



Government of India
Ministry of Commerce and Industry
Department for Promotion of Industry and Internal Trade

#startupindia

STATES' STARTUP RANKING 2021 TELANGANA

Top Performer





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States' Startup Ranking 2021 Results



Telangana has participated in all 26 Action Points of the Startup Ranking Framework 2020. The status of Telangana's performance in each of the Reform Area has been graphically represented below. Data presented is the percentile score, which is the relative performance of the State in each Reform Area as compared to other participating States/UTs. For example, if Telangana has a score of 100th percentile in the 'Institutional Support' Reform Area, this implies that the State has scored higher than all the participating States/UTs in that Reform Area.



Telangana has been evaluated across seven Reform Areas that have a significant contribution towards propelling the startup ecosystem in the State. The State has shown remarkable performance through 'Institutional Support', 'Incubation Support' and Capacity Building for Enablers'. The range of impact generated through 'Fostering Innovation and Entrepreneurship', 'Access to Market', and 'Funding Support' is also commendable. Detailed analysis with insights into the initiatives taken by the State to promote its startup ecosystem are discussed in the subsequent sections.

*The evaluation has been done on submissions made by States/UTs and data available with Startup India, DPIIT.

Telangana Startup Ecosystem



1.1 Introduction

The State of Telangana has a robust startup ecosystem wherein startups are empowered through institutional support, incubation support, and capacity building of entrepreneurs. The State has an established network of more than 3000 startups (refer to Figure A for some of the achievements of Telangana startup ecosystem). The Telangana Innovation Policy (2016-2021) aims to create an environment that is conducive to innovation, experimentation, taking risks, and promoting entrepreneurship across the State. Through the key pillars including physical infrastructure, and promotion of grassroots and social innovation, the State has been swiftly moving from ideation to implementation of its roadmap for the growth of startups (refer to Figure B for pillars of Telangana Innovation Policy 2016).

Telangana is a manufacturing hub, ranking fourth in performance in the India Innovation Index report released by NITI Aayog¹ under the major States category. It is noteworthy that 3 startups from Telangana have won the National Startup Awards 2020.

Figure A: Achievements of Telangana Startup Ecosystem

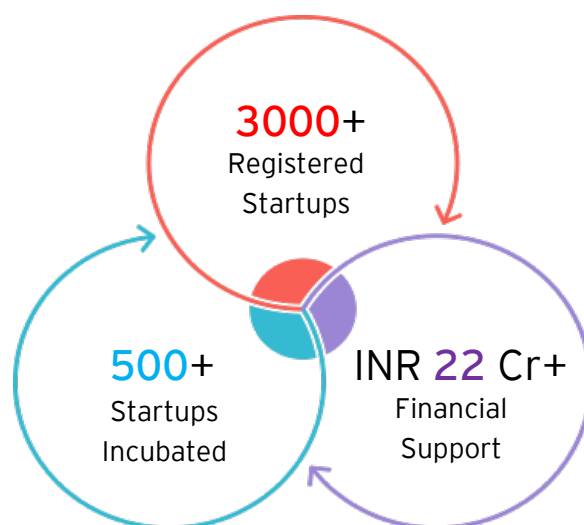
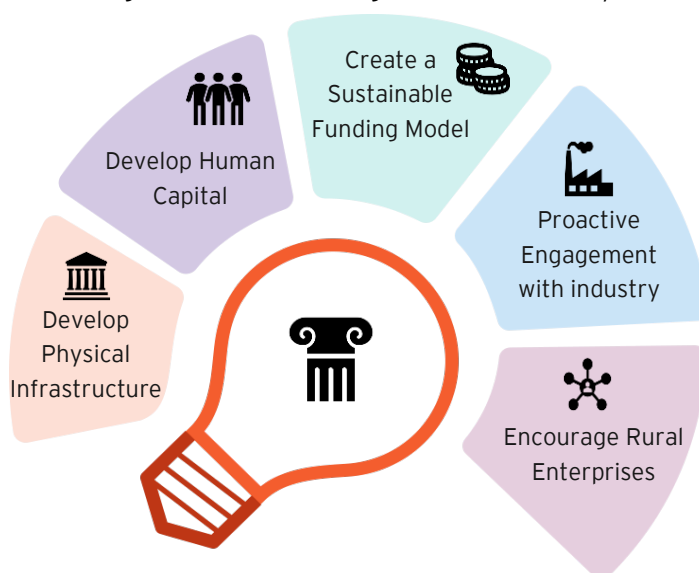


