

Venture Verse

Presentation



Inter IIT Tech Camp 12.0

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Quantsapp

Quantsapp is an App-based platform for technical analysis of options trading. The company offers workshops, strategies, and courses for trading. It also offers analytical tools, charts, and more. Its ultimate goal is to equip Retail Traders with intelligent Algorithms via Tools at a much affordable cost & without putting much knowledge they can be placed well in the battle of futures & options. Major competitors are Option Samurai (Israel) , Cindicator (USA) and Quantum Phinance (India)



Option Strategy Builder

A free tool designed by Quantsapp that lets you create your own option strategy for options trading.



Education and Training

Quantsapp offers courses, tutorials, or training in quantitative finance and algorithmic trading at cheap cost.

Algorithmic Trading Software

Quantsapp provides algorithmic trading software and tools for traders and financial institutions. These tools are designed to execute automated trades based on predefined criteria and algorithms.



Quantsapp

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- Team of quantitative analysts and experts with strong mathematical and statistical skills, which are essential in quantitative trading.
- History of innovative research in quantitative finance, which can lead to the development of unique and profitable trading strategies.

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- The financial industry is highly regulated, and compliance with trading laws can be complex and costly.
- Many retail investors may have limited knowledge of algorithmic trading, making it challenging for them to execute and manage trading strategies effectively.

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- The rising interest of retail investors in algorithmic trading presents a significant growth opportunity.
- Collaborations with financial institutions, brokers, or trading platforms can extend the company's reach.

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- The algorithmic trading industry is highly competitive, with established players and new entrants constantly developing new strategies.
- Economic downturns, global events, and sudden market fluctuations can disrupt trading algorithms and cause losses for clients.



Quantsapp

Legal

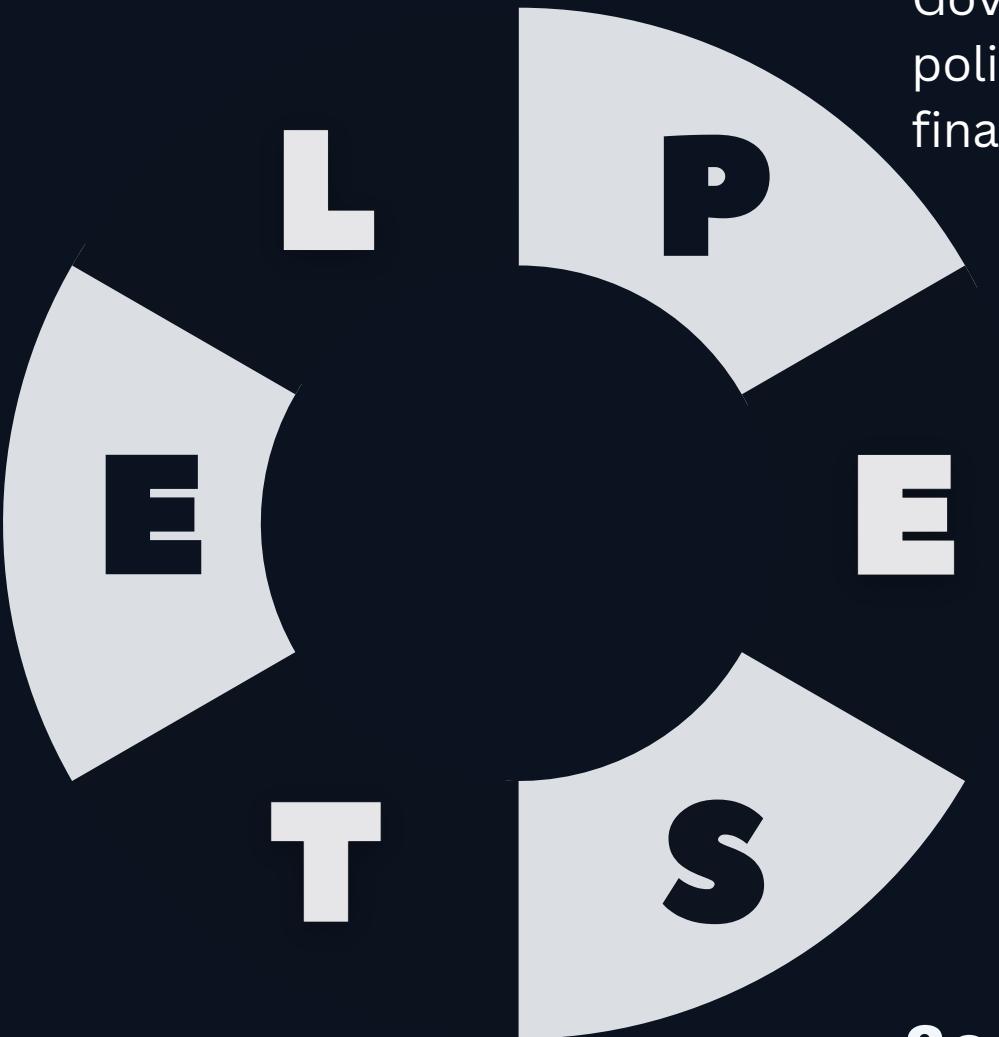
Ongoing updates in financial regulations can significantly impact algorithmic trading practices and compliance.

Environmental

Growing environmental awareness may lead to changes in investment preferences and strategies related to sustainable or ESG investing.

Technological

Rapid technological changes affect the development of trading algorithms and the company's ability to stay competitive.



Political

The company must navigate complex financial regulations and compliance standards. Government actions, such as changes in tax policies or financial regulations, can influence the financial markets and trading strategies.

