

4/30/2021

Know Your Startup Ecosystem (KYSE)

Workshop 6 Report



Department of Electronics, IT & Bt
Government of Karnataka

Workshop 6

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Workshop Brief:

Workshop Name:	Know Your Startup Ecosystem (KYSE) – Workshop 6
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. Dr. Nitin Kulkarni, Director and founder member of KLE Centre for Technical Innovation and Entrepreneurship, HEX 4. Mr. Suchit C. Vasudevappa, 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. Mr. Jaison, QtPi Robotics 8. Mr. Shalom, Carbon Hubs 9. Ms. Divya Hegde, Senior Business Development Manager for the Welsh Government
Date:	30 th April 2021
Venue:	Virtual Platform
Duration of Event:	2.00 PM – 6.00 PM (4 Hrs.)
No. of Participants:	53

Participating Departments:

#	Department Name
1	Bangalore Water Supply and Sewerage Board, Government of Karnataka
2	Department of Women and Child Development, Government of Karnataka
3	Karnataka Secondary Education Examination Board, Government of Karnataka
4	Karnataka State Women Development Corporation, Government of Karnataka
5	Directorate of Urban Land Transport, Government of Karnataka

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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
2.00 PM – 2.10 PM	Welcome Address	Dr. E.V. Ramana Reddy, IAS, Additional Chief Secretary, Department of IT, BT & ST, Government of Karnataka
2.10 PM – 2.40 PM	Policy and Regulatory Environment, Startup ecosystem in India	Dr. Nitin Kulkarni, Director and founder member of KLE Centre for Technical Innovation and Entrepreneurship, HEX
2.40 PM – 3.15 PM	Rise of the Startup Ecosystem in Karnataka	Mr. Suchit C. Vasudevappa, Manager, Karnataka Startup Cell
3.15 PM – 4.15 PM	Startup India Session	Mr. Krishna Gudipudi, Startup India
4.15 PM – 5.15 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. Mr. Jaison, QtPi Robotics, and 3. Mr. Shalom, Carbon Hubs
5.15 PM – 5.55 PM	Leading Practices across the Globe	Global Innovation Alliance (Wales) - 1. Ms. Divya Hegde, Senior Business Development Manager for the Welsh Government
5.55 PM – 6.00 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 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.

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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. The first session of the day commenced with Mr. Nitin apprising the audience about the launch of the Startup India initiative by Government of India which transformed the way in which the markets, potential entrepreneurs, and investors view Startups. Mr. Nitin further stressed that this transformation included a slew of policy measures intended to promote a startup culture and allow younger population members to take risk with their ideas and become "job creators" rather than "job seekers."

Mr. Nitin apprised the audience about the various stages involved in the lifecycle of a Startup. The four main stages of the lifecycle are:-

- Stage 1: Idea Validation—This phase involves having an idea to address a problem or identifying an opportunity with business potential.
- Stage 2: Seed Funding—This is a crucial phase wherein, based on the feedback from the pilot in the validation stage, the startup seeks seed funding from angel investors, crowdfunding agencies, incubators, or government grants.
- Stage 3: Growth/Scaling Up Stage—By this stage, the business has a good grounding with consistent consumer acquisition.
- Stage 4: Maturity Stage—This stage consists of either exit by way of partial or full sale of startups to existing players in the market.

Mr. Nitin during his session laid the stress on creating the creators for the Startup ecosystem through strong policy and regulatory measures. The key creators enabling and nurturing the Startup ecosystem as described by Mr. Nitin are:-

- Government Policy and Regulatory Framework
- Incubators and Accelerators- Ensuring the easy availability of infrastructure, like co-sharing workspace, cloud services, and IT services for start-ups.
- Universities and Schools – A whole new paradigm in terms of leveraging new and raw talent at a scale unheard before.

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- Funding and Finance – Catering to financials needs of the startups at various phases of their lifecycle.
- Competitive Markets - Startups must have competitive markets available for launching and selling their products and services and India is a large market.

