



AISEA

Cohort – 2 Details

AFI i-TIC Foundation Social Entrepreneurship Accelerator



aisea

About AISEA

AISEA is an accelerator program, sponsored by Department of Science and Technology, Government of India; setup jointly by i-TIC Foundation IIT Hyderabad and Action For India. AISEA helps early stage tech enabled social enterprises in the field of Healthcare, Education and Agriculture.

The accelerator mainly focuses on enterprise's business to scale, apply cost effective business models, explore wide market access by providing support for investment, mentoring, technology and government connections.

84

Application
Received

17

Startups
Selected

14

Graduating
Startups

33

Mentors/
Coaches
Associated

210

Connections
Established

80

Total Hours
of mentoring

04

Huddle
Sessions

06

Guest
Interactions



i-TIC Foundation
IIT Hyderabad

i-tic.iith.ac.in

aisea

aisea.co



actionforindia.org

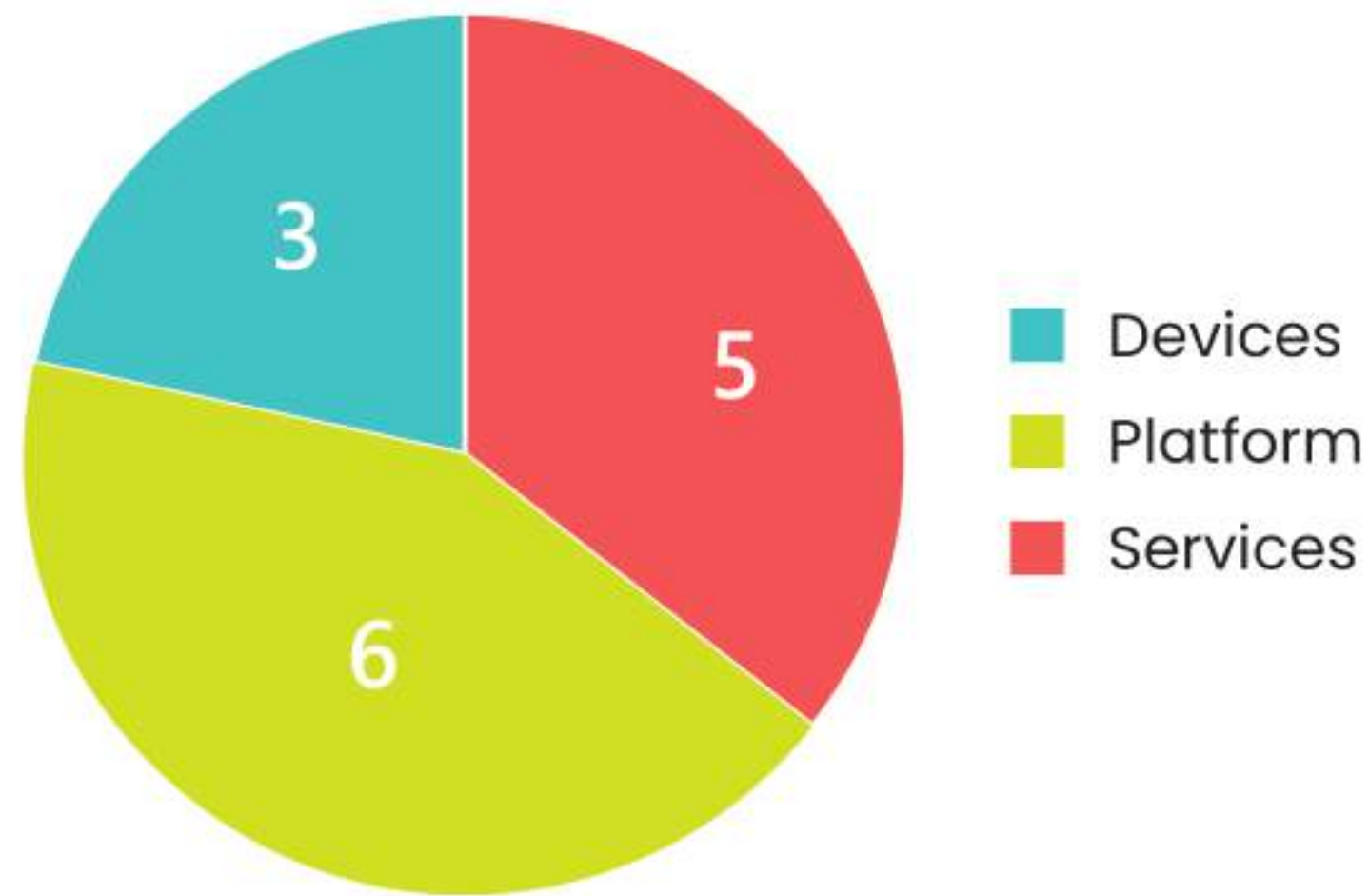


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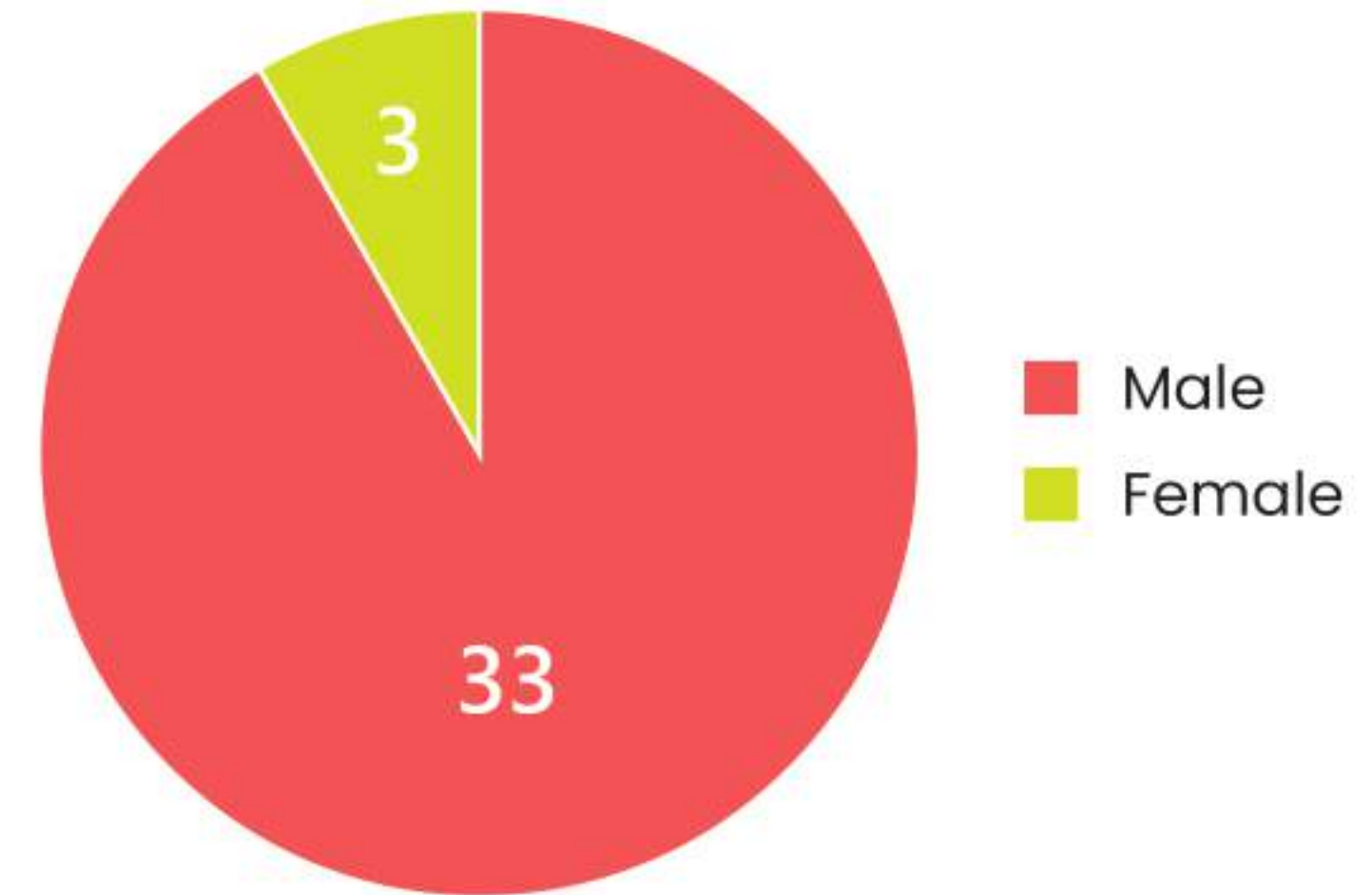


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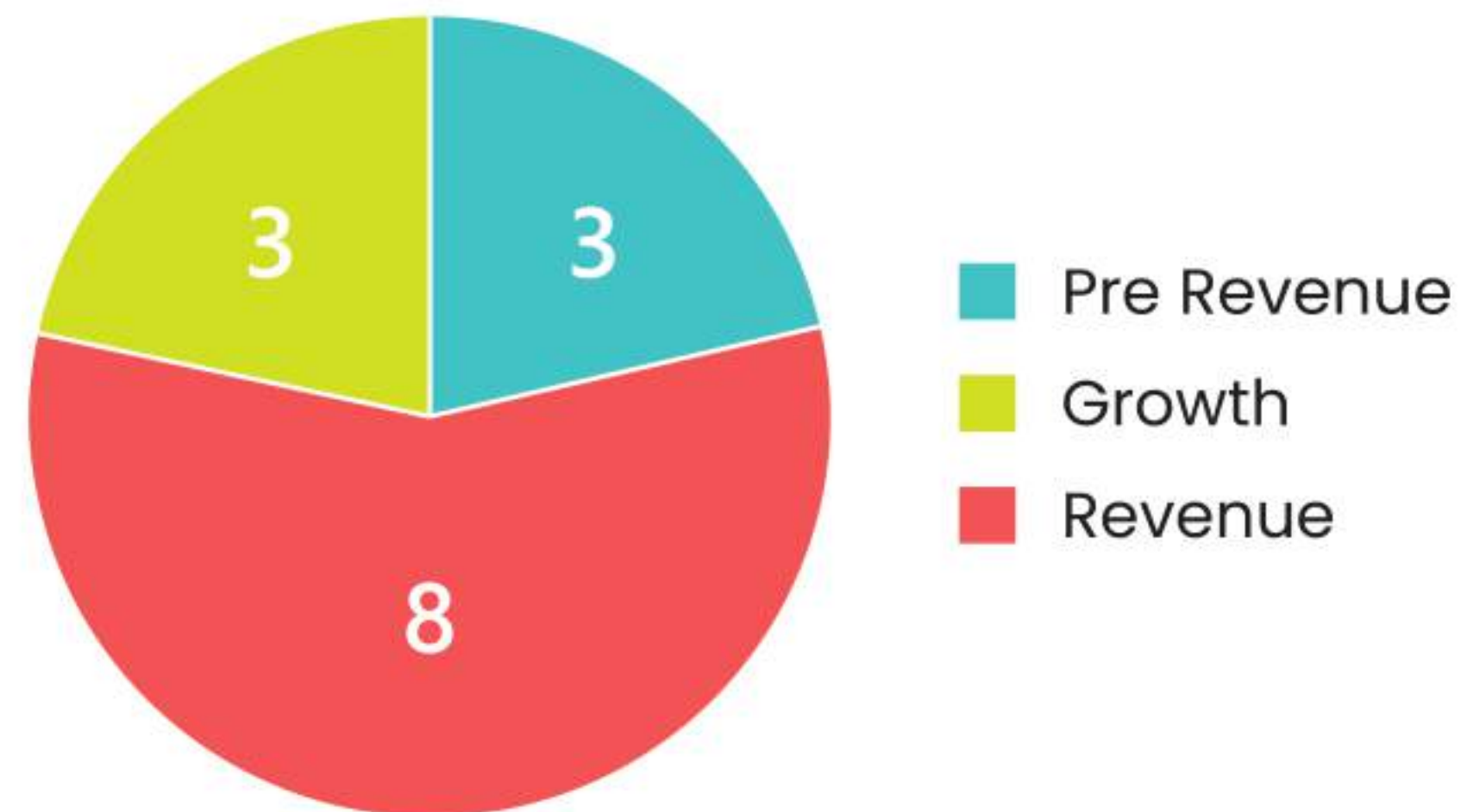
Analytics from Cohort - 2



