ranging from a 3 inch earphone pouch to a laptop sleeve. Stitched in cotton, matched with kalamkari and ikkats, all our products are customisable, having high aesthetic and functional value, while keeping them affordable.

Being an entrepreneur, tell us about your key achievements?

- Sustaining a team of 10 rural women by ensuring steady income for each of them; a steadily increasing revenue curve
- Building an eco-system for marketing, accounting and product development
- Successfully setting up and running a tailoring center in a remote village
- Setting systems and building capacity for basic operations using technology

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Starting enterprise with limited understanding of business landscape, costing accounts/finance, with passion to work with women.
- On-ground operations consuming time and not focussing enough on the vision
- Balancing empathy and high expectations
- Problem solving for the team vs problem solving with them

Entrepreneurship story

Initially Mothers from rural Cuddalore, were angry about raising fee proposed to put to use their leisure time towards earning an income. However, bigger dreams were born - owning their own sewing machine, supporting their children's educational costs and today – which became a Guinness record. Delivering every product at its best, Sura stands for the dreams a rural woman can have, achieving them by working together.

What is the Mantra of Success for becoming a successful entrepreneur

- Maximise every opportunity that comes along
- Be flexible yet persevere
- Do what you have to do today, things will fall in place in the bigger picture
- Keep asking what you need: putting out what you don't know
- Keep purpose and people at the core, that will guide making decisions



Early Foods Pvt Ltd.

Established Year

2016

Official Email ID/ Website

Email: shalini.santhosh@earlyfoods.com

Web: www.earlyfoods.com

Headquarter

119, Lane 5, Lake View City,
Wadegaon Shinde Road,
Lohegaon, Pune - 411047

Founders



Shalini Santhosh Kumar



Vijayalakshmi Nagaraj

	FY 2017-18	FY 2018-19
Capital	1,00,000	1,00,000
Revenue	29.54 Lakhs	1.32 Crores
Employees	12	21
Customers / Clients	14,000	62,000

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I was extremely happy not just for myself but that I could share this win with my entire team who helped build Early Foods. I felt that our women staff from Lohegaon who have worked so hard for 3 years totally deserved the recognition from this award.

Tell us about your enterprise (Products / services, USP and Innovation)

Early Foods is an organic food company for children & new mothers started in 2016. We manufacture over 25 millet-based porridges & snacks. Our mission is to nourish little ones from day one, through Fresh – Organic - 100% chemical free meals & snacks and help build healthy future generations.

Being an entrepreneur, tell us about your key achievements?

- Created nourishing & chemical free millet-based food products that little children & families love to eat. It has helped children change eating habits & replace junk foods happily.
- Empowering 18 women through employment, building their confidence. They now feel worthy & capable to do great work in life.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Since majority of our staff have just completed basic education and have no previous work experience. Training them to improving production efficiency is always a challenge.
- At times we faced payment issues from our vendors which put us into tough times due to which basic salaries and raw materials procurement were delayed.

Entrepreneurship story

I started Early Foods when my son was 7 months old in a small room at home with my mother. We sold our products online and received 50 orders in the first month. Children loved our fresh healthy porridges & cookies that we now do over 15000 orders per month.

What is the Mantra of Success for becoming a successful entrepreneur

To have absolute clarity of your purpose of work, so that you can stick to that purpose and not go off track either during happy or tough times.

Krantijyoti Swayamsahayata Mahila Bachat Gat.

Established Year

2012

Official Email ID/ Website

Email: krantijyotishg2015@gmail.com

Headquarter

Ward No. 4, New Town,
Butibori - 441108

Founders



Dipa Choure



Prashant Choure



Aruna Khadse



Anjuman Akram
Sheikh

	FY 2017-18	FY 2018-19
Capital	445800	516790
Revenue	225171	344570
Employees	10	10
Customers / Clients	Large Number	Large Number

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

We were surprised when we received the mail that our Self Help Group has won for the National Entrepreneurship Award as it was huge motivating factor for us. As a small entrepreneur we felt that no one is concerned about our work and the kind of products we are dealing with. But we were wrong! There are always hidden eyes looking at you when you are working hard for the betterment of the society.

Tell us about your enterprise (Products / services, USP and Innovation)

- We are a women self-help group consisting of a team of hundreds of women entrepreneurs from the weaker section of society.
- We are into the Skill Development programs for women through which they can start their business.
- Our Unique product is Cotton carry bags and Apparels for babies and women.
- Worsening environment is a concern throughout the world. Understanding the impact of environmental issues, most of the people these days are opting for greener alternatives in their daily life, to save their present as well as future. Cotton carry bags are a new initiatives by the companies to make the environment pollution free from the plastic bags and it is a major steps towards saving the environment.
- Innovations: Cotton Hand Bags | Cotton Shoulder Bags | Cotton Designer Bags | Cotton Gift Bags

What is the Mantra of Success for becoming a successful entrepreneur

- Believe, Build, Become.
- Take your Business stakeholders as family.
- Unity is the best Policy.
- Proper Use of Technology is the Key to Success.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- High end customers prefer Jute Bags as compared to Cotton Bags.
- Limited advertising and marketing.
- Bags are not moisture resistant unless chemically treated.
- Substitute products.
- Intense competition since most of the entrepreneurs have started investing in this business.

Entrepreneurship story

We started our self-help group in 2012 with 10 women from weaker section of the society in a small room of 10x12 sqft. Our first product was new born baby wear, which earned fame and reputation and through this we connected to the maternity hospital and other local people. The turning point in our business was when we started experimental production of compartment bags followed by selling via social media. The Experiment turns into a success and then we thought of starting the concept commercially in the market.

Being an entrepreneur, tell us about your key achievements?

Our Organisation has received following Awards:

- Hirkani Maharashtra Award 2019 Tahshil Level (Maharashtra Government)
- Best Self Help Group 2018 Nagpur District Honoured By Mr. Nitin Gadkari.
- Award on execution of Best Tree Plantation Programme.
- Many letters of appreciation and Certificates.

Sabariguru Enterprises Electronics and Electrical Sales and Service

Established Year

1998

Official Email ID/ Website

Email: sakthiguruvennila2012@gmail.com

Headquarter

1/1, Anandha Nagar, Srkv Post,
Periyanaickenpalayam,
Coimbatore – 641020

Founder



K. Sakthivel

	FY 2017-18	FY 2018-19
Capital	250000	250000
Revenue	180000	180000
Employees	2	2
Customers / Clients	3200	4000

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I am very excited after getting the news about me winning the National Entrepreneurship Award. I am grateful for my selection.

Tell us about your enterprise (Products / services, USP and Innovation)

I have started my enterprise in 1998 at Periyanaickenpalayam, Coimbatore. Initially I use to repair few electrical goods but lately, I learnt more repair work of electronic goods and I am providing all kinds of electronic repair services in my locality.

Tell us about the key challenges you have faced during your entrepreneurial journey?

Initially I faced the major challenge of finance and investment due to my family situation. But still I overcame all the challenges and today I am running my company successfully.



Shillong Bamboo

Established Year

2014

Official Email ID/ Website

Email: bambooconstruction9@gmail.com

Headquarter

Mawlai Kynton Massar,
Block A, Shillong- 793022,
Meghalaya

Founders



Bandabiang Dewkhaid



Tynshain Dewkhaid

	FY 2017-18	FY 2018-19
Capital	55000	550000
Revenue	1200000	1500000
Employees	55	65
Customers / Clients	125	245

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

We are very glad to receive this Award after all the effort we put in building our enterprise through all the ups and downs during our journey. We highly appreciate your support as encourages us to take bigger steps in reducing plastic in our country by developing more innovative bamboo products.

Tell us about your enterprise (Products / services, USP and Innovation)

long Bamboo provides innovative (eco-friendly) bamboo products made from the bamboo & rattan canes obtained within the state with superior quality and design at competitive prices. Our mission is to increase the usage of bamboo innovative products and architecture in everyday life. Our manufacturing unit is located in Mawsaitkhnem, Shillong, Meghalaya.

Being an entrepreneur, tell us about your key achievements?

As an entrepreneur our greatest accomplishment is that we have developed a good and healthy relationship with the local artisans and farmers by helping them get jobs and by developing innovative bamboo products aimed at reducing plastic consumption.

Tell us about the key challenges you have faced during your entrepreneurial journey?

During our entrepreneurial journey we have faced many obstacles both financially and during the development of our successful product. Some of the key constraints are listed below:

- Financial constraint.
- Inadequate infrastructure for the bamboo workshop.
- Transportation of Goods.
- Limited resources of some bamboo species that needs to carry plantation.
- Lack of advanced technology.