Economic

Economic conditions and market fluctuations directly affect the effectiveness of algorithmic trading strategies.

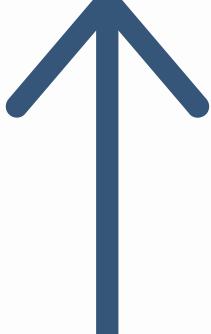
Social

Demographic shifts and interest in algorithmic trading among retail investors can impact the company's target market and require adjustments in its strategies.



Quantsapp

Porter's Five Forces

Bargaining power of Suppliers	Bargaining power of Buyers	Threat of Substitutes	Threat of new Entrants	Competitive Rivalry
 Low Many sources are available for data feeds and other tools	 High Retail Investors have choice among different players in the market	 Low Limited substitutes, especially for new investors seeking automated solutions	 Low Entering the algorithmic trading industry requires significant expertise, technology, and resources.	 High Highly competitive, with many established players continuously innovating



Arishti CyberTech

Arishti CyberTech provides an enterprise messaging platform MessageMe (MeMe). It's a nextGen enterprise Messaging platform for Sensitive Communications using patent-pending Quantum Technology and AI (Artificial Intelligence). The platform has its varied use cases in the BFSI, BPO/BPM, and Law Enforcement Agencies where the communications happen to be extremely critical and of utmost importance. A recent new product of theirs is the new MeMe Plugin which they have integrated in various It is a customizable product which can be altered to cater to the needs of the client.



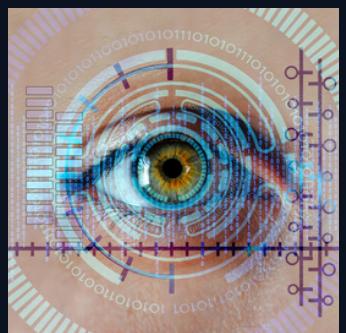
Smart Messaging

MessageMe enables organizations to efficiently manage & Control the employee communications and make sure that there is no data breach.



Intellectual Property Protection

MeMe allows you to safeguard and control your Intellectual Property from being tampered and restricts being shared to unauthorized people.



Anti Spoofing Biometrics

MeMe provides security features implemented in biometric authentication systems to prevent fraudulent attempts by attackers who use spoofing techniques to deceive the system.



Consent File Sharing

An integrated feature of **MeMe**. It allows for the responsible and ethical sharing of information while respecting the rights and preferences of all parties involved.



Advanced Encryption

The platform uses Quantum Technology to secure the sensitive communications within an organization thus reducing the possibilities of possible Data Loss.



Tracking & Forensics

Track and Find the data breach within your Enterprise by using the Forensic Investigation Capabilities within the platform.





Arishti CyberTech

TAM

The global cyber security market size was estimated at USD 202.72 billion in 2022 and is projected to grow at a CAGR of 12.3%.

Total opportunity- \$1.5 trillion to \$2.0 trillion addressable market

Recognitions

- Recognized by Data Security Council of India (A NASSCOM Initiative) for niche technology product development.
- MeMe Plugin Integration with Microsoft Teams, Outlook, Office and many more..



Indian Market

The government has allocated Rs 8,000 crore for making India a global quantum computing leader.

Competitors

QNu Labs; Funding \$6.65M
Qulabs; Funding None
Scytale Alpha; Funding None
Qpi Tech None

Funding

- Incubated at COEP's Bhau Institute of Innovation, Entrepreneurship and Leadership, Pune.
- Backed by SINE ,IITB
- KIIT MeitY TIDE 2.0 grant for product development and market commercialisation.



Arishti CyberTech

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- Arishti CyberTech specializes in quantum-safe encryption positioning them at the forefront of quantum technology.
- A growing customer base, including government agencies, financial institutions, and other security-conscious organizations, indicating market demand for their solutions

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- Quantum-safe encryption is a relatively new field, and mass adoption may take time.
- The field of quantum technology is competitive, with other companies and research institutions working on similar solutions.
- Evolving regulatory frameworks and standards in the field of quantum technology may pose challenges.

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- Increasing cybersecurity threats and the need for quantum-resistant encryption offer significant market opportunities.
- Forming partnerships with organizations interested in quantum technology.
- Expanding to global markets in need of quantum-safe encryption solutions.