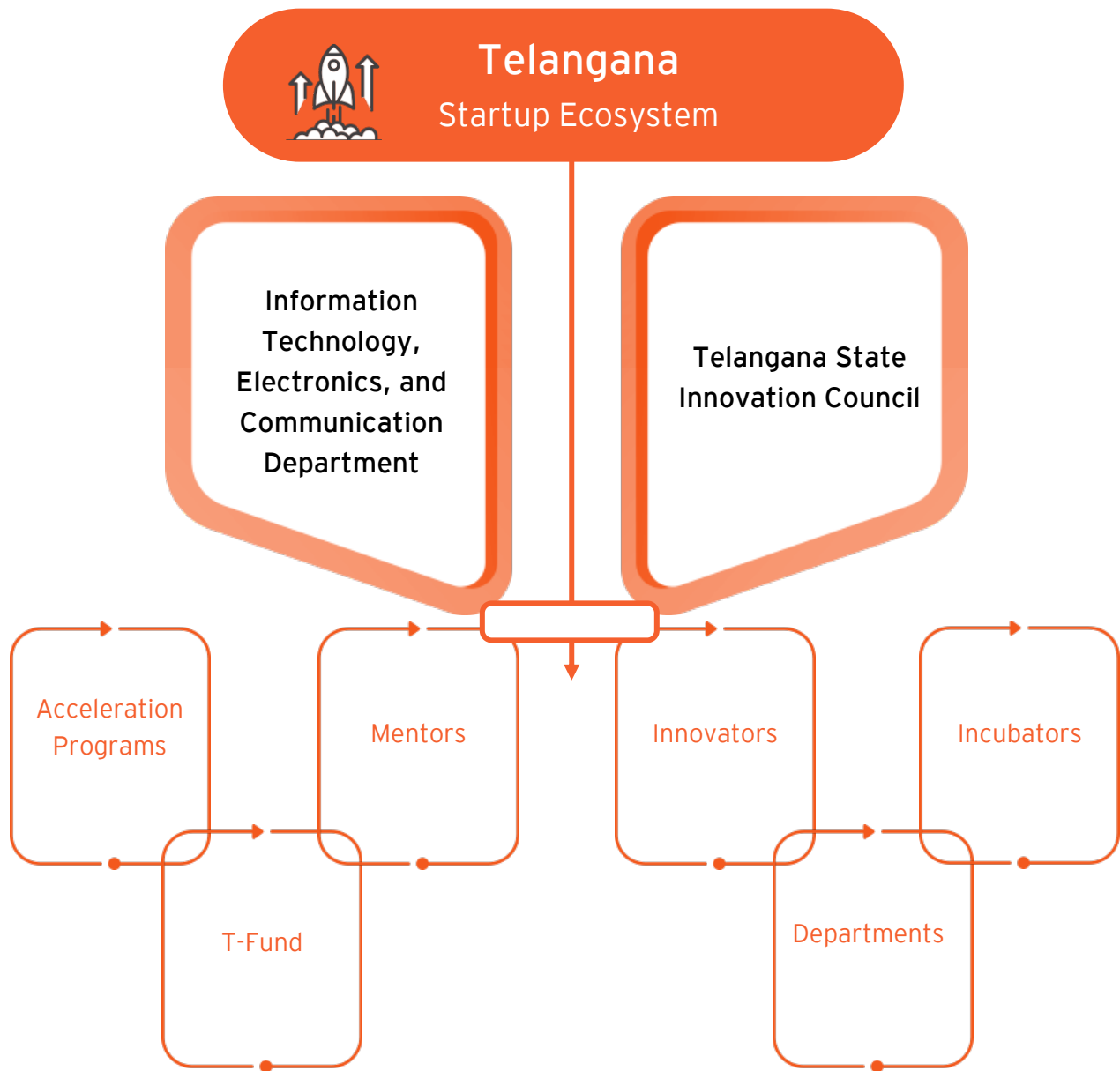
Figure B: Pillars of Telangana Innovation Policy 2016



¹Annual report 2020-2021, Industries & Commerce Department, Government of Telangana, 2021

The Information Technology, Electronics, and Communication (ITE&C) Department, Government of Telangana is the nodal department of the startup ecosystem in the State (refer to Figure C for the flowchart of Telangana Startup Ecosystem).

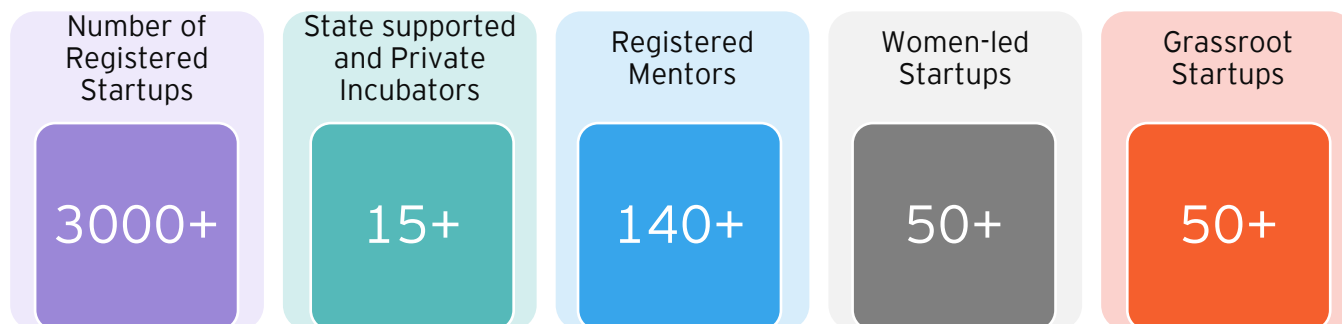
Figure C: Flowchart of Telangana Startup ecosystem



1.2 Highlights of Telangana Startup Ecosystem

The Government of Telangana has undertaken several initiatives to boost more than 3000 registered startups (refer to Figure D for the impact of initiatives undertaken by the Government of Telangana).