Entrepreneurship story

We started the Shillong Bamboo in the year 2013, the year we were concentrating in building and designing the structures with bamboo. In the year 2016, we started to move towards the next step and developed small products like bamboo drinking straws. In 2018 we started a green school business.

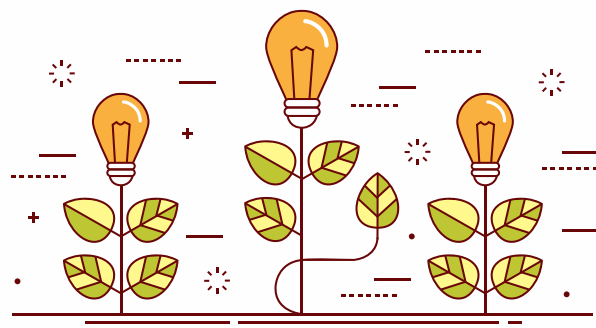
What is the Mantra of Success for becoming a successful entrepreneur

Our passion for saving the environment through innovative bamboo products and our hardworking team that devoted their precious time for the benefit of our future generation.



A2 CATEGORY

**Initial Investments
above 1 Lakh upto 10 Lakhs**





Green Biotech EcoSolutions Pvt. Ltd.

Established Year

2016

Official Email ID/ Website

Email: greenbiotech14@gmail.com

Web: www.greenbiotechecosolutions.com

Headquarter

Sagolband Tera Akham Leikai,
Imphal West, Manipur- 795001.
India

Founders



Geetashori Yumnam



Dr. Asem Sundari Devi

	FY 2017-18	FY 2018-19
Capital	77,50,850	1,74,21,793
Revenue	54,76,250	1,00,38,349
Employees	15	26
Customers / Clients	10+	10+

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

When I received the email about me winning the National Entrepreneurship Award, I was so happy and shocked. I read the email almost 15 times within half-an-hour. It is like a dream come true.

Tell us about your enterprise (Products / services, USP and Innovation)

- Bio-fertilizers & bio-pesticides
- Aquaculture, animal husbandry & environmental management inputs
- Free consultation services to farmers
- Soil testing facility
- Trainings on advanced farming technology.
- Field visit
- Free delivery services for GB retailers
- Customization of product as per customer requirement

Being an entrepreneur, tell us about your key achievements?

To become our own boss, independent work space, learn how to overcome challenges with smile at face, to make problem into opportunity, to be a good leader and a good decision maker.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Social issues as we're living in a patriarchal society
- Awakening the farmers or the growers to the idea of organic farming
- Promoting organic way of life
- Marketing and Promotion
- Limited financial budgets

Entrepreneurship story

In a male dominated society, it is tough for a woman to make inroads without grit and determination. The fight becomes tougher if one is setting up the only organic-based-company in the State. We understand the importance of saving the degraded soil from excessive use of synthetic fertilizers. Most importantly, beyond that ensuring "the value of soil remaining healthy". This continuous enrichment of the soil is what makes our project unique as the yield per acre constantly increases.

What is the Mantra of Success for becoming a successful entrepreneur

Believing ourselves is one of the biggest mantra for success, self-motivation, focus and determination is the only way to reach our gold.



Innocule Materials and Additives Pvt. Ltd.

Established Year

2014

Official Email ID/ Website

Email: gyanranjan.das@innocule.co.in

Web: www.innocule.co.in

Headquarter

Plot: 170/172, Gajapati Nagar,
Samantapuri, Bhubaneswar-751005,
Odisha

Founders



Gyana Ranjan Das



Surbhi Sarna

	FY 2017-18	FY 2018-19
Capital	461250	919500
Revenue	2,55,66,149	8,94,93,475
Employees	17	35
Customers / Clients	2	4

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

Our team is absolutely thrilled beyond words. We hardly thought that such a prestigious award would be ours. It is a proud moment and very encouraging for us to keep pushing the limits.

Tell us about your enterprise (Products / services, USP and Innovation)

INNOCULE is a research driven manufacturing start-up that aims to solve challenges faced by mineral industries by developing novel chemicals. Our products are aimed at maximising utilization of low grade ores in the existing mineral industries. They improve plant profitability and efficiency while conserving our mineral resources.

Being an entrepreneur, tell us about your key achievements?

- Growth of 300% in the past two years
- Profitable from 3rd year onwards; debt free
- Awarded CII Startuppreneur award in 2018
- Have been able to employ more than 50 people within 5 years of inception
- Rare startup to venture into manufacturing which is very capital intensive

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Lack of research infrastructure as mineral industries are capital intensive that require multidisciplinary research
- Collaboration with universities for research is not always helpful because scientists lack practical experience
- Unable to source talent
- Building a chemical manufacturing startup in Odisha had its own share of challenges

Entrepreneurship story

We felt that there is a lot of scope of improvement and innovation in mineral industries. The key motivation was to develop innovative products which can help to conserve our national mineral resources and address difficulties of mineral industries. We are facing some taste of success since last two years. It is immensely satisfying to see that the company has built a name for itself with clients like Tata Steel, Jindal Steel etc.

What is the Mantra of Success for becoming a successful entrepreneur

Entrepreneurship involves walking an unknown path. Great grit, great perseverance and great tenacity are needed. And most importantly one needs to work very very hard. Rest everything else is learnt along the way.



Planys Technologies Pvt. Ltd.

Established Year

2015

Official Email ID/ Website

Email: info@planystech.com

Web: www.planystech.com

Headquarter

No. 5 Jaya Nagar Extension,
Balaji Nagar Main Road, G.K. Avenue,
Puzhuthivakkam, Chennai 600091,
Tamil Nadu, India.

Founders



Tanuj Jhunjunwala



Vineet Upadhyay



Rakesh Sirikonda



Dr. Prabhu Rajagopal



Dr. Krishnan Balasubramanian

	FY 2017-18	FY 2018-19
Capital	221.35	257.02
Revenue	23.76	104.91
Employees	34	55
Customers / Clients	11	23

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

It was an overwhelming moment to realize that the company will be accoladed at such a level. I felt satisfied to see the entire team's perseverance and resilience of the last four years transform into real value for my country and its people.

Tell us about your enterprise (Products / services, USP and Innovation)

Planys specialises in smart underwater inspection solutions using indigenously manufactured underwater robots. Planys' pioneering innovations in the field of marine robotics, novel NDT methods and AI enabled reporting are creating a paradigm shift in the underwater inspection industry and helping asset owners take data driven decisions for efficient planning of maintenance and repair.

Being an entrepreneur, tell us about your key achievements?

While we were students at IIT Madras, we developed several underwater drones out of extracurricular activities. These prototypes received overwhelming response from industry experts and led to the formation of Planys - a 'Make in India' inspired maritime startup. Being pioneers of this technology, it was certainly a roller coaster ride to sell our technology solutions to the industry. And today, after 4 years, we are glad to release 4 products, complete 65+ projects, cater to 8 sectors and operate in multiple countries.

Tell us about the key challenges you have faced during your entrepreneurial journey?

Unmanned underwater inspection was unheard of in India. Being a first mover, we underwent the customer awareness curve to understand their requirements and create technology offerings for the same. The initial adoption and success stories helped us further to take it to the industry. Since then we are glad to share that we have successfully completed 65+ projects for critical assets across India like ports, dams and bridges.

Entrepreneurship story

Our biggest achievement today is to see that India has started using underwater robots for asset inspection. For the first time, various dams, railway bridges, power plants, ports etc. are being inspected by Planys' robots at affordable cost and state-of-the-art technology. It is a huge leap for such traditional sectors that could earlier compute only basic defects using divers. We have bagged several awards for our technology like Takeda Award (Japan), Best Startup in the Hydrocarbon sector by Ministry of Oil and Gas and Best Startup Award by the Maharashtra State Innovation Society to name a few.

What is the Mantra of Success for becoming a successful entrepreneur

I think I am too young to have any mantra for success. All I can say is that every team who wants to be successful must show resilience and be ready to simply hang in there.



devrai
art village

Devrai Art
Village

Established Year

2009

Official Email ID/ Website

Email: devraiartvillage@gmail.com

Web: www.devraiartvillage.com

Headquarter

Devrai, Panchgani CHS,
Panchgani 412805 (Maharashtra)

Founders



Mandakini Mathur



Atul Mathur



Suresh Pungati

	FY 2017-18	FY 2018-19
Capital	45,000	45,000
Revenue	55,87,488	58,66,952
Employees	31	48
Customers / Clients	10+	10+

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

Heart was filled with gratitude and joy on hearing this fantastic news. This also endorsed and validated the path breaking work we have been doing for the last 10 years – artistically and socially.