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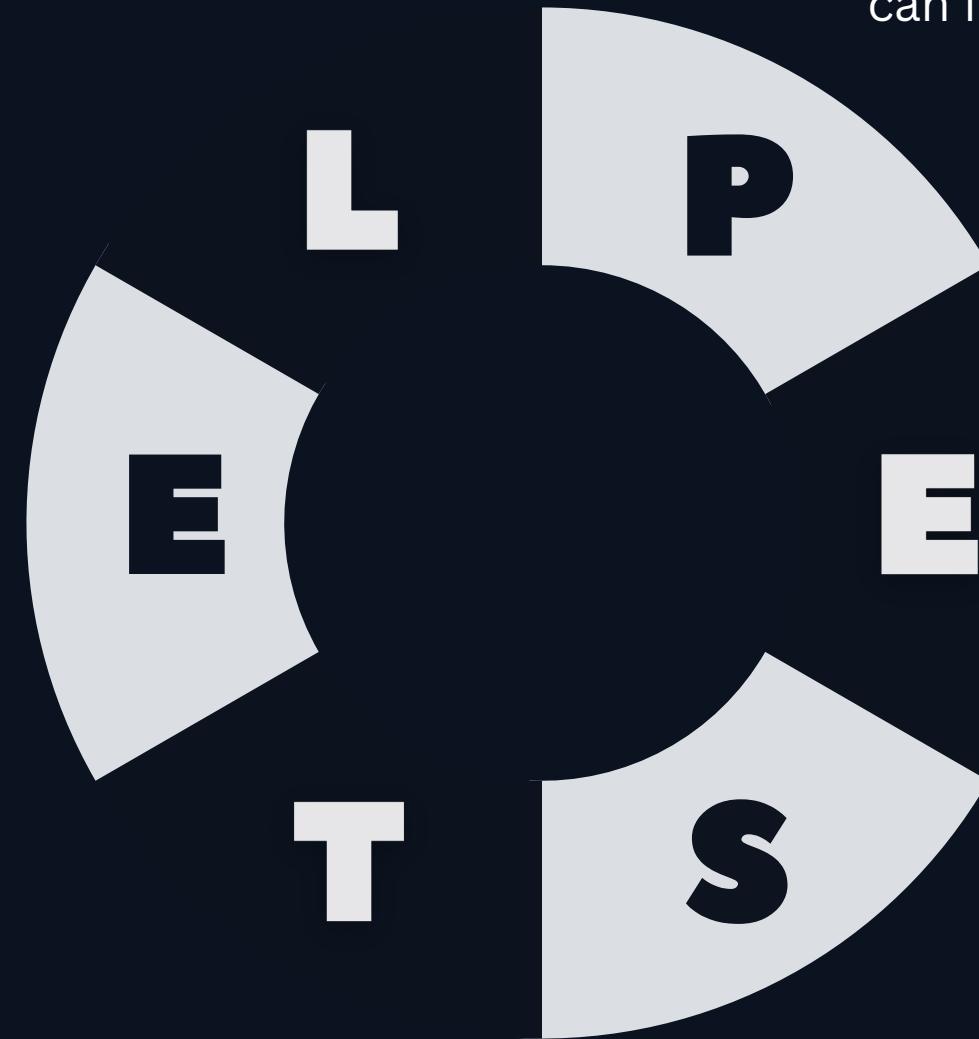
- Rapid advancements in quantum computing could potentially outpace existing quantum-safe encryption solutions.
- Economic downturns or fluctuations may affect budgets for cybersecurity investments.
- Intense competition from other quantum technology companies and startups.



Arishti CyberTech

Legal

Compliance with data protection and privacy laws, such as GDPR, is crucial for attracting clients who handle sensitive data.



Environmental

Quantum encryption technology may require substantial computing power, which can raise concerns about energy consumption and environmental impact.

Technological

Keeping up with technological advancements and maintaining a competitive edge in quantum encryption technology is essential.

Political

The political landscape can impact data security and encryption regulations. Favorable regulations can facilitate market entry.

Economic

Economic fluctuations can influence the budget of potential clients, affecting their willingness to invest in new encryption technology.

Social

Public awareness and willingness to adopt new encryption technologies are vital. Education and trust-building efforts will be necessary.



Arishti CyberTech

Porter's Five Forces

Bargaining power of Suppliers	Bargaining power of Buyers	Threat of Substitutes	Threat of new Entrants	Competitive Rivalry
<p>Low</p> <p>A variety of Cloud Server providers</p>	<p>High</p> <p>Due to large number of competitors already present.</p>	<p>High</p> <p>Due to rapid advancements in quantum Technology</p>	<p>Low</p> <p>Requires significant capital investment, technology expertise, and regulatory approvals</p>	<p>High</p> <p>Established global players have significant market share</p>



Medisim VR

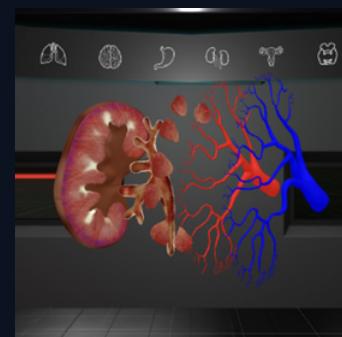
MediSim develops virtual reality platforms designed to make comprehensive medical training accessible and affordable across the world. Its patented technology helps healthcare professionals to develop essential skills virtual patients and situational training modules.

Pricing - MediSim bills Indian students an annual license fee of about \$300 to use its stations that cost \$12,000 apiece to build.



Skill Training

STRIV offers targeted clinical training, that MBBS Students, nurses, and other medical professionals require in a safe and controlled environment.



Educational Curriculum

A comprehensive portal to imbibe essential theoretical knowledge in medical subjects and have a better understanding of the fundamentals



Clinical Upskilling

A remarkable opportunity for medical students to interact with realistic virtual patients, to enhance their clinical skills and fulfill their roles.



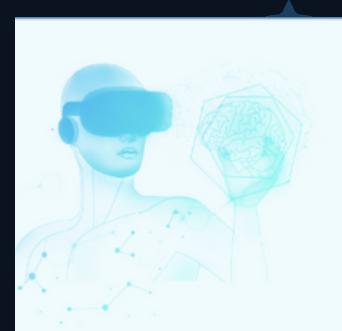
VR Therapy

Therapeutic solutions for challenges in mental health, pain & stress management, PTSD, post-chemotherapy and Substance Abuse & Addictions



Nursing VR

Certifications courses, workshops on multiple hospital scenarios on various skills and protocols that helps nursing professionals and students



In the Pipeline

There are some other innovations coming up in the world of immersive training.



