

4/26/2021

Know Your Startup Ecosystem (KYSE)

Workshop 1 Report



Department of Electronics, IT & Bt
Government of Karnataka



Workshop 1

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Workshop Brief:

Workshop Name:	Know Your Startup Ecosystem (KYSE) – Workshop 1
Speaker(s) Details:	<ol style="list-style-type: none"> 1. Dr. E.V Ramana Reddy, ACS to the Hon. Chief Minister, and ACS, Department of Electronics, IT, BT and S&T, Government of Karnataka 2. Smt. Meena Nagaraj, Director, Department of Electronics, IT, Bt and S&T and Managing Director, KITS, Government of Karnataka 3. Mr. Naganand Doraswamy, Managing Partner and Founder, Ideaspring Capital 4. Mr. Jaikrishna Ramesh, Manager, Karnataka Startup cell 5. Mr. Gudipudi Krishna Sharma, Investment Specialist, Startup India 6. Mr. Sathyanarayana B.V., TiE Board (Elect) & Chartered Member & Previous Deputy Head, Karnataka Startup Cell 7. Dr. Geetha Manjunath, CEO and Co-founder, NIRAMAI Health Analytix 8. Dr. Chaitra Harsha, Managing Director, Vipragen Biosciences Private Limited 9. Mr. Avi Luvton, Senior Director, Emerging Markets & Asia Pacific Desk, International Collaboration division, Israel Innovation Authority
Date:	26 th April 2021
Venue:	Virtual Platform
Duration of Event:	9.30 AM – 1.30 PM (4 Hrs.)
No. of Participants:	46

Participating Departments:

#	Department Name
1	Commissionerate of Agriculture, Government of Karnataka
2	Mangalore Electricity Supply Company Limited (MESCOM)
3	Directorate of Fisheries, Government of Karnataka
4	Department of Animal Husbandry & Veterinary Services, Government of Karnataka
5	Gulbarga Electricity Supply Company Limited (GESCOM)

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Workshop Agenda:

The Know your Startup Ecosystem (KYSE) Workshop was intended to sensitize officials from State Government Departments and PSEs about the Startup ecosystem in the state as well as in the country. The detailed agenda is shown below:-

TIME	TOPIC	SPEAKERS
9:30 AM – 9:40 AM	Welcome Address	Dr. E.V. Ramana Reddy, IAS, Additional Chief Secretary, Department of IT, BT & ST, Government of Karnataka
9:40 AM - 10:10 AM	Policy and Regulatory Environment, Startup ecosystem in India	Mr. Naganand Doraswamy , CEO/Managing Partner at Ideaspring Capital
10.10 AM – 10.45 AM	Journey of Startup Karnataka	Mr. Jaikrishna Ramesh, Manager, Karnataka Startup Cell
10:45 AM – 11:45 AM	Startup India Session	Mr. Krishna Gudipudi, Startup India
11:45 AM – 12:45 PM	Inspiring Innovation & Entrepreneurship, Role of GoK	Fireside Chat – 1. Mr. Sathyanarayana B.V.,TiE Charter Member, Ex- Deputy Head, Karnataka Startup Cell, with 2. Dr. Geetha Manjunath, CEO and Co-founder, NIRAMAI Health Analytix, and 3. Dr. Chaitra Harsha, Managing Director, Vipragen Biosciences Private Limited
12:45 PM – 1:25 PM	Leading Practices across the Globe	Global Innovation Alliance (Israel) - Mr. Avi Luvton, Senior Director, Emerging Markets & Asia Pacific Desk, International Collaboration division, Israel Innovation Authority
1:25 PM – 1:30 PM	Vote of Thanks	Smt. Meena Nagaraj C.N., IAS, Director, Department of Electronics, IT, Bt and Managing Director, KITS

Workshop Overview:

Objective:

The Department of Electronics, IT & Bt, Government of Karnataka being the nodal Department for Startups in the State, conducted an Awareness & Sensitization workshop on the Startup ecosystem of Karnataka and India. The objective of this workshop was to sensitize the State Government Department officials on the drivers, challenges, and pillars for the Startup

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ecosystem in the state, in the country and around the globe. This is an important step towards supporting the initiative for promoting Startups 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 collaboration with Government in building a self-reliant India.