Mr. Nitin also briefed the audience about few of the major Startup focused policy changes as mentioned below:-

- Compliance Regime Based on Self-Certification
- Startup India Hub and Mobile App and the Startup India Portal
- Fast-Tracking Patent Examination at Lower Costs and Legal Support
- Relaxed Norms of Public Procurement for Startups
- Faster Exit for Startups
- Providing Funding Support through a Fund of Funds for Startups
- Credit Guarantee
- Tax Exemptions
- Industry–Academia Partnerships and Incubation

The session ended with the demand for creating a strong policy and regulatory environment in the State focused on strengthening the Startup ecosystem in Tier 2 / Tier 3 cities.

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. Suchit 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 aegis. Mr. Suchit 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. Suchit 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

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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 Mr. Jaison, QtPi Robotics, and Mr. Shalom, Carbon Hub.

QtPi Robotics has built an ecosystem of over 50,000 children aged between 7-17 across India with their innovation. QtPi has built affordable and customizable QtSchool STEAM curriculum to schools from K-12 and above, and they offer QtLabs which emphasizes on STEAM education. Their focus is on a unique learning paradigm called DESI which expands as Design, Electronics, Software and Integration with Design Thinking mindset. QtPi has built their innovation around the thought of pulling students out of the rat race and teach them how to think instead of what to think!

Carbon Hubs is a technology-driven Startup we have deployed a no-touch device with an innovative air filtration technology. The advanced filtration technology captures microbial matter, reduces particulate matter (PM2.5 and PM10) from 300 to 35 within 10 minutes, and removes harmful gases from the surroundings. With their unique air filtration product solutions and services, they are offering eco-friendly surroundings and helping customers to discover their world of pure air and blissful living.

The two Startups enlightened the audience with the success they have achieved around the country post getting support from Government of India and Government of Karnataka. The Startups spoke about the Karnataka Startup policy and the various schemes and incentives designed to support Startups. The session ended with a pledge to nurture and support more such Startups who can in return help in the socio-economic development of the state and the country.

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Leading Practices across the Globe (Wales):

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 presented by Ms. Divya Hegde, Senior Business Development Manager for the Welsh Government. Ms. Divya apprised the audience about the vibrant ecosystem created in Wales for Startups. The audience were informed about the under-mentioned support offered in Wales to Startups:-

- Supportive ecosystem
- Affordable living
- Higher education presence
- Access to funding
- Availability of potential mentors
- Infrastructure
- Growing economy

Ms. Divya also provided a brief of the alliance being formed between Karnataka and Wales for strengthening the Startup ecosystem. The session ended with a note on the collaborative approach required for nourishing Startups.

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 apprised the audience about the various stages of the Startup lifecycle. The session also projected about creating the creators for laying a strong policy and regulatory framework for supporting Startups. The audience were

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also informed about the various kind of Policy regulations that needs to be designed for supporting 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 helped the audience in gazing the journey of two successful Startups from the Karnataka ecosystem, QtPi Robotics and Carbon Hub. The audience also got an opportunity to understand their innovation and the role played by Government of Karnataka in supporting them.
- **Leading Practices across the Globe (Wales)** – The session on leading practices across the globe helped the audience in understanding how the Welsh Government is encouraging the growth of Startup in their country. The session also helped the audience in understanding the various sort of policies and schemes introduced in other countries for supporting Startups.

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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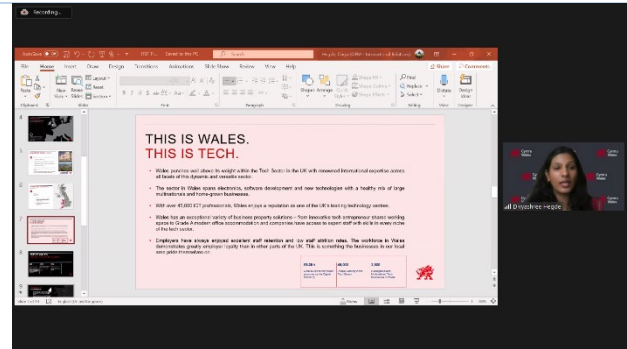
Snapshots from the Workshop:



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, CESC, BESC, HESC, KRSAC, 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 : Bengaluru Water Supply and Sewage Board (BWSSB)		
Sl. No.	Name of the Participating Official	Designation
1	Ms. Lakshmi Yadav K	Assistant Executive Engineer
2	Ms. Kavitha Kala C	Assistant Engineer
3	Ms. Smitha G.V	Assistant Executive Engineer
4	Ms. Nirmala M.V	Assistant Engineer
5	Ms. Shilpa V	AEE
6	Mr. V. B MAHESWARAPPA	EXECUTIVE ENGINEER(RB-IT)
7	Ms. Asma M	Assistant Engineer
8	Mr. Sadananda Kakhandaki P	Assistant Executive Engineer
9	Mr. Lokesh J	Assistant Executive Engineer
10	Mr. M Vagheesha	Executive Engineer

Department : 2 : Department of Women and Child (DWC)		
Sl. No.	Name of the Participating Official	Designation
1	Smt. Pushpalatha G Rayar	Project Director, Stree Shakthi

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2	Dr.S.Siddaramanna	Programme Officer
3	Sri Venkatesh Reddy	Programme Officer, Bangalore Rural District
4	Smt. Ashwathamma	Programme Officer, Kolar District
5	Sri Sridhara M.S.	Programme Officer, Tumkur District
6	Smt. C.K.Girijamba	Programme Officer, Davanagere District
7	Sri Padmaraju	Programme Officer, Chikkaballapur District
8	Smt. Bharthi Banakar	Programme Officer, Chitradurga
9	Smt. Geethalakshmi	Programme Officer, Mysore District
10	Sri N.A.Puttappannavar	Programme Officer, Dharwad Dist
11	Sri Karakurappa	Assistant Project Officer (Stree Shakthi), Bangalore

Sl. No.	Department : 3 : Karnataka State Women Development Corporation (KSWDC)	
1	Name of the Participating Official	Designation
2	Smt. K.S. Ahalya	Development Inspector
3	Smt. Poornima Yelabhavi	Development Inspector
4	Smt. A. Anusha	Development Inspector
5	Smt. N. Sunandamma	Development Inspector
6	Sri N. Mahadeshwara	Superintendent (Schemes)

Sl. No.	Department : 4 : Department of Urban Land Transport (DULT)	
1	Name of the Participating Official	Designation
2	Ms. Sonal Kulkarni (NODAL)	Senior Transport Planner
3	Ms. Genesis Rodrigues	Data Analyst
4	Mrs. Nikita Baliga	Associate Urban Planner
5	Mrs. Sylvia Prakash	Senior Transport Planner
6	Ms. Manju George	Community Engagement Specialist
7	Mr. Shamanth P Kuchangi	Head (TETC)
8	Ms. Richa Pandey	Senior Transport Planner
9	Ms. Saima Majeed	Asst. Urban Planner
10	Ms. Shreya Satish Mokshi	Assistant Urban Planner
11	Mr. Satyajit Arikutharam	Chief Technical Officer
12	Dr. B.K Mamatha	Joint Director (Admin)
13	Mrs. Ann Jacob	Senior Urban Planner

Sl. No.	Department : 5 : Department of Pre-University Education, Karnataka	
1	Name of the Participating Official	Designation
2	Smt. Kusumakumari R	Joint Director (Academic)
3	Sri Girish V Tonapi	Assistant Director/ Nodal Officer
4	Sri K prabhakara reddy	Assistant Director
5	Sri G M Ganachari	Assistant Director
6	Sir Mohammad Zia-Ulla Khan	Assistant Director
7	Dr. Subramanya M	Principal

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8	Sri Ananda P	Principal
9	Sri Jagirdar	Principal
10	Sri Naganna G	Principal
11	Sri Dinesh C R	Principal
12	Sri Jayaram U	Principal
13	Sri Syed Faiyaz Ahamed	Principal

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