Medisim VR

TAM

Globally, VR-based health-care training is a \$2.2 billion-a-year industry and is expected to grow to \$7.7 billion at 15.17% CAGR

Indian Market

Medical Colleges in India - 703
Government/aided - 388
Private - 315

Competitors

OSO VR (USA) ; Funding - \$110 M
zSpace (USA) ; Funding - \$77 M
AppliedVR (USA) ; Funding - \$71 M

Collaborations

- Started at IITM HealthTech Incubator
- India's first fully automated VR Lab in Pondicherry Institute of Medical Sciences.
- Tie up with Hartford HealthCare Corp.'s Center for Education, Simulation and Innovation
- Resident company of J&J Innovation labs, Boston
- Recognised by Massachusetts Medical Device Development Centre

Funding

- Funded by IITM and Department of Science and Technology, GoI
- Seed Round - Mar'22
Total Fundinig \$529 K ; Investors - 3
Inflection Point Ventures
The Chennai Angels
Jana Balasubramaniam



Medisim VR

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- VR gives an edge over mannikin as infinite number of scenarios can be simulated and be practiced infinite number of times
- Competency Assessment which evaluates students' skills real-time and make sure they attain a certifiable level of competency before they graduate.

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- VR environments need to be made more realistic to provide more immersion.
- The complexity of VR systems may pose operational and troubleshooting challenges in colleges where technical staff is not readily available.
- Expanding could be challenging due to the substantial need for infrastructure and professional technical personnel.

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- Medical fraternity as a whole has started focusing on giving students immersive training.
- Study shows improvement in learning outcomes when VR is being used.
- The increasing number of medical students and a lack of available human bodies are causing a shortage of cadavers.

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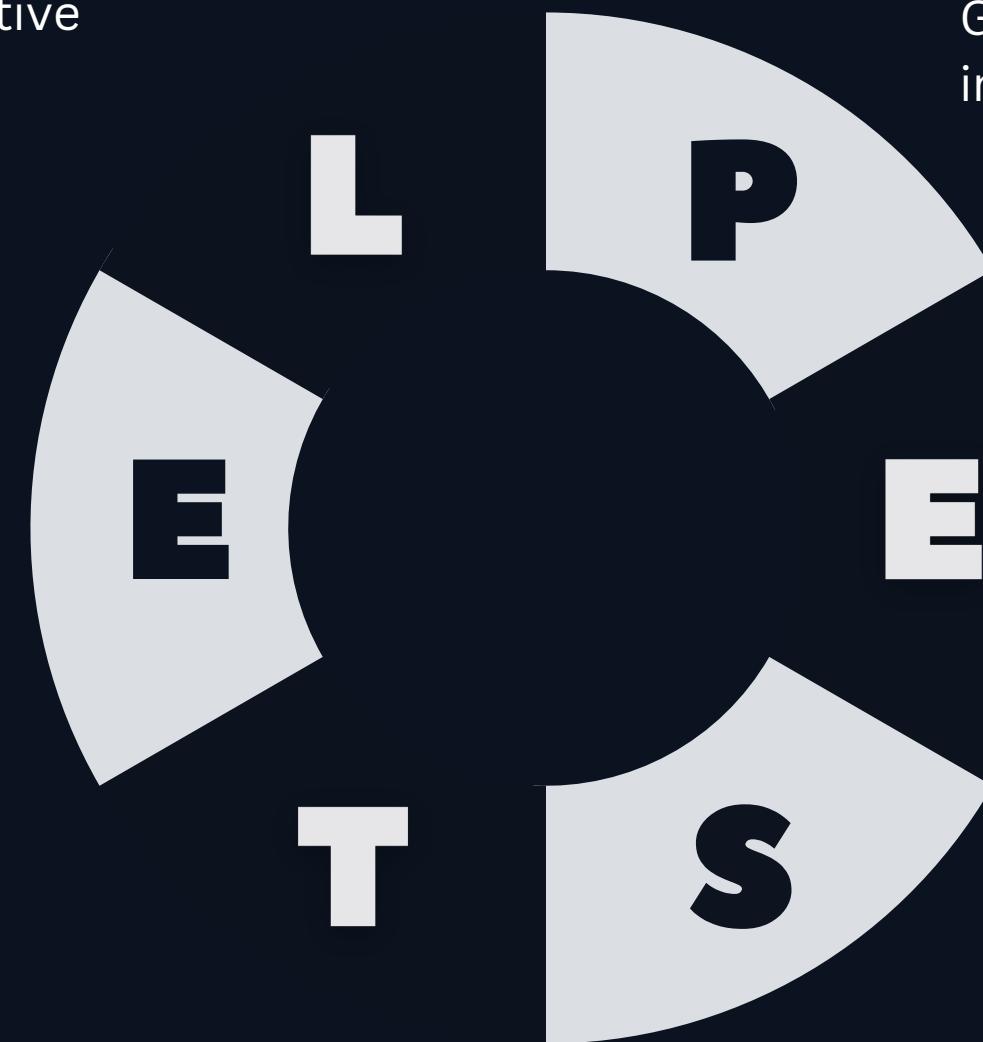
- Less adoption in Indian schools due to lack of government regulation, and colleges may not see it as necessary.
- The significant cost would be a barrier because many institutions might not see an equal value in the product.
- Presence of established global competitors make it difficult for global expansion.



Medisim VR

Legal

Potential legal disputes related to intellectual property, safety, or privacy issues. Legal challenges in case of accidents or negative outcomes during training.



Environmental

Increased scrutiny on the environmental impact of VR hardware and potential backlash.

Technological

Frequent technological advancements in Industry and limited innovation can hinder the company's ability to adapt to changing market conditions.

Political

Adherence to government regulations related to healthcare and education is essential. Government funding in medical technology can impact the company's growth.

Economic

High Installation and Operation cost can strain the company's resources and affect profitability in initial phase.