Tell us about your enterprise (Products / services, USP and Innovation)

We are a NGO that works towards sustaining Adivasi art, culture, and livelihoods. We create a space where modern design ideas are incorporated into indigenous arts and crafts, creating quality artefacts truly Indian in spirit but universal in appeal. Our innovations include the fusion of metal with stone – Rock Dhokra (patent pending).

Being an entrepreneur, tell us about your key achievements?

The biggest encouragement and motivation was the reversal of the initial convincing we had to do with the tribal parents. With the success of Devrai Art Village, the tribal parents are pushing us to inspire their children to work with us. This is a blessing and we feel overjoyed by this consumer touch of society that Devrai art village has been able to achieve.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Training first generation young men and women to be artists
- Convincing and motivating craftsmen to take up this assignment and shift from their villages to Panchgani
- Developing modern aesthetic sensibilities in craftsmen – their traditional designs were selling by weight!
- Making a social enterprise self sustaining
- Marketing and sales

Entrepreneurship story

Firstly, our shared passion for art drives us. Second, our tribal craftsmen were victims of Naxalite persecution and needed a livelihood. These two forces converged to drive our origin and endeavour. Our innovations and the unique aesthetics of our products were recognised by discerning buyers and also by Government, helping us in our journey.

What is the Mantra of Success for becoming a successful entrepreneur

- Passion – working 24 x 7
- Innovation – in products, processes and policies
- Leading customers to outcomes beyond even their imagination
- Educating the team and giving them exposure to new ways of thinking
- Treating everyone with respect and dignity and living like one big family

SIRONA

**Sirona Hygiene
Pvt Ltd**

Established Year

2015

Official Email ID/ Website

Email: care@sironaindia.com

Web: www.sironaindia.com

Headquarter

382, FF, 100 Feet Road,
Ghitorni, New Delhi-30

Founders



Deep Bajaj



Mohit Bajaj

	FY 2017-18	FY 2018-19
Capital	43,79,400	44,75,400
Revenue	2,53,75,967	7,12,79,254
Employees	36	49
Customers / Clients	Thousands	Thousands

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

We were on cloud nine when we learnt about this news. National Entrepreneurship award is a very prestigious platform and being recognised for our efforts at this national stage means a lot for our entire team. We are honoured & humbled.

Tell us about your enterprise (Products / services, USP and Innovation)

With our unique product range, we identify, solve and addressed intimate & menstrual hygiene issues faced by women. We have already solved issues like lack of friendly toilets, lack of sustainable menstrual hygiene products for menstrual cramps etc for millions of women. We have created five such – India First products in this segment. Till now we have received patent for two of our products.

Being an entrepreneur, tell us about your key achievements?

- We Created India's First Female Urination Device for which we got a design patent and also been recognised in the Limca books of world record.
- We also created, the 1st Herbal Period Pain Relief Patch & World's First FUD integrated instant Pregnancy test for which doesn't require any dropper or bottle, we got a full patent for this product.
- We have achieved break our even last year.
- We have received many accolades and awards and also been covered by leading publications like Forbes, BBC etc.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Female Hygiene challenges are not openly discussed and as we were amongst the first ones to take on the topic which is still a taboo in our society and hence outreach was an issue
- We started from scratch a getting funds was a challenge as products were unique and there was no historical path available for us to follow.

Entrepreneurship story

Initially things were tough but as customers learnt about our products and how our products can help make their life easier we started getting a good response. Our story is like any other, full of massive lows and highs, but today we thank our customers. – We offer a full range of Intimate & Menstrual Hygiene products which regularly used by women.

What is the Mantra of Success for becoming a successful entrepreneur

- **Customer First:** We believe in keeping our customers first
- **Constant Innovation:** Always look out for solving any new problems for our customers
- **Patience:** Remember nothing is built overnight and hence one should have patience
- **Faith:** There are times when despite best efforts, results don't come, in such times one must have maintain composure and have faith.



Letscampout.com
camping simplified

LetsCampout Campground Pvt Ltd.

Established Year

2010

Official Email ID/ Website

Email: info@letscampout.com

Web: www.letscampout.com

Headquarter

A5-Lane 8, Sector 9, CBD Belapur,
Navi Mumbai, Maharashtra - 400614

Founders



Abhijeet Mhatre

Mangla Mhatre

	FY 2017-18	FY 2018-19
Capital	1,00,000	10,00,000
Revenue	40,92,833	1,20,00,000
Employees	7	11
Customers / Clients	550	9000+

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I was overjoyed & overwhelmed to hear this news. It took me a while to realize that the passion which I pursued has been finally recognized. I gave my best when no one was watching the challenges and my hard work. In the end it paid off. This venture is a result of pure passion & determination.

Tell us about your enterprise (Products / services, USP and Innovation)

Letscampout is into deploying of organised camp sites in beautiful location near the metro cities driven by the concept of weekend getaways. We partner with young villagers who have land and use technology to enable them to earn revenue and empower them to run the local community by providing jobs.

Being an entrepreneur, tell us about your key achievements?

- Enabling Villagers to be self-reliant and changing their lives by providing means of living.
- Bringing innovation in this industry by thinking out of box.
- Leveraging Technology.
- Designed Eco Friendly Camping Toilets.
- Enabled Organised Camping and Campground concepts in Maharashtra.
- Have hosted Asia's largest campsite for a (Enchanted Valley Carnival)

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Getting Seed Capital
- Finding Right Mentor.
- Bank not ready to fund the projects due to out of box concept.
- Bigger Players not paying on time and sometimes not paying at all.
- Resources and know-hows.
- Non availability of Quality gears.

Entrepreneurship story

My passion for outdoors gave birth to Letscampout, an enterprise enabling organised camping. Started in 2010 with one campsite to 13 campsites and counting, our motto is to make Letscampout synonym for camping so that it teaches a lesson to those who discouraged us. Also a big sense of gratitude to the family who strongly supported us in this initiative.

What is the Mantra of Success for becoming a successful entrepreneur

- Vision
- Enabling your partners and uplifting communities
- Embrace technology and leverage it correctly
- Thinking on our feet
- Open for ideas and ready to face challenges
- Persistence
- Customer First
- Getting out of comfort zone
- Targeting from mass market to niche audiences
- Innovation
- Pocket friendly pricing



Eco365[®]
Neo Systek

Established Year

2010

Official Email ID/ Website

Web: www.eco365.co.in

Headquarter

Neo Systek, ECO365, #9, Gudu Building,
Ganapathi Nagar, Mysore Road,
Bangalore- 560026

Founders



Goutam Surana



Peeyush Kothari

	FY 2017-18	FY 2018-19
Capital	1,68,24,998.64	2,47,20,423.50
Revenue	8,40,52,902.25	10,93,29,597.82
Employees	14	16
Customers / Clients	10+	10+

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I felt really fantastic about this news of winning the National Entrepreneurship Award. India is large country with numerous startups and enterprises, we knew it will be tough to be a winner, maybe we hold 0.01% chance. But we knew our business model is unique and impacts the community at large, so we will surely get noticed.

Tell us about your enterprise (Products / services, USP and Innovation)

We at 'Eco365' are subject matter expert on water efficiency. By installing our innovative water efficient products properties could save water, cut cost and reduce waste. Our USP's are varieties of cost-effective water saving product for different plumbing fixtures like taps, shower head, flush tanks & urinals.

Being an entrepreneur, tell us about your key achievements?

- Aprox. 3500 of litres of water saved for India through Eco365 water efficient product.
- Profitable all the year since existence.
- From India to Globe company (appointing partners abroad now)
- Won numerous awards, recognitions and was featured in Media

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Water efficiency concept is not popular in India; we spend lot of time & energy in making the content easily understandable. Our content helped us create awareness on water conservation through water efficient fixtures
- We did numerous proof of concept to build trust and make property owner believe we can save water

Entrepreneurship story

I come from a small town Goalpara, Assam. Two year post my MBA in 2010, I got the idea of saving water through water efficient. I started ECO365 company with less than one lakh rupees investment. Initial days were difficult as the concept was new and was not considered a feasible way to save water.

