



PULSE

JULY EDITION 2020



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The Collegiate Entrepreneurs' Organization
CREATING A WORLD OF OPPORTUNITIES

About CEO DU

Collegiate Entrepreneurs' Organization (CEO) is the premier entrepreneurship network with chapters on university campuses across North America and beyond. CEO currently supports entrepreneurship in over 250 chapters in all 50 states and worldwide.

With a vision to create a center of excellence for learning, dedicated to meet the aspirations of society's ever-growing entrepreneurial goals; we are honored to introduce the first Indian Student Chapter of Collegiate Entrepreneurs Organization at University of Delhi.

We came together and started this chapter because each one of us believed in the dream of being entrepreneurs and change makers. CEO gives the power and resources to experience the limitless possibilities of the startup ecosystem.

As a part of this international organization, We indulge in creation of extensive industry reports covering various sectors of the economy. Guidance towards our goals has to come from people of the industry for

which we plan to interact with Venture Capitalists, Investors, Industry Experts and other seasoned professionals. All the lessons that we learn and the skills we hone, we shall apply them in real life in not only helping other start-ups but also in our own. At the end of each year, we will participate in international competitions and prove our mettle to the world, while also gaining the much needed global exposure.

The dreams are big and behind that dream are people who are willing to chase it down with a relentless passion. This is a long journey where we plan to grow intellectually every moment of each day, because staying the same is simply not an option! We at CEO practices a mantra of "Stop Dreaming and Start Doing"



The Collegiate Entrepreneurs' Organization
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Preface

PULSE BY CEO DU

PULSE by Collegiate Entrepreneurs Organization is an attempt to reach and understand the business ecosystem in a more structured and objective manner. It aims to create an impact and inspire its readers about the passion for business and venture creation and keep them updated as well as to highlight to them the intricacies and the diversities of various businesses, sectors and industries.

This edition of Pulse by Collegiate Entrepreneurs Organization, Delhi University is the inaugural edition of a monthly series of publications and the founders of the publication envisage to capture the opportunity a crisis like Covid-19 has thrown with full conviction and grit to create impact on people's lives by educating, updating as well as apprising its readers of the regular updates and outlooks of entrepreneurial, business and sectorial world.

This edition encapsulates the monthly big deal makers of the month of June in the venture capital and startup ecosystem. It further covers a detailed overview and classified analysis of different business models in the healthcare industry and differential startups have emerged in the healthcare industry and encapsulated its breadth. The edition further is enlightened by the interviews of Ms. Ahana Gautam, Founder Open Secret and Ms. Radhika Batra, Founder Every Infant Matters which brings to forefront the rigor of woman entrepreneurs and the inspiration behind their mission for a better world.

CO - FOUNDER

OPENSECRET

AHANA GAUTAM



Q. One of the unfortunate things about having a business-oriented mindset is that we're creative people. People often call us "the jack of all trades." Every day, we come up with new business ideas and how we can go about implementing them as soon as possible. How did you know when you had the right idea?

I always knew I wanted to be an entrepreneur to make a difference in the world. I found my passion of building consumer brands early on in my career. Just loved the way brands touch and improve the lives of millions of consumers every single day.

Over the years as I worked across different continents with P&G and General Mills, I kept on refining the idea. As a daughter of a working mother, I saw firsthand the struggle that families face in providing healthy yet convenient options for their children. This struggle transcends generation and today I see my sister in law experience the same challenges with my niece. No doubt India was found to have one of the most unhealthy packaged food in the world. As soon as I identified that there this is a large enough problem to solve, I decided to quit my job and solve for this mother's guilt.

Q. CPG brands eventually get bought out by bigger labels that learn to leverage their distribution channels, or their assets to create strong businesses. How does that affect your vision for your company?

There has been a fundamental shift in the way consumers are buying brands which has been accelerated by COVID – significant increase in grocery ecommerce penetration, rise in the number of DTC brands and a shift towards health and wellness. As a result, the reliance on traditional channel of distribution is decreasing. We are solely focused on reimagining the entire value chain of the CPG industry. Companies which are not going to innovate will eventually fall behind.

Q. What's Your Approach To Marketing?

Be obsessed with the customer. Your customer is your true north star. We do not call ourselves online or offline-first brand, we are here to create a customer-first brand.

Q. The product embodies the value system of the team behind it. Jobs talked about the product being an extension of the self. What values or experiences inspired you to create this product matrix?

At Open Secret, it's a priority for us to live up to our core values of care, learning, purpose and integrity. We are creating a purpose driven brand which goes beyond just the product to inspire our consumers to live a more wholesome life. Through Open Secret, our customers can unlock the known secrets of eating healthier via our product and connecting in a more personalized manner by writing a handwritten note via our packaging. Beyond being an authentic yet fun brand for families, purpose reflects in everything that we do – from focusing on a culture of empathy and care at work to ensuring that we are doing our bit in empowering women, who comprise more than 50% of our manufacturing workers.

Q. Accomplishing great things requires a class-A team. How did you build your team?

Really proud of the team that we have built – a group of highly passionate individuals with the ideal combination of expertise who are committed to creating a dent in the snacking space. We believe culture is the biggest enabler in scaling up. As we are growing rapidly, we are focused on hiring people who are going to be a strong cultural fit in the long run.

Q. What's the one thing you would like to share with upcoming women entrepreneurs?

Focus on being a kickass entrepreneur and not a kickass women entrepreneur. You do not need to emphasize on the prefix before the word "entrepreneur". Just focus on being the best version of you.

FOUNDER & PRESIDENT

EVERY INFANT MATTERS

RADHIKA BATRA



Q. One of the unfortunate things about having a business-oriented mindset is that we're creative people. People often call us "the jack of all trades." Every day, we come up with new business ideas and how we can go about implementing them as soon as possible. How Did You Know When You Had The Right Idea?

As a young resident doctor, I have always treated patients who are the poorest of the poor, from slums and villages. But I was not content with what I was doing. I always wanted to do much more and go the extra mile, and find sustainable solutions for health problems of the disadvantaged. I remember one day I was in the clinic and a mother came to me carrying a blind child. I remember the child was angry, he kept hitting his mother and screaming in frustration. Later I found out that the child had become blind recently. I could just imagine how much trauma he was going through, how much she was suffering. I also found that the blindness could have been prevented just by giving two drops of vitamin A. And immediately the thought came to my mind. What are we doing for the two 50 million children in the world who are vitamin A deficiency and are at grave risk of losing their eyesight? This led to the incorporation of Every Infant Matters as a not-for-profit organisation with a mission of preventing irreversible blindness in malnourished children.

Q. What challenges did you face while switching from Medical to Social Entrepreneurship sector?

The social intrapreneurship sector is very different from the medical sector. As a doctor your immediate concern is the patient in front of you. Social intrapreneur has a much bigger horizon. There are many things that doctors do not know,, please I know for certain that I had no knowledge of these areas. Fundraising, building resilience, building sustainability, monitoring and evaluation, developing partnerships, preparing budget, all these were new to me. It was like entering a new arena. I had to learn all this and much more, and most importantly I had to think from public health Perspective rather than a single patient perspective.

Q. Did You Experience Failures? If So, What Did You Learn From Them?

Yes of course I have experienced failures. And I have learnt a lot from every failure. Most importantly I have learnt to use failures as a steppingstones to success. I will give an example. I invested a lot of time ripping apart to ship with local NGOs in a country in Africa, only to find out later that they have strict regulations and medicines cannot be shipped into that country. So all the time and energy went to waste. But this taught me a valuable lesson. Setting up a project is like putting the pieces of the jigsaw puzzle together. I have learnt that every piece must be in front of you and only then can you make solve the puzzle and make a picture. Even a single piece if missing will lead to failure.

Q. Accomplishing great things requires a class-A team. How Did You Build Your Team?

I am proud of my team. It is a superlative team consisting of dedicated individuals in India and other countries. When I started talking about my work and Every Infant Matters, many people got very excited and offered to volunteer or become partners. But I proceeded with caution. I took care to find out about the qualifications of each such person, how much time would they be able to invest, I'm just by talking to them I could gauge whether fun it is a temporary thing for them or whether it would be long-lasting. Another way of building a class A team . I also met the brightest and the best and most dedicated individuals in international conferences such as those organised by the one young world. And this is how I found my director partnerships for Africa.

Q. Your friends are going to doubt you, your family is going to encourage you to make the safe move. The business world in itself isn't a very friendly one. Being women there is an additional pressure of not being taken seriously. How do you handle adversity and overcome both self-doubt and doubt from others?

I have always focused on my mission. This is how I stay on faced by negativity and adverse comments. I feel being a woman It's actually an advantage, I am perceived as being empathetic and genuinely committed to the cause. Lucky that my family has supported me wholeheartedly. My parents feel, like I do, but we have one life to live and let us do the best we can for as many people as we can.

DEALS DECODED

In this segment of Pulse by Collegiate Entrepreneurs Organization, Delhi University, we decode the dealmakers of the month under coverage and give to our readers an insight into the monthly deals and about the businesses and parties exchanging terms.

Parties involved

Postman Inc. Global venture capital and private equity firm Insight Partners

About the deal

Postman Inc., which operates an eponymous application programming interface (API) testing platform, has raised \$150 million (about Rs 1,138 crore) in a Series C round of funding. The round values the company at \$2 billion, the San Francisco- and Bengaluru-based company said in a statement.

Parties involved

Quolum Inc., Sequoia Capital accelerator Surge and Nexus Venture Partners

About the deal

Quolum Inc., a startup focused on expense management tools for software-as-a-service subscriptions, has raised \$2.75 million (approximately Rs 20.85 crore at current exchange rates) in a seed funding round.

About the Startup, Postman Inc

The company was founded in 2014 by Abhinav Asthana, Ankit Sobti and Abhijit Kane. It is a collaboration platform for API development. It is used by more than 11 million developers and 500,000 companies globally

About Investors

Founded in 1995, Insight Partners invests in high-growth technology and software companies. It has invested in more than 400 companies including Indian payments startup BharatPe. It has raised more than \$30 billion in capital commitments through a series of funds.

About the Startup, Quolum Inc

The company was founded in 2014 by Abhinav Asthana, Ankit Sobti and Abhijit Kane. It is a collaboration platform for API development. It is used by more than 11 million developers and 500,000 companies globally.

About Investors

The investment in Quolum marks the third reported bet or recommitment to a startup by Nexus Venture Partners just this week. Some of the companies that Surge has invested in recently include lifestyle community commerce platform Trell, video production and editing platform InVideo, and e-sports streaming and community platform Rheo.



Parties involved

HalaPlay Technologies Pvt. Ltd and Nazara Technologies



About the Startup, HalaPlay Technologies Pvt. Ltd

Bengaluru-based HalaPlay was set up in 2016 by Swapnil Saurav, Prateek Anand, Ananya Singhal and Aman Kesari, with the company beginning operations in January the next year. It is a mostly mobile-based fantasy sports platform, where players can create teams, enter competitions and win cash prizes. It allows sports enthusiasts to play cash-based games, such as cricket, football, and kabaddi, across different formats.