Social

Perceptions about the effectiveness of VR in healthcare training and resistance from stakeholders is a risk.



Medisim VR

Porter's Five Forces

Bargaining power of Suppliers	Bargaining power of Buyers	Threat of Substitutes	Threat of new Entrants	Competitive Rivalry
<p>Low</p> <p>Fragmented and large number of hardware part dealers</p>	<p>High</p> <p>Low demand for our product due to existent conventional techniques</p>	<p>High</p> <p>Existing Training methodologies have vast acceptability</p>	<p>Low</p> <p>Requires significant capital investment, technology expertise, and regulatory approvals</p>	<p>High</p> <p>Established global players have significant market share</p>



EVIFY

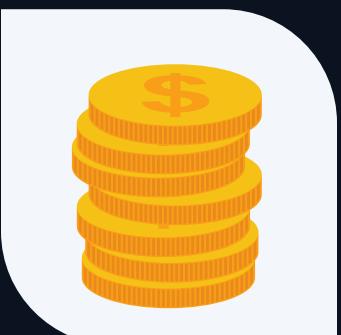
Surat
&
Ahmedabad
based.

Evify is a tech enabled startup with the focus of providing green Delivery services to all E-comm giants using Electrical Vehicles in all Tier 1,2 and 3 cities of India



Green Delivery Services

Evify uses electric vehicles for delivery to reduce carbon emissions and reliance on fossil fuels.



Low Operating Cost

Electric vehicles are often more energy-efficient and have lower operating costs compared to traditional internal combustion engine vehicles, leading to potential cost savings for the company.



Carbon negative Fleet

Evify is the largest EV fleet service provider in Gujarat and also India's 1st carbon negative EV fleet owner. The company also plans to generate carbon credits in the near future.



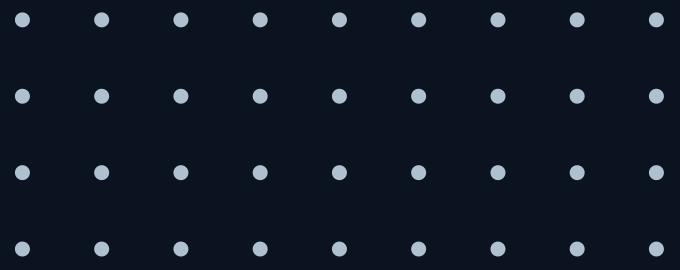
Mr. Devrishi Arora
CEO & COO



Mrs. Pragya Mittal
CMO & CFO



EVIFY



USP

- Evify mainly focuses on Tier II India, prioritizes environmental sustainability and economic services

COLLABORATIONS

- Zomato
- Swiggy
- Blue Dart
- Ecom-Express
- Flipkart
- Big Basket
- Hero Electrics

COMPETITORS

- Zypp Electric
- MoEving
- DOT

FUTURE PROSPECTS

- EVIFY plans to have a fleet of 2000 vehicles deployed successfully in Surat, Ahmedabad, Vadodara and Rajkot by the end of 2024.
- Evify is also striving to set up charging points in various parts of the city.

FUNDING

- Raised \$200k in a Seed funding round led by We Founder Circle.
- The company has raised \$398k till now through various investors.



EVIFY

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- It has managed to develop a full stack platform which is a one stop solution to riders, vendors, vehicles, operations, team, managers, financers, clients and other stakeholders.
- Evify is India's first carbon negative fleet of electric vehicles which will help to have a positive impact on the environment.

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- Higher initial capital outlay
- The availability and reliability of charging infrastructure can be a challenge.
- The company disclaims responsibility for damage, theft, delays, spoilage, or any related issues.

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- With the growing awareness of the environment and sustainability, the demand for eco-friendly electric transportation services is on the rise.
- Companies like Amazon, Swiggy, Zomato and Ikea are deploying EV's for deliveries.
- It can achieve substantial savings by cutting fuel expenses and leveraging government incentives and tax benefits.

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- The absence of a unique business model stems from the existence of similar models already operational in other Indian cities, making it challenging to capture the entire market.
- The limited range of EVs can affect their suitability for long-distance travel.