What is the Mantra of Success for becoming a successful entrepreneur

- Be persistent and focused with your business idea. Give time and energy
- Learn from different entrepreneurs and experiences. Do not hesitate to ask for help
- Be subject matter expert on the solution you provide and let others follow you. Spend time on learning



M/s. Global Enterprises

Established Year

2012

Official Email ID/ Website

Email: balwantmedia@gmail.com

Web: www.sewagramkhadi.com

Headquarter

Plot No. B-1/2, MIDC Industrial Area,
Sewagram Road, Wardha - 442001

Founder



Balwant Dnyaneshwar Dhage

	FY 2012	FY 2013-14
Capital	4,90,000	5,00,000
Revenue	7,93,854	10,16,293
Employees	40	100
Customers / Clients	21000	25000

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I am delighted to know that jury members of National Entrepreneurship Award 2019, considered my nomination and selected me for this prestigious award. I recall those initial three years when I was considered a failure despite my persistent efforts to succeed. This award has erased that unpleasant memory and it proves that our consistent efforts and endeavors for the betterment of society get recognized sooner or later.

Tell us about your enterprise (Products / services, USP and Innovation)

We have added value to conventional Khadi by enriching the washing, processing, dyeing, printing and textile designing scientifically. Our R&D team has successfully overcome the imperfection in traditional Khadi by improving weaving, so that the fabric does not change dimensions after washing which has eventually made the fabric soft, durable and lightweight. We manufacture Khadi garments for men and women, right from spinning, weaving, processing and stitching the garments.

Being an entrepreneur, tell us about your key achievements?

- The biggest achievement of any entrepreneur is his market base and customer satisfaction. I think this is the foundation of any business. We sell our products online and offline. The demand of our online and offline customers is increasing.
- Second most important achievement is we could revive weaving skill; due to our business we could create new women weavers and spinners, which are going to benefit our local farmers directly.

Tell us about the key challenges you have faced during your entrepreneurial journey?

I faced a lot of obstacles and grass root problems in the initial phase. My formal education is in Media and Management. I had no idea of textiles and garments. I spent three years (2012 to 2015) to understand the business. I suffered losses due to product damage and several other issues. The expenditure was not in control which led to loss. But I learnt from that loss and tried to improve but I never gave up. I was considered a failure by my family and friends, but constant efforts, guidance and support from some friends helped me overcome all the hurdles.

Entrepreneurship story

I started my business with garments manufacturing in 2012. I wanted to sell only Khadi garments, so I used to purchase the fabric from various Khadi organisations. But I was not satisfied with the quality of Khadi. Finally I decided to purchase only grey fabric, i.e. raw fabric of Muslin from several organisations of Bihar and West Bengal. I started the processing unit in 2015-2016. Due to this processing, I could make (design) garments as per customer demand and only because of this, my garments were in high demand. Later in 2017, we started spinning and weaving of fabric. The demand is constantly increasing hence we did more production. We also generated huge employment for women in spinning and weaving process.

What is the Mantra of Success for becoming a successful entrepreneur

Believe in yourself, ignore any criticism, don't give up at any cost and be flexible for developing production and marketing strategies. Your vision must be very clear. Try to shape your vision by experience and day-to-day learning. Experience and observation are the best teachers. Every entrepreneur must travel and explore the world. My success is only due to my team and friends. I always try to explain my vision to them and give them confidence. An efficient, dedicated and motivated team plays a vital role in your success. So keep the team happy, comfortable and motivated. Be persistent and consistent.



JS Enterprises

Established Year

2012

Official Email ID/ Website

Email: luwang.thokchom@gmail.com

Headquarter

Pheidinga Bazar, Imphal West,
Manipur

Founders



Thokchom Reena Luwang



Thokchom Th Doren Luwang

	FY 2017-18	FY 2018-19
Capital	6,00,673,00	10,43,240.00
Revenue	36,40,673,00	57,02,690.00
Employees	88	131
Customers / Clients	5900	10500

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I was surprised and overjoyed when I was informed that I have been selected as the winner of National Entrepreneurship Award 2019. This news has given me the strength to transform my business into a large traditional handlooms production centre. I feel proud of this achievement as I plan to expand my business globally and support more poor and needy weavers in India.

Tell us about your enterprise (Products / services, USP and Innovation)

I started my enterprise in the year 2012, with an initial investment of Rs 20000 only. As I established my business the demand for my product increased and I was able to achieve a significant milestone by getting a small loan for buying weaving loom for production and supply them Muga thread for weaving cloth like wangkhei phee, moirang phee, muga phanek. This traditional cloth is worn by Manipuri women during festivals and functions such as marriages, Umang lai Haraoba, and Ningol chakkouba etc. My business model has been able to provide livelihood and job opportunities to the local people our state Manipur where the employment rates are high.

Being an entrepreneur, tell us about your key achievements?

My main achievement is to provide rural employment to the poor women weavers and contribute to the livelihood to the local people. I have tied up with various local sellers and those outside the state to set up various looms across Manipur.

Tell us about the key challenges you have faced during your entrepreneurial journey?

I faced several issues during my journey, mainly financial and productivity issues. Initially there was no market for my product which made it difficult for me to raise funds. I also experienced gender bias when I started my enterprise. Investors laid less confidence on a woman entrepreneur and were more interested on interacting with male entrepreneurs.

Entrepreneurship story

The vision of my enterprise is to design sustainable technology and create affordable innovative products by utilising local thread like Muga thread, which is easily available in my state, Manipur. We innovated by designing Moirang Phee, Wangkhei Phee, Muga Phanek, etc.

What is the Mantra of Success for becoming a successful entrepreneur

My mantra is self-discipline, self-control, being patient and stay focused on my business. I suggest that you should use every rejection/failure as a learning experience and use them as a weapon and to achieve your dreams.



Tribal Mantra India Private Limited

Established Year

2015

Official Email ID/ Website

Email: www.tribalmantra.com

Headquarter

Techno Pearl, 1st floor,
Plot No. 6/2 & 6/3, Huda Techno enclave,
Phase II, Hitec City , Hyderabad – 500081,
Telangana

Founders



Suresh Naik Ramavath

Lavudiya Lakshmi Ram

Ramavath Leelavathi

	FY 2017-18	FY 2018-19
Capital	1,00,000	1,00,000
Revenue	29,48,469	34,31,201
Employees	20	30
Customers / Clients	400	650

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

The entire team of Tribal mantra is very happy that all our hard work and the social cause that we are working for is been recognized by the Ministry. We feel thankful to the Government of India and we believe that never before social entrepreneurship has been more rewarding and satisfactory.

Tell us about your enterprise (Products / services, USP and Innovation)

Tribal Mantra is promoted by the IIM Calcutta alumnus. It's a unique brand fostering indigenous nomadic Indian tribal art, craft, and culture in all its glory. Our collection is a display of vast variety of Indian tribal products with beautiful handcrafted designs, representing the mystic hinterland of the wonderful indigenous people.

Being an entrepreneur, tell us about your key achievements?

- Established a sustainable social enterprise "Tribal Mantra" and running it successfully.
- Created a network of more than 200 tribal artists and provided design inputs to deliver easily marketable beautiful fusion products.
- Improved income levels of all associated tribal artists.
- Established an offline and online market place for promoting tribal products

Tell us about the key challenges you have faced during your entrepreneurial journey?

- **Financial:** To raise funds for the concept and to convince the bankers to provide loan was an Hercules task
- **Operational:** To build the network of tribal artisans and motivate them to make fine products and building professionalism in them.
- **Marketing:** Understanding what sells and adapting to the changing trends of the customer.

Entrepreneurship story

Working with indigenous tribal artists is indeed a great experience. I wonder how much nature can teach a person. I understood the hidden indigenous talent of India and met some unsung heroes from tribal artisan community. My entrepreneurial journey through Tribal Mantra thought me the real meaning of life and the purpose of living.

What is the Mantra of Success for becoming a successful entrepreneur

- **Clarity and Focus:** Developing products with the fusion of all tribal arts of the country.
- **Research:** Did thorough research on tribal culture, art, craft, etc. to develop creative products
- **Marketing:** Promoted our products in the right places, like malls, hotels, airport, corporate companies, international exhibitions, where people appreciate art.



Stree Swabhiman Sanitary Napkins Manufacturing Unit

Established Year

2016

Official Email ID/ Website

Email: supekarsir@gmail.com

Headquarter

Stree Swabhiman Unit Wavi
Block-Sinnar, Dist-Nashik-422104
(Maharashtra)

Founder



Ravindra Bhausheb Supekar

	FY 2017-18	FY 2018-19
Capital	200000	550000
Revenue	375000	750000
Employees	5	7
Customers / Clients	3000	8000

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I was elated with a sense of achievement when I heard that my innovative venture was recognised at a national level by the Ministry of Skill. We provide healthcare facilities to tribal and village women living in remote areas, and simultaneously generating employment opportunities for them. This Award is an encouragement for me to work more actively in spite of my physical disability. It'll time to create more entrepreneurs.

