We are pleased to share the Annual Activity Report for IIM Calcutta Innovation Park. This report highlights yet another year of efforts and activities towards promoting Entrepreneurship, fostering innovation and nurturing the ecosystem with special focus on the East and the Northeast India.

At IIMCIP, we believe passionate entrepreneurs can make enduring impact on the communities around the world. We've picked up the baton to groom enterprising and ethical future leaders by offering intense mentoring, capacity building programmes, access to seed fund, market connect and networking opportunities which help them transform their innovative ideas to successful business ventures.

Till date IIMCIP has mentored around one thousand startups and currently, there are forty six startups intensely groomed and nurtured at IIMCIP’s robust incubation unit. Most of them have already raised the first round of investments. Tech-based agri platform, DeHaat by Green AgRevolution and India’s fastest growing teleradiology service provider, 5C Network has recently raised million dollar or above venture funding led by marquee institutional investors.

The fact that India is infested with social challenges makes it a nation of opportunities for social entrepreneurship. IIMCIP, in association with its stakeholders, have successfully curated and executed large scale initiatives like Smart Fifty, INVENT and Tata Social Entrepreneurship Challenge aimed towards enabling scalable and sustainable social enterprises by offering them support platforms for implementing ground-breaking solutions to the social challenges.

Entrepreneurship ecosystem development, specifically in East & North East India is a focus area for IIMCIP and in a short period it has emerged as a trusted partner to several State Governments in implementing their entrepreneurship development programs. IIMCIP has been working closely with West Bengal and Mizoram Government and recently it has been delegated the responsibility by the Government of Assam to manage the state-owned incubation hub, Assam Startup – The Nest and also act as a nodal agency coordinating with various stakeholders in the startup ecosystem of the state.

IIMCIP’s unwavering commitment towards promoting entrepreneurship and nurturing innovation, keeps us on our toes and the fascinating work done by the passionate entrepreneurs motivates us to go the extra mile. This report is an attempt to highlight the outcome generated through our various programs and the social impact created by our family of startups. We sincerely seek your support to make this movement bigger and better.

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IIM Calcutta Innovation Park (IIMCIP) was set up under the aegis of IIM Calcutta to promote entrepreneurship, foster innovation and develop entrepreneurship ecosystem with a focus on East & North-East India. IIMCIP has successfully taken up the leadership role, specifically in this region, towards promoting entrepreneurship among the youth, facilitating creation of an enabling ecosystem and supporting technology enabled innovation. The start-ups incubated at IIMCIP have shown impressive growth in revenues, created huge social impact and attracted venture funds.

Our startups are working in the following sectors:

- Education & Skill Development
- Agriculture & Food
- Healthcare
- E-commerce
- Clean Technology
- Manufacturing & Logistics
- Livelihood

We work hand-in-hand with our portfolio companies in order to scale up their business and ensure sustainable impact.

- **56 Enterprises Incubated**
- **Lives Impacted:** 3,50,000+
- **Direct Employment:** 1,000+
- **Indirect Employment:** 7,000+
- **Women Empowered:** 2,000+
- **Revenue Growth in last year:** 87%
- **Revenue Generated in FY 18-19:** Rs 112 Cr
- **External Fund Raised:** Rs 55.8 Cr
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OUR FOOTPRINT

- 2 INCUBATION CENTRES in East and North East India
- 50 START-UPS operational footprint in 26 STATES
- 50+ PARTNERS
- 100+ MENTORS
5C NETWORK – Accessible, reliable and fast delivery of quality radiology report

Problem: India has a shortage of radiologists. Once a scan is done, it easily takes 2-3 days for a report to be delivered. This delays the treatment process and causes 50% deaths in the non-metro cities.

Solution: 5C network has developed a cloud based platform where the scanned image is uploaded by the hospitals/diagnostic centres. Radiologists can access these images from anywhere, diagnose and upload the report in the same platform.

Impact: The turn around time between a scan done and receiving the radiologist’s report has come down to 45 min – 3 hrs, instead of the usual 2-3 days. This is helping in starting treatment on time for the patients in the hospitals/diagnostic centres.

Reach: At present, the service is being used across 200+ hospitals and diagnostic centres in 22 states in India, with 250+ radiologists on-board and handling 40,000+ cases per month.

Major Achievements: 5C Network has raised Rs 4.5 Cr seed fund in 2018, led by Unitus Ventures. The CEO & Founder, Kalyan Sivasailam has made it to the Forbes ‘30 Under 30’ list last year.
GREEN AGREVOLUTION - Providing end-to-end agricultural solutions to farmers

Problem: Indian farmers face a plethora of problems at every stage of agricultural production like crop planning, inputs availability, unawareness about latest technology, advisory support and Market & hence the average net agricultural income per year for households is mere INR 70,000 approximately.

Solution: DeHaat is an ICT-based one stop platform for farmers that connects them for entire 360 degree needs – seeds, fertilizers, equipment, crop advisory, access to financial services & market linkage through a network of trained micro entrepreneurs.

Impact: (a) Input cost reduction (b) Yield enhancement (c) Better farm gate price ~ 50% net increment in income (d) Direct access to farmers for agri stakeholders.