EVIFY

Legal

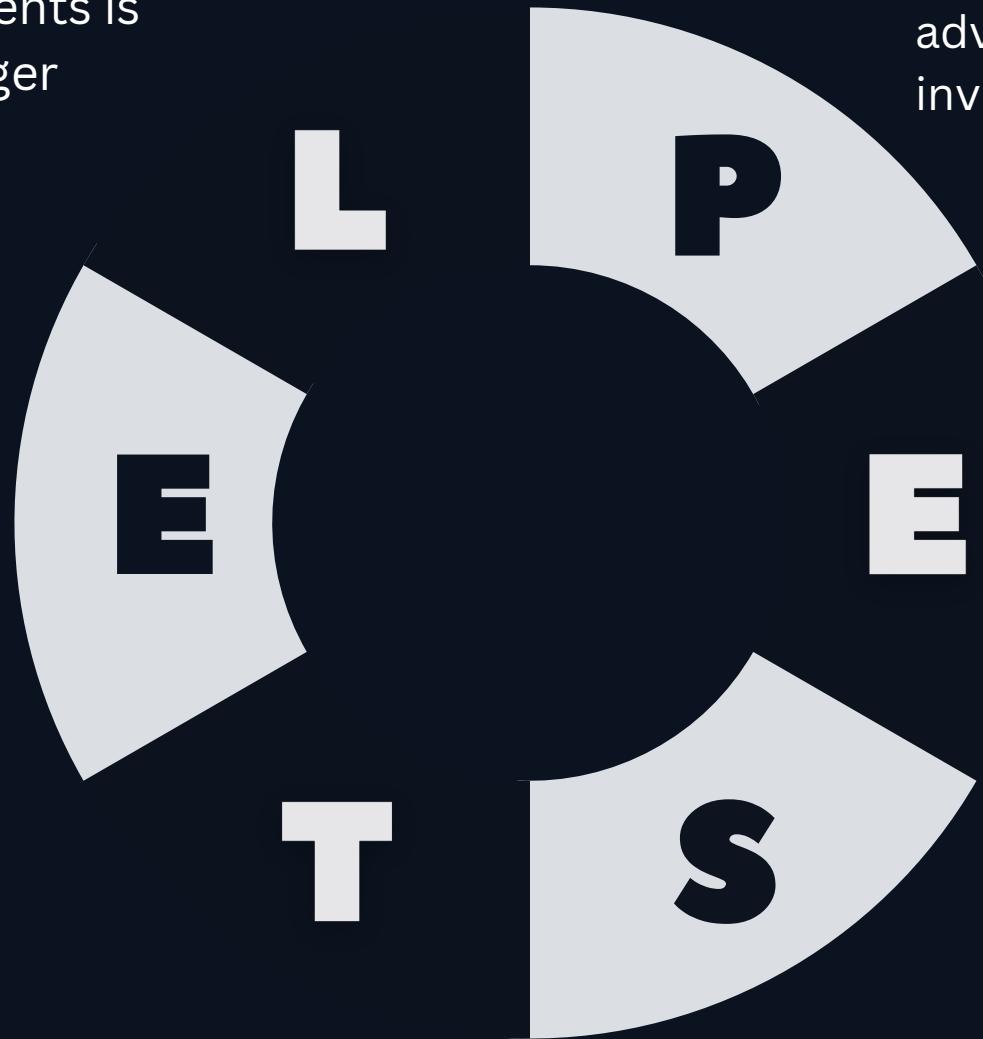
Adherence to vehicle licensing, safety regulations, accessibility laws, contractual agreements, and various legal requirements is essential to ensure compliance, passenger safety, and responsible operations.

Environmental

Promoting sustainability, the use of electric vehicles is advantageous due to reduced carbon emissions, and the electricity powering them can originate from renewable sources.

Technological

The company leverages advanced technology by adopting electric vehicles for their eco-friendly features. However, they should acknowledge that the current EVs in their fleet may require improvements, example in battery efficiency, and it's not feasible for the company to frequently replace vehicles.



Political

The Indian government is trying to install charging infrastructures in various cities, and company can leverage various government policies to gain advantages, as the government is keen on investing in sustainability.

Economic

Despite the significant initial investment, electric vehicles provide ongoing cost savings due to reduced operating expenses in contrast to conventional internal combustion engine vehicles.

Social

There is little public interaction as they are generally unconcerned about whether they receive their parcels through electric vehicles or conventional internal combustion engine vehicles.



EVIFY

Porter's Five Forces

Bargaining power of Suppliers	Bargaining power of Buyers	Threat of Substitutes	Threat of new Entrants	Competitive Rivalry
<p>Low</p> <p>As industry is evolving, large no of supplier reduce supplier influence</p>	<p>High</p> <p>Clients have choices in selecting logistics services and can switch to traditional providers based on pricing.</p>	<p>High</p> <p>Traditional ICE based logistics services are direct substitutes for general customers</p>	<p>High</p> <p>Growing interest in sustainable transportation and low starting cost attract new companies</p>	<p>High</p> <p>Competition between EVs and ICE vehicles drives price competitiveness, quality improvements, and increased efficiency.</p>



InnoDI

InnoDI, short for Innovative De-ionization, is a technology solutions provider specializing in water treatment. Established in 2016 as a private joint venture between Idropan Dell'Orto Depuratori in Milan, Italy, AquaSphere Greentech Solutions in Bangalore, India, and led by Prof. Pradeep from IIT Madras, the company offers Capacitive Deionization (CDI) technology.

PRODUCTS



Point of Entry

Innodi's "Point of Entry" (POE) product is designed to treat water at the point where it enters a facility or building using CDI technology.



Smart Water Dispenser

It is designed to provide a convenient and efficient way to dispense clean and treated water which is purified using CDI technology



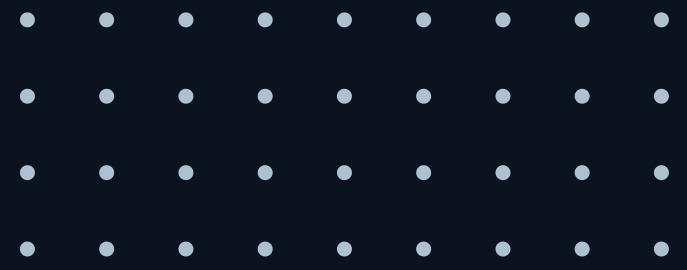
Digital Water Kiosk

The Digital Water Kiosk utilizes digital technology to offer services such as water treatment and dispensing to the public, accessible through user cards.





InnoDI



USP

- Company's usage of CDI Technology over the conventional RO which decreases the wastage of water from 70% to 20%.
- Their equipment and processes allows them to manufacture CDI cells of varying capacities based on customer's need.