Tell us about your enterprise (Products / services, USP and Innovation)

It's Bio-degradable, chemical less, low cost high quality eco-friendly sanitary Napkins. Enterprise reached to most doors in tribal and remote area to be aware for menstrual hygiene and to encourage them to use sanitary pads. This helped girl and women become more confident and feeling secured, comfortable during periods.

Being an entrepreneur, tell us about your key achievements?

- Succeeded in my mission of instilling gender equality so that girl students/women can be confident during their periods.
- By teaching them about periods, I try to protect them from hazardous diseases in future.
- Manufacturing unit helps generate revenue and employment for rural women.
- Empowered girls today means empowered families, communities, societies in future.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Being a male entrepreneur it is a difficult task to work for women on menstrual Hygiene.
- Traditional habitats among women/girls are major challenge.
- To make them aware about the unknown facts of the menstrual hygiene is tough to explain in their own language.
- Opposition of male dominated families in the tribal area.
- Even today the Tribes families living in the hilly areas are too backward to accept sanitary pads.

Entrepreneurship story

- Due to non-availability of medical treatment, I suffered from 80% physically disability. And I therefore known the importance of healthcare facilities.
- In hilly, tribal area knowing the reasons of more absence among girl students decided to work for them.
- Overcome every obstacles as per there's a will there's a way.

What is the Mantra of Success for becoming a successful entrepreneur

Positive mental attitude helps us shift mind-set, release stress, enhance our inner connection-even change everyone's life by overcoming each obstacles stepping towards the goal. There is no disability great enough to stop one from achieving their dreams. With true determination & devotion everything is possible.



A.N Spice Industries

Established Year

2015

Official Email ID/ Website

Email: ansinessa2015@gmail.com

Headquarter

Ward No 4, Abhayapuri,
Distt.-Bongaigaon-783384, Assam

Founder



Alemoon Nessa

	FY 2017-18	FY 2018-19
Capital	12,97,070	15,57,169
Revenue	29,88,500	33,77,005
Employees	7 person	14 person
Customers / Clients	7000	10000

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I would like to thank the Jury members of (MSDE) and our State Selection Body for selecting our company for the 'National Entrepreneurship Award 2019 and honouring us with this award. This is a proud moment for me as it took approximately 4 years to reach this platform. I didn't walk alone; I was accompanied by all the staff members and the dedicated employees who have worked day-in and day-out to make the company one of the most recognisable brands in India.

Tell us about your enterprise (Products / services, USP and Innovation)

From its humble inception in 2015 by me along with my three sisters viz. Nur Nessa Begum, Nur Nahar Begum & Nazima Khatun, A. N. SPICE INDUSTRIES has grown into is North East's largest producer of pickles, spices, juices, grain mills etc. today. It is one of the country's fastest growing processed food suppliers with an extensive range of quality products.

Being an entrepreneur, tell us about your key achievements?

"We think Our Consumers Satisfaction Is Our Achievements" We thrive on the satisfaction of our consumers. Our ultimate vision is to bring more flavors to their lives with nutritious and delectable products of outstanding quality, across diverse regional platters. We will increase value of our company by providing joy and happiness in our consumers life by continuously providing them products with an excellent quality, with nutritious values and a mouth-watering taste keeping in mind the regional preferences.

Tell us about the key challenges you have faced during your entrepreneurial journey?

There was lots of challenges I faced in my entrepreneurial journey and still facing challenges and every challenges make me strong warrior in my journey.

- Fundraising for Start-up
- Facing Criticism
- Balancing Quality and Growth
- Marketing strategy
- Self-doubt

Entrepreneurship story

It all started when I completed my MBA, I used to visit trade fairs, conferences etc. and observed the various kinds of businesses and firms thriving in the market. Soon my project was approved by DIC, Bongaigaon (Assam) under PMEGP and I received some financial assistance from the government. With my hard working attitude and dedicated nature of work I managed to start commercial production of A. N. Spice Industries in 2016.

What is the Mantra of Success for becoming a successful entrepreneur

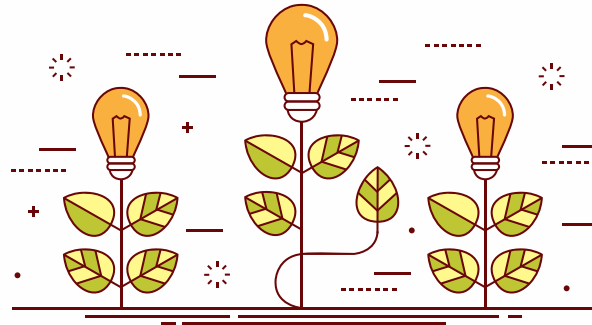
I Think Mantra of Success for becoming a successful entrepreneur's are:

- Confidence and self-belief
- Dedicated zeal and commitment
- Vision clarity for long term success
- Customer's & consumer's needs
- Passion & Hard Work



A3 CATEGORY

**Initial Investments
above 10 Lakhs upto 1 Crore**





Future Biotech

Established Year

2016

Official Email ID/ Website

Email: manjunath@futurebiotech.in

Web: www.futurebiotech.in

Headquarter

Lab No. 1, Institute of Agriculture
Biotechnology, University of Agricultural
Sciences, Dharwad-580005, Karnataka

Founders



Manjunath R



Chandrashekharaiyah B Karimani

	FY 2017-18	FY 2018-19
Capital	3173624	14728643
Revenue	20305373	39748682
Employees	20	39
Customers / Clients	42	108

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I felt very happy and proud to be winner of an award which recognises the work done by my company at the grassroots level. The award gives me and my team the inspiration and motivation to continue our work in the area of sustainable agriculture and organic farming.

Tell us about your enterprise (Products / services, USP and Innovation)

Future Biotech is a research based agri-biotech manufacturing enterprise focused on innovative, cost-effective bio solutions for crops and soils such as bio fertilizers, bio-control agents, organic manure, micronutrients. The company makes use of digital technologies to assess the specific requirement of customer and design the fertiliser/bio fertiliser and bio-control agents accordingly.

Being an entrepreneur, tell us about your key achievements?

- Future Biotech has established itself as a consistent provider of innovative, high quality, cost-effective solutions in sustainable agriculture in Karnataka and parts of Maharashtra and Tamil Nadu.
- The training programmes in organic farming conducted by the company have resulted in awareness about organic farming technologies.

Tell us about the key challenges you have faced during your entrepreneurial journey?

The end users (farmers) are unaware of latest developments in agricultural technologies and some are unwilling to change over from conventional practices to organic farming. To overcome the resistance to accepting new technology, the company conducts regular training programmes and educate the farmers in the area of organic farming.

Entrepreneurship story

Manjunath R founded the company in 2016 to provide quality agricultural inputs and educate farmers about sustainable farming. He used his expertise in Agricultural Microbiology and 12 years of experience in R&D and marketing to come up with innovative products and services and reach 4 crore turnover in 3 years.

What is the Mantra of Success for becoming a successful entrepreneur

- Being passionate about what you do
- Building a team of right people who share your vision and passion
- Taking calculated risks and treating all the hurdles as challenges

VELMENNI

**Velmenni Research &
Development Pvt. Ltd.**

Established Year

2017

Official Email ID/ Website

Email: deepak@velmenni.com

Web: www.velmenni.com

Headquarter

Lower Ground Floor, Plot No. 82,
Okhla Phase-III, New Delhi,
Delhi – 110020

Founder



Deepak Solanki

	FY 2017-18	FY 2018-19
Capital	1,00,000	1,00,000
Revenue	78,59,434	2,29,77,643
Employees	20	22
Customers / Clients	1	6

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

My first reaction was sheer excitement! It truly humbled me, knowing that Velmenni is being recognized by the Government of India. At the same time, it's encouraged our young Indian entrepreneurs who will be highly invested into deep tech and core R&D. It will certainly help with some ignition to the core tech based start-up culture in India.

Tell us about your enterprise (Products / services, USP and Innovation)

Velmenni is the pioneer of Light Communication Technology. With years of intensive research, we developed Li-Fi, a high-speed wireless communication system that uses light (LEDs) as a medium. Velmenni got the international patent (PCT) published on its work around "Optical Wireless Mesh Network" which creates efficient light-based wireless networks and enables data transmission over long distances in remote and dense urban areas.

Being an entrepreneur, tell us about your key achievements?