Types of Startups

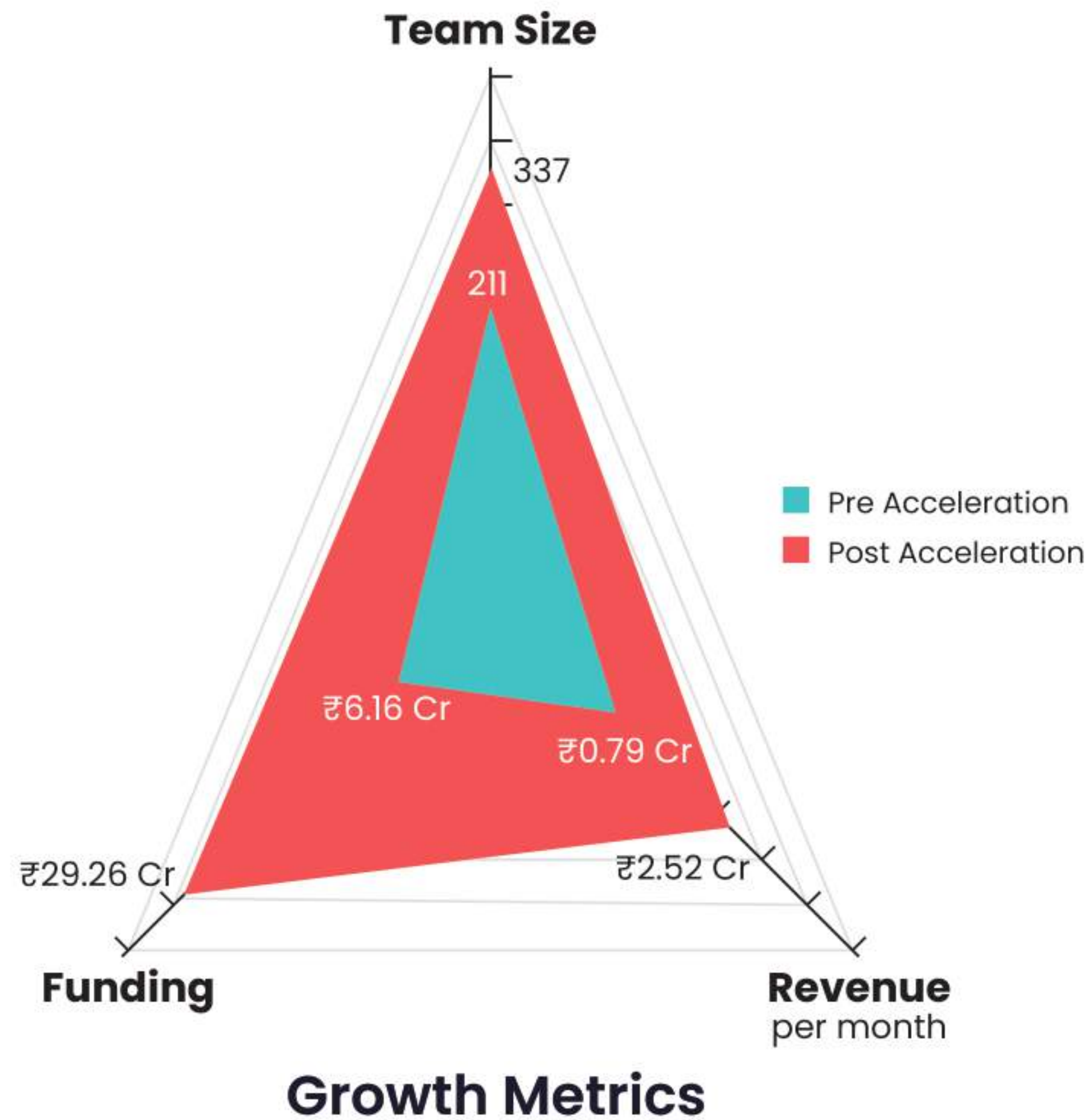