Policy and Regulatory Environment, Startup ecosystem in India:

The participants over the course of the workshop encountered with exciting panel of eminent speakers across geographies, sectors, and expertise. Participants were presented a glimpse on the tranquil policy and regulatory environment of the Startup Ecosystem. Mr. Naganand briefed the audience about the various policies and incentives laid out by Government of India under the aegis of Startup India initiative for promoting Startups. The audience were also briefed about the regulatory environment created by various State Governments to support Startups in their State.

The session emphasized on the need for creating Startup friendly policies and building an enabling environment which promotes innovation and entrepreneurship. The audience were also enlightened on the schemes and policies rolled out by Government of Karnataka for supporting Startups. The regulatory environment created in the State has helped Startups like Flipkart, Ola, Swiggy, BigBasket and many others turn into Unicorns. The Idea2PoC Elevate Grant-in-Aid scheme rolled out by Government of Karnataka has turned out to be one of the most appreciated seed funding schemes in the country. The session ended with an appeal to the audience in contributing towards strengthening the Startup ecosystem and engaging with Startups.

Journey of Startup Karnataka:

The session on the journey of the Startup Ecosystem in Karnataka unfolded with a video presentation showcasing the rise of the Startup ecosystem in Karnataka across the State. The video showcased the journey covered so far by Government of Karnataka in terms of supporting and nurturing Startups across the State.

Mr. Jaikrishna from the Karnataka Startup cell accorded the audience a glimpse of the Karnataka Startup Policy and the various schemes and incentives offered to Startups under its

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aegis. Mr. Jaikrishna enlightened the audience with the infrastructure and funding support provided by Government of Karnataka for fostering Innovation and Entrepreneurship in the State. The audience were apprised about the Ktech Centres of Excellence, Ktech Hubs, Ktech Technology Business Incubators, Ktech New Age Innovation Networks and the Ktech Common Instrumentation Facilities and the various support catered by them for Innovators. Mr. Jaikrishna also briefed the audience about the various support institutions created in collaboration with Industry & Academia for encouraging Innovation in the State like the Vision Group for Startups and Karnataka Digital Economy Mission. The session ended with the highlight laid on the flagship events conducted by the Department such as Elevate and Bengaluru Tech Summit.

Startup India Session:

The audience were facilitated with a dedicated session on Startup India, a flagship initiative of Government of India, which showcased the journey of Startup India and the various schemes and incentives designed to facilitate the growth of Startups across the country. Mr. Gudipudi Krishna apprised the audience about the 5 years achievements of Startup India which has amassed and promoted around 50,000 Startups in the country.

Mr. Krishna also presented to the audience on the various schemes laid under the aegis of the programme to support Startups such as Self certification, Income Tax exemption, IPR protection support, Public Procurement, Exits, VC support, Seed funding among others. The audience were acquainted about the programs such as States Startup Ranking, the National Startup Awards and the Startup India Funding Scheme which has garnered a lot of appreciation from around the globe. The Startup ecosystem across the country has flourished and together with the Startup India initiative is doing wonders. The session ended with a pledge to build an Atmanirbhar Bharat under the banner of Startup India and extended support from the States.

Fireside Chat - Inspiring Innovation & Entrepreneurship, Role of GoK:

The audience witnessed an intriguing fireside chat which was highlighted by the presence of two successful Startups coming out of Karnataka's own Startup ecosystem who conferred on the role played by Government of Karnataka in inspiring Innovation and Entrepreneurship in the State. The session was hosted by Mr. Sathya, TiE Chartered Member and ex-Deputy Head, Karnataka Startup Cell, who had with him Dr. Geetha Manjunath, CEO and Co-founder, NIRAMAI Health Analytix, and Dr. Chaitra Harsha, Managing Director, Vipragen Biosciences Private Limited. These two Startups have been encouraging the dynamics of the Health space in the State and the Country with their novel innovations.