Figure D: Impact of Initiatives undertaken by the Government of Telangana



Telangana is home to We Hub - India's first State led Incubator for women entrepreneurs. We Hub has also been selected for the Startup India Seed Fund Scheme

T-HUB is one of the leading incubators in the State. It has supported the innovation journey of more than 1800 national and international startups and is supported by more than 100 corporate partners



RICH (Research and Innovation Circle Hyderabad), Telangana's leading incubator launched the Science and Technology Hyderabad Cluster in January 2021 to boost science, research, and innovation through a collaborative environment

T-Fund, the Co-Investment Fund set up by the Government of Telangana has allocated INR 15 crore to initiate research and innovation through a collaborative environment. T-fund invests in startups alongside established angel investors and venture capitalists



CM ST Entrepreneurship & Innovation Scheme was launched to promote startup culture among Scheduled Tribes. The scheme includes training through Telangana Incubation Centre for tribal entrepreneurs in partnership with Indian School of Business



TELANGANA STATE INNOVATION CELL

Grassroot Innovation Framework has been established to promote the regional balance in the State.

A dedicated Grassroot Innovation Fund (GIF) has been created within the framework to provide funding support to startups. TSIC has launched a program - Rejig-Hyderabad Startups, a mentoring program for startups to increase revenues post-COVID 19

Reform Area Wise Assessment



2.1 Institutional Support

Institutional Support focuses on the execution and facilitation of the State/UT's startup policy through a comprehensive portal and specific incentives provided by various Government stakeholders. This Reform Area focuses on the access to information for startups on the State-supported initiatives. It analyses whether a particular State/UT has a functional startup portal offering single window solutions for all startup ecosystem stakeholders. A holistic startup portal offers services ranging from startup registration to an efficient grievance redressal mechanism in making information accessible and inclusive through the functionality of local languages. A special focus has been drawn towards women-led startups with specially tailored incentives and schemes to ensure equitable implementation. The Reform Area also emphasizes institutionalized support provided to the startups from various State/UT Government departments.



2.1.1 Key Initiatives

Startup Telangana (startup.telangana.gov.in/) is the official website for information relating to startups in the State (refer to Figure F). The State startup policy, **Telangana Innovation Policy 2016** presents a pragmatic approach to promoting entrepreneurship through a culture of innovation across sectors which include both fiscal and non-fiscal incentives. The Information Technology, Electronics, and Communication (ITE&C) Department, Government of Telangana is the nodal department for the startup ecosystem of Telangana.

Figure E: QR Code for Startup Telangana portal



Figure F: Homepage of Startup Telangana²



² "Homepage", *Startup Telangana website*, <https://startup.telangana.gov.in/>, accessed 9 March 2022

Startup Telangana, a comprehensive startup portal, includes information such as:

1. State Startup Policy
2. Information on Nodal Department and team
3. Dedicated Helpline for Startups
4. Startup Registration with API integration with Startup India Hub
5. State-level Approvals and Clearances
6. List of Incubators and Procedures to Connect
7. List of Mentors and Procedures to Connect with Mentors
8. Detailed support on - Public Procurement, Funding, New/Amended Rules/Regulations
9. Details on Departments providing Institutional Support to Startups



Startup Telangana - the State startup portal can be translated into three different languages i.e., Telugu, Urdu, and English (refer to Figure G).

Figure G: Startup Telangana website in Telugu³



Startup Telangana also provisions a **Grievance Redressal Mechanism** for startups to raise queries on several options such as incubation support, funding support, public procurement grievances, regulatory issues, any other query or grievance.

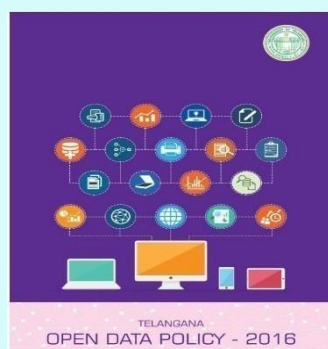
³ Homepage in Telugu", *Startup Telangana website*, <https://startup.telangana.gov.in/> accessed 9 March 2022

The Government of Telangana has supported women-led startups through the women-focused incubation centre called "WE Hub" which undertakes initiatives such as funding, mentoring, strategy, and growth. Through a Government notification, the State has identified 'women-led startups' and 'women entrepreneurs' to provide support to such startups through schemes and incentives.

Figure H: Initiatives are taken to promote women entrepreneurship



To provide institutional support to startups, the Government of Telangana has collaborated with State Government departments to initiate the Telangana Open Data Policy 2016



Telangana Open Data Policy 2016

With an aim at bringing datasets from different departments on a single platform to increase transparency in governance, the Government of Telangana adopted a bottom-up approach to acknowledge the benefits of data sharing. 10+ departments have issued orders in furtherance of this policy initiative.