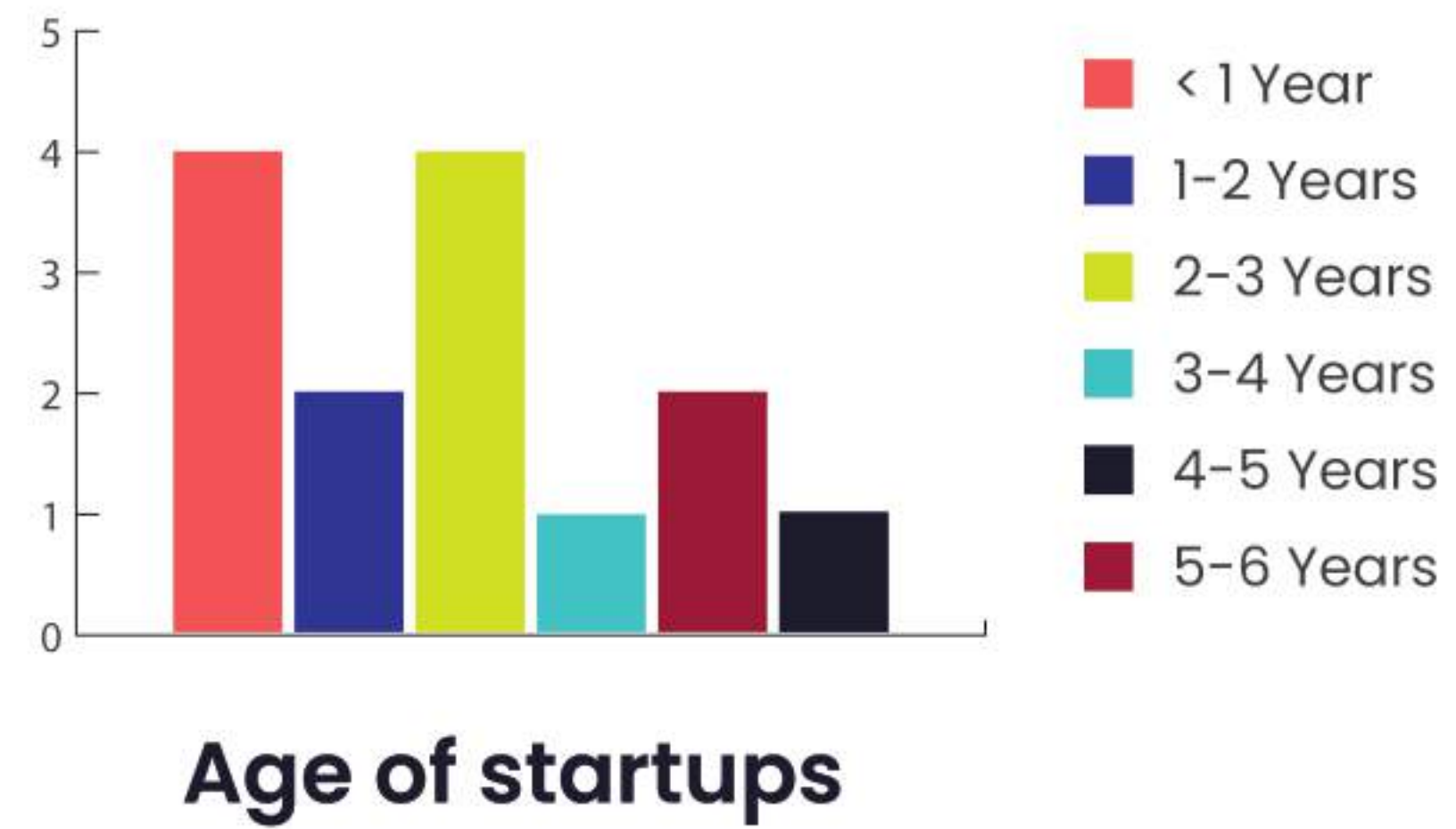
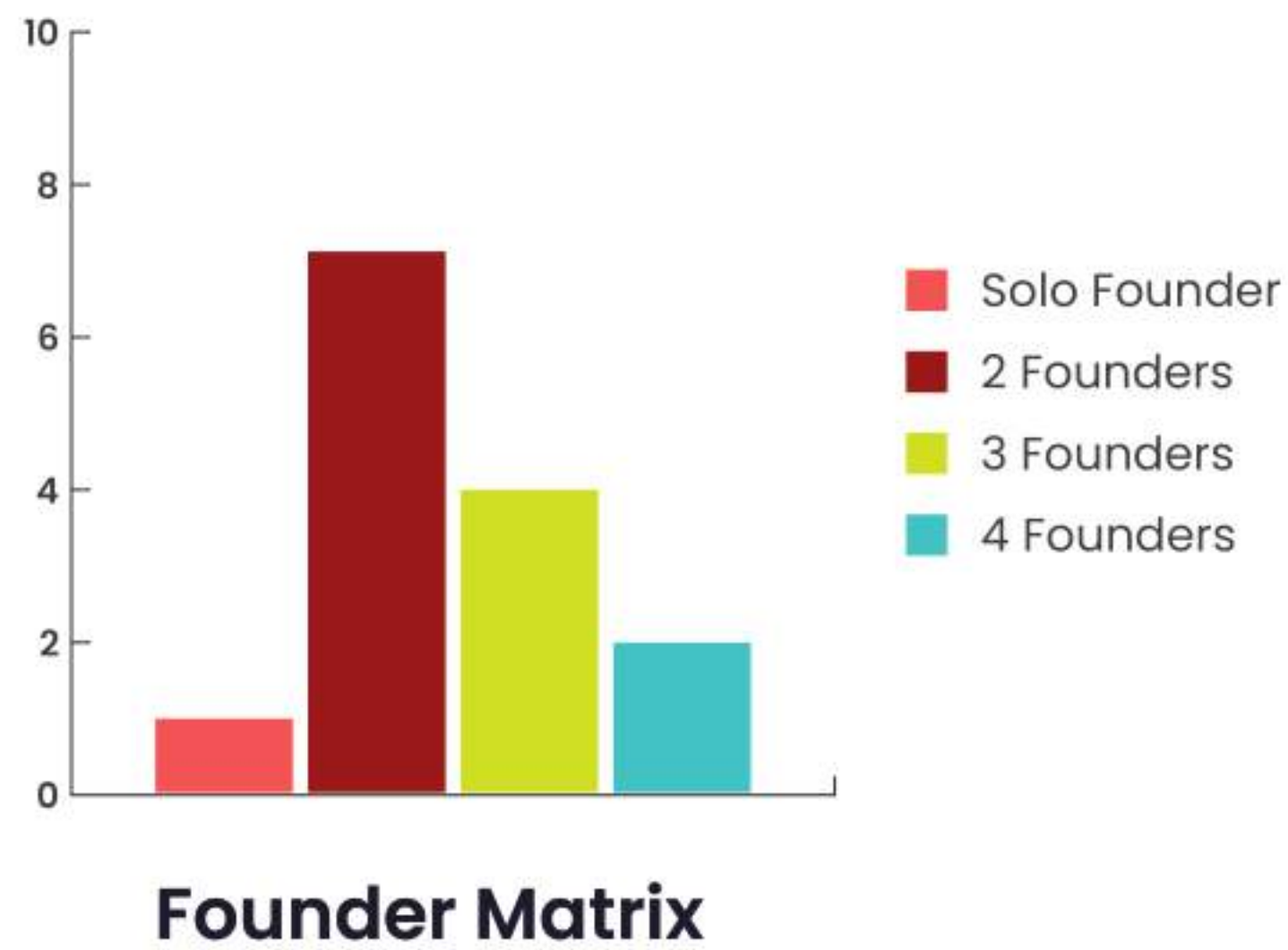