NIRAMAI Health Analytix has developed a novel software-based medical device to detect breast cancer at a much earlier stage than traditional methods or self-examination. Their solution is a low cost, accurate, automated, portable cancer screening tool that can be operated in any clinic. The imaging method adopted is radiation free, non-touch, not painful and works for women of all ages. This has been a revolution in the field of early screening of

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cancer. On the other hand, Vipragen Biosciences Private Limited has been providing Integrated drug discovery & development and research services in areas of Biology, Toxicology, Pharmacology, DMPK, other pre-clinical research areas. Vipragen brings forth scientific and research knowledge with deep expertise from a core team of scientists with combined experience of over 120 years.

The audience were enlightened with the journey of these two Startups which were nurtured and ably supported by the Idea2PoC – Elevate Grant-in-aid scheme during their early days. The Startups revealed how the funding support received under the Idea2PoC – Elevate Grant-in-aid scheme helped them build on their innovation and develop their proof of concept. The Startups heaped praise on the process and the transparency maintained throughout the selection process of winners of Idea2PoC – Elevate Grant-in-aid scheme. The session ended with both the Startups emphasizing on having close collaboration between various Government Departments and Startups for strengthening the Startup ecosystem as well as building a self-reliant India.

Leading Practices across the Globe:

The workshop was also glorified by the presence of partners from the Global Innovation Alliances who gave the audience a bird's eye view of the global Startup Ecosystem and support provided by various Governments in other countries to support Startups. The session was dedicated on the Israel corridor of innovation and was presented by Mr. Avi Luvton, Senior Director, Emerging Markets & Asia Pacific Desk, International Collaboration division, Israel Innovation Authority.

Mr. Avi during his presentation apprised the audience that the Startup ecosystem of Israel is a result of a collaboration between the state, venture capital firms, successful entrepreneurs, educational system, business system, incubators, and accelerators. Universities play a significant role in the country, as many ideas, if not the most of them, are born and tested there. Israel has given birth to ground-breaking Startups like Waze, which was eventually picked up by Google for more than \$1 billion in 2013. Mr. Avi also highlighted on the continued engagement between Karnataka and Israel in the field of Agri-tech with the objective to reap maximum benefits. Emphasis was laid on the achievements of Israeli agriculture such as micro irrigation and other techniques utilized by Israel to convert its vast desert areas to greenhouses.

The audience were also briefed about the IIIC (India-Israel Innovation Centre), which is an entrepreneurial tech hub, where teams and individuals can grow their technologies & businesses surrounded by like-minded people. Mr. Avi conveyed that IIIC offers an enabling environment to work collaboratively involving both Indian and Israel start up communities. The session promised to strengthen the Israel-Karnataka Startup corridor and engage with each other for achieving bigger milestones in various other sectors and technology enhancements.

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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 offering all viable support from the State Government Departments and PSEs.

Workshop Outcome:

The Know Your Startup Ecosystem helped the officials from State Government Departments and PSEs understand the Startup ecosystem in the state and in the country and the role of Startups in development of the country. The workshop in some way has helped in bridging the gap between Startups and Government Departments and thereby opening a window of collaboration for building a self-reliant India. Some of the key takeaways from the workshop are listed below:-