Parties involved

GoApptiv Pvt. Ltd and Cipla Ltd



About the Startup, GoApptiv

Mumbai-based GoApptiv, which was founded by Rajasekhar Parcha and Sreeram Venkitaraman, says it helps pharmaceutical companies to engage with channel partners and improve the reach of brands to smaller towns. It also offers digital platforms for business tracking, customer relationship management, data integration, artificial intelligence/machine learning-based data analytics, patient support and assistance in India. The startup clocked revenues of Rs 19.03 crore in the fiscal ended 30 March 2020 as compared with Rs 2.48 crore in 2018-19 and Rs 1.23 crore in 2017-

About Investor Nazara Technologies

Nazara Technologies was set up in 1999 by Nitish Mittersain. It has acquired several mobile gaming projects from emerging markets around the world, including in India, West Asia and Latin America.

About the deal

The transaction has taken place through an equity swap deal, with Nazara picking up Rs 14.6 crore (approximately \$1.92 million at current exchange rates) in HalaPlay stock, Nazara said in a statement.

About the deal

Cipla said in a stock-exchange filing it will acquire a 21.85% stake in GoApptiv for a cash consideration of Rs 9 crore. The deal is expected to be completed in two stages. In the first stage, Cipla will subscribe to 15,392 compulsorily convertible preference shares (CCPS) and 6,927 equity shares. This will get closed within 30 days. In the second stage, Cipla will subscribe to 12,314 CCPS by the end of October this year.

About Investors

These investments by Cipla are rare as traditional healthcare firms have mostly stayed away from striking strategic bets in health tech startups in the country even as healthcare professionals are said to be making investments in their capacity.

Parties involved

Regent Climate Connect Knowledge Solutions Pvt. Ltd and ReNew Power Pvt. Ltd

About the Startup, Climate Connect

Climate Connect was co-founded by Nitin Tanwar, an alumnus of the University of Cambridge in the UK, and IIT-Mumbai graduate Sanand Sule. The company works with power distribution companies and renewable energy generators to provide them with real-time AI- and ML-driven forecasting and optimizing products and services. It has to-date deployed software solutions for 6 GW of renewable generation projects across Asia, and 25 GW of load portfolio under power distribution utilities.

Parties involved

Fujisoft group of companies and AGC Networks Ltd

About the Startup, Fujisoft Group

Target companies have a consolidated revenue of 46.46 million dirham (\$12.65 million) for the 12 months ended December 2019. They are engaged in the business of providing services in relation to information technology solutions, computer system & communications equipment software trading, internal communication network installations & maintenance, web designing, computer systems housing services and related and ancillary services.

ReNew
POWER

CLIMATE
CONNECT

FUJISOFT

AGC
Accelerating Business

About Investor

ReNew Power is India's largest renewable energy company by total energy generation capacity.

It generates 5.4 GW of energy through solar and wind assets and has another 3.2 GW under various stages of development. The company is among the most-funded renewable energy firms in India. Its list of equity investors include US-based Goldman Sachs, Japan's JERA, Abu Dhabi Investment Authority and Canada Pension Plan Investment Board.

About the deal

ReNew Power Pvt. Ltd said on Thursday it has agreed to acquire Regent Climate Connect Knowledge Solutions Pvt. Ltd, an artificial intelligence (AI) and machine teaching company that specializes in the power markets domain. ReNew Power plans to operate Climate Connect as an independent subsidiary.

About the deal

AGC Networks Limited a part of Essar Group, will acquire Fujisoft (along with its associated companies in UAE) through its indirect subsidiary - Black Box Holdings Ltd. Financial details of the proposed deal were not disclosed. The proposed acquisition is subject to approval from the Department of Economic Development in Dubai and from Abu Dhabi Department of Economic Development. 50% of the consideration is payable at the time of closing.

About Investors

AGC Networks (AGC) is a Global Solutions Integrator representing the world's best brands in Unified Communications, Data Center & Edge IT, Cyber Security (CYBER-i) and Digital Transformation & Applications to evolve the customer's digital landscape. AGC's ability to tailor solutions across quadrants is strengthened through delivery of seamless customer support services.

Parties involved

Cardpay Technologies Pvt. Ltd and Infibeam Avenues Ltd,

About the Startup, Cardplay Technologies

Cardpay Technologies is promoted by Manik Singla and Shenbaga Kumaran Srinivasan. Singla, who is an alumnus of Management Development Institute of Singapore, has previously worked with MatchMove and Instamojo, according to his LinkedIn profile. The company operates a unified platform to control all its payment products under GRITS Brand.

Parties involved

Tonik Financial Pte Ltd, and Sequoia Capital India

About the Startup, Tonik Financial Pte Ltd

The company, which was founded by Greg Krasnov in 2018, says it will provide deposits, loans, payments and card products to consumers. While its business operations will take place in the Philippines, it will maintain a support and research and development presence in Singapore and Chennai, the company said. It will use the capital it has raised to launch the commercial operations of its digital banking products in the third quarter of this year.

About Investor

Founded in 2010 by former Amazon executive Vishal Mehta, Infibeam started primarily as an ecommerce firm but pivoted its business model subsequently. In March 2016, it became one of the youngest firms to list on the bourses after floating its initial public offering.

About the deal

Infibeam Avenues Ltd, the parent of payment gateway company. CCAvenue, has acquired Bengaluru-based Cardpay Technologies Pvt. Ltd, a corporate credit card issuing firm floated two months ago. The Gujarat-based company acquired Cardpay to capitalize on the market opportunity for credit to SMEs and corporates. The acquisition was closed at an initial cash consideration of Rs 45 lakh.

About Investor

For Sequoia India, the investment in Tonik adds to its portfolio of Southeast Asian companies. The VC firm has invested in several companies in Thailand, Singapore and Indonesia since 2012.

About the deal

Tonik Financial Pte Ltd, which operates the Philippines-based neo-bank Tonik, has raised \$21 million (about Rs 160 crore) in a Series A funding round led by Sequoia Capital India and US-based Point72 Ventures.



Parties involved

Hexis and h2e Power

About Hexis

Pune- and New York-based h2e Power was founded in 2011 by Mayur, Amarnath Chakradeo, Bhavana S Mayur, Suresh Sharma and Mahesh Agashiwala. It aims to produce and integrate fuel cell systems in India to provide efficient and economical power supply solutions.



About the Deal

H2e Power said in a statement it has acquired Hexis through its German subsidiary, mPower GmbH, from Viessmann Group, and a Germany based firm that primarily develops integrated heating systems. As part of the deal, mPower and Viessmann have also signed an agreement for Hexis to continue to supply solid oxide fuel cell (SOFC) modules to European markets. These modules will be used by Viessmann for applications in residential and commercial establishments.

Parties involved

Byju's and Bond Capital

About the deal

Cipla said in a stock-exchange filing it will acquire a 21.85% stake in GoApptiv for a cash consideration of Rs 9 crore. The deal is expected to be completed in two stages. In the first stage, Cipla will subscribe to 15,392 compulsorily convertible preference shares (CCPS) and 6,927 equity shares. This will get closed within 30 days. In the second stage, Cipla will subscribe to 12,314 CCPS by the end of October this year.



About the Startup, Byju's

Think and Learn Pvt. Ltd, which operates Byju's, is India's most valued ed-tech company. As per recent media reports, the ed-tech unicorn was in talks to raise up to \$400 million in fresh capital at a valuation of \$10 billion. Byju's claims to have over 57 million registered students, more than 3.5 million paid subscribers and annual renewal rates as high as 85%. It has doubled its revenue from Rs 1,430 crore to Rs 2,800 crore in 2019-20.

Parties involved

Fast & Up and Rakesh Jhunjunwala, Sixth Sense Ventures

About the Startup, Fast & Up

Fullife was launched in 2009 by Satish Khanna, the former group president of drugmaker Lupin. The company, which sells its products across 20 countries, has an Omni channel presence. Some of its flagship products are fast&up Charge (Vitamin C immunity booster) and Fast&up reload (electrolytes).

Parties involved

QuaQua, a travel and tourism startup and Anthill Ventures

About the Startup, QuaQua

Founded in 2016 by Purav Shah and Sandesh Reddy, QuaQua is a content-driven travel tech space which integrates VR-enabled content, Meta-information, Community and Bookings for every point of interest around the world. It currently has users from 100 countries and a user base of over 2.5 million. It has received over 20 million video views in last 4 months with 123 minutes average time spent by a user. Post Covid-19, there is a huge traction in virtual travel space with company witnessing repeat consumers to about 70 percent.

About Investor Nazara Technologies

Sixth Sense Ventures is India's first domestic consumer centric venture fund, founded by Nikhil Vora (Ex-Managing Director of IDFC Securities) who is regarded as one of the strongest analytical minds in the country. Sixth Sense has a formidable founding team that includes one of the most reputed corporate CEOs of a large domestic consumer company

About the deal

Fullife Healthcare Pvt. Ltd, which sells sports nutrition supplements under the brand Fast & Up, has secured Rs 50 crore (\$6.6 million) as fresh capital from a mix of existing and new investors.

About the deal

QuaQua has secured a funding of \$1 million from Anthill Ventures and other existing investors, closing its first round of institutional investors to enhance its user experience

About Anthill Ventures

Anthill Ventures is a Venture Capital Firm which helps early growth startups in Pre-Series 'A', go to series 'A' & 'B' in 1-2 years through rapid Speed Scaling. Anthill provides a comprehensive speed scaling ecosystem by following 4 key-stones: SOURCE (Screening best opportunities), INVEST (Investing in High Scalability Quotient startups), SCALE (Leveraging the ecosystem and speed scale) and SYNDICATE (Synergizing A and B rounds).

Parties involved

OZiva and Matrix Partners India

About the Investor

Mahindra Group, is an Indian national conglomerate holding company headquartered in Mumbai. It has operations in over 100 countries around the globe. The group has a presence in aerospace, agribusiness, aftermarket, automotive, components, construction equipment, defense, energy, farm equipment, finance and insurance, industrial equipment, information technology, leisure and hospitality, logistics, real estate, retail, and two wheelers. It is considered to be one of the most reputable Indian industrial houses with market leadership

Parties involved

Delhi-based venture debt firm Stride Ventures and Bengaluru-based dairytech start-up Stellapps

About the Investor

Delhi-based Stride Ventures is focused on providing debt solutions to growth stage start-ups. Founded in 2019 by Ishpreet Gandhi, Stride Ventures is focusing on providing debt across early stages at Pre-Series A or higher, with a loan tenure of 1-1.5 years. The other partners at Stride Ventures include Avtar Monga, who was earlier chief operating officer and executive director at IDFC First Bank, and Abhinav Suri, who headed corporate credit at IDFC First. They are setting up a fund up to Rs. 500 cr. The fund is sector-agnostic and is planning to invest in

About Oziva

OZiva was founded by Gill and Mihir Gadani in mid-2016. Gill, who studied at IIT Roorkee and INSEAD, worked with CapitalOne and Credit Suisse before launching FitCircle. Gadani earned an MBA degree from Welinkar Institute of Management. The company, operated by Zywie Ventures Pvt. Ltd, offers products ranging from fitness to skin and hair nutrition. OZiva specifically serves the 18-55 year-old age group, with women as their primary target audience. Zywie also runs another platform named FitCircle, which arranges community-based fitness.