Co-Founder Gender Matrix



Stage of startups

Analytics from Cohort - 2



Cohort - 2 **Startups**



About

A voice-based EMR solution allows doctors to dictate patient history and uses AI to decipher diagnostic codes automatically from transcription.

Founders

- » Amar Kumar Dani, CEO
- » Vinay Phadnis, CTO
- » Ajay Kumar Dani, CMO
- » Anuj Mokashi, COO



Team Members

- 4 Co-Founders
- 6 developers
- 2 consultant sales



Problem Statement

Current EMR solutions require doctors to spend a significant amount of time performing administrative tasks like typing out patient medical records. Doctors find it difficult to navigate current EMR solutions for entering patient data.

Product / Services

Voice Based, AI-driven Electronic Medical Records Platform



Key Highlights

- › Finished MVP in October
- › Onboarding NU Hospital as first paying customer in November
- › Selected into AISEA, 4thly & NVIDIA Inception Program



Value Proposition

We provide a Voice based AI solution which accurately transcribes the patient's medical records



Rationale

To expand Sales and Marketing team to fuel business growth



Target Market

Clinics and Hospitals in India



Ask & Collaborator Profile

Transcription companies | Hospitals using EMR solutions

Round Closed 



Tekra Solutions Pvt Ltd (myUDAAN)

Incorporated On: May 2019

About

myUDAAN is a Technology Driven startup solving SPECIAL PEOPLE MOBILITY problems for Independent Living. The Product has been designed for PwDs and been Leveraged through the Elderly.

Founders

- » **Ravindra Singh**, COO
- » **Anil Pereira**, CSO



Problem Statement

Limited mobility, 30m Disabled and 140m Elderly face mobility challenges daily, 8 out of 10 do not leave their houses. The NEED is Mobility, Assistance and Accessibility



Value Proposition

A single epicenter App addressing all pain points like Assistance Accessibility Mobility & Inclusion



Target Market

PwD & families of PwD | Elderly and their families | Temporarily disabled | Corporates



Ask & Collaborator Profile

Retail hypermarkets | Tourist companies |
Tourism department from states |
Malls Hospital Services

₹1.5 Crore

Team Members

2 Founders
1 Technical Co founder
57 Asst. (care takers)



Product /Services

Special People Mobility Service



Key Highlights

- › Acquisition – 892 | Activation – 599 | Retention – 48% | 37 Users 3x
- › Booking Contribution's : PwD's 44% | Elderly – 32% | Others – 24%

Recent Awards:

- › Sep 2020 - National Award by NCPEDP-Mphasis Universal Design Awards 2020
- › Sep 2020 - Part of TiE Pune Nurture Accelerator 9.0
- › Aug 2020 - Winner at Disability Innovations Pre-Accelerator Lab Vihara.asia
- › June 2020 - Faster Capital commits Technology Funding
- › Mar 2020 - Winner at Meet the Drapers from Silicon Valley



Rationale

To scale the projects to parts of Maharashtra, Technology upgrade, Product Designing & Enhancement



About

We provide a SaaS product to handle the complete insurance department of a hospital, also provide service to manage that and provide eco-system to bring hospital, patient and insurance provider on a single platform.

Founders

- » **Vikram Chunarkar**, CEO
- » **Ajit Chunarkar**, COO
- » **Madhuri Chunarkar**, Co-Founder



Team Members

- 3 Co-Founders
- 5 Developers
- 15 Other employees



Problem Statement

No direct integrated network exists between Hospitals, Insurance Providers & Patients.



Product / Services

Hospital Cashless & Empanelment Management System



Value Proposition

Focus on hospital pain points and try to solve them while providing insurance services



Key Highlights

- › HEMS launched on 1st June 2020, 450 Hospital on boarded
- › Got selected for AIC NMIMS - NITI AYOGE Incubation Center
- › Experience of 1 Million cashless cases
- › Finalist for the Citypreneurs Award Seoul, South Korea
- › Experience of 1.2 lacs of empanelment
- › Startup India Recognized



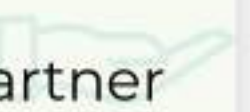
Target Market

Patient, Hospitals & Insurance Providers



Rationale

Looking for some insurance provider industry contacts to partner with them



Ask & Collaborator Profile

Insurance Companies | Third Party Insurance Agent Companies

₹60 Lakhs

About

Mission driven digital platform for reproductive and sexual health.



Founders

- » Dr Sudhir Gupta, Co-Founder
- » Ashish Arora, CEO



Team Members

2 Co-founders | 4 techies & digital marketers |
7 in-house doctors + psychologists | 10 operations executives |
1 accountant



Problem Statement

Millions of adults are in need of sound advice and treatment on matters pertaining to sexual and reproductive health. Vast majority of them feel too embarrassed to approach a health facility due to social inhibitions and cultural taboos. To further add to the problem, the availability of dedicated sexual health clinics is very limited even in metro cities. STIs (sexually transmitted infections) is a hidden and raging epidemic in India which needs urgent attention.