- **Policy and Regulatory Environment, Startup ecosystem in India** – The session on Policy and Regulatory environment helped the audience gaze through the prism of regulatory environment required to facilitate Startups. The session also educated the audience on the type of policies and regulations that can be designed by Government for encouraging the growth of Startups.
- **Journey of Startup Karnataka** – This session helped the audience in understanding the role played by Government of Karnataka in encouraging and strengthening the growth of Startups. The audience were apprised about the Karnataka Startup Policy and the various incentives provided under it. The session also threw light on the various Ktech hubs developed in the State for facilitating Startups. This session has encouraged Government Departments and PSEs to engage with Startups in an extensive way. The session has accomplished the audience in facilitating and encouraging Startups in Public Procurement and providing Institutional support to Startups.
- **Startup India Session** – The Startup India session acquainted the audience with the various schemes, incentives and programs designed to support Startups in the country. The audience came to know about some of the flagship programs of Startup India such as the States Startup Ranking, National Startup Awards, Startup India Seed Funding Scheme, etc.
- **Fireside chat on Inspiring Innovation & Entrepreneurship, Role of GoK** – The fireside chat apprised the audience on the quantum of support provided by Government of Karnataka for supporting Startups. It helped them grasp the importance of engaging with Startups. This session has enhanced the determination among Department officials on strengthening the economy of the State and the Country by promoting Startups. The session also helped the audience in understanding one of the flagship schemes of Government of Karnataka designed to support Startups, Idea2PoC – Elevate. The session also informed the audience about two of Karnataka's own Startups

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on how they were supported by Government of Karnataka during the initial stages resulting in they accomplish wonders.

- **Leading Practices across the Globe (Israel)** – The session on leading practices across the globe helped the audience understand more about the strong Startup ecosystem in Israel and the reason behind it featuring in the top 10 Startup ecosystems in the world. The session also helped the audience gain wisdom on the various engagements carried on between Karnataka and Israel for promoting Startups. The session also helped the audience perceive about the India-Israel Innovation Centre and its relevance.

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.

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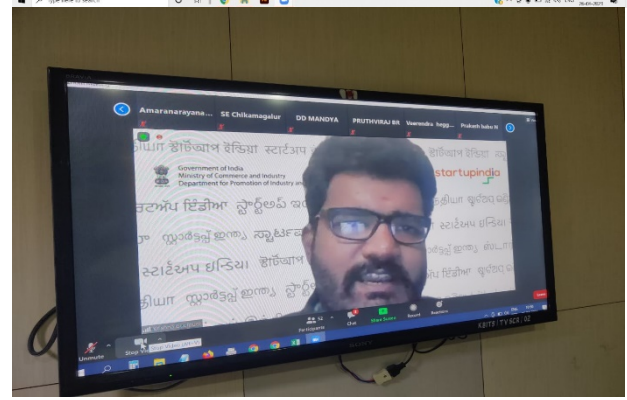
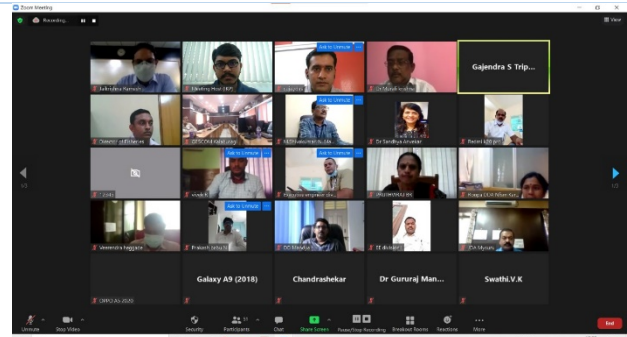
Snapshots from the Workshop:



The Government of Karnataka is organising virtual sensitisation workshops “KYSE – Know Your Startup Ecosystem” for officials from various State government departments in a bid to strengthen the start-up ecosystem and to promote start-ups in Karnataka.

Date: 26th, 28th & 30th April 2021.

Commissionerate of Agriculture, Animal Husbandry, MESCOM, Directorate of Fisheries, GESCOM, CESCOC, BECOM, HESCOM, KRSRAC, KSCST, Rural Development and Panchayat Raj Department (RDPR), VTPC, MSME, Sericulture Department, Education - DSERT & VTU, Women Development Corporation, Backward Classes, KIADB, KEONICS, Social Welfare Department, Kannada & Culture Department, Karnataka Building & Other Construction Workers Welfare Board, Labour Commissionerate, Higher Education, Vocational Education, Water Resources (BWSSB), Department of Women and Child, PUE DEPT, RTO, DULT and KUM.