2.1.2 Way Forward

The State may prioritize actions based on the suggestions below to further strengthen the startup ecosystem.

Policy Intervention⁴

- ❖ The State may provide more incentives to women led startups. The State may reserve a specific quota for women-led startups in terms of funding grants and incubation support.
- ❖ The State may conduct department-specific awareness programs and design policies along with Government orders to encourage other departments to provide holistic support to startups.
- ❖ The other departments of the State may notify the important and recurring events from their departments on the Startup Telangana portal. This may encourage more participation and leverage the collaborated efforts towards elevating the entire ecosystem.



⁴ Policy Intervention - Actions that involve policy-related engagement by the State



2.2 Fostering Innovation and Entrepreneurship

Fostering Innovation and Entrepreneurship seeks to encourage the spirit of innovation among aspiring students and rural entrepreneurs. It focuses not only on the assessment of the total number of registered startups in each State/UT, which is a direct result of the State/UT support but also on the regulatory reforms undertaken to support startups in disruptive sectors. This Reform Area assesses the extent to which Higher Educational Institutes (HEIs) have been engaged in providing support to student entrepreneurs. It also highlights the value of innovation through disruption and promotes State-supported technological disruption to help drive innovation.



2.2.1 Key Initiatives

In 2020, Telangana introduced policies to extend its support to startups, with an effort to adopt emerging technologies across various sectors and startups at the grassroots level. These policies include fiscal and non-fiscal incentives.

Grassroot Innovation Framework

The Grassroot Innovation Framework aims to encourage startups with grassroots/rural impact by defining such startups and incentivizing them through initiatives, schemes, and programs.



Grants to promote public procurement
INR 10,00,000 per year

Grants to provide early-stage monetary support
INR 20,00,000 per year

Incubation support, Mentorship and Capacity Development Workshops were conducted for startups with rural impact

Cloud Adoption Policy, 2020

The Telangana Cloud Adoption Policy 2020 encapsulates the four pillars of Cloud Adoption Framework as mentioned:

- ❖ Telangana's Cloud Mandate
- ❖ Understanding Cloud

- ❖ Planning and Procurement
- ❖ Cloud Adoption Support



Under this policy, access to Infrastructure is provided by Information Technology Electronics and Communication Department. It includes:

Cloud Centre of Excellence

Conduct capacity building sessions and provide advisory services

Catalogue of CSP service

Simplify public procurement process

Electric Vehicle and Energy Storage Policy 2020-2030



The Telangana Electric Vehicle and Energy Storage Policy 2020-2030 was launched to promote clean technology and high-density energy storage solutions. It aims to create a shift to a cleaner transportation as Electric Vehicles are the future of mobility.

The policy provides support to startups in the form of:

T-Fund: Funding support to startups for research and innovation in EV and Battery technologies

T-Works: Prototyping centre for subsidized infrastructure support for EV components, assembly and battery for startups

Artificial Intelligence Framework 2020



The Telangana AI Framework was launched to address six pillars as mentioned:

- ❖ Data Exchange Platform
- ❖ HPAIC, Skilling and Education
- ❖ Governance, Ethics and Privacy
- ❖ Research and Innovation
- ❖ Enabling Adoption and Community Collaboration
- ❖ AI Innvestment Fund

The policy provides support to startups in the form of:

- ❖ AI Startup Internship Program
- ❖ Opportunity for college students to work with AI Startups
- ❖ Support for Intellectual Property Rights



Telangana has conducted more than **20 programs** in HEIs to promote entrepreneurial spirit and support student entrepreneurs. A few of these programs are:



Central
Hackathon



Workshop
on AI/ML



T-Tribe
Launchpad



Rurathon



I-innovate



Innovator
Meet- up Series

These programs were undertaken by five institutions in the State viz., Jawaharlal Nehru Technological University Hub (J-Hub), T-Hub, WE-Hub, Telangana Academy for Skills and Knowledge (TASK), and Telangana State Innovation Cell (TSIC).

3000+ students
supported by these
programs in HEIs

50+ startups with
grassroot and rural impact
supported by the State



Telangana is one of the few States to have scheme to promote startups with grassroot and rural impact. The State conducted a program aimed at encouraging rural entrepreneurs.



Intinta Innovator

Aims to reach out to people in every household in every district and encourages them to think as problem solvers. It gives a platform to rural entrepreneurs to present their ideas for example easy brick holder for construction work, auto-plant watering system, etc.



I-innovate

Conducted on May 2020, the aim of the program was to find innovative solutions to the pressing problems caused by COVID 19. This hackathon was not about coding but rather about identifying a problem in the locality and coming up with a feasible solution.



2.2.2 Way Forward

The State may prioritize actions based on the suggestion below to further strengthen the startup ecosystem.

Policy Intervention

- ❖ The State may conduct workshops with case studies on the latest rules, regulations, and acts to support the startups in the disruptive sectors and their effect on the startup ecosystem. Startups and students from HEIs could be included in the workshops. Government departments could also be part of these workshops for effective knowledge dissemination.