About the deal

Matrix Partners India is an investment firm targeting the Indian enterprise and consumer market at the seed, early and early growth stages. Following a "foundersfirst!" Philosophy, the firm invests in entrepreneurs across sectors, and is personally committed to helping build world-changing companies. Ola, Quikr, Practo, Dailyhunt, Mswipe, FiveStar and Treebo are few of the companies that Matrix has invested in and continues to partner closely with.

About the deal

Stride ventures closed its first round of invested and invested an undisclosed amount in Bengaluru based start-up Stellapps. The company is further looking to invest in 25-40 more firms.

About Stellapps

Founded in 2011 by Ranjith Mukundan, Stellapps is a farm to consumer dairy digitization service provider. It leverages analytics and artificial intelligence through its full-stack IoT platform to enable dairy ecosystem partnerships with financial and insurance institutions in veterinary services, cattle nutrition providers, etc., to drive significant value for each stakeholder, including small farmers.



Parties involved

OLA Financial, finance arm of cab aggregator Ola and Venture Capital Firms Matrix Partners and Falcon Edge.



About Investor

Matrix Partners, established in 1977, today invests actively in the USA, India and China across a variety of sectors including consumer technology, B2B, enterprise, fintech, among others. Falcon Edge Capital is a diversified global alternative asset manager founded in 2012 offering a variety of investment products that cover a number of asset classes, themes and geographies. These include public equity, venture capital, distressed, private equity etc..

About the deal

Ola Financial Services has raised Rs. 205 crore from Investment fund Falcon Edge and Venture Firm Matrix Partners as part of its first institutional financing round. The round also saw participation from Apollo Management and Arun Sarin's family. The deal closed roughly at a valuation of \$250 million, according to Economic Times. As part of the deal, Mr. Vikram Vaidyanathan, MD at Matrix Partners also joins the board of Ola Financial.

About the Startup, OLA Financial Services

Ola, a ride-hailing aggregator established Ola Financial Services in 2007 in Bengaluru and now plans to compete with PayTM, PhonePe, AmazonPay and GooglePay and the yet to be launched WhatsappPay in full-fledged financial services offerings.

Parties involved

WoodenStreet, a Jaipur based online custom furniture platform, Indian Angel Network Fund and Rajasthan Venture Capital Funds (RVCF).



About the deal

WoodenStreet, an online platform for furniture and home accessories raised \$3 million in Series a funding from Indian Angel Network Funds and existing Investor Rajasthan Venture Capital Funds.

About Investors

Indian Angel Network is a network of Angel investors keen to invest in early stage businesses which have potential to create disproportionate value. The members of the Network have strong operational experience as CEOs or a background of creating new and successful ventures. With Indian Angel Network fund, the aim at IAN is to create the country's largest horizontal platform for early-stage investments. The goal is to distribute the money as efficiently as possible to get innovators through the most challenging early stages of funding. Rajasthan Venture Capital Firm, set up in 2002 as Rajasthan Asset Management Co. Pvt. Ltd (RAMC) is a professionally managed company with several institutional contributors to the funds under management.

About the Startup, WoodenStreet

WoodenStreet, co-founded by Lokendra Ranawat, Dinesh Pratap Singh and Virendra Ranawat in 2015 is a Jaipur-based online platform providing furniture and home accessories. It has now ventured into tech-enabled furniture buying experiences, investing in virtual reality and 3D Visualization, much needed in post-Covid era. It provides custom-made solid wood furniture at low price points and also has a catalogue of pre made designs for customers.

Parties involved

BlackSoil Capital, a venture capital firm and LetsTransport, a logistics startup fulfilling last mile deliveries.

About the Startup, LetsTransport

Founded in 2015 by IIT-Kharagpur alumni Pushkar Singh, Ankit Parasher and Sudarshan Ravi, Lets Transport offers last-mile, techno-logistics solutions for intracity deliveries. It enables enterprise clients to book light commercial trucks, and manage bookings for a distance of up to 300 km. The startup is continuously working to help streamline urban logistics for enterprises when businesses are increasingly looking to partner with organized logistics players to enable direct to consumer deliveries. It has a presence in 15 cities in India and has a registered trucker supply of 60000 drivers. Some of its clients include Amazon, Flipkart, Bisleri, Vishal Mega Mart, Future Supply Chain, Coca Cola, Delhivery and Udaan.

BlackSoil

LETSTransport

About Investor

BlackSoil was founded 2010 with the single mission of pioneering unique advisory & financing solution for developers, startups & high growth companies. We have worked with companies at all stages of development through structured lending, fund raising, restructuring etc. The common threads of our approach include operational flexibility, patience, and commitment to creating value. BlackSoil takes both a credit and an equity view on each financing situation, offering quick feedback on any deal proposal through its different verticals – investing without time-consuming audits & substantial equity dilution.

About the deal

Blacksoil Capital invested Rs. 10 crores in Lets Transport which provides urban logistics solutions to enterprises by offering tech-enabled intra-regional transportation services.

Parties involved

OnMobile, an Indian telecommunications company and Rob0, a startup in gaming space.

About the Startup, OnMobile

Bengaluru-headquartered OnMobile offers a portfolio of premium games and kids apps on 50 network carriers in 30 countries. OnMobile will be able to leverage the vast gaming know-how of the rob0 team, having played key roles for some of the most prominent games behemoths like Electronic Arts, Gameloft and Twitch,” the company said in a statement on Sunday. Rob0’s AI-powered visual retention technology allows game developers to detect the exact moment in gameplay where users stop playing, saving them hundreds of hours of observation time and minimizing significantly their go-to-market risks.”

onmobile



About the deal

Online content platform OnMobile has acquired 25% stake in AI-based analytics startup Rob0 via its subsidiary OnMobile Global Solutions Canada Ltd, for an investment of CAD 1 million (Rs 5.4 crore). This investment reaffirms the importance of OnMobile’s strategy to become a leader in the mobile gaming market.

Parties involved

Vahak, a tech driven logistics startup and Leo Capital, a venture capital firm based primarily in India.



About the Startup, Vahak

Vahak is a tech driven platform in Logistics Sector. It connects the transporters, agents, lorry owners, and other stakeholder with each other and bridges the trust gap currently present in the Indian road transport. Currently, Vahak is present at 3,000+ locations in major cities of India like New Delhi, Mumbai, Ahmedabad, Pune, Kolkata, Chennai, Vishakhapatnam, and more. It is a one stop location for booking Trucks, Trailers, and Containers from Thousands of Trusted Transport businesses and Lorry Owners from all over India.

About Investor

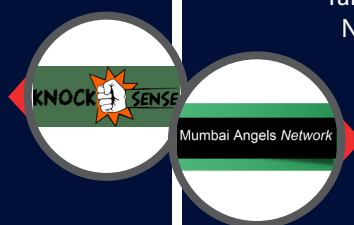
Leo Capital is a venture capital fund, investing in early stage, technology centric opportunities, primarily in India. They invest anywhere from \$500K – \$2M in pre-Series A rounds. Leo Capital has a flexible investment size allowing them to invest in any stage of startups. They look for spaces including consumer internet, commerce, health-tech, fin-tech, logistics, Insure-tech and Global SaaS companies and further look for teams that are persistent, have invested their time and energy in understanding the nuances and have a clear thought process of how they would go about building the business.

About the deal

Vahak announced that it has raised an undisclosed funding amount in its seed round led by Leo Capital, Angel investors Amit Gupta (Founder of Yulu Bikes); Abhishek Goyal (Founder of Tracxn); Ramakant Sharma (Founder of LivSpace); Harsh Pokhrana (Founder of OkCredit) and Archanaa Priyadarshini (Angel investor and former partner at Unicorn India Ventures).

Parties involved

KnockSense, a local news Discovery and Distribution platform and Mumbai Angels Network, an angel investment group.



About Investors

Mumbai Angels is the premier platform in India focused on venture investing, actively building the understanding of venture investing as an asset class and creating platforms where both founders and investors can learn, invest and grow. Established in 2006 having over 400 members across chapters in cities including Delhi, Bengaluru and Kolkata. It has over 140 companies in its portfolio and claims more than 45 exits with a cumulative investment of over Rs.

About the deal

KnockSense Media Services Pvt. Ltd, a Lucknow based News Discovery and Distribution Platform raised an undisclosed amount from Mumbai Angels Network to create a content bank for new geographies launch.

About the Startup, KnockSense

Founded by Vibhore Mayank and his brother Varul Mayank, the company covers news in categories such as development, social and health campaigns, F&B Events, Environment, Travel and sports activities. It currently has presence in Mumbai, Lucknow, Kanpur, Goa, Indore and Jaipur. It is a local news platform aiming at discovering, curating and distributing non-divisive stores daily.

Parties involved

Israel-based Binah.ai Ltd and Artha India Ventures

About the Startup, Binah.ai

Israel-based Binah.ai Ltd, a startup that provides contactless healthcare applications. Binah.ai helps in diagnosing whether initial symptoms point to Covid-19 infection through videos captured using a smartphone camera. Such applications are the need of the hour today. The Israeli company, founded by David Maman in 2016, allows for the monitoring of vital signs and remote and real-time diagnosis through any smartphone or camera-based device.



About Investor

Artha India Ventures is a venture capital firm based in Mumbai which funds seed and early stage companies. Artha India Ventures' league of member Angel Investors mentor and invest in nascent ventures with business ideas that create value by participating in the entrepreneurial process.

About the deal

A minority stake has been occupied but the real percentage has not been out yet. Along with the stake, the amount invested too has not been revealed. Artha said the investment was facilitated through iAngels, an Israel-based startup investment and advisory platform. iAngels also took part in the funding round.

Parties involved

Online Rental furniture start-up CasaOne and Credit Suisse.

About the Startup, CasaOne

CasaOne provides a wide selection of products, 3D visualizations, rent-to-own options and service in as early as 2-3 business days. The company, which is operational in 10 markets, including all of San Francisco, Greater Los Angeles, San Diego, greater New York, New Jersey, Philadelphia, Connecticut, Washington DC, and Chicago, also offers a commercial furniture rental solution.



About the deal

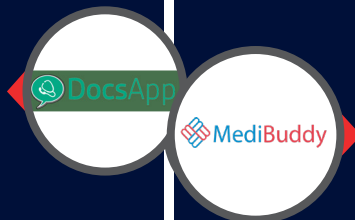
La Casa Ventures Inc., which operates Bengaluru and San Francisco-based CasaOne, has raised \$50 million in debt financing from multinational financial services group Credit Suisse.