COLLABORATIONS

- ICCW
- Naandi
- Rotary
- Sattva
- Baxter
- G&G Consultants
- Green buzzEnergy Pvt Ltd.
- Hand in Hand India

COMPETITORS

It holds the fourth position among many competitors, with the top three being:

- Voltea - Texas based
- Adionics - Paris based
- ResinTech - Camden based

FUTURE PROSPECTS

- They're developing innovations for consistent wastewater treatment in everyday household appliances like geysers and washing machines.
- They are trying to reach their audience currently through partners and other sources like social media marketing

FUNDING

- Its latest funding round was a Seed round on Aug 20, 2018 for \$214K.
- Total funding -\$214K



InnoDI

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- Innodi can produce over a million CDI cells annually, a scale unmatched by any other company worldwide.
- Approved by Ministry of Drinking Water and Sanitation, Government of India.
- They have installed their products in more than 25 companies within India and overseas.
- Associated with organisations having deep roots within the water business.

W

- Limited Market Awareness: Innodi faces market challenges as CDI technology is newer than traditional water treatment methods.
- Competitive Landscape: In a competitive water treatment industry, InnoDI must invest in marketing and education to establish itself.

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- While it's presently for corporate use, there's substantial potential to extend it to households via attachments for appliances like washing machines and geysers.
- Stricter environmental regulations may incentivize industries to adopt more eco-friendly water treatment technologies.

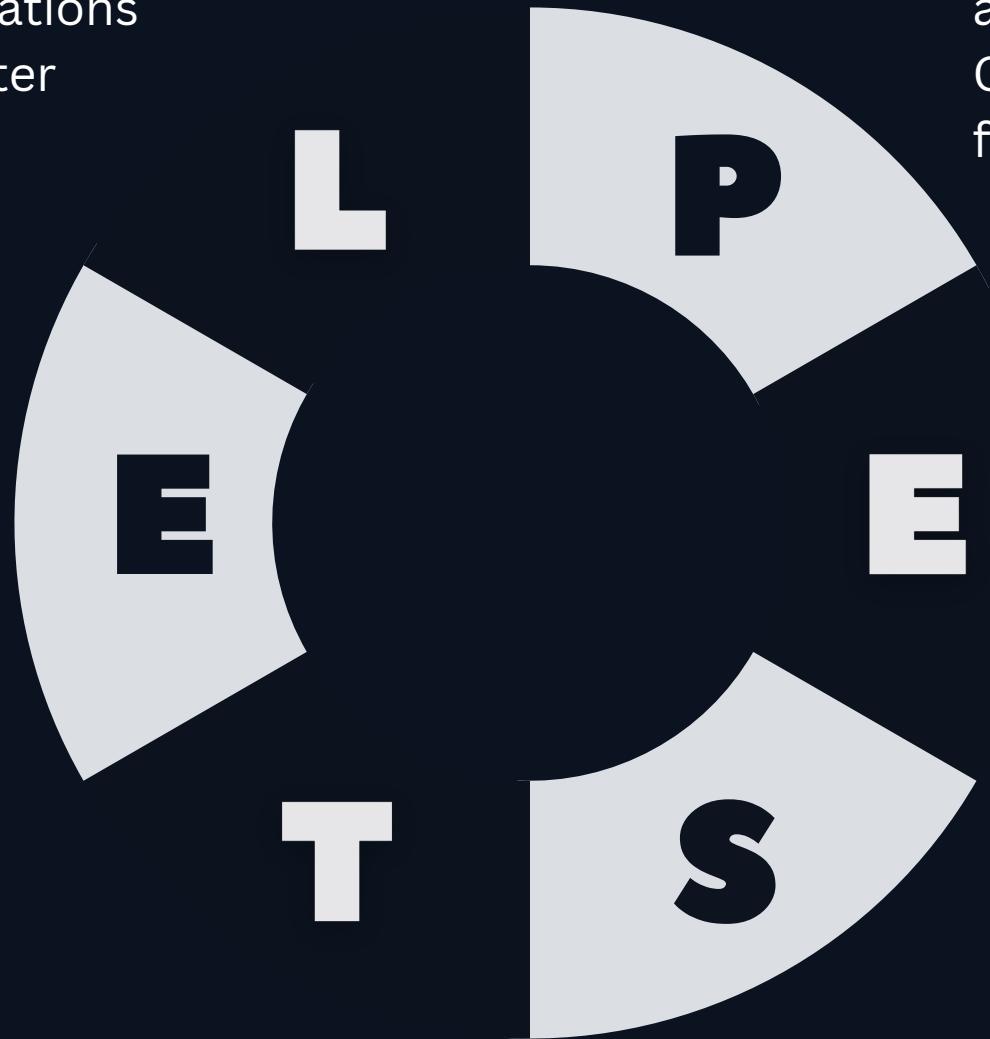
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- Getting industries and consumers to switch to CDI, a newer technology, can be tough if they're content with their existing water treatment methods.
- In economic downturns, reduced capital investment can delay CDI adoption as enthusiasm for new technologies wanes.



Legal

Protecting the intellectual property related to the CDI technology is essential to maintain a competitive edge. Complying with regulations and obtaining necessary permits for water purification is necessary.



Environmental

Global water scarcity and the need for efficient water management solutions present an opportunity for this technology.

Technological

Staying ahead of competitors through ongoing research and development is crucial. Compatibility and ease of integration with existing water treatment infrastructure are important for potential clients.

Political

Water purification technologies are often subject to environmental regulations. Adherence to local and international regulations is essential. Government incentives or subsidies for eco-friendly technologies also play an important role.

Economic

Economic conditions, including the cost of water and the overall business environment, can affect the willingness of potential clients to adopt the technology.

Social

Growing awareness of environmental issues and sustainability may create a favorable environment for water purification technologies that reduce wastage.