- Success in directing tech acumen to a full-fledged core R&D company creating a niche technology with global interests.
- Success in taking company to international markets and enabling fund raise from foreign investors to set up the company's initial growth stage.
- Establishing Velmenni as one of the global market leaders in the industry of Light Communication Technology while maintaining its roots in India.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Building up a good team was the first challenge, especially if you're in the business of developing new technologies as it requires highly skilled software & hardware engineers with strong academic record who have an inclination towards core R&D.
- The constant ask was for expensive human resources and extensive capex in lab establishment along with working capital for R&D components/day to day testing.
- Core R&D ecosystem and capital raise options for deep tech focussed R&D organizations are still in nascent form in India which hampered our progress in the initial days.

Entrepreneurship story

I started from a co-working space, and conducted lab tests with no tools or team; I also try to build something that people would find hard to believe. Today I am being honoured with the National Entrepreneurship Award by the Government of India. It has been a good run and still is.

What is the Mantra of Success for becoming a successful entrepreneur

- Self-Belief & Determination
- Patience
- Right Decisions In Testing Times



Clensta International Pvt Ltd

Established Year

2016

Official Email ID/ Website

Email: founder@clensta.com

Web: www.clensta.com

Headquarter

9, 4th Floor, BBIF, Synergy Building,
IIT Delhi, Hauz Khas New Delhi – 110016

Founder



Dr. Puneet Gupta

	FY 2017-18	FY 2018-19
Capital	9454412	20404235
Revenue	5433591	29862118
Employees	15	18
Customers / Clients	10000	40000

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

I was caught off guard! I had to read through the email twice before I realized that I was selected. I was thrilled and truly grateful that I was acknowledged for the work I've done to advance my career and shape a better community.

Tell us about your enterprise (Products / services, USP and Innovation)

Clensta has developed waterless body bath and shampoo that can be used by patients in hospitals, old age people, defense soldiers and adventure enthusiasts to maintain their hygiene and take a bath without water. Furthermore, we have prepared our product using the ingredients that will break down in the nature with high rate acceptable concentrations, so that objectionable concentrations of a surfactant or its metabolism are not generated in the environment.

Being an entrepreneur, tell us about your key achievements?

As an entrepreneur I have achieved the following reorganisations-

- The year 2019 marked Clensta's reorganization in Small Business Award – Innovation of the Year.
- Recognized as Best Healthcare Start-up-TECHrocket Ship Award
- Winner at the Level NXT held by FICCI, PwC, and CNBC
- The company has received appreciation for the innovation that benefits all, from the Honorable President of India Shri. Ram Nath Kovind, The Ministry of Chemical and Fertilizer, among others.
- The company had successful association with AIIMS.

Tell us about the key challenges you have faced during your entrepreneurial journey?

Every startup comes across various challenges while making it sustainable in the market especially with an innovative product development. In initial stages company faced a challenge in setting up the R&D unit. Later we received a support from IIT Delhi. The program of FITT actively helped us in providing the infrastructure that was required to develop the products.

Entrepreneurship story

I still progress to make my business grow and move forward with everyday challenges. I started working along a defence start up and later come to a point where I could sustain my own venture. After close association with soldiers and analysing the need for hygiene in their field advanced my idea of innovating waterless technology products.

What is the Mantra of Success for becoming a successful entrepreneur

My mantra of becoming a successful entrepreneur is to maintain a straight forward attitude to face any challenge that comes in the way. Also, retaining the country's talent into the country by providing more employment opportunities. One must be mentally prepared to overcome the hassles that come during the journey. Hence, the motto of successful entrepreneur must be 'failure is a stepping stone of success'.



ScoutMyTrip Private Limited

Established Year

2016

Official Email ID/ Website

Email: vineet@scoutmytrip.com

Web: www.scoutmytrip.com

Headquarter

904, Spenta, Hiranandani Estate,
Patlipada, Ghodbunder Road,
Thane West - 400607

Founders



Vineet Rajan



Deepak Ananth

	FY 2017-18	FY 2018-19
Capital	18,87,588	39,69,870
Revenue	42,28,316	1,54,81,350
Employees	8	14
Customers / Clients	15000	35000

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

We feel honoured, proud and most importantly thankful to NEA for choosing us for this prestigious Award. When the government starts actively recognizing start-ups; it is a sure sign that the country has a thriving ecosystem for growing businesses. With NEAS, the government has successfully opened the doors of opportunities for new entrepreneurs.

Tell us about your enterprise (Products / services, USP and Innovation)

ScoutMyTrip is a marketplace of travel experts who can be hired to plan itineraries and assist travellers virtually during the trip. We want to empower the youth by helping them monetize their travel expertise. Alternatively, travellers can use our free AI powered planner to plan trips themselves.

Being an entrepreneur, tell us about your key achievements?

For IndiBlogger, where I headed business, I grew revenues to \$1 million in 2014 with an 8-member team. In ScoutMyTrip, one of our most cherished achievements have been winning the Maharashtra Startup Week by the State Innovation Society in 2019.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- **Differentiation:** The travel industry has many established names and unorganized players. Standing out from the rest is crucial not just for success but also survival.
- **Scalability:** To scale, ScoutMyTrip has so far relied on customer referrals and digital marketing. But now we need to take it to the next level of massive growth

Entrepreneurship story

I am a first-generation entrepreneur in my family and discovered my spirit of entrepreneurship in 2003 with a magazine during college. In 2007, I started IndiBlogger (blogging community), and reltoK (marketing community) which I later shut down in 2011. In 2016, I started work on ScoutMyTrip with a never say die spirit.

What is the Mantra of Success for becoming a successful entrepreneur

Entrepreneurs become successful only because of their team, and this is even more relevant in the case of a start-up. So, the success mantra is to keep the team motivated by aligning them to the vision; and taking them along every step of the way. Effective leadership and team management play a crucial role towards building a motivated team.



Tatkalorry Private Limited

Established Year

2016

Official Email ID/ Website

Web: www.tatkalorry.com

Headquarter

13, Silver Shayona Estate,
Near Dhruvi Pharma, Behind Silver
Oak College, Gota, Ahmedabad,
Gujarat

Founders



**Nikita
Maheshwari**



**Shikhar
Maheshwari**



Vinod Patel



Ravi Patel



Ambrish Parajiya



Kalpesh Andarpa

	FY 2017-18	FY 2018-19
Capital	100000	100000
Revenue	30246227	54070441
Employees	211	345
Customers / Clients	1250	2500

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

When I received the email about me winning the award, I was so excited, I read the mail twice. Every failure, difficulty, working late night, flashed in front of my eyes and I jumped and danced because there was just no other way to express my feelings. I called my parents and partners and thanked them for making me worthy of the award.

Tell us about your enterprise (Products / services, USP and Innovation)

Tatkalorry is a niche logistics and supply chain management company operating primarily in the ceramics and construction material industry committed to providing effective logistical support to a largely unorganized sector. We offer sustainable solutions in the realm of infrastructure development, organization of the labour force and reasonable consumption patterns.

Being an entrepreneur, tell us about your key achievements?

My most important achievement has been

- Changing the way consumption takes place in Ceramic Tiles and Sanitary Industry.
- Providing state-of-the-art travel hub where the working conditions of our drivers and laborers will be humanized including boarding and lodging
- Providing salaries to them above mandated wage structures.

Tell us about the key challenges you have faced during your entrepreneurial journey?

Being a woman at top-level management has its own challenges.

- The socio-cultural difficulty of that no women being at the top management.
- Changing gears with the recipient from laborers to porters to CEO's
- Arranging the finances to change the idea into a business.

Entrepreneurship story

From failing at the age of 22 to starting a new company at 23 again, from being the only girl in the team to building a staff of 50+ member team. My story has been full of challenges and overcoming them in the last 3 years to build this 15 crore company.

What is the Mantra of Success for becoming a successful entrepreneur

- Take care of the people, who work with you, they will work like a family.
- New Employment will be created not dispersed
- Any kind of set back is a mind set
- A good leader is a good teacher and even better student.



Bollant Industries Pvt. Ltd.

Established Year

2012

Official Email ID/ Website

Email: srikanth@bollant.com

Web: www.bollant.com

Headquarter

H.No.7-38, Bapujinagar, Nacharam,
Hyderabad-76, Telangana, India.

Founders



Srikanth
Bolla



Swarnalatha
Takkilipati



Ravi Mantha

	FY 2017-18	FY 2018-19
Capital	28 crore	34 crore
Revenue	40 crore	82 crore
Employees	500	500
Customers / Clients	200	250

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

We are delighted to be recognized by the Ministry of Skill Development & Entrepreneurship. We would like to dedicate this award to the dozens of micro entrepreneurs and cottage industries who are our customers and provides livelihood and gave employment to hundreds of uneducated and unskilled workers.