Reach: Serving 60,000+ farmers in Bihar and UP through 100+ rural entrepreneurs.

Major Achievements: Green Agrevolution has raised Rs 29 Cr pre-Series A fund in FY18-19, led by Omnivore and AgFunder. This year, they have raised Rs 20 Cr venture debt from Trifecta Capital.
RCHOBBY TECH SOLUTION – Pioneers of unmanned surveillance systems

Problem: The security forces find it difficult to monitor areas inaccessible to humans. Large organizations are struggling to effectively monitor their assets. Cities are looking for solutions for hyper local intervention and to tackle citizens’ issues.

Solution: RC Hobby Tech Solution is building smart, customized and unmanned solutions integrating drones, rovers, softwares and data analysis systems to tackle multitude of problems in various sectors.

Impact: (a) Accuracy, (b) Reduction in Cost, (c) Timely intervention, (d) Saving human lives.

Reach: 90+ units of Indian Army, 10+ large organizations, 2 municipal corporations.

Major Achievements: RCHobby Tech Solutions has raised Rs 1.5 Cr seed fund in 2018, from Balmer Lawrie Co Ltd.
BODHI HEALTH EDUCATION -
Technology-based affordable training solutions for healthcare providers

Problem: Varying skills and knowledge levels of workforce entering healthcare industry.

Solution: Bodhi has developed an AI powered online training platform and game based learning for healthcare students and in-service professionals, with in-built reports and analytics.

Impact: 35% reduction in cost for health service providers for in-service training.

Reach: 50,000+ healthcare professionals in Gujarat, MP, UP, and Bihar and 4000 nurses in Indonesia have already been trained through this platform.

Major Achievements: Bodhi has raised Rs 5 Cr in multiple rounds, the latest one being Rs 1.72 Cr lead by Saranam Ventures in April 2019.
AEGIPAN ANIMAL BIOCARE -
Grading Up Bengal Goats & Generating Employment for Rural Women

Problem: Inbreeding is a distinct problem in Bengal Goats. As a result, the population of Healthy Goats are going down drastically. This ultimately affects people who depend on trading these goats for milk, meat and skin, which are very high in demand.

Solution: Aegipan Animal Biocare Private Limited preserves quality germplasm of Black Bengal Goat and provides scientific, modern technology for Artificial Insemination.

Impact: Now, the goat owners/farmers do not need to go to distant place in search of good breed-able goats. Through this insemination process, healthy goats are obtained of adequate weight. The goat owners/farmers get better price and their livelihood has improved and flourished.

Onboarded 1,00,000+ farmers from Eastern Region states. Applied 3,00,000+ Frozen Semen Doses & 5000+ Elite Black Bengal Goats have delivered so far.

Have given livelihood opportunities to 1500+ rural women through trainings on preserving germplasm and artificially inseminating the goats.

Reach: West Bengal and other Eastern Region states.
SMART FIFTY – 50 Solutions to Transform India

India’s biggest start-up hunt - reached 1 million youth, received 15000 online applications and top 50 start-ups were supported. Top 50 finalists were featured on NDTV 24X7’s Smart Fifty series.

HEALTH TRAIL ACCELERATOR PROGRAM

IIM Calcutta Innovation Park had launched Health Trail, an accelerator to foster start-ups endeavouring to offer innovative solutions to some of the largest health problems in our country, especially in the rural sector.

TATA SOCIAL ENTERPRISE CHALLENGE

India’s largest Social Enterprise Competition successfully run for the last 7 years

NORTH EAST ACCELERATOR PROGRAM

Towards creating a supportive eco-system for the entrepreneurs in North East India – mentored 15 start-ups over a period of 5 months.
ASSAM HUB

IIM Calcutta Innovation Park is the knowledge partner of Assam Government for their state-owned incubator, Assam Startup - The Nest. Through this initiative, we want to:

- Support 1000 start-ups over the next 5 years
- Attract funding opportunities to the tune of USD 250 million for state start-ups
- Establish “The Nest” as a centre of excellence in the start-up ecosystem

WEST BENGAL SHILPA SHIBIR

IIM Calcutta Innovation Park organized multiple Capacity Enhancement Programs, “Shilpa Shibir”, for 200+ District Industries Centre (DIC) Officers of the West Bengal MSME Department and the Industrial Development Officers to support District-Level Entrepreneurship Development. It made participants adept at using the key processes, systems, tools and techniques that will enable their transition from regulators to supportive facilitators of entrepreneurship in the districts of West Bengal.

MIZORAM KAILAWN

IIM Calcutta Innovation Park has been partnering with MEDMOC (Mizoram Entrepreneurship Development & Monitoring Committee), Government of Mizoram for the last two years and conducting “Mizoram Kailawn”, the state level Business Plan Contest (B-Plan contest) and the Entrepreneurship Summit (E-summit) to encourage and inspire the youth to become successful entrepreneurs and recognise and award the prospective entrepreneurs from Mizoram. In the last 2 years we have received 500+ applications and mentored entrepreneurs.