2.3 Access to Market

This Reform Area seeks to encourage the State/UT Government to ease participation in the public procurement process for startups and become an enabler in connecting startups with private stakeholders. The States/UTs are evaluated based on the support provided by them to startups through the organization of showcase opportunities such as Demo-Day, Buyer-Seller Meet, National and International Events, and relaxation in rules for Government work orders. The aim is to steadily increase the number of work orders awarded to startups by helping them be at par with the established players in their respective sectors.



2.3.1 Key Initiatives

The Government of Telangana has ensured 100% relaxations on Prior Experience, Prior Turn Over, and Earnest Money Deposit (EMD) Submission to increase participation of startups in public procurement activities. In April 2018, the Department of Information Technology, Electronics, and Communications offered relaxation in the norms for startups in public procurement for technology-based solutions. The startups receive a financial advantage - a 15% relaxation on their submitted financial quotations. The proposals submitted by startups via email are considered irrespective of the tender and applications are evaluated by the Quality Evaluation Committee (QEC) based on uniqueness and innovation.

The State has conducted programs and workshops to encourage the participation of startups in public procurement activities. Some of these programs are:



GeM Samvaad Startup
Townhall



Assistive technology
Summit



Agri-Government
Startup Connect



Women Welfare and Child
Development Government
Startup Connect



Environment-
Government Startup
Connect



Health-Government
Startup Connect

Assistive Technology Summit

The program was organized by Telangana State Innovation Cell (TSIC) on the theme 'Assistive Technology for All', making affordable Assistive Technology accessible to everyone.

Conducted on the International Day of Persons with Disabilities (3 December 2020), the summit laid the foundation of Assistive Technology (AT) ecosystem in Telangana by connecting various key actors of this space such as researchers, innovators, investors, social enterprises, expert users, and Government bureaucrats on a single platform.

The State has also conducted programs with showcase opportunities for startups. One such program is:

Takeoff 2019 Demo Day: Lab32

Conducted in December 2019, **Lab32** is a incubation program is like a runway for incubated startups since it enables them to accelerate in the period of six months. The startups enrolled in the program gain momentum with which they can ‘take-off’ safely and reach newer heights.

Figure I: Demo Day of Lab32 program facilitating corporate connect



Government of Telangana has provided work orders and public procurement related benefits to **10+ startups**

INR 1 Crore+ worth work order given to startups by the State Government



2.3.2 Way Forward

The State may prioritize actions based on the suggestions below to further strengthen the startup ecosystem.

Handholding Support⁵

- ❖ The State may consider increasing the volume of work orders awarded to startups to encourage entrepreneurial development in the State.
- ❖ The State may also consider organizing annual events where startups could demonstrate their capabilities directly to the Government and subsequently take part in public procurement activities.
- ❖ In addition to events organized by the State for creating market access for the startups, the State may organize virtual product showcase opportunities for startups. Through these programs, the State can connect startups with Non-resident Indian (NRI) network of High Net Worth individuals.



⁵Handholding Support - Actions that involve States to improve provisions under access to market, incubation support, mentorship support for startups.



2.4 Incubation Support

Incubation support is provided in the form of financial and infrastructural support to startups and State-supported incubators. The State/UT Governments have been supporting incubators to set up or upgrade existing facilities through funds and incentives to enhance the incubation infrastructure. This Reform Area also aims at ensuring proportionate utilization of the incubation capacity of the State-supported incubators. The support provided by the State/UT to the incubators through programs and incentives will in turn help startups in scaling up and thereby, contributing to the growth of the State/UT startup ecosystem.



2.4.1 Key Initiatives

The State has set up 5 new incubators in the State viz.,

1. Aghub - Agriculture Innovation Hub
2. Telangana State Innovation Cell (TSIC)
3. Research and Innovation Circle of Hyderabad (RICH)
4. Telangana Cybersecurity Centre of Excellence
5. Telangana Ai Mission (T-AIM)
6. Photonics Valley Corporation

INR 5 Cr + monetary support received by new incubators.

INR 4 Cr+ monetary support received by existing incubators.

100+ startups received incubation support from State-supported incubators



10 incubators with a total seat capacity of more than 2000 have incubated **500+ startups**

The State has conducted seven major acceleration programs and three out of seven programs were conducted by T-Hub. More than **30 startups** have received support through these acceleration programs.



Few acceleration programs conducted by the State are:

Community
Slate

UTC
Innovation
Challenge

Digital India
Scale Up

T-Blockchain
Accelerator

Fintech
Innovation
Challenge

Western Digital
Accelerator



Accelerator Initiative for Diagnostics

RICH-AID

Acceleration Initiative for Diagnostics (AID) program of the Research and Innovation Circle of Hyderabad (RICH) offers a valuable platform to startups and entrepreneurs in the diagnostics sector. The program identifies and nurtures the best startups in the diagnostics space for nationwide as well as global impact. The short-listed startups receive important benefits over a period of 6 months, including mentorship support and incubation at AIC-CCMB (Atal Incubation Centre - Centre for Cellular and Molecular Biology). These startups also have access to testbeds under the Project Tej scheme at partner hospitals, access to test samples, and validation support. The shortlisted startups also receive an **acceleration grant of INR 2 Lakhs** each.