About Investors

Credit Suisse Group is a world-leading financial services company, advising clients in all aspects of finance, around the world, around the clock. Credit Suisse pursue a client-focused integrated bank strategy, focusing on complex client needs and value-adding businesses, leveraging the global expertise of our three divisions and reporting segments, Private Banking, Investment Banking and Asset Management.

Parties involved

DocsApp, an online doctor consultation application and MediBuddy a platform to manage their health benefits by a curated network of partners



About the Startup, Docsapp

The app was launched in 2015 and help patients connect and talk to specialist doctors online using the app. It offers consultation with doctor over video calls, voice call and an in-MediBuddy is the second acquisition made by DocsApp. In August last year, it had acquired the doctor-patient engagement platform DocWise. DocsApp has raised close to \$19 million in venture capital and debt funding since its launch in 2015.

About MediBuddy

MediBuddy was founded in 2000 and was initially launched as a tool to schedule hospital visits, raise, and track health insurance claims, search for insurance-covered network hospitals. The business was later expanded to doctor consultation and home-based blood tests.

About the deal

Combining their respective strengths, the joint entity named "MediBuddy DocsApp" with DocsApp founders Satish Kannan and Enbasekar Dinadayalane taking leading the charge of the merged entity as CEO and CTO, post the acquisition. Existing financial specialists including Milliways Ventures and Rebright Partners additionally took part in this round.

Parties involved

Indian cocktail brand Jimmy's Cocktails and Ekle Ventures



About the Startup, Jimmy Cocktails

Jimmy's Cocktails which is operated by Radio-head Brands Pvt. Ltd, is a premium cocktail mixer which doubles up as a low-calorie non-alcoholic ready-to-drink cocktail. Its product was already available at 200 retail touchpoints prior to the lockdown imposed by the government to contain the spread of coronavirus. The startup is now pushing for direct-to-consumer sales through its website because of the lockdown

About the deal

Indian cocktail brand Jimmy's Cocktails has raised \$350,000 (Rs 2.64 crore) in seed funding led by Ekle Ventures. Vidur Talwar, managing director at Mercedes-Benz T&T Motors, and Angad Bhatia, operations chief of Indiatimes Lifestyle Network, also participated in this funding round. Anirudh Somani, one of the investors associated with Ekle Ventures, is joining the company board following the funding round.

About Investors

Ekle Ventures & Ekle Advisory Services invests in early & growth stage startups, and advises them on Fund Raising, Investor Relations, Business Strategy, Marketing & Sales, Strategic Partnerships, etc. While we're sector agnostic, our focus areas are Agriculture, Healthcare, Fintech, Education, WASH (Water, Sanitation, Hygiene), Waste Management, Retail, F&B, Clean Energy, Media & Entertainment, and other businesses that are innovating for the masses in India.

Parties involved

Edvizo and Inflection Point Ventures.

About Investor

Inflection Point Ventures is India's leading angel network investing in early-to-mid stage startups. IPV supports new-age entrepreneurs with not just capital but also uses its wide network of investors to provide startups with access to new markets, customers, guidance and mentorship. Inflection Point Ventures is democratizing angel investing with low membership fee, lowest investment ticket size (per investor), transparent investment process and extensive upfront due diligence led by industry experts. IPV is industry agnostic, with a focus on committed and competent founders.



About the Startup, Edvizo

It acts as an online marketplace to search, compare and enroll in the best institutes for competitive exam preparation. It enables coaching institutes to get more students through their platform thereby helping them reduce expenses on marketing and branding.

About the deal

Bangalore-based Edvizo, an early stage ed-tech startup, has raised over \$150,000 in a seed round from Inflection Point Ventures (IPV).

Parties involved

Grocery delivery startup Milkbasket and Inflection Point Ventures.

About Investors

Inflection Point Ventures is India's leading angel network investing in early-to-mid stage startups. IPV supports new-age entrepreneurs with not just capital but also uses its wide network of investors to provide startups with access to new markets, customers, guidance and mentorship. Inflection Point Ventures is democratizing angel investing with low membership fee, lowest investment ticket size (per investor), transparent investment process and extensive upfront due diligence led by industry experts. IPV is industry agnostic, with a focus on committed and competent founders.



About the deal

In a funding round led by Inflection Point Ventures, Grocery delivery startup Milkbasket has raised \$5.5 million. The round had other investors such as include existing backers such as Blume Ventures, Kalaari Capital, Mayfield India, Unilever Ventures and Singapore-based BeeNext.

About the Startup, Milkbasket

Milkbasket is a subscription-based micro-delivery service fulfilling daily dairy essentials and household needs of customers every morning. They deliver milk, bread, eggs, juices, butter, and other daily items needed every morning, right at customer's doorstep, free of charge. Milkbasket currently serves over 1.3 lakh households and offers over 9,000 products across fruits and vegetables, dairy, bakery and other FMCG categories. It is currently operational in Gurugram, Noida, Dwarka, Ghaziabad, Hyderabad and Bengaluru.

Parties involved

Real Estate Investment Firm Nitya Capital and Iron Pillar Holdings

About the Startup, Iron Pillar

Iron Pillar is a venture capital fund focused on filling the gap for mid stage technology investments in India. Iron Pillar is a venture growth investor focused on mid stage technology investments in India. Some of the companies the Venture firm has stake in are - o Testbook o Uniphore o Nowfloats o Bluestone



About the deal

Real estate firm Nitya Capital has signed a partnership deal and infused an undisclosed amount in Iron Pillar Holdings, which runs an eponymous venture capital fund that invests in mid-stage technology firms in India. Anand Prasanna, Mohanjit Jolly and Ashok Ananthakrishnan, the founding partners of Nitya Capital, also infused funds into the Mauritius

Parties involved

Palo Alto-based enterprise automation platform Jiffy.ai and Nexus Venture Partners

About the Startup, Jiffy.ai

Jiffy.ai was launched in 2018 as the go-to-market brand from its parent company Paanini Inc. The startup says it is an AI-first, integrated automation and app development platform with a focus on the fintech industry. It says it is uniquely structured in that it has 20 cofounders including fintech and enterprise software veteran Babu Sivadasa



About the deal

Jiffy.ai has raised \$18 million in Series-A funding led by Nexus Venture Partners along with participation from Rebright Partners, W250 Venture Fund and a group of C-level executives from Atlassian, Costco, among others. Nexus VC has been able to acquire a minority stake in the company, however the exact percentage has not been revealed.

About Investors

It is a homegrown domestic VC firm was founded by Naren Gupta, Suvir Sujan and Sandeep Singhal in 2006. It had raised \$100 million in its maiden fund in the same year, \$220 million in its second fund in 2008, and \$270 million in its third fund in 2012. Nexus has invested in over 75 startups focusing on consumer retail, business services, healthcare, education and enterprise technology

Parties involved

Homegrown private equity firm, Kedaara Capital Fund and Religare Health Insurance Company of the Religare Enterprises.

About Investor

The private equity firm is operationally-oriented and pursues control and minority investment opportunities focused on India. It was established in 2011 by former Temasek chief Manish Kejriwal, ex- General Atlantic managing director Sunish Sharma and Principal Nishant Sharma. Kedaara Capital combines the strengths of a well- networked, highly experienced local investment advisor with the Vexperience of our strategic partner, Clayton, Dubilier & Rice, a pioneering global private equity firm whose investment model blends financial skills with operating expertise.



About the Startup, Religare Health Insurance

Religare Health Insurance Company Limited is an Indian health insurance firm established in June 2012, by Religare enterprise limited, Union Bank of India and Corporation Bank. Religare group's health insurance business has been growing at a compound annual growth rate (CAGR) of 50% in the last three years and the insurer may continue growing at this pace.

About the deal

The total investment made by Kedaara to acquire shares of RHICL is Rs 567.31 crore which comprises of primary capital infusion of Rs 300 crore and Rs. 267.31 crore for the purchase of RHICL shares from the existing shareholders, including purchase of 6.39 per cent stake from the company against a consideration of Rs267.31 crore.

Parties involved

Crimson Healthcare Pvt. Ltd and Mumbai Angels



About the deal

Crimson Healthcare Pvt. Ltd, a health-tech startup focused on ostomy care, has raised Rs 1.75 crore in funding from Mumbai Angels Network. The funding round has been established as an Angel Round.

About Investors

Started in November 2006, the Mumbai Angels is a unique forum where its members may interact and exchange ideas and knowledge. The Mumbai Angels provides a unique platform to start up and very early stage companies by bringing them face to face with successful entrepreneurs, professionals and executives who are interested in and have the funds available to invest in startup companies. The group says it has over 140 companies in its portfolio and claims more than 45 exits with a cumulative investment of over Rs 150 crore.

About the Startup Crimsom Healthcare Pvt. Ltd

Crimson is a medical device innovation company developing products for the global markets with a focus on Ostomy Care products. Crimson Healthcare is a start-up focused on innovating cutting edge solutions for various problems in the healthcare system with advanced engineering and technologies.

Parties involved

Online retail seller of beauty, wellness, and fashion products. Nykaa and Sunil Kant Munjal, one of the founder promoter of Hero group. (Note: the investment made under the name of Sunil Munjal and not the Hero group.)

About the Startup, Nykaa

The online marketplace sells products across makeup categories ranging from skincare, hair care, fragrances, bath and body and luxury products for both women and men. Nykaa's online platform doubled its sales to Rs 1,159.3 crore and broke even with both operating profit and a net profit for the year ended March 31, 2019. At a group level, the consolidated revenues rose to Rs 1,225 crore but the other business units were still in the red, leading to an overall net loss of Rs 21 crore even as it is not burning cash any longer with Rs 9.3 crore operating profit. Nykaa was valued at \$1.41B as on Mar 31, 2020



About Investor

Mr. Munjal had first invested in Nykaa in 2016 when he had led a \$12 million funding round in the company. The latest fund infusion comes after Nykaa in March said it has raised Rs 100 crore from existing investor Steadview Capital. Subsequently, in May, Nykaa raised another Rs 67 crore from Steadview Capital, as per RoC filings.

About the deal

According to RoC filings with the Ministry of Corporate Affairs, Nykaa will issue 32,350 shares at a premium of Rs 6,049.56 per share. Mumbai-based online beauty essentials retailer Nykaa has raised \$12 million (Rs 82 crore) in a new round led by Hero Groups Sunil Munjal

Parties involved

Student housing startup Oxfordcaps has partnered with Private equity firm Cerestra Advisors to own and operate facilities for educational institutions

About the Startup, Cerestra Advisors

Cerestra Advisors is a private equity firm founded in 2015 by Jasmeet Chhabra and Vishal Goel with a focus on investing in core edu-Infra. In mid-2018, Cerestra announced plans to add on-campus student housing to its portfolio and become a full-service education infrastructure asset owner. After having acquired a 3,000-bed facility at Jain University, it now eyes an all-India presence.



