



8<sup>th</sup> June 2021

Hubballi - Dharwad Chapter

# Devote In Startups (DIS) Workshop 4

KARNATAKA INNOVATION & TECHNOLOGY SOCIETY  
DEPARTMENT OF ELECTRONICS, IT & BT, GOVERNMENT OF KARNATAKA

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## Workshop 4

### Workshop Brief:

<b>Workshop Name:</b>	<b>Devote In Startups (DIS) – Workshop 4</b>
<b>Speaker(s) Details:</b>	<ol style="list-style-type: none"> <li>1. Dr. E.V Ramana Reddy, ACS to the Hon. Chief Minister, and ACS, Department of Electronics, IT, Bt and S&amp;T, Government of Karnataka</li> <li>2. Smt. Meena Nagaraj, Director, Department of Electronics, IT, Bt and S&amp;T and Managing Director, KITS, Government of Karnataka</li> <li>3. Mr. Rajiv Prakash, CEO, Deshpande Foundation</li> <li>4. Mr. Vijay Mane, Director, Market Access, Deshpande Startups</li> <li>5. Mr. Divyesh Shah, Founder &amp; CEO LinKEZ</li> <li>6. Mr. Vivek Pawar, Angel Investor</li> </ol>
<b>Date:</b>	8 <sup>th</sup> June 2021
<b>Venue:</b>	Virtual Platform
<b>Duration of Event:</b>	10.30 AM – 11.50 AM (1 Hr. 20 Min.)
<b>No. of Participants:</b>	48

### Workshop Agenda:

**The Devote In Startups (DIS) Workshop was intended to sensitize potential investors like small entrepreneurs, family business & corporate house to invest in Startups. The detailed agenda is shown below:-**

TIME	TOPIC	SPEAKERS
10:30 AM – 10:40 AM	Welcome Address	Dr. E.V. Ramana Reddy, IAS, Additional Chief Secretary, Department of Electronics, IT, Bt and S&T, Government of Karnataka
10:40 AM – 11:25 AM	<ul style="list-style-type: none"> <li>• Knowledge Based Sessions</li> <li>• Basics of Angel Investment</li> <li>• Case Studies</li> </ul>	<ul style="list-style-type: none"> <li>• Mr. Rajiv Prakash, CEO, Deshpande Foundation</li> <li>• Mr. Vijay Mane, Director, Market Access, Deshpande Startups</li> <li>• Mr. Divyesh Shah, Founder &amp; CEO LinKEZ</li> <li>• Mr. Vivek Pawar, Angel Investor</li> </ul>
11:25 AM – 11:30 AM	Vote of Thanks	Smt. Meena Nagaraj C.N., IAS, Director, Department of Electronics, IT, Bt and Managing Director, KITS

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## Workshop Overview:

**Objective:**

The Department of Electronics, IT & Bt, Government of Karnataka, being the nodal Department for Startups in the State, conducted a sensitization workshop for potential investors from the State. The objective of this workshop was to sensitize the potential investors such as small entrepreneurs, family businesses, and corporates understand the role of Startups played in the Indian economy and accordingly invest in these Startups. This is an important step towards accelerating the growth of Startups through valuable investments and for promoting Atmanirbhar Bharat.

**Welcome Address:**

The workshop began with the welcome address by Dr. E.V. Ramana Reddy, IAS, Additional Chief Secretary, Department of IT, BT & ST, Government of Karnataka, who is also the Nodal officer for Startups in the State. Dr. E.V. Ramana Reddy apprised the audience regarding how the state of Karnataka has always cherished its leadership position on both the domestic as well as in the global maps of Entrepreneurship and Innovation. India's landlocked southern city of Bengaluru has emerged as the country's technology capital. Dr. E.V. Ramana Reddy also provided a brief synopsis of the support provided by Karnataka for strengthening the Startup ecosystem. Dr. E.V. Ramana Reddy encouraged the participants to make the most of the workshop by understanding the role of Startups and their contribution in building a self-reliant India.

**Knowledge Based Session & Basics of angel Investment with Case studies:**

The audience were thrilled to have a panel coming in for the session which consisted of representation from various corners of the Startup ecosystem. The panel discussion started with what defines a Startup and how they can disrupt industries by design and create exponential value.

What defines a startup?

- Innovation, often technology driven
- Disruptive and Fast
- Scalable Business Model
- Non Typical Value Measurement

These were all startups once

- Amazon
- Google
- Alibaba
- Paytm
- Flipkart
- Swiggy

## Workshop 4

India is the third largest Startup ecosystem in the world with Bengaluru being recognized as the hub for Startups in the country and the 4<sup>th</sup> largest tech cluster globally. The audience were also enlightened on the sectors of the economy in which Startups are growing,



The audience were also apprised on the two stages of Startups and how the investors and investments vary in these two stages.