Figure J: RICH-AID program first startup cohort



2.4.2 Way Forward

The State may prioritize actions based on the suggestions below to further strengthen the startup ecosystem.

Handholding Support

- ❖ The State may explore the possibility of virtual incubation with district-level reach. The possibility for virtual incubation can be included in the existing incubators as well.
- ❖ The State may enroll more startups in acceleration programs to provide startups with the opportunity to connect with investors, engage in skill development and obtain knowledge support.



2.5 Funding Support

All startups require timely availability of funding for their growth. This Reform Area encourages various State/UT Governments to establish either Seed or Venture funds or Fund of Funds for startups. It also focuses on the access to these funds established by the State/UT Government. A special focus has been given to initiatives and programs undertaken for connecting startups with private investors through workshops, networking events, pitching sessions, and investor networking events.



2.5.1 Key Initiatives

Telangana has established a T-Fund to supplement financial assistance to startups and to promote the development of technology-based business enterprises.

T-Fund

- ❖ Sponsored by **ITE&C department** and Investment Manager appointed is T-Hub Foundation
- ❖ Aims to support the startup ecosystem of Telangana by investing in early-stage startups of the State
- ❖ Investment **limit of 20% of its investible funds** in any single portfolio
- ❖ Focuses on investments that promote financial inclusion, women entrepreneurs, sustainability, job creation, and social good

INR 15 Crore+
allocated
to T-fund

50+ startups received funding support of **INR 1 Crore+** from State-funded mechanisms

The Government of Telangana provides five kinds of incentives that result in funding support to startups:



Reimbursement
of SGST



Performance
Related Grant



Reimbursement of
Patent Registration



Reimbursement of
International Marketing



Reimbursement of
Recruitment Assistance

Further, to facilitate startup investor connect, more than **15 programs** were conducted by the State. The investor-connect programs included demo days and programs guiding startups on how to raise funding. The programs saw participation from more than **840 startups** and around **150 investors**.

Plan B - SAAS Funding and M&A Landscape in COVID World

Through this program, speakers from across the ecosystem were invited to provide insights on what a “Plan B” could be for startups. They shed light on the scenario of funding and mergers & acquisitions in a Post COVID world.

The speakers spoke about the different stages of funding that startups go through and how that will look different in the era of the Pandemic. Conducted on April 2020, more than 50 startups got the opportunity to connect with leading investors with international expertise.

Figure K: SaaS Funding and M&A Landscape in Post COVID World



2.5.2 Way Forward

The State may prioritize actions based on the suggestion below to further strengthen the startup ecosystem.

Policy Intervention

- ❖ The State may reserve a quota under the T-fund for startups in specific sectors. For example, a quota could be reserved for startups in disruptive sectors such as Electric Vehicles, Cloud Computing, E-commerce, 3D Printing, etc. This will boost the startup ecosystem in the State and bring in more engagement from startups innovating in different sectors.

Digital Infrastructure⁶

- ❖ The State may develop an online mechanism for the disbursement of funds ensuring transparency and easing the process of tracking the transactions.
- ❖ The State Government may maintain an online dashboard by integrating it into the State startup portal containing details of funding sponsored or supported by the Government.

⁶ Digital Infrastructure - Actions that involve improvement or enhancement for access to information by the State on the public domain to support startups.



2.6 Mentorship Support

Mentorship support provided by States/UTs is a crucial factor in the growth of startups that do not have the means and network to find such guidance on their own. Mentors can be from business schools providing support in terms of marketing, finances, product, international expansion, fundraising, legal, etc. They can also be founders of established businesses or academic researchers. The Reform Area measures efforts by the State/UT Government in facilitating mentorship to startups. This has been assessed by the number of startups benefitting from the State's/UT's network of mentors and the time spent by the startups with mentors.



2.6.1 Key Initiatives

The State has acknowledged the importance of mentorship in developing the startup ecosystem of the State and thus, mentorship support has been highlighted in the State Innovation Policy. All the leading incubators in the State like T-hub, TSIC, and RICH, have mentor connect programs for startups.

Mentorship to startups is provided via programs or connecting startups with founders and budding entrepreneurs through the State startup portal.

Mentorship is provided to startups through programs such as:



Digital India Scaleup Program

Organized by T-Hub, ITE&C Department with Ministry of Electronics and Information Technology and Digital India. It provides mentorship support for startups in IoT and hardware domain



Rejig -Hyd Startups

Organized by TSIC in collaboration with RICH and T-Hub. Startups were connected to mentors where they worked extensively to rejig their business strategies in the wake of the pandemic

Social Impact Bootcamp

Social Impact Bootcamp

An intensive mentoring program for social startups and enterprises that are solving some of the world's most pressing challenges while contributing towards Sustainable Development Goals (SDGs)

In addition to the programs, startups can avail mentorship through the State startup portal (refer to Figure M). Any startup founder or entrepreneur can request mentorship support by filling in a mentorship request form.