About the deal

The joint venture will run its operations under the brand name 'CUIB', however the shareholding has not been disclosed. \$125 million would be infused by Cerestra to acquire beds, while Oxfordcaps will manage these properties. Oxfordcaps expects to get an additional revenue of Rs 200 crore annually from this new JV.

About Investors

OxfordCaps is Asia's first branded and technology-enabled Student Housing Company. They provide technology-enabled and community-driven living experience designed for the millennial Students. Oxfordcaps, a unit of Scholar Alley Pvt. Ltd, has operations in India and Singapore.

Parties involved

Myelin Foundry Pvt. Ltd and Pratithi, the family office of Infosys co-founder Kris Gopalakrishnan.

About the Startup, Myelin Foundry Pvt. Ltd

Myelin, a Bengaluru-based deep tech startup, is at the leading edge of AI/ML based solutions. Myelin Foundry builds artificial intelligence algorithms on video, voice, and sensor for edge devices like mobile phones, tablets, or laptops. The founders of this startup have expertise in producing deep learning frameworks with applications in Media & Entertainment, Health & Wellness, and National Security.



About Investor

It is a Private incorporated on 29 March 1994.

It is classified as Non- govt Company and is registered at Registrar of Companies, Mumbai. Its authorized share capital is Rs. 100,000 and its paid up capital is Rs. 0. It is involved in other financial intermediation.

About the deal

Myelin Foundry, has raised an undisclosed amount in a fresh round of funding from Kris Gopalakrishnan's family office, Pratithi. However along with the amount, the stake acquired too hasn't been revealed.

Parties involved

GoldenPi and Rainmatter Capital

About the Startup, GoldenPi

GoldenPi curates a list of „AAA to „A rated bonds available in the secondary market for investing along with providing information on all available bonds to help investors make informed decisions. It also enables online transactions for investment in bonds



About the deal

GoldenPi, an online aggregator of bonds and debentures available in the secondary market, has raised Rs 3.5 crore in funding from Rainmatter Capital, a fund created by stock trading platform Zerodha to incubate fintech ideas

About Investors

Rainmatter a Bangalore based incubator is a fintech-focussed fund and incubator which is an initiative of stock-broking platform Zerodha, which provides well-equipped workspaces, mentorship, and funding (\$100K- \$1M) to innovative startups in the capital markets space in exchange for minority stakes.

Parties involved

Startup GoMechanic and Pawan Munjal, the managing director and chief executive officer of Hero MotoCorp.

About the deal

Targetone Innovations Pvt. Ltd, which operates automobile maintenance and servicing startup GoMechanic, has raised funding from Pawan Munjal, the managing director and chief executive officer of Hero MotoCorp. It comes in addition to the company's Series B funding round in December last year, as part of which it raised \$14.7 The sum invested by Munjal has not been disclosed.

Parties involved

Sai Estate Management & Skills Institute and actor, producer and entrepreneur Sunil Shetty.

About the Startup, SEMSI

SEMSI is the premier institute in India which provides best-in-class management skills, sales training & skillsets specific to the real estate market. Drawing on the expertise, know-how and experience in real estate sector, SEMSI aims to provide "Job for every Indian" by upskilling the biggest sector in India and making them employable by the organized sector.



About Investor

Sunil Kant Munjal is one of the founder promoters of the Hero Group, an Indian automotive manufacturing group that has evolved from being the world's largest bicycle-maker to the largest two-wheeler maker. Munjal is involved as a business promoter, an institution builder, a social entrepreneur, and angel investor.

About the Startup, GoMechanic

GoMechanic is a network of technology-enabled car service centers, offering a seamless car service experience at the convenience of a tap including services such as Car Servicing, Car repairs and Car cleaning.



About the deal

The actor has invested an undisclosed amount in the edtech arm of Sai Estate Consultants Chembur Pvt. Ltd, Sai Estate Management & Skills Institute adding yet another startup to the already vast portfolio of the actor. While the parent company has a valuation of USD 380 million and is an undiluted entity.

About Investors

Shetty in the past has invested in startups that have since gone to raise further rounds of funding or have sold equity stakes to strategic investors.

Parties involved

San Francisco- and Bengaluru-based Postman and Nexus Venture Partners.



About the Startup, Postman

Postman is an API development platform company which is known as the leading collaboration platform for API development and it is used by over 11 million developers and 500,000 companies worldwide. It is known for having a flexible platform that is used to build connected software via APIs quickly and accurately.

About Investor

It is a homegrown domestic VC firm was founded by Naren Gupta, Suvir Sujan and Sandeep Singhal in 2006. It had raised \$100 million in its maiden fund in the same year, \$220 million in its second fund in 2008, and \$270 million in its third fund in 2012. Nexus has invested in over 75 startups focusing on consumer retail, business services, healthcare, education and enterprise technology.

About the deal

The funding was led by Charles River Ventures (CRV) and involved participation by Nexus Venture Partners. CRV's general partner Devdutt Yellurkar has also joined the Postman board of directors.

Parties involved

WayCool Foods and Products and IndusInd Bank.



About the deal

WayCool, has raised \$5.5 million in debt financing from IndusInd Bank. Government-backed US International Development Finance Corporation (DFC) provided guarantee to the transaction, as per a statement. Setuka.

About the Startup, Waycool

Waycool is an agro-tech company that processes, distributes, and procures fresh produce, dairy products, and staples. Chennai headquartered, the company runs a business-to-business (B2B) Omni channel fresh produce distributor platform. The company helps increase farmer's income, to innovative quality management and food safety technology.

About Investors

AGC Networks (AGC) is a Global Solutions Integrator representing the world's best brands in Unified Communications, Data Center & Edge IT, Cyber Security (CYBER-i) and Digital Transformation & Applications to evolve the customer's digital landscape. AGC's ability to tailor solutions across quadrants is strengthened through delivery of seamless customer support services.

Parties involved

IT services major Wipro Ltd and US-based CloudKnox Security.

About Investor

Wipro Limited is a leading global information technology, consulting and business process services company which harnesses the power of cognitive computing, hyper-automation, robotics, cloud, analytics and emerging technologies to help its clients adapt to the digital world and make them successful. The company is recognized globally for its comprehensive portfolio of services, strong commitment to sustainability and good corporate citizenship.

About the Startup, CloudKnox

CloudKnox provides a single platform that manages the entire identity privilege lifecycle across any private and public cloud infrastructure. Sunnyvale, California, United States. Industries Cyber Security, Information Technology, Security

About the deal

Wipro Ventures, the corporate investment arm of Wipro, invested in CloudKnox through its recently-announced \$150 million Fund II to strengthen the strategic partnership.

Parties involved

Nexus Brothers and Yolobus

About the Startup, Yolobus

Yolobus, founded by Shailesh Gupta, Mukul Shah and Danish Chopra offers bus services with facilities such as onboard refreshments, Wi-Fi, luggage handling and an in-bus washroom. It seeks to formalize and modernize the bus travel industry in India, which has so far been largely fragmented and with many inefficiencies. YOLO is the next generation inter-city transportation network and mobility platform which provides comfortable, on-time, safe ride experience to their riders.

About the deal

Yolobus raised \$3.3 million in a Series-A funding round led by Nexus Venture Partners to expand its service in the country and invest in safety features. The funding also saw participation from India Quotient. The investment brings Yolobus total funding to \$4.1 million.



Parties involved

Agro2o Pvt. Ltd and Mumbai Angels Network

About the Startup, Agro2o Pvt. Ltd

Agri-tech startup Concinnity Agro2o Pvt. Ltd, based in New Delhi, has raised funding from Mumbai Angels Network. The company, founded by Yash Vyas in 2018, says it develops products focused on making hydroponics-based farming accessible to both small farmers and commercial institutions



About Investor

This marks the second reported deal by Mumbai Angels Network this week. On Monday, it announced a Rs 1.75 crore (around \$230,732) commitment to Crimson Healthcare Pvt. Ltd, a health-tech startup focused on ostomy care. The angel investment group was established in 2006 and says it has over 400 members across chapters in regions including Delhi, Bengaluru and Kolkata.

About the deal

Details of the deal are not disclosed

Parties involved

Horizon Quantum Computing and Sequoia Capital India

About the Startup, Fujisoft Group

Horizon Quantum Computing was set up in 2018 by Fitzsimmons, an Oxford alumnus who has 15 years of experience in the quantum computing space. The company's leadership also includes chief science officer Si-Hui Tan, an alumnus of the Massachusetts Institute of Technology who has worked extensively in the field of quantum research. The company says its approach is hardware agnostic, and that its tools allow developers to build their software in conventional programming languages, which will be converted to quantum mechanics through its platform.

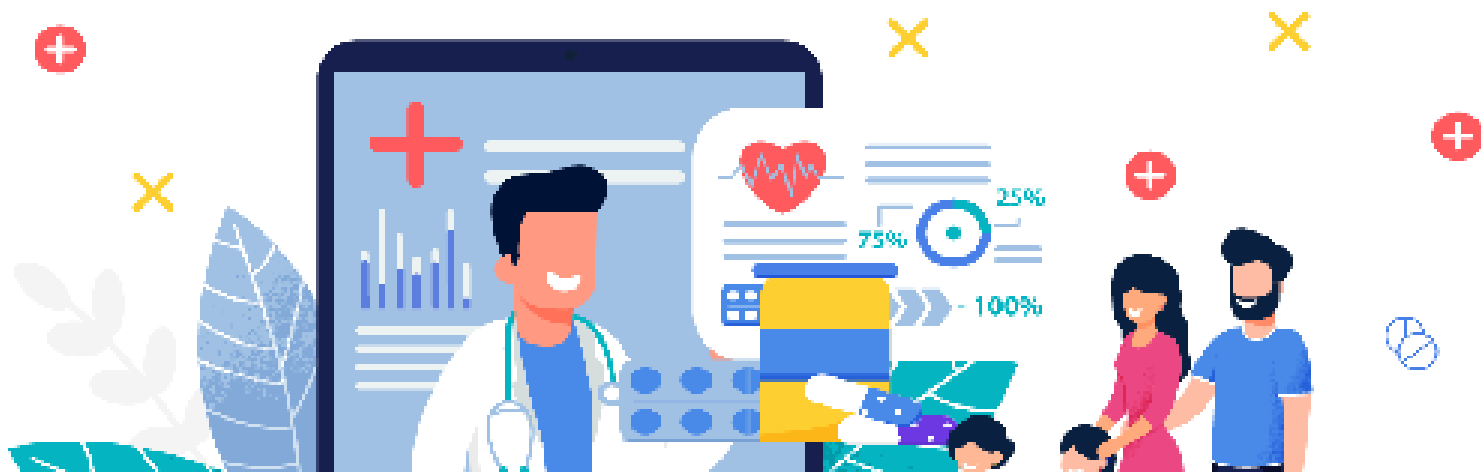


About the deal

Horizon Quantum Computing, which is focussed on developing programming tools for quantum computers, has raised funding in an extension of its seed round, with the exercise being led by Sequoia Capital India. The investment is the latest bet on a startup in the Southeast Asia region for Sequoia's Indiabased arm, which also operates an accelerator programme, Surge. This takes the total capital raised by Horizon Quantum during the overall seed funding exercise to SGD 4.5 million

About Investors

Sequoia Capital India, firm has invested in several companies in Thailand, Singapore and Indonesia since 2012. These include Indonesia's Go-Jek, Tokopedia and point-of-sale software provider Moka, Singapore-based data analytics startup Nugit and health-tech startup Biofourmis Singapore Pte. Ltd.