Product / Services

STI Diagnostics | Tele-consults & tele-therapy | DIY tests



Key Highlights

1. Incubated at Start-up Chile in 2017
2. Got first runners up award at Innovfest Unbound, Singapore in the category ""oncology"" in 2019.
3. Scaled up revenue from INR 32 lacs in 2017 to INR 1.5 crores in 2019.
4. Expected revenue in the current FY - INR 2 crores, despite lost time due to Covid
5. First ones to have online clinic for LGBTQ community.
6. Invited to speak at National level conferences on HIV. Our paper selected at AIDS 2020 conference in USA.

Value Proposition

Pioneers in the domain of online sexual health | Deep expertise in addressing STI related issues | A network of 4000+ collection centres, home sample collection facility in 20+ cities



Target Market

People above 18 years of age | LGBTQIA+ community



Ask & Collaborator Profile

Sexual & reproductive health solutions |
Diagnostics | Tele-therapy & tele-medicine

₹16 Crore



Rationale

- 1 To create a more dense network in metro cities
- 2 To create regional hubs and to scale up operations
- 3 For better digital marketing and brand communication
4. To start working on new revenue streams.



Anvayaa Kin Care Private Limited

Incorporated On: April 2016

About

Anvayaa is India's only 360-degree, technology enabled personalized senior care platform offers a one-stop solution for all senior care needs. Provides assistance for healthcare, medical emergencies, socialization, daily-needs and payment management in addition other needs.

Founders

- » Prashanth Reddy, Founder
- » Deepika Reddy, Co-Founder
- » Prashanth Patkar, Head Operations



Problem Statement

Population of Seniors is expected to be 21% in 2050. Research suggests that approximately 98% of the Elders prefer to live in their own homes and not live in old age homes. Around 75% live independently, 80% of the Elders require support for their daily activities. 90% feel lonely and isolated.

Value Proposition

Providing high touch technology enabled personalised services for the elderly. | A true one stop solution for all elderly needs. Delivering Peace of Mind to the Elderly and their Kin by establishing trust and being transparent. | Smart watch wearable (AI & IoT) technology enabling predictable and Pro-active care.

Target Market

Senior citizens | Families of Senior Citizen



Ask & Collaborator Profile

Ecommerce Platforms for product deployment | Corporates | Central Govt. health agencies

₹5 Crore

Team Members

3 Founders | 10 Developers | 5 Managers | 9 Sales & Support | 40 Care Managers



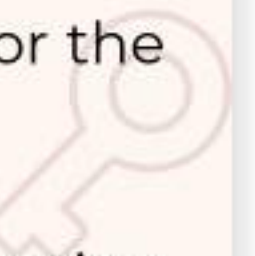
Product / Services

Personalized Senior Care Platform & Integrated Smart Watch Emergency Response Solution.



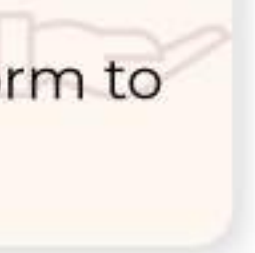
Key Highlights

- › Reached 100+ customers by Jan-2018 and 500+ by Mar 2019
- › Awarded HYSEA best software product under social impact category
- › Recognized as the top 10 most wanted startup by HYSEA for the year 2019
- › Finalist for the Citypreneurs Award Seoul, South Korea
- › DIPP registered under Start up India with income tax exemption granted.
- › Winner best startup at E-Summitte - IIT Madras 2020
- › Small Scale Entrepreneur of the year 2020 by HMA(Hyderabad Management Association)



Rationale

Connected to investments partners | Expansion of the platform to international market





Manentia Advisory Pvt. Ltd.

Incorporated On: March 2020

About

Rayscan is an automated system focused on prominent respiratory-related diseases like Pneumonia, Hernia, and 11 more (including COVID). The health workers can access the service anywhere just by using the internet and in this way, it will be used as a helping hand for the doctors and health workers.

Founders

- » Anuj Chandalia, CEO
- » Devanshu Joshi, CMO
- » Somyranjan Rout, CTO



Team Members

3 Co-founders
2 Others



Problem Statement

The world is suffering due to inefficiency in the healthcare system. The diagnosis of a particular lung disease comprises 4 major levels, needing health workers to spend a lot of time in analysis. Along with examination, the detection of cancerous nodules, on an early level, is very difficult. These scans can be very error-prone. Current data forecast that only 68% of lung cancer are being identified on an early basis, by the time radiologists examine the case, the chances could increase up to 82%.

Value Proposition

To provide a seamless system that can diagnose several lung diseases related symptoms, and mainly intended to provides the result in a fraction of time | To provide reliable results in minimal time and optimal cost.

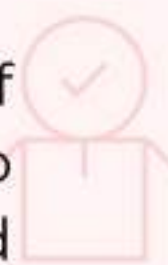
Ask & Collaborator Profile

Hospital Chains

₹30 Lakhs

Product / Services

Automated system is prepared which will detect symptoms of lungs diseases and classify it into 13 category and allow users to access the services from anywhere anytime using internet and to generate the report of resultant symptoms.



Key Highlights

- › June/July: Product design and complete training of model with full functionality over AWS infrastructure
- › August/September: Clinical Testing
- › October/November: Validation and deployment of project



Target Market

Hospitals | Radiologist centers | Lung disease patients



Rationale

For product development, marketing, licences & regulations



About

Konexaa is a medtech solution provider. Our team of doctors and biomedical engineers directly work on the problems faced by the consumer, and addresses this with existing technology solutions. If the solution is unavailable or unsuitable, we develop them inhouse with the help of our R&D team.

Founders

- » **Pranab Prakash**, Co-Founder & CEO
- » **Dr Kalyan Kumar**, Co-Founder

Problem Statement

We are addressing the voids in healthcare such as infrastructure, availability, accessibility, transparent cost, and lack of holistic approach towards medical and technology. We aim to address these issues with innovative medtech technology emerging out of India.