InnoDI

Porter's Five Forces

Bargaining power of Suppliers	Bargaining power of Buyers	Threat of Substitutes	Threat of new Entrants	Competitive Rivalry
Low Due to multiple suppliers of materials and components of CDI Technology	High Presence of numerous competitors employing CDI Technology and various other technologies as well	High Existing purification techniques and new innovations act as substitutes	Low Water purification technology typically requires substantial R&D investment, regulatory approvals, and a network of clients.	High Numerous local and international rivals provide comparable CDI technology, intensifying competition based on pricing, innovation, and product quality



Krishitantra

Krishitantra (M/s Klonec Automation Systems Pvt Ltd) is an Agri-tech startup specializing in soil technology, farm data acquisition, and related cloud services by building disruptive solutions for soil analysis using cutting-edge technologies. It was founded in 2017 by Anand Bellan Raman(COO), Sandeep Nagesh Kondaji(CEO) and Vishnu Prasada Bhat(CTO)

Industry - Global farming as a service market was valued at \$2.9 B in 2021 and is projected to reach \$12.8 billion by 2031, growing at a CAGR of 16.1%

Krishi - RASTAA

Rapid Automated Soil Testing and Agronomy Advisory is a portable and reliable way to determine soil quality. Farmers can get their soil reports instantly with interpretation of the soil analysis

- 12 Parameters Autoamted Analysis
- Rapid Test in 30 minutes
- Soil Test based Nutrient Recommendation
- Cloud Service and API Integration
- Operation through Mobile App and reports via Wapp/SMS





Krishitantra

Collaborations



ICAR – IIRR

Development of smart-farming solutions like sensor-based technologies, remote sensing and data analytics and IOT based Rapid Soil Testing Technology



Himedia

To leverage Himedia's expertise in manufacturing and marketing to expand Krishitantra's reach

NTT Group

Tokyo based business services company for global expansion



IITB – SINE

April 2019 - \$36 K



IIMK LIVE & Indigram Labs

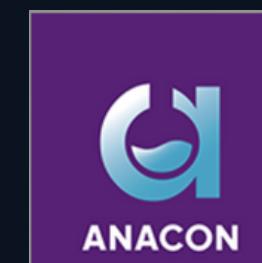
June 2020 - \$60 K



Nabventures, Omnivore

October 2020 - \$1.4 M ; Valuation - \$ 3.06 M

Clients



Competitors

Major competitors provide only Consultancy Services or Lab - Tested Soil analysis, but there isn't any player with Rapid Soil Assessment Technique



Krishitantra

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- Fast Results: The rapid soil testing technology offers quick results, allowing farmers to make timely decisions for crop management.
- AI-assisted analysis gives end-to-end farm consultancy suggesting cropping patterns, farming techniques, fertilizers, and pesticides for best yield and overall production.

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- An extensive network of Farmers is required to penetrate the product in the market which is difficult to develop in the initial stage.
- Building awareness about the product and proving its effectiveness to the stakeholders is a challenge

O

- Opportunity to capture the vast Indian market and explore other geographical markets to increase customer base.
- Collaborating with agricultural organizations and government agencies to reach untapped communities.

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- Inability to reach the target audience due to geographical barriers, regulatory and certification hurdles, and market resistance.
- Fluctuations in the agricultural sector can influence farmers' willingness to invest in advanced soil testing services.



Krishitantra

Legal

Ensuring the protection of the patented technology and compliance with intellectual property laws and compliance with data privacy and security regulations

Environmental

The company's eco-friendly approach aligns with increasing environmental consciousness, which can enhance its market appeal. Environmental changes and their impact on soil quality may drive the demand for advanced soil testing.

Technological

Staying updated with the latest advancements in soil testing technology to maintain a competitive edge is essential. Efficient data management and security are essential in handling sensitive soil data.



Political

Adherence to government regulations related to agriculture, data privacy, and environmental practices is crucial. Incentives or grants promoting sustainable and technology-driven agricultural practices can be beneficial.

Economic

Economic stability or volatility can impact farmers' willingness to invest in advanced soil testing services. Government subsidies for agriculture can influence the affordability and demand for soil testing.

Social

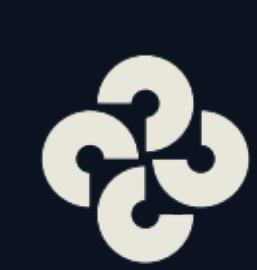
The level of awareness and acceptance of technology in farming practices varies among different demographics of farmers.



Krishitantra

Porter's Five Forces

Bargaining power of Suppliers	Bargaining power of Buyers	Threat of Substitutes	Threat of new Entrants	Competitive Rivalry
<p>Low</p> <p>Multiple suppliers for basic hardware equipments</p>	<p>High</p> <p>Farmers have choice among various service providers and negotiate prices.</p>	<p>Low</p> <p>Limited substitutes for the advanced soil testing technology, matching the speed and accuracy</p>	<p>Low</p> <p>High entry barriers such as significant investment requirements in R&D, patenting, and client networking</p>	<p>High</p> <p>Competition from other farm consultancy services that offer alternative soil testing solutions.</p>



Our Verdict

After carefully examining all 6 companies, our Team has unanimous decision to choose **Krishitantra** as the most promising Investment for our VC Firm.

It unveils significant growth potential both in the Indian and Global markets, and its groundbreaking technology has the potential to serve as a game-changer in the agriculture industry and may lead to a remarkable increase in soil productivity and farm yields, ultimately benefiting the farmers.

It has effectively formed partnerships with key stakeholders in both the public and private sectors, paving the way for its remarkable growth journey.

Thank You