Tell us about your enterprise (Products / services, USP and Innovation)

We manufacture craft paper from household municipal paper waste that would otherwise be burnt and thereby saving 10 Lakh trees per year from being cut, in a zero waste facility, while gave employment to almost 40% disabled workforce.

Being an entrepreneur, tell us about your key achievements?

Our key achievement is recycling paper waste in zero waste factories by using a workforce with significant numbers of disabled workers. We are doubling in turnover every year, and our factories are only on Brownfield sites.

Tell us about the key challenges you have faced during your entrepreneurial journey?

Lack of access to capital is our biggest challenge for us, which many small businesses in India are facing today because the Public Sector banks are focused only on larger players.

Entrepreneurship story

I started the company in 2013 with just a few stamping machines making paper plates, and with only 6 Lakhs turnover, today we are poised to reach 160 crore turnover this year with multiple factories.

What is the Mantra of Success for becoming a successful entrepreneur

Hard work, commitment, risk-taking, and an ability to see new ways of doing business are all very important. At the same time, one must seek out mentors and well-wishers who can help us get to the next level.



C K Lac Processing Industry

Established Year

2014

Official Email ID/ Website

Email: cklacprocessing@gmail.com

Headquarter

Post- Mangejhary (Jairamtola),
Teh- Waraseoni, Distt- Balaghat,
Madhaya Paradesh, Pin- 481331

Founder



Mahendra Pardhi

	FY 2017-18	FY 2018-19
Capital	1610672	3122825
Revenue	15043949	35733960
Employees	20-50	20-100
Customers / Clients	32	46

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

Firstly I was surprised and glad as I heard about this announcement. It was like my dream come true. I am whole heartedly thankful to those who have supported me in this journey. Indeed it's a big achievement for me. Being selected for the award also instilled in me self-belief and confidence that entrepreneurship can start from small villages.

Tell us about your enterprise (Products / services, USP and Innovation)

Lac is a natural resin from which various products are made such as shellac, gasket cement compound, hydrolyzed lac, lac wood shine, french polish, sealing wax, lac dye, aleuritic acid, dental compositions, dewaxed decolorized lac, iso-ambrettolide. These products are used in various industries like-ink, wood finishing, electrical, leather, pharmaceutical, confectionary glazes and fruit coating, cosmetic, paper varnish, hat, photographic, rubber, paint, grinding wheels, bangle, automobile industry.

Being an entrepreneur, tell us about your key achievements?

- From starting amount of Rs.25 lakhs, the turnover now has reached to 3.62 cr.
- Skill development & employment generation for 1500 farmers (approx.).
- More than 500 tribal women are self-employed through this enterprise.
- More than 20000 trees have been planted for lac cultivation.
- Nominated for national entrepreneurship awards 2019.
- Contributing to India's export.

Tell us about the key challenges you have faced during your entrepreneurial journey?

This entrepreneurial journey was full of challenges such as-:

- Lack of technology.
- Communication & electricity problems, as the unit is situated in a rural area.
- Mobile network issues due to unit situated in rural area.
- Tribes & local community's unawareness towards banking system.
- Financing issues during growth period.

Entrepreneurship story

Firstly we have started from training and motivating the framers to cultivate the lac and make sure that the lac they cultivated be procured. After procuring the lac from the farmers we process the same at our unit to produce the end products such as Lac Bangles, seed lac, Button lac, etc. and hence have created the entire value chain. We have trained more than 1000 farmers for lac cultivation in the states of Madhya Pradesh and Maharashtra. Through our enterprise more than 500 rural women are indirectly employed. We have trained more than 500 peoples for making and marketing Lac Bangles so that they can be self-employed.

What is the Mantra of Success for becoming a successful entrepreneur

For me believing in yourself and what you do is key to success. I think we should never compromise with our value system, which will ultimately make us successful.

Toka Multi Purpose Cooperative Society Ltd.

Established Year

1995

Official Email ID/ Website

Email: www.tokamulti@gmail.com

Web: www.tokampcs.com

Headquarter

2BR4, H-Apartments,
Zion Hospital Road, Purana Bazaar,
Dimapur, Nagaland - 797112

Founders



Kashisho
Chishi



Moala
Ozukum



Tokai
Chishi



Watirenla



Kanoka
Yephthomi



J.Hitoka
Chishi



Toshisungla

	FY 2017-18	FY 2018-19
Capital	5000	64,38,500
Revenue	36,51352	14720222
Employees	13	19
Customers / Clients	1500	4000+

Your first reaction after the announcement of you being the winner of National Entrepreneurship Awards 2019?

Our first reaction was of disbelief as we know that the award is the most prestigious entrepreneurship award in India. Reminiscing the amount of success and failure that we have endured to be recognized is overwhelming. Stunned by the names associated with the Award we believe that this would give us the much needed platform for our social enterprise.

Tell us about your enterprise (Products / services, USP and Innovation)

Our organisation is a grass root movement providing services in finance, training, incubation, mobilisation, marketing, farming, construction, processing. We design holistic packages to effectively assist marginal farmers, women groups and entrepreneurs by hand holding them from the beginning till the end. The organisation is coming up with 17 new finished products.

Being an entrepreneur, tell us about your key achievements?

We started with nothing but faith in our knowledge, personal dedication and generating revenue through the services we provide. Our resilience, patience, and commitment towards our vision were big factors. Entrepreneurship gives so much to learn that there is no word called achievement in fact everyday is an achievement.

Tell us about the key challenges you have faced during your entrepreneurial journey?

- Finance: Nagaland is one of the most backward states in the country and financial aspects have been the major challenges.
- Lack of tech-know-how especially in industries and related.
- Connectivity with the rest of the mainland especially interiors of Nagaland.
- Environmental factors like mountainous terrain.
- Lack of knowledge of flora and fauna.

Entrepreneurship story

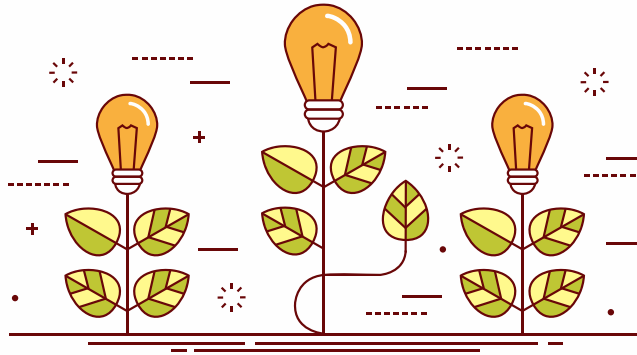
- Starting in a basement with 7 volunteers, a seed fund of Rs 7,000 and two kilo seeds. Gradually convincing farmers, stakeholders, government agencies to join our journey.
- After a biographical hurdle and struggles of sobs, today we have 3900 farmers, 500 women SHG's, 200 entrepreneurs in various sectors and 13 nurseries

What is the Mantra of Success for becoming a successful entrepreneur

- Entrepreneurship is not a lottery that you can win overnight. We have strived, toiled day and night, working extra late hours in the office to get to where we are today.
- The mantra embossed in our mind is to never give up, no matter the failures, we only focus on our vision.



ECOSYSTEM BUILDERS AWARDS TRACK



National Entrepreneurship Awards 2019

Ecosystem Builders Track

Entrepreneurship Development and Innovation Institute (EDII),
Government of Tamil Nadu

Established Year: 2001

Address: Parthasarathy St, Hindustan Teleprinters Staff Quarters,
SIDCO Industrial Estate, Guindy, Chennai, Tamil Nadu 600032



Brief about Institute in reference to the entrepreneurship courses

Entrepreneurship Development and Innovation Institute (EDII), Government of Tamil Nadu is offering following Courses/Certificate Programmes to the entrepreneurs

1. Six Months Massive Open Online Course on Entrepreneurship
2. Entrepreneurship Awareness Programmes
3. Entrepreneurship Development Programmes
4. Academic Innovation and Entrepreneurship Development Program
5. Capacity Building Technopreneurship Training Programmes
6. Women Technopreneurship Programmes
7. UYEGP, PMEGP, NEEDS, THADCO Trainings
8. Mentorship Programmes
9. Faculty Development Programmes
10. Incubation Manager Training Programmes

Success Stories

Ragul Puhazhendi, Buzzark Simulations Pvt Ltd:

EDII was an early backer of his concept to build Surgical training simulators. He was identified by EDII at a concept level and propelled through the system with innovation grants that helped him to set up his Startup at IIT Madras. Later he won a global Medtech competition in Boston, USA representing Indian Contingent. EDII has constantly helped him in developing their product and taking it to the market.