Value Proposition

Doctor-driven, Research-oriented, data-driven, to initiate the need-gap analysis and AI based fulfillment platform.

Ask & Collaborator Profile

2-tier, 3-tier new hospital setups | Global Equipment distributors | Health tech product Manufacturers Looking for expansion in Indonesia | Pharmaceutical Distributors/Manufacturers | NGO working in Rural healthcare Awareness

₹5 Crore

Team Members

2 Co-founders | 1 Data Scientist | 3 Biomedical Engineers | 1 Business Manager

Product /Services

Medtech Solution Provider

Key Highlights

- › Portfolio of 50 product offerings
- › Provided product solutions to Government COVID-19 Centers
- › Granted medical commercial license in Indonesia by the Ministry of Health
- › Recipient from Indian Achievers Awards
- › Solution Provider to Tamil Nadu Government COVID Centers
- › COVID Centre Support from Muhammadiyah University of Tasikmalaya, Indonesia

Target Market

Hospitals | Government | Healthcare Providers | Clinics | Patients | NGOs

Rationale

Looking for a investor to scale healthcare services in emerging markets and developing technologies.

About

Carbon Hubs is a product and service based company which is focused on providing a healthier and blissful environment to its customers.

Founders

- » **Mr. Shalom Kingston**, Co-Founder
- » **Mr. Suresh**, Co-Founder

Problem Statement

The Air in our environment is contaminated with pollutants such as particular matter PM2.5 and PM10, harmful gases, and microbes (viruses and bacteria). According to the WHO, almost 1.2 million lives in India early year and 34 million across the world.

Value Proposition

Carbon Hubs is a hub of air purification devices that filters out air pollutants. Our no-touch devices with innovative air filtration technology capture particulate matter PM2.5, PM10, abduct microbial particles, and disinfect surroundings with high air filtration efficiency up to 99.7% by using fluid flow mechanism

Ask & Collaborator Profile

Real Estate Companies | Central Govt. agencies for pollution control | Ministry for healthcare | Education Departments | Online rental platforms | Corporates

₹2 Crore

Team Members

2 Co-Founders | 1 Manager | 4 Marketing Side | 1 Service | 6 Manufacturing

Product / Services

Air Pollution & Microbial Contamination Prevention Devices

Key Highlights

- › Awards: Concept-Model United Nation | IEDC Conception awareness | Product-Top 25 innovations | DERBI Foundation | T-Hub innovation | Madras School of Social | Lemon Ideas | Start-up Karnataka was runner up.
- › Patents: 6 is in technical and design draft, 1 filed provisionally
- › Grants: Meity Support of 3 Lakhs | IIT exploration program 1.5 Lakhs.

Target Market

Education Institutes | All commercial Shops | Malls, Jewelry shops, hotels, Restaurants | Homes and Apartments | Manufacturing units, Public places

Rationale

To expand Sales and Marketing team to fuel business growth, connection with government and develop distribution network.



4basecare Genomics Pvt. Ltd.

Incorporated On: May 2018

About

4baseCare is an onco-tech company building a unified and patient centric ecosystem to study the evidence generated from real-world settings to get better understanding of cancer treatments, accelerating cancer research, and improving clinical outcomes.

Founders

- » Hitesh Goswami, CEO
- » Kshitij Rishi, COO



Team Members

2 founders | 5 Patient Care Team Members | 16 Sales People | 5 Lab Team | 6 Bioinformatics and Genetic Counselling | 4 Digital Technology Team | 3 other staff



Problem Statement

There is a lack of affordable digital solution and advanced technologies like genomics for use of cancer patients and oncologists in India.



Product /Services

Genomic tests for Cancer Patients' treatment guidance, A mobile based patient centric EMR.



Value Proposition

Our tests are the most affordable comprehensive Genomic tests in India. Additionally, in absence of standardized EMRs, our App works as a patient centric EMR in Oncology.



Key Highlights

- » First company from ASIA Pacific to be selected for Illumina Accelerator program.
- » Won Elevate 2019
- » Enrolled >400 patients for genetic tests and a similar number on the App



Target Market

Oncologists & Cancer Patients towards treatment personalization



Ask & Collaborator Profile

Oncology drug discovery labs | Pharma companies in Oncology research | Govt. Healthcare departments

₹35 Crore
After 6 months



Pinkparrot LLP (GoGanges.com)

Incorporated On: May 2017

About

GoGanges.com is an advanced web-based platform to book treatments/ wellness holidays at curated Wellness Retreats. With Yoga, Ayurveda, Naturopathy, you can de-stress, lose weight or get treatment for incurable diseases.

Founders

- » **Nikhil Sethi**, Co-Founder
- » **Aditi Bansal**, Co-Founder



Team Members

2 founders |
2 interns



Problem Statement

We visit doctors to treat illnesses, but sometimes don't get cured. Alternative Treatments like Ayurveda or Yoga exist but we can't find the right Wellness Retreat to trust. We are solving this problem by providing a one-stop shop of curated wellness treatments and retreats in India.

Product / Services

Advanced web-based platform to book treatments/ wellness holidays at curated Wellness Retreats with yoga, ayurveda, naturopathy.



Value Proposition

Mass Appeal | Targeting 90% of revenue from medical treatments at NABH and insurance approved retreats.



Key Highlights

- » Won "Best Wellness Travel Company of the year" from lux-review.com
- » Achieved a revenue of INR 70 lacs in FY 2018-19



Target Market

Stressed professionals | 55-year old housewife with glaucoma or a 35-year old businessman with low back pain



Rationale

Looking for a sound investor cum mentor who can help us achieve our ambitious goal of becoming the no. 1 wellness holidays company in the world.