SECTOR PROBED: HEALTHCARE

PERSONAL HEALTH MANAGEMENT

MYUPCHAAR



Founded by Mr. Rajat Garg and Mr. Manuj Garg in 2016, MyUpchaar is a startup which has a mission to providing healthcare advice and personal health management tips to its customers in Hindi. Their core ideology is creating an impact in the healthcare domain of the country by reaching to maximum customers of every backgrounds and they find Hindi as a perfect medium to offer healthcare advice to their target market. The company also operates in telemedicine departments and also offers its users to order medicines, book lab tests and full body checkups and search doctors. Further by having huge resources of healthcare articles and guides in areas like Youth Health, Yoga and Fitness, Woman Health and so on and a broad coverage of different diseases and illnesses which makes it a to go place for its users for health tips and information regarding personal health matters.

CUREJOY



Founded by Dikshant Dave in 2013, CureJoy is a "Healthy Living" Company started with a mission to bring authentic, actionable and easy to use information, in the area of Natural Health and Wellness to the masses. With hundreds of health and wellness experts in the community, CureJoy strives to produce reliable and credible content for its users and they reach close to 100M people every month, globally through their Website, Social Media channels, Newsletters and Messengers. The content created by the CureJoy community transcends from Nutrition, Cure, Fitness, Beauty, General Health, Moms etc.

BIOTECH / BIOPHARMA

LEUCINE RICH BIO



Founded by Mr. Kumar Sankaran and Mr. Prabhath Kamat Manjappa, Leucine Rich Bio is India's first and only Microbiology focused genomics based company. There is a heightened interest among researchers, clinicians and direct consumers in understanding the effects of the microbiome on health and wellness. Leucine Rich Bio intend to capitalize on this renewed opportunity with microbiome in its nascent stage, to establish ourselves as a major microbiome based research and clinical solution provider. The company is growing their expertise in the spectrum of clinical diagnosis through computational analysis of metagenomic and genomic data, eventually delving into the realms of precision medicine. The company is committed to pursue the ambitious but achievable objective of penetrating the global microbiome market, where they sought to understand and deliver clinical resolutions in the settling of human health and wellness.

MITRA BIOTECH



Founded by Mr. Mallik Sundaram and Mr. Pradip K. Majumder in 2010, Mitra Biotech Ltd. Offers biology cancer research services. The company offers biology cancer care and related services. It has operations in the United States of America and India. It is a global leader in supporting personalized oncology therapy selection and drug development. They being a global leader in advancing personalized cancer treatment are evolving personalization of treatment selection and drug development through their phenotypic platforms that reliably predict individual response to tested treatment. Mitra maintains a significant research and laboratory in Bengaluru, India. It is committed to developing new technologies that surpass existing biomarker-guided strategies for cancer treatment selection, expanding access to truly personalized medicine, and enhancing the clinical management of cancer.

PANDORUM TECHNOLOGIES



Founded by Mr. Tuhin Bhowmick in 2011, Pandorum Technologies is a biotechnology company focusing on tissue engineering and regenerative medicine. They design and manufacture three dimensional functional human tissues intended for medical research and therapeutics through a combination of cells, gels, and cell modulators, using self-assembly, 3D printing and other fabrication methods to construct desired tissue like micro-architecture. Their proprietary technology platform is designed to develop functional human tissues, such as bio-engineered Cornea and Liver, intended for medical research and therapeutic applications. Their labs are presently located in the Center for Cellular and Molecular Platforms at the National Centre for Biological Sciences campus, Bangalore and in the Bangalore BioInnovation Centre.

VYOME THERAPEUTICS



Vyome Therapeutics is an innovation-driven, clinical stage specialty pharmaceutical company, working to treat inflammatory diseases with locally-acting, next generation therapeutic solutions. Their management team members are leaders in drug development field, with deep expertise and a proven track record of successfully launching over 50 products in the life sciences and in building visionary companies. It has a robust pipeline of novel locally-acting drug candidates designed to improve current standards of care for a multifactorial diseased of unmet need underpinned by inflammation. The vision of the company is to continuously strive to innovate, research and develop novel platform technologies and a robust pipeline of novel drugs for the treatment of inflammatory diseases of unmet needs, and consequently grow into a global clinical and commercial stage specialty pharmaceutical company with a robust organization, systems and IP portfolio.

TELEMEDICINE

DOCSAPP



Founded by Mr. Satish Kannan and Enbasekar Dinadayalane, DocsApp is a startup in healthcare domain which plans to change the way healthcare is delivered and create an ecosystem for patients to seamlessly access healthcare. It is a medical consultation app through which patients can contact the specialist via chat or call from anyplace at any time. This app offers consultation services to patients of all age groups and offers private and secure consultations. With treating 5000000+ Indians and having conducted deliveries of 1000000+ blood tests and medicines, the startup also has a database of 5000+ specialist doctors in several cities and specialties. It is India's 1st ISO Certified Medical Platform and makes high quality healthcare accessible to the Indian masses for primary healthcare, second opinion for chronic diseases such as diabetes, cardiac ailments, arthritis and cancer, and other health related concerns.

LYBRATE INC.



Founded by Mr. Saurabh Arora in 2013, Lybrate is a startup in the health-tech domain which allows users to book audio, video or in-person consultations with doctors and ask health-related questions for free through its website and mobile app. The company sets out with the mission of solving 3 major issues in the domain: Limited Time, Availability of Doctors and Social Stigmas attached to certain ailments. It enables patients to book consultations with a doctor of their choice from across the country and charge them a consultation fee. Considering trust and privacy to be extremely important the company tries to ensure authenticated and complete profiles of doctors and its anonymous platforms helps it to cater to the same need. Further with their, Lybrate Cube, which is a practice management software the company helps doctors in managing appointments, electronic medical records, e-prescriptions, scheduling and helps doctors treat patients online. They further plan to use healthcare data for launching a health analytics platform to see trends and disease level data for getting better insights.

PRACTO



Founded by Mr. Shashank ND and Abhinav Lal IN 2008, Practo is a startup started to transform the healthcare industry and connect consumers with healthcare providers. Practo has evolved into single destination for consumers to take care of all their health needs as well as those of their loved ones. On Practo, consumers can find doctors and book online appointments, chat online with doctors, order medicines and lab tests, store health records and even read health articles written by doctors. For healthcare providers, Practo is the platform that helps them connect with consumers, provide a better patient experience as well as provide tools that help them manage and grow their practice. With over 2000000 healthcare providers on its platform in India, Singapore, Philippines, Brazil, Indonesia catering to consumers and providers and in 10 more countries and today is responsible for 50M appointments / year on its platform. VIPUM(Vision – User – Practitioner – Investor – Myself) is the northstar guiding our actions and decisions every day to ensure we do the right thing.

MFINE



Founded by Prasad Kompalli and Ashutosh Lawania, mfine is an AI – powered healthcare platform that connects you to hundreds of top-notch doctors online. Mfine aims to provide instant access to high-quality and reliable healthcare, especially for non-emergency conditions. The startup has over 0.7 million users who trust the mfine app as a doctor on the go. The doctors at mfine specialize in various fields and have an average experience of more than 10 years. Further, the tie-ups with top hospitals in the city help the company in providing accessible and reliable medical care to its users. The startup plans to save customers both money and time as it allows them to consult a general physician, gynecologists, dermatologists, pediatricians, gastroenterologists, cardiologists, orthopedists, dieticians, urologists by just a tap on your mobile phone.

E-PHARMA DELIVERY

NETMEDS



Founded by Pradeep Dadha, Netmeds.com, India Ki Pharmacy, is an online pharmacy brought to you by the Dadha and Company, with over 100 years' experience in dispensing quality medicines. It is a company via which users can buy and send medicines from any corner of the country – with just a few clicks of the mouse. They make a wide range of prescription medicines and other health products conveniently available all across India (including second and third tier cities and rural villages). The company also offers generic alternatives to most of their medicines, hence also promises significant savings to their customers.

PHARMEASY



Founded in 2015 by Mikhil Innani, Dharmil Sheth and Dhaval Shah, PharmEasy is a one-stop platform to book diagnostics tests like blood tests, full body checkups, and other preventive health check-ups at affordable costs. It is a leading healthcare aggregator and is one of India's top online pharmacy enabling its customers purchase medicines online by connecting them to registered retail pharmacies and getting them delivered home. With partnerships with trusted and certified labs arranging sample pick-ups from the convenience of customer's home, they also provide with timely reports. With a belief in "Simplifying Healthcare, Impacting Lives!", the company's subscription service not only ensures that their customers are reminded of refills but also ensures that they are never out on their prescription medicines.

MEDLIFE EXPRESS



Founded by Ananth Narayan, Tushar Kumar and Prashanth Singh, Medlife is a holistic healthcare company aiming to make healthcare accessible and affordable in the country. They have brought doctors, pharmacists, phlebotomists and consumers under a digital ambit saving customers from the burden of waiting in long queues, riding to a medical store or visiting a doctor. With a mission to improve health outcomes for consumers by making it simple, personal, accessible and affordable, the startup envisages to use technology to make MeDLIFE the trusted partner for 100+ million customers for their entire healthcare needs. The company currently caters to 29 states, 4000+ cities having 10 Million+ customers and 25000+ deliveries per day. Having been awarded as 2019 'Best Healthcare Startup' at the 11th edition of the FICCI Healthcare Excellence Awards 2019, the company is on its trajectory to making healthcare accessible and affordable in the country. further plan to use healthcare data for launching a health analytics platform to see trends and disease level data for getting better insights.

SASTASUNDAR



Founded by Mr. Ravi Kant Sharma and Mr. B.L. Mittal, Sasta Sundar.com is an innovative information and knowledge based web portal helping people on their path to wellness. SastaSundar.com acts as a bridge between users and the Independent Licensed Chemists and enable users to place their enquiry/indent. It is a digital platform of healthcare supported by a network of physical counseling and service centres called "Healthbuddies" and it operates in service verticals such as Pharmacy, Diagnostics and Wellness. "Sasta Sundar" is derived from a popular indian phrase in terms of consumer experience of Savings and Quality. With its pan India presence across 16000+ pincodes across India. The website can be used for varied purposes like searching for Substitutes of Generic Medicines, Booking appointments with doctors of any specialty, tracking medication of you and your family and also acts as a one stop destination for Health Articles, BMI Calculator, Vaccination Tracker, Pregnancy Calculator and Symptoms Checker.