Bhuvanesh, Suriya Hitech Engineering

Hails from Erode and when he made up his mind to start his own CNC machining services, he approached EDII and applied for the NEEDS scheme. He required a loan of 60 Lakhs, for which he received a subsidy of 25% after finishing his training at EDII. Now he has more than ten employees and operating his concern with a monthly turnover of Rs.8-10 Lakhs.

National Entrepreneurship Awards 2019

Ecosystem Builders Track

Entrepreneurship Development Center
(Venture Center)

Established Year: 2007

Address: 100 NCL Innovation Park, Dr HomiBhabha Rd, Pashan,
Pune, Maharashtra 411008



Brief about Institute in reference to the entrepreneurship courses

Venture Center is a business incubator focussed on nurturing inventive enterprises and scientific businesses. It is first the incubator in CSIR system and currently home to 75+ resident start-ups and worked with 400+ start-ups since its inception. Venture Center provides a holistic ecosystem including eminent mentors, mentoring programs (currently mentors in 12 cities), labs & office, plug and play shared labs, advanced prototyping support, fellowships, grants & seed funding options, Tech-commercialization support, training/ networking events and access to the mind space of CSIR-NCL and other premier national institutes.

Success Stories

Success Story 1

Name of the company: Noble Exchange Environment Solutions Pune LLP

Key Founder: Nuriel Pezarkar

Noble Exchange (NEX), a Venture Center's incubatee company has built and deployed Asia's largest organic food waste processing unit (300 tons/day) in Pune in collaboration with Pune Municipal Corporation to convert post consumer organic food waste to BioCNG.

Success Story 2

Name of company: BioPrime AgriSolutions Pvt. Ltd.

Key Founder: Dr. Renuka Diwan

Bioprime is Venture Center's incubatee, BIG grantee, seed invested company that is currently helping farmers battling with crop loss in 12 states in India by providing certified organic, innovative, residue free next-gen agrobiological products for crop protection, crop nutrition and crop growth promotion.

National Entrepreneurship Awards 2019

Ecosystem Builders Track

Agri-Business Incubator of ICRISAT

Established Year: 2003



Brief about Institute in reference to the entrepreneurship courses

ABI-ICRISAT works with its incubatees to develop right perspective for building their product and service model. The incubation package broadly covers: idea validation to prototyping support; scientific & technical advisory; business development, networking/mentoring opportunities with farmers, industry, research and domain experts; capacity building/skill development workshops for start-up team, entrepreneurs / farmers / innovators; fund facilitation through investor network; legal and IP services; access to office spaces, wet labs, research fields and food processing plant; complimentary business credits through service partners; and soft-landing services.

Success Stories

Impact numbers

ABI-ICRISAT has so far supported 103 agtech start-ups and enterprises (ranging from ag-biotechnology to food processing to digital agriculture domain) of which 74 have graduated/exited (67% are still operational). Start-ups have created over 2500 direct jobs, and more than 30 lakh farmers across the country have benefited from their products and services in 2018-19. The incubator has trained over 5000 individuals (entrepreneurs, farmers, students, etc), and our incubatees have mobilized US\$25mn in funding so far.

Ecosystem promotion

ABI-ICRISAT was handholding partner for 22 incubators in ICAR institutions and State Agricultural Universities, and 11 value-chain and food processing incubators in eight African countries. These interventions have since been scaled up (NAIF scheme of ICAR, RKVY-RAFTAAR scheme of Ministry of Agriculture & Farmers Welfare, Government of India, and African Agribusiness Incubation Network). ABI-ICRISAT also supported 16 FPOs (~3000 farmer members) in Telangana, Andhra Pradesh, and Tamil Nadu for its business development and sustainability model.

National Entrepreneurship Awards 2019

Dr. Subhra Saikat Roy



Affiliation : ICAR Research Complex for NEH Region, Manipur Centre

Designation : Senior Scientist

Date of Birth : 15 July, 1980

Address : ICAR Research Complex For Neh Region, Manipur Center, Po Lamphelphet, Imphal - 795004

Dr. Subhra Saikat Roy joined the Agricultural Research Service in 2008 and is working as Senior Scientist at ICAR Research Complex for NEH Region, Manipur Centre. In addition to scientific research, he dedicatedly worked for socio-economic upliftment of ethnic communities through entrepreneurship development. For promotion of agripreneurship in Manipur, his successful model "Community Food Processing Venture", involving Women-SHG, FPCs and Widow organization has been well recognized.

He promoted more than 30 agripreneurship and provided incubation support to more than 50 budding entrepreneurs and start-ups. The work accomplished by him empowered the tribal women and created self-employment for rural youths. His effort not only fostered the entrepreneurial climate in Manipur; but from job-seeker, his mentees have now become job-donor.

He made outstanding achievements in promotion of agri-business ventures and his tireless effort has brought substantial changes in the livelihood of the beneficiaries, especially the tribal women in difficult hilly terrains of Manipur.

National Entrepreneurship Awards 2019

Sreedevi Devireddy



Affiliation : SR Innovation Exchange, Warangal

Designation : Chief Executive Officer

Date of Birth : 02 May, 1972

Address : SR Innovation Exchange, Ananthsagar, Hasanparthy, Warangal, Telangana - 506371

A credible thought-leader in the Entrepreneurship Ecosystem of India. She is a Chevening Research & Innovation Fellow, Oxford, UK; Mentor of Change, Atal Innovation Mission; Mentor, Cherie Blair Foundation, UK; Branch Committee member, Indo-American Chamber of Commerce, A.P & Telangana.

The founding CEO of SR Innovation Exchange, a Technology Business Incubator under the aegis of DST, Govt. of India. She has steered SRiX to international level in less than 2 years. Sreedevi is a Strategy Specialist and advises startups on strategy.

She has championed various initiatives focussed on Women Empowerment and has impacted around 400 women entrepreneurs directly in the last 8 years. She has received many awards for her contribution to Innovation & Entrepreneurship with special focus on Women Entrepreneurship at grass root level.

She writes on Entrepreneurship, her articles were published in prominent Print and online media.

National Entrepreneurship Awards 2019

Ecosystem Builders Track

Aga Khan Rural Support Programme (India)

Established Year: 1983

Address: 9th-10th Floor, Corporate House,
Opp. Dinesh Hall, Off Ashram Road, Ahmedabad-380009.



AGA KHAN RURAL SUPPORT PROGRAMME (INDIA)

A PROGRAMME OF THE AGA KHAN DEVELOPMENT NETWORK

Brief about Institute in reference to the entrepreneurship courses

AKRSP(I) facilitates development of rural youth as entrepreneurs through building linkages. Organization particularly focus on rural youth from marginalized sections like scheduled tribes and women through idea refining exercises, capacity building, creating linkages and helping in leverage of seed funds. Producers organizations owned by goat rearing women, Solar based irrigation entrepreneurs, Women para-veterinarians, Commercial poultry farms,eco-tourism, bamboo crafts, and millet-based products are some of the successful innovative models of AKRSP(I)'s entrepreneurship development work.

Success Stories

Bamboo crafts and furniture enterprise in The Dangs

RajuBhai Gaikwad is a young successful tribal entrepreneur from Ambapada village of Dangs district in Gujarat. He worked as general bamboo artisan earning Rs. 200 per day as wages prior to joining the entrepreneurship program of AKRSP(I) in year 2017. With seed funding and handholding support, he established a modern workshop to produce innovative bamboo crafts and furniture items. At present his turnover is over 12 lakhs and provides employment to a group of 15 local tribal youths.

Yatin Kumar – Solar Irrigation Service Provider

Yatin Kumar operates a 5 HP solar pump with underground pipeline that serves over 90 farming families of Chakhaji village in Bihar through irrigation service. The model reduced the cost of irrigation by 60% when compared to diesel based systems while helping farmers take 3 to 4 crops per year and more than doubled their income. Yatin earns Rs.1.25 lakh net profit per annum in addition to the fact that it is a green rural enterprise.



सत्यमेव जयते

**MINISTRY OF SKILL DEVELOPMENT
& ENTREPRENEURSHIP
GOVERNMENT OF INDIA**

Shram Shakti Bhawan
Rafi Marg, Connaught Circus,
Sansad Marg Area, New Delhi 110001