List of Participants:

Department : 1 : Commissionerate of Agriculture		
Sl. No.	Name of the Participating Official	Designation
1	Roopa A N	Deputy Director of Agriculture
2	Pavan M P	Assistant Director of Agriculture
3	Srinivas Chinthal	Joint director of Agriculture, Davangere
4	Bhavya Rani	Deputy Director of Agriculture
5	Amaranarayana Reddy	Assistant Director of Agriculture
6	Prakash Babu N	Agriculture officer
7	H. Pankaja	Deputy Director of Agriculture
8	M N Rajasulochana	Joint Director of Agriculture, Tumkur District

Department : 2 : Department of Animal Husbandry & Veterinary Services		
Sl. No.	Name of the Participating Official	Designation
1	Dr. N Jagadishkumar	Deputy Director
2	Dr. Manjunath S Palegar	Additional Director (Livestock Resources)
3	Dr. Udaya kumar M B	Deputy Director.
4	Dr. C Bhaskara Naik	Deputy director ahvs davanagere
5	Dr. Gururaj.P.Managuli	Deputy Director (Gadag)
6	Dr. Ramesh Rao	Deputy Director, Centrally Sponsored Scheme

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7	Dr. Deepak.J.N	Chief Veterinary Officer
8	Dr. Sridhara Murthy T S	Deputy Director
9	Dr. P Srinivasu	MD KSWDCL
10	Dr. G M Nagaraj	Deputy Director
11	Dr. K R Ramesh	Deputy Director
12	Dr. Murali Krishna	CVO
13	Dr. T.Shashidhara	Chief Veterinary Officer, Veterinary Assistants Training Centre, Ballari
14	Dr. Arvind.S.Saraf.	Deputy Director
15	Dr. Nagaraja S N	Deputy Director
16	Dr. J PAMPAPATHI	Joint Director (SS) Dharwad

Department : 3 : Mangalore Electricity Supply Company Limited (MESCOM)

Sl. No.	Name of the Participating Official	Designation
1	Manjappa	Superintending Engineer (Ele), Mangaluru O&M Circle
2	Narasimha Pandith	Superintending Engineer (Ele), Udupi O&M Circle
3	S.G Shashidhar	Superintending Engineer (Ele), Shivamogga O&M Circle
4	H.N. Swamy Gouda	Superintending Engineer (Ele), Chikkamagaluru O&M Circle
5	P. Dinesh Upadhya	Superintending Engineer (Ele) (Commercial) Corporate Office, MESCOM
6	Rohit B.S.	Executive Engineer (Ele), (IT), Corporate Office, MESCOM

Department : 4 : Directorate of Fisheries

Sl. No.	Name of the Participating Official	Designation
1	Raghavendra B	Senior Assistant Director of Fisheries
2	Ganesh R	Deputy Director of Fisheries
3	Vivek R	Deputy Director of Fisheries, Hassan
4	Babin Bopanna K	Deputy Director
5	Yashaswini T.N	Deputy Director Fisheries

Department : 5 : Gulbarga Electricity Supply Company Limited (GESCOM)

Sl. No.	Name of the Participating Official	Designation
1	Smt Vijaylaxmi	Executive Engineer El., Commercial
2	Basavaraj Patil	Executive Engineer El., O&M Urban Division
3	Santosh Chawan	Executive Engineer El., O&M Rural Division-1
4	Mathpathi M. A	Executive Engineer El., O&M Rural Division-2
5	Smt. Ameena Nishat	Executive Engineer El., Technical
6	Shivakumar	Executive Engineer El., Regulatory Affairs
7	Ravi Singh	Asst Executive Engineer E., O&M Urban Division
8	Santosh Dange	Asst Executive Engineer El., O&M Rural Division-1
9	Gulabchand	Asst Executive Engineer El., O&M Rural Division-2
10	Smt. Jaya Kulkarani	Asst Executive Engineer El., Technical
11	Seema	Asst Executive Engineer El., IT