**Pre-IPO Stage:-** This is the stage when founders would sell shares to their tech startup before it's included in a public exchange listing. Investing during a startup's early stages helps its founders gain enough funding to launch and scale. The type of investors during this stage are:-

- Friends & Family
- Venture Capital Investors
- Private Equity Investors

**Post-IPO Stage:-** This stage refers to the period after a Startup's initial public offering of stock, which is its debut in the equity financial markets. The type of investors during this stage are:-

- Retail Investors
- Institutional Investors

Angel Investing is a High-Risk Activity, The money invested by Angel Investor is money that they are mentally prepared to lose. Over 90% of Startups in India fail in the first five years and significant portion proportion of angel investments do not yield returns.

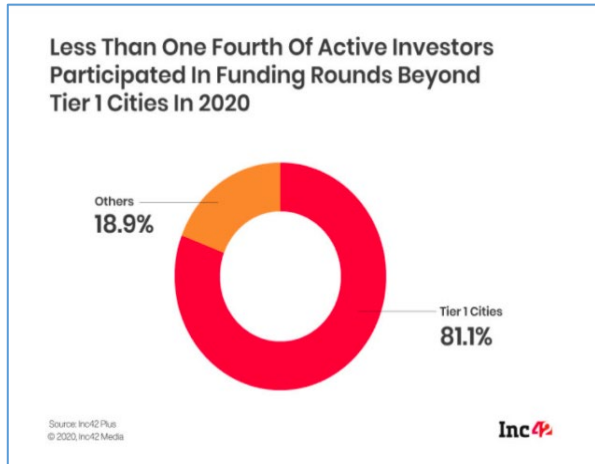
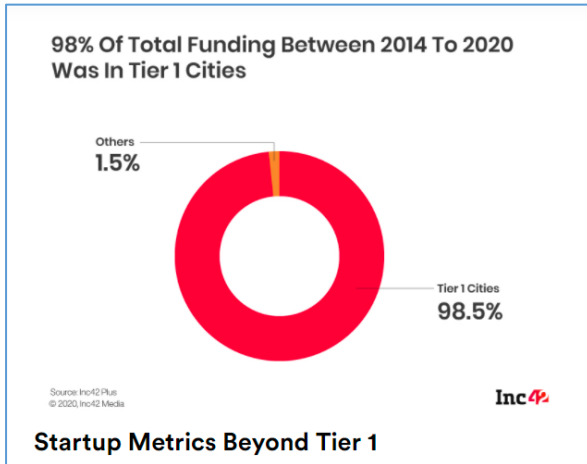
The panel stressed on creating local Startup ecosystem which that shall be a bigger opportunity for local angel investors. Local Investors Can Capture Maximum Local "New Economy" Value.

**Local capital + Local Startups + Local/non-local problems =  
Local Startup ecosystem**

Some of such examples are:-

- Jaipur – CarDekho
- Indore – Shopkirana
- Patna – Dehaat

**Workshop 4**



The panel discussed about the Beyond Bengaluru initiative, which is a unique initiative by the Government of Karnataka in its efforts to boost IT penetration across the State and will be supported by strategic policy interventions and holistic economic development. The cities of Mysuru, Mangaluru, Hubballi-Dharwad and Shivamogga are foreseeing great investment opportunities and employment potential.

The stress was given in strengthening the Hubballi-Dharwad region and make it the next Startup hub after Bengaluru,

**Non-metro/Rural**

**Traditional Wealth**

**80% of India – Mass market**

**Deep problem understanding**

**Aspirational & Capable**

**ಭಾರತ**

**Agriculture Agritech - \$24BN in 5 yrs**

**Local Language – 90% of India**

**Digitally different**

**92% of Karnataka start-ups are from Bangalore. Next biggest : Hubballi-Dharwad + Belgaum = 4%**

**Can the Hubballi – Dharwad Chapter Aspire to Create & Capture atleast 1% of the Bharat Opportunity by 2026**

**1,000 Startups, \$100 million invested, \$1BN Value**

**Vote of Thanks:**

The workshop concluded with the Vote of Thanks presented by Smt. Meena Nagaraj C.N., IAS, Director, Department of Electronics, IT, Bt and Managing Director, KITS and with a commitment from all participants towards strengthening and nurturing the Startup ecosystem in the State by investing in Startups.

### Workshop Outcome:

The Devote In Startups workshop helped the small entrepreneurs, family business and corporates understand the Startup ecosystem in the state and in the country and the role of Startups in development of the nation. The workshop in some way has helped in encouraging them in investing in Startups. Some of the key takeaways from the workshop are listed below:-

- The audience got a detailed view of the different stages of the Startup lifecycle and how the investors vary for each stage.
- The session also enriched the audience on the importance of promoting and helping local startups grow to strengthen the local ecosystem.
- The session helped the audience gaze through the lens of investors and understand the value of strengthening the Startup ecosystem beyond Bengaluru.