HOME HEALTHCARE

HEALTHIANS



Founded by Mr. Deepak Sahni in 2014, Healthians is India's leading health test at home service offering a wide range of health tests across 39 cities of India, and counting. It works with a network of state-of-the-art partner laboratories and a large team of highly skilled phlebotomists who specialize in sample collection from homes. The company has created tech enabled processes ensuring that the customer's entire journey from booking to report delivery is seamless and simplified. Through their proprietary technological developments like CoolSure and SmartPrick, they make sure that the sample collection and testing process is quick, painless and of high quality. Further to ensure accuracy of reports, Healthians has deployed advanced tech-enabled quality control processes and through a mix of specialized training, remote supervision and modern age devices, Healthians has standardized the diagnostics process and it makes sure that customers get accurate reports every time. With a 7 lac+ satisfied customer base, a network of 500+ trained phlebotomists, having conducted 6.5 Mn+ Tests and being present in 39 cities across India, Healthians has turned a customer's diagnostic experience on its head, by focusing on delivering the best service experience through technology.

CALLHEALTH



Founded by Mrs. Sandhya Raju in 2013, and today led by Mr. Hari Thalapalli, Call Health is a Hyderabad-based technology-powered healthcare startup and the only company in the world to build the world's first integrated virtual and mobility platform to bring "Everything about Health" to the doorstep of the customer in and outside India. It is working on a mission to provide an eHealth platform that leverages technology, knowledge and human capital to comprehensive patient-centric services anytime, anywhere. Call Health application integrates all healthcare providers like doctors, hospitals, diagnostics, and imaging centres, pharmacies, and wellness experts, among others and enables its customers to consult them. With its business model of healthcare delivery it offers a range of personalized healthcare services including wellness, prevention, cure, and assisted care through its virtual, physical and innovation platform. The company currently provides services such as Doctor Consultation, Family Doctor, Second Opinion, myWellness and provide offline services such as Diagnostics and Imaging, Medicines and Medical Supplies, Physiotherapy, Nursing and Bedside Attendant Services.

HOME HEALTHCARE

PORTEA MEDICAL



Founded by Zachary Jones and Kiran Aneja in 2012, and bought by couple Meena Ganesh and Ganesh Krishnan in July 2013, Portea Medical is a pioneer at home healthcare and considered as one of the fastest growing provider with the most considerable in-home medical care in India. It offers services such as: Home visits from Physiotherapists, Nursing Attendants, Collection of Lab Samples from Patient's home, Medical Equipment on hire, Geriatric Care and Post-Operative Care. It works with more than 50 leading hospitals which provides for India Home Healthcare. The company promises to offer hospital-quality healthcare in the comfort of people's homes. Portea Medical's clinical procedures were developed in consultation with leading home healthcare professionals in United States. The company works in various departments like Critical Care, Physiotherapy, Nursing, Lab Tests, Doctor Consultation, Medical Equipment, Trained Attendants, Newborn Baby and Mother, Vaccination, Nutrition and Diet Consultation, Elder Care, Diabetes Care and Counseling.

HEALTHCARE AT HOME



Founded by Mr. Vivek Srivastava, HealthCare atHOME is a leading home healthcare service in India which follows best practices in medical care and maintains international protocols and standards. It has served over 400000 patients across India and has helped them recover safely and comfortably in the place they know best i.e. their HOME. It has a Vision to strive to be the most people- centric, credible and comprehensive home healthcare solutions provider in India and a mission to create a service delivery model with "people centricity" at the core of it. It plans to deliver credible clinical outcomes, for every patient, every time. Trust, Empathy, Excellence and Care are the values driving it forward and has established and reputed people like Dr. Anand Burman, Dr. Gareth Jones, Dr. Amit Varma as members of the board.

FITNESS AND WELLNESS

CURE.FIT



Founded in 2016 by Mr. Ankit Nagori and Mr. Mukesh Bansal, Curefit is a Bangalore based health care startup which serves as a platform to power healthy lifestyles and holistic cure across fitness, food, and mental well-being. It guides users in developing healthy habits and enabling them easy fulfillment of all health-related needs. The company provides an innovative combination of engagement, coaching, and delivery through a mix of offline and online channels. It operates under four domains: cult.fit – which makes fitness fun and easy ; eat.fit – which orders healthy, tasty everyday food ; mind.fit – which helps experience mindfulness, yoga and meditation; care.fit – which makes health easy and accessible. The company envisages to make health easy for its customers with fun group classes, healthy meals and accessible primary care, all on a single application. Its brand cult.fit is the largest fitness chain in India with 230+ centres and more than 1 lakh active members.

HEALTHIFYME



Founded by Mr. Tushar Vashisht and Mr. Sachin Shenoy in 2012, HealthifyMe, a Microsoft Accelerator- incubated startup is platform which assists to track your health, to check and burn the unwanted calories and boasts of a macro and nutrition tracker. It helps you plan a diet chart tracking overall health like water intake, steps and workouts. HealthifyME provides the users with a customized diet plan for weight loss and additional health goals. The company further assists its users in tracking their food intake with a diet plan and healthy recipes. The startup added to its features HealthifySmart, which according to it is "The only plan you'll ever need". HealthifySmart is an AI based platform created for the digitally savvy millennial for whom fitness is a solo journey as it gives them an AI-powered personalized diet plan based on cuisines and dishes you enjoy.

FITTERNITY



Founded in 2013 by Ms. Neha Motwani and Mr. Jayam Vora, Fitternity is an online fitness discovery and booking platform for users to book real-time sessions seamlessly and pay-per-session. Its latest platform fitternityLIVE calls for startups to experience the ease of working out at home and managing overall wellbeing through interactive LiveStream workouts, nutrition sessions, meditation classes, personal training and so on. It further provides users with options of membership portability and dynamic pricing addressing the fear of wasted long-term memberships and need for variety. The company, having a deep understanding of the pain points of consumers in their fitness journey, aims to provide an optimal solution to their customers across wellness lifecycle. The company has also partnered with top insurance companies to offer fitness linked insurance premiums, and are replacing outdated gym reimbursements with portable and flexible FitterNity Sessions for leading corporates.

GOQII



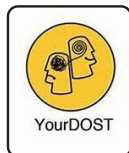
Founded by Mr. Vishal Gondal in 2014, GOQii is a smart-tech enabled, integrated preventive healthcare platform which is empowering consumers globally to lead healthier and better lives. Company's Smart Health Ecosystem integrates tools for real-time personalized coaching, a high-growth Health e-commerce store, scheduling health checkups, a health locker, a unique 'GOQii Cash' program where healthy behavior is rewarded with cash and cash discounts and insurance discounts based on health management data and live coaching by experts on GOQii Play, the health OTT platform. The company seeing the state of 'Sickcare' delivery infrastructure in India, strongly believes that preventive healthcare is the only viable long-term, mass-market solution. Company's interactive live video platform GOQii PLAY is a platform where users can watch and learn from fitness experts as they talk about lifestyle tips and perform fitness workouts.

FITNESS AND WELLNESS

HEALTHKART.COM

HEALTHKART

Founded by Prashant Tandon and Sameer Maheshwari in 2011, HealthKart is an Indian online portal for dietary supplements and healthcare devices and a one-stop-shop for customer's health and fitness needs. The company is dedicated to providing everything needed for a journey towards a fitter you. HealthKart offers the widest range of top bodybuilding supplements and has various other features which sets it apart. Their wide range of products cover Sports Nutrition Supplements like proteins, gainers, amino acids for fueling workout regime, vitamin and supplements for one's overall well-being, Ayurveda and herbs for one's better immunity and strength, health food and drinks for better digestion and detoxification. The company follows a traditional retail model, wherein they stock most of the items that a consumer sees on display and manages its logistics via third party vendors like BlueDart, DTDC, Chotu, AFL, FedEx and India Post



YOURDOST.COM

Founded by Ms. Richa Singh in 2014, YourDOST is an online counseling platform to connect with psychologists and counselors for guidance related to personal, professional and academic matters. The platform offers various counseling services in various areas like Career/Academic, Friends and Family, Love and Relationship, Sexual-Wellness, Self Improvement and so on. It has experts from various cities like Delhi, Bangalore, Mumbai, Pune, Bhopal, Hyderabad, Chennai and other major cities. The platform also has various mental wellness solutions including blogs, expert interactions, discussions and self-assessment tests for users to assess their mental well-being. Further it offers various programs for improving mental health and wellness of its users.

INNERHOUR.COM



Founded by Amit Malik and Dr. Shefali Batra in 2016, InnerHour is a Mumbai-based mental health platform which aims to address mental healthcare needs through the use of technology. Their vision is to help people live happier, healthier and more fulfilling lives. The company has a unique edge by a mix of Domain Expertise, Empathy and Quality. It has partnerships for organizing mental health and wellness programs for Employers and Schools in various areas like Depression, Stress, Anxiety, Sleep, Anger and Happiness. In the Covid era, the startup is extending its digital programs and self-help tools to healthcare professionals, work for home employees of companies and university students to support their mental wellbeing on a pro bono basis.

DIAGNOSTICS

QURE.AI



Founded by Mr. Prashant Warier and Ms. Pooja Rao in 2016, Qure.ai is an artificial intelligence based healthcare startup with a mission to make healthcare more accessible and affordable. The founding team comprises deep learning expertise with clinical, scientific and regulatory knowledge, with an advisory panel consisting of radiologists, doctors and public health experts. The company has successfully built Artificial Intelligence algorithms for medical imaging. Built with deep learning and trained using millions of images, their products identify and localize abnormalities on X-rays, MRIs and CT scans. Their products are currently used on over 20 countries across various radiology and healthcare facilities, including mobile vans and tuberculosis screening.

SIGTUPLE



Founded by Mr. Rohit Kumar Pandey and Mr. Apurv Anand in 2016, SIGTUPLE is a Bengaluru-based AI healthcare startup. The startup transcends the space of tech-enabled healthcare and is creating the technology-ground up for making healthcare affordable and accessible. The focus of the company is towards building a diagnostic fabric comprising of medical devices, software used in diagnostic setups, and provide infrastructure of services. Realising that inaccessibility, unaffordability, and inaccuracy in the healthcare delivery is because of outdated diagnostic fabric, the company started with a vision to work on the much-needed upgrade. At SigTuple, they build data driven intelligence solutions for healthcare which aid in medical diagnosis using state of art artificial intelligence techniques. It builds intelligent screening solutions to aid diagnosis through AI- powered analysis of visual medical data.

NIRAMAI



Founded by Mrs. Geetha Manjunath and Mrs. Nidhi Mathur in 2016, NIRAMAI Health Analytix is a Bangalore-based deep tech startup addressing critical healthcare problems through automated solutions. The startup has a mission to create a Universal Cancer Screening Method that helps save people's lives. Team at NIRAMAI is developing a novel software 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 which can be operated by a simple clinician. The core technology of their solution is an artificial intelligence led diagnostics platform using thermal image processing and machine learning algorithms for reliable and accurate breast cancer screening. The same solution can be used as a cancer diagnosis test in hospitals, used for regular preventive health checkups, and also for large scale screening in rural and semi-urban areas.