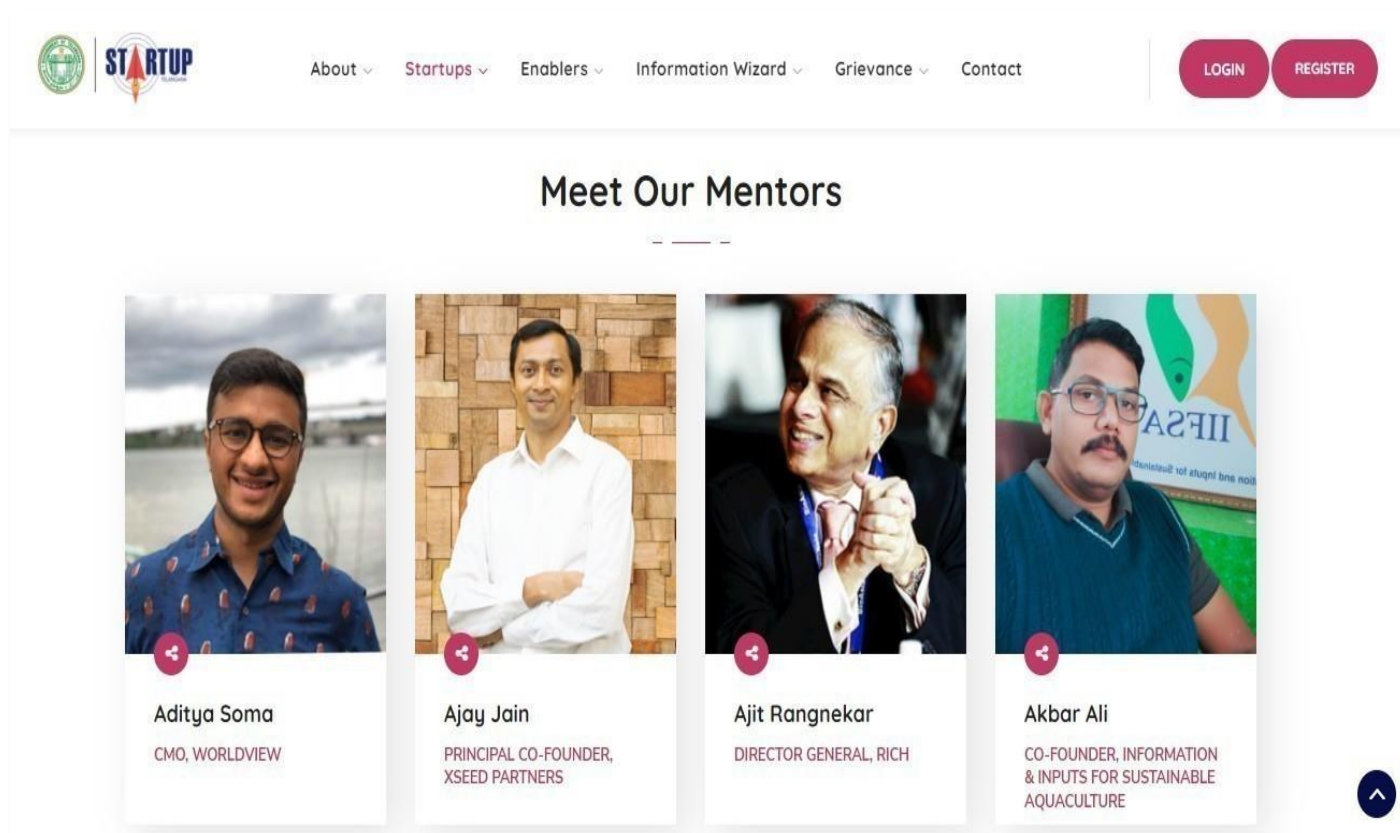
The portal offers mentorship in 12 main areas like branding, marketing, funding, management, etc. Once the request has been submitted, the startup team maps the request to the relevant mentor. Every mentorship request is fulfilled within seven days.

Figure L: QR code for Mentorship support



100+ startups connected with **142 State supported mentors**

Figure M: Webpage of mentorship support on the Startup Telangana website⁷



⁷ "Mentors", *Startup Telangana website*, <https://startup.telangana.gov.in/mentors/> accessed 9 March 2022



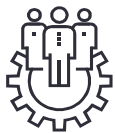
2.6.2 Way Forward

The State may prioritize actions based on the suggestions below to further strengthen the startup ecosystem.

Handholding Support

- ❖ The State may further engage and connect with mentors outside the State, at the national as well as international level.
- ❖ The option for virtual mentorship through video calls could be explored to learn from other national and international experiences.





2.7 Capacity Building of Enablers

Capacity building of key stakeholders and enablers is essential for driving the growth of the entire startup ecosystem. It is vital to provide necessary information to the key ecosystem facilitators to enable startups with the opportunity to contribute to Government initiatives. This Reform Area assesses sensitization workshops, programs conducted for Government officials, and workshops conducted to train State-supported incubators. It also focuses on the capacity development of potential private investors to encourage local private investments.



2.7.1 Key Initiatives

The Government of Telangana with support from TSIC, T-Hub, and T-Works conducted sensitization workshops for the officials of Telangana State Government departments, potential Investors, and incubators.