### Role of Startup Karnataka:

Department of Electronics, IT, Bt being the Nodal Department for Startups in the State have played a key role in designing, coordinating, implementing, and hosting the sensitization workshop.



Snapshots from the Workshop:

**DEVOTE IN STARTUPS**  
Give wings to Startups, and get ready to fly with them

**TOPICS**  
Knowledge-based sessions  
Basics of Angel Investment  
Successful case studies of angel funded companies

**Hubballi-Dharwad Chapter**  
(Hubballi–Dharwad, Davangere, Chitradurga, Belagavi, Haveri, Gadag, Bagalkot)

**Date: 8<sup>th</sup> June 2021 | Time: 10:30 AM to 11:30 AM**

The Department of Electronics, IT, Bt and S&T in association with Department of Industries and Commerce and Directorate of MSME is organizing virtual sensitization workshops "Devote In Startups" for potential investors (including family businesses, corporate houses & small entrepreneurs) across 31 districts of the State with an objective to increase the number of early-stage investors in the startup ecosystem of the country.

**Who should attend?**  
**Potential Investors including:**

- Family Businesses
- Corporate Houses
- Entrepreneurs
- Individuals interested in investing in startups

To register click: <https://bit.ly/3u9ri9i>

Startup\_Kar | StartupKarnataka | LinkedIn - startupkarnataka  
<https://startup.karnataka.gov.in/>

Zoom meeting grid showing participants: Vijay Mane- Speaker, Divyesh Shah- Speaker, and others. A central window displays the event banner.

List of Participants:

Sl. No.	Name of the Organization (as per Incorporation)	Name of the Founder/ Co-founder/Director
1	Shankar Saroja Farms	Mallikarjun Bankapur
2	Shakti Enterprises	Prashanth R H
3	Manoj Kumar K V	Manoj Kumar K V
4	Gmit	Gm siddeshwara
5	MULTITECH AGRO INDIA (OPC) PVT LIMITED	Nagaraj M J
6	MNSi TECHNOSYS PRIVATE LIMITED	RameshNaik R M



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7	Nightssabaandon consumer and healthcare pvt ltd	Nihal s Kunthe
8	Ssk engineering and fabrication works	Abdul Saleem
9	FRESHGREEN AGRO EXPORTS PVT LTD	K Y Jadar
10	INAHG Enterprises	Ramesha B
11	Ishwar Enterprises	Ishanna Munavalli
12	Shivshankar fashions	Ravi channappanavar
13	Vo Vo Software Solution Private Limited Company	Mustaf
14	KRISHNA SAGAR IRRIGATIONS	Basavaraj Marapur
15	Shivaratna Groups	Shri Shivappa J Mulagund
16	SRI SAI AGRO FOODS	Anand S Shrihahatti
17	Sri GANESH EXIME	Satish Nagaraj
18	AR Toys and Techniks India Pvt Ltd	Co-Founders Renu Kulkarni, Co-Founder : Apoorva Rajendra Joshi
19	Mannur	Rakshit Mannur
20	Farm entry	Siddaling badiger
21	S V Dandur and sons hubli	Umesh Dandur
22	Raith Vahini	Dr. S. R. Biradar
23	DIGITAL SEVA	Ramesh
24	Al-Arhaan Maize Grit Industries	Pyare Jaan Hayat
25	think media corp.	Prasanna Kulkarni
26	Vivid institute	Nagaraj
27	Triya Solutions	Shashidhar Shettar
28	Foundation for sandbox startup initiatives	Gururaj Desh Deshpande
29	Flogic Consulting Private Limited	Vinayak Hiremath
30	Pawar Associates	Medha pawar
31	sri basaveshwara rural education and development trust	Sharanappa Kotagi
32	N I Hebsur	Eshwarappa Hebsur
33	Kamal Trading Corporation	Kamal Mehta
34	Deshpande Startups	Vijay Mane
35	Elveety Industries Pvt.Ltd	Jatin Thakkar
36	Mehta Associates	Mohit Mehta
37	Merlin Hydraulics	Sahil Pandit
38	Vasantha shanubhogue V	Vasantha shanubhogue V
39	Infoscilabs technologies	Mohandas Shenoy
40	Computer house	Vinod kg
41	VRL Logistic Ltd	Vivek Gorakhnath Pawar
42	Ashok Iron Group	Mr Jayant Humbarwadi
43	Deshpande Startups	Rajiv Prakash
44	Ekathva Innovations	Koushik R Udupa
45	Rakshitha	Rakshitha
46	Amshrav Solutions	Shilpa M Raykar