MEDICAL DOCUMENTS

EKINCARE



Founded by Dinesh Koka, Kiran Kalakuntla and Srikanth Samudrala in 2014, ekincare has been a reliable integrated health-care solutions provider, with beneficial health assistant programs. It is a patient-pending integrated health benefits platform helping organizations save upto 25% of healthcare costs and lowering health insurance premiums. By taking a data-driven approach to employee wellness, with an AI-powered real-time dashboard giving them population health analytics, potential risks and actionable insights. With 2000+ partners, they can provide health checkups, medicine home-delivery, eye care and dental care for all employees. By providing cutting edge health-tech services to your employees like TeleMedicine, ePharmacy, and online booking of health checkups, all on a single mobile app. Employees enjoy a personalized experience based on their health data and manage health of family members as well.

DOCTALK



Founded by Akshat Goenka, Vamsee Chamakura in 2016, Doctalk is an app to store medical reports and prescriptions and easily share them with your doctor. The Mumbai-based app is a messaging app for doctors and patients and allows users to safely save all their medical files and history on the cloud, so that they never have to carry files again. The idea is to work on an AI-based, on demand virtual assistant application to simplify the Indian Healthcare Ecosystem. The idea is to work on an AI-based on demand virtual assistant application to simplify the Indian healthcare ecosystem. Further, the platform also services doctors by preventing revenue leakage, while also assisting them in relationships with patients. The health-tech startup currently has a presence in Delhi, Mumbai and Hyderabad. Its messaging platform has been availed by 500 doctors and more than 30000+ patients.

CROWDFUNDING/ MEDICAL EMERGENCIES

IMPACTGURU



Founded by Piyush Jain and Khushboo Jain in 2014, ImoactGuru is a crowdfunding platform that offers global crowdfunding solutions for NGOs, social enterprises, startups and individuals. Launched by Maneka Gandhi, Union Minister for Women and Child Development, GOI, the company has over 100000+ Individuals and Organizations and has impacted over 15+ countries. The company believes in individual's power to make someone smile, to save someone's life, to foster brilliant ideas, to make a social change and be the impact they want to make in the world. An ImpactGuru is a person, who finds solutions to social problems, who steps up to support change-maker, who makes kindness a habit, who dares to follow his/her dream, or who simply helps out a friend in need. They believe that each Individual holds the power to effect great change and given the right tools and the right backing can become an Impact Guru himself/herself.

BLOOD DONATION

BLOODSURE



Founded by Raghav Baldwa in the year 2012 and based out of Indore, BloodSure is a platform that allows patients and their families to connect to the right blood donor. The startup is founded with a mission to eradicate blood shortage in India and help people in the event of an emergency/accident. The company has reached nearly 20000+ patients.

MEDICAL DEVICES

FORUS HEALTH



Founded by K Chandrasekhar, Forus Health is a medical technology company with an audacious goal – to eradicate preventable blindness, which is a global healthcare challenge. Preventable Blindness affects millions of people around the world today and the scenario is further compounded by poor ratio of ophthalmologists to patients in many countries of the world. We believe that innovation in technology and creative business models can help develop sustainable access to vision care. Creating social impact is in their DNA and every product they design is a direct consequence of solving a problem. They develop and manufacture highly advanced medical devices, designed for the effective management of visual health. Their technology solutions are built for affordability and accessibility for both urban and rural patients. Today it is poised to transform access to vision care by leveraging opportunities afforded by a rapidly growing digital landscape. They are providing integrated and intelligent technology modules such as Cloud-based telemedicine platforms

UE LIFESCIENCES



Founded by Mr. Mihir Shah and Mr. Matt Campisi in 2009, the company has reached around 350000+ women and detected 150+ cancer patients. Having been granted awards of \$1.5M they have further raised capital worth \$4.2M and won 12+ awards. With a vision to become a Women health company commercializing accessible, innovative medical technologies to improve clinical outcomes globally. UE LifeSciences Inc. designs, develops, and commercializes breast cancer detection solutions for women. The company provides computerized digital infrared imaging system for breast cancer detection that includes dual-infrared imaging, air cooling system, remote operation, and software analytics features. UE Lifesciences serves customers in India and the United States.

MEDICAL DEVICES

BEATO (HEALTH ARX TECHNOLOGIES PVT. LTD.)



Founded by Yash Sehgal, Gautam Chopra and Abhishek Kumar in 2015, BeatO is a full-stack platform for diabetics to seamlessly integrate monitoring, data analytics and lifestyle attributes to help its customers make healthier choices. BeatO is smartphone glucometer, complemented by real-time intervention and counseling support from our 'Diabetics Educators'. BeatO has already launched its diabetics-specific food and retail products across categories such as diabetic snacks, breakfast, and footwear. With a team size of 25 people, BeatO currently serves 25000 active customers in more than 1500 cities, even as far as Baramullah. It depicts the powerful impact that a virtual and holistic solution can have in providing healthcare to everyone.



VTITANS

vTitans is a multinational company with office in California and Chennai, it is engaged in the design, development, manufacture, and sales of innovative world-class medical devices in critical care space that would aid hospitals in improving patient outcomes. It is currently involved in developing the technologically advanced, cost-effective next-generation products and solutions for the global market. Its competitive advantages include: IP in medication delivery products, expertise in design and manufacture of proprietary medical devices, in-house R&D / manufacturing capability with global supply chain, established and experienced Distribution Channels and Superior after sales support. With a vision to be a leader in the development of cost-effective next generation intelligent, closed-loop controlled SMART syringe and infusion pumps in the near term and to establish vTitan as one of the leading medical devices R&D, Manufacturing and Distribution Company for global markets including a global distribution footprint.

WELLTHY THERAPEUTICS



Founded by Abhishek Shah, Aradh Pillai, Prayat Singh and Maaz Shaikh in 2015, Wellthy Therapeutics Pvt. Ltd. Operates as a digital therapeutics company. It offers patient centric solutions and programs for controlling diabetes through digital intervention and management. Serving customers in India, the company operates to transform chronic disease management. With a mission to inspire and enable 10 million patients to reverse, prevent or control their chronic condition by 2025. The company offers smartphone-based lifestyle management programmes for people with chronic diseases consisting of Lifestyle Tracker, Interactive Lessons, Expert Coaching, Personalized Feedback, Fun Challenges, Emergency Alert and Assistance, Experienced diabetes educator support and detailed lifestyle reports. Their therapy of type 2 diabetes is India's first prescribable digital therapeutic.



TRICOG HEALTH

Founded by Udayan DasGupta, Zainul Charbiwala, Dr. Charit Bhograj in 2014, Tricog Health Services Ltd. Is one of the world's largest predictive healthcare analytics firm. It was started by Dr. Charit Bhograj – an Interventional Cardiologist – who realized that the cardiac issues got severe due to a delay in preliminary diagnosis (ECG). It leverages its deep medical and technology expertise, to provide Virtual Cardiology Services to remote clinics. Overtime, they have evolved into a tech-driven cardiac care company backed by a highly experienced medical team. Their flagship product, InstaECG, enables us to create a network of 3000 ECG diagnosis points at various clinics, hospitals, and diagnostic centers across the globe. The company has a mission to empower doctors to save lives with the help of innovative technology and advanced AI algorithms and a vision to shift 80% chance of losing life due to a heart attack to 80% chance of surviving it.

GENOMICS

MAPMYGENOME



Founded by Anuradha Acharya in 2012, Mapmygenome India Limited is a molecular diagnostics company for people who are proactive about their health. By combining genetic report and health history with genetic counseling, MapmyGenome provides actionable steps for individuals and their physicians towards a healthier life. It started as India's pioneering Genomics Company with a vision to provide "Better Health for Indians using Technology". They have a range of products and services spanning several verticals in healthcare like Personal Genomics, Molecular Diagnostics, DNA Forensics and Brain Wellness. Their most popular services include: GenomePatri – a simple saliva-based test to decode your DNA and predict genetic risk, GenomePatri Cardio – a genomics based predictive risk assessment and management panel for cardiovascular diseases and diabetes, GenomePatri Fit – DNA-based nutrition and fitness partner, GemomePatri Brain – Wellness prognostics and predictive assessment for various diseases etc.

GENE BOX



Founded by Taher Kagdi, Pranav Anam and Shiraz Siddiqui in 2015, The GeneBox is a pioneering health-tech company that has a specialized predictive testing platform. The TGB platform can provide a comprehensive perspective about one's well-being by looking at their DNA blueprint. Their personalized reports are associated with recommendations so that not only can one understand their innate strengths and weaknesses but also make lifestyle modifications early on in life for a better, smarter health. The GeneBox is determined to propagate the benefits of predictive testing through meaningful partnerships. An unmatched labyrinth of complex systems drives the Gene Box's technology and infrastructure. Accurate sequencing performance, exhaustive knowledge repository, robust report generation engine and holistic risk scoring system are the four pillars that form The Gene Box foundation.

MEDGENOME



Founded by Mr. Sam Santhosh and Mr. Mahesh Pratapneni, MedGenome is a genomics and clinical data driven diagnostics and drug discovery Research Company founded in 2013. MedGenome is the market leader in genetic diagnostics in India and one of the highest throughput NGS sequencing labs in South Asia. They possess state of the art next generation Sequencing (NGS) facility, which houses cutting-edge genome sequencing platforms. Their footprint covers the whole of India and parts of South Asia with over 1600 hospitals and more than 5500 clinicians leveraging their services. MedGenome has successfully partnered with major hospitals and research centers across India. Having setup Genome Centers in key cities across India to create awareness about the utility and efficacy of generic testing in a clinic and offer services that are relevant and affordable to patients to manage their health outcomes.

PIERIAN DX



Founded by Rakesh Nagarajan in 2014, PierianDx Inc. develops a platform to manage, analyze, and interpret complex genomic tests for clinical laboratories across the United States. It offers Clinical Genomicist WorkStation, a software platform that manages data and workflow for each patient case, including case accessioning, sequencing, analysis, draft report, final report, and integration in electronic health record to serve health systems, children's hospitals, comprehensive cancer centers, and reference clinical laboratories. The company also offers interim assistance with consulting and technical services. PierianDx Inc. has a strategic collaboration with RTI International.

CHILD VACCINATION

ADDRESSHEALTH



Founded by Dr. Anand Lakshman in the year 2010, AddressHealth is a small team of likeminded people which came together and dreamt of changing the way child healthcare is practiced, of introducing better accessibility and affordability, of using technology and innovation to make the pediatric primary care continuum possible. At the core of this idea was the revolutionary concept of reaching quality healthcare to every child through schools. They partnered with schools, understanding that while the various educational boards and governments mandate certain healthcare facilities like school health checkups, infirmaries and health education in campuses but lack of organized services make it difficult for schools to meaningfully implement these. It has been revolutionizing this space through innovative ways of reaching into schools with quality for every child at affordable prices. Their school health service is rapidly turning this idea real, from one child to the next, one campus to the other and one city to another city.