The workshops conducted for State Government officials included broad themes such as:

- ❖ Policy and Regulations related to Startup Ecosystem in India
- ❖ National Best Practices to encourage Entrepreneurship
- ❖ Global Best Practices to encourage Entrepreneurship
- ❖ Role of State Government in encouraging Entrepreneurship

The workshops featured expert sessions from the Startup India team and the Confederation of Indian Industry. Startup stakeholders from other states like Kerala and Maharashtra enriched the session by highlighting their experiences.

6+ Sensitization workshops for State Government officials conducted

250+ Government officials sensitized on startup landscape in the State

Sensitization workshops for Officials of State Government Departments on startup ecosystem of India

This workshop featured speakers from the leading incubator in the State, T-Hub, along with experts from the Startup India team and startup founders. Conducted on May 2021, the two-day workshop included sessions on global best practices for promoting the startup ecosystem.

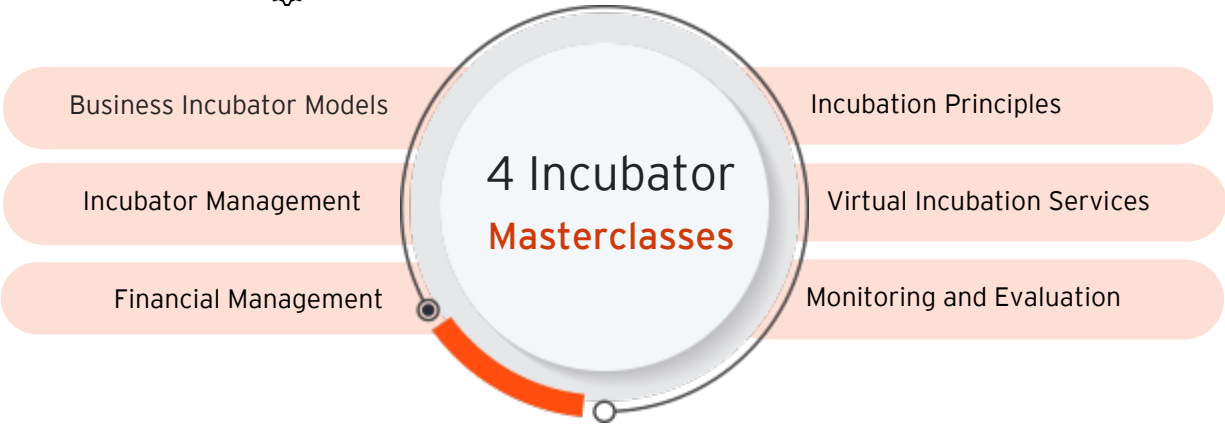
More than 70 Government officials from 5 different departments were sensitized through this program.

The State has more than **15 State-supported incubators** and all of them were trained through multiple capacity development workshops. Workshop participants included CXOs, managers, and other managerial staff from all incubators. The workshops educated the incubators on incubator management, financial management, marketing, and stakeholder management. Given the increasing virtual programs, the possibility of virtual incubation was also highlighted in the workshop.

Figure N: Sensitization workshop for Government Officials



The major themes of the incubator masterclasses were:



For potential investors, the State conducted workshops that included Angel Investor Masterclasses led by TSIC. The workshops highlighted the benefits of investing in startups along with understanding valuations and exit opportunities for investors.

The key themes of the workshop were:



Angel Investing Masterclass - Women Edition

This woman focussed angel sensitization program was conducted on April 2021 by TSIC for potential angel investors. The objective of this program was to sensitize potential investors on the benefits and rewards of investing in startups. The session included a masterclass conducted by the main trainer and a Q&A with attendees. All the speakers in the program were women and the workshop saw participation from more than 55 potential investors.

Figure O: Angel investment workshop - women edition



2.7.2 Way Forward

Capacity Building⁸

- ❖ The State may increase the reach of the various workshops in terms of the number of districts covered.
- ❖ The State may explore the opportunity of conducting virtual programs and workshops. This may help in reaching out to a broader audience.

⁸ Capacity Development - Actions that involve support extended by the State to conduct programs and workshops for ecosystem stakeholders.

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List of Abbreviations

AI	Artificial Intelligence
AIC-CCMB	Atal Incubation Centre - Centre for Cellular and Molecular Biology
AID	Acceleration Initiative for Diagnostics
AT	Assistive Technology
EMD	Earnest Money Deposit
GeM	Government e-Marketplace
GIF	Grassroot Innovation Framework
HEI	Higher Education Institution
ISB	Indian School of Business
IT&C	Information Technology, Electronics, and Communication
J-Hub	Jawaharlal Nehru Technological University Hub
NASSCOM	National Association of Software and Services Companies
QEC	Quality Evaluation Committee
QR	Quick Response
RICH	Research and Innovation Circle of Hyderabad
T-AIM	Telangana AI Mission
TASK	Telangana Academy for Skills and Knowledge
TITCE	Telangana Incubation Centre for Tribal Entrepreneurs
TSIC	Telangana State Innovation Cell
UNICEF	United Nations Children's Fund

#startupindia

CONTACT US

www.startupindia.gov.in

dipp-startups@nic.in

1800-115-565