Ask & Collaborator Profile

HNIs | E-pharma companies | Marketing agencies | Companies in Health & wellness sectors worldwide

₹1.65 Crore





ZedBlox Logitech Pvt Ltd

Incorporated On: November 2018

About

ZedBlox ActiPod is a comprehensive solution for last mile cold chain of healthcare products



Founders

- » **Rao Korupolu**, CEO
- » **Viraaj Somayajula**, CTO



Team Members

2 Co-Founders | 5 Engineers |
2 Managers | 1 other



Problem Statement

Current passive carriers are not great at maintaining right temperature causing billions of dollars of wastage and impacting people's health worldwide.



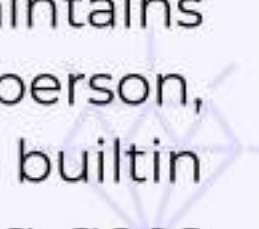
Product /Services

A last mile cold chain solution, for various healthcare and medical needs that is designed using innovative temperature control mechanisms, smart electronics and intelligent software.



Value Proposition

ActiPod is a patent pending solution that accurately maintains right temperature in all climates, easily carried by a single person, battery powered for a whole day and has AI and intelligence built in to provide live tracking data and alerts in case something goes wrong. With ActiPod, you get complete control and peace of mind about the safety of your products.



Key Highlights

- » Manufacturing 1st batch: Oct 2020, Patent filed Jul 2019 selected for JioGenNext Accelerator



Target Market

Diagnostic labs | Pharma distributors | Government



Rationale

Funding to drive scale up to India market and ready the product for international launch.



Ask & Profiling

Logistics Companies | AC or Refrigeration companies | Electronics Contract Manufacturers | Battery procurement companies

₹2 Crore

About

Unlocking person's health data and empowering people to participate in their health and wellbeing decisions for a user centric care and value based healthcare ecosystem via Whatsapp.

Founders

- » Pratik Lodha, CTO
- » Anurag Meena, COO
- » Nikunj Malpani, CEO



Team Members

3 Co-founders |
4 Developers



Problem Statement

Diagnostics reports haven't changed much. They are still difficult to decode for a non-clinician.



Product / Services

Diagnostics Report Analyzer



Key Highlights

- › 8 Panels Live
- › Whatsapp based automatic report digitization and smart report generation is live
- › In talks with 4 labs for integration with their system



Value Proposition

We help people understand and keep a track of their health by explaining their medical reports in a way that they understand and provide them with actionable insights to tackle their current situation or improve their health.



Target Market

Health conscious individuals & Pre-chronic users



Ask & Collaborator Profile

Diagnostic Companies or Labs | Teleconsulting companies | Insurance Companies | Corporates | E-pharmacies | Doctors Associations

₹7 Crore
After 6 months

About

MayaMD is an advanced Clinical intelligence platform which can reduce the current pressure on health systems by acting as a digital front door for medical consultations.



Founders

- » Vipindas Chengat, CEO
- » Mark Kozak, COO
- » Christian Habermann, CMO
- » Sunjith Sukumaran, CTO



Team Members

5 Core Team | 5 Others



Product /Services

Advanced Clinical intelligence Platform



Problem Statement

There is a problem of diagnostic errors and cognitive errors in medical practice exists by Clinicians.



Key Highlights

- » Working with EMR & Telemedicine partners, Finalist Korea startup program, Finalist Cahotech



Value Proposition

We are faster (less than 60 seconds) for virtual triage and have 97% accuracy and a multi language support.



Rationale

Hiring Sales team, Marketing spend and also translation new languages



Target Market

Connecting HCPs, Hospitals with health workers in rural areas



Ask & Collaborator Profile

Not profit Govt. Bodies | Technology collaborations

₹5 Crore



About

OralScan is a hand-held multispectral imaging camera that has been developed and built indigenously to screen and detect oral cancer and for biopsy guidance.



Founders

» **Subhash Narayanan**, CEO & CTO



Problem Statement

Oral cancer is a growing concern nationally and internationally, with around 3.4 million cases detected each year, 1/5th of which are from India. The mortality rates associated with oral cancer is in excess of 50% due to the late stage of detection, as accurate clinical adjuncts are not available.

Value Proposition

Oralscan screens and detects early stage epithelial cancers (SCC) by fluorescence and diffuse reflectance imaging.



Target Market

Public Health Centers | Community Health Centers | Dental/ Medical Colleges/ Hospitals | NGOs | Diagnostic Labs



Ask & Collaborator Profile

Channel Partners / Distribution | FDA-US | Bigger Companies for white label product distributions | NGO

₹3 Crore

Team Members

1 Founder | 1 Software Architect | 1 Product Design Engineer/QMS | 1 Biomedical Engr | 2 Clinical Research Scientists | 1 Business Executive



Product / Services

Oral Cancer Screening Device



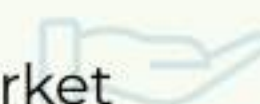
Key Highlights

- › Won BIRAC-BIG grant (2015), Elevate100 -KBITS grant (2017), Villgro I-Pitch Contest (2018), Seed Funding from KIIT-TBI in 2018 and from TIMED-SCTIMST in 2019, Pre-Series A funding in 2020 from Unicorn India Ventures.
- › Patented in India and applications are pending in the US and EU.
- › ISO13485 certified, Oralscan is CE marked and CDSCO Cleared.
- › Approved R&D unit by the DSIR, GoI
- › Recognized as startup by DIPP, KBITS and KSUM.
- › Participated in the SIGMA social startup acceleration program conducted by Zinnov in 2017 and now the HexGn acceleration program 2020.



Rationale

Introduce new product lines and to reach international market



Journey of Cohort - 2



Sanjay Kadaveru

Founder & President,
Action For India

AISEA has done a wonderful job of scaling up a pool of health tech entrepreneurs focusing on deeper social impact. Together we have pulled AFI and i-TIC resources to help our young social innovators to make meaningful global collaborations. The startups are well impacting the Bottom of the Pyramid.



Prof. S. Suryakumar

Faculty In-Charge,
i-TIC Foundation

Any accelerator is as good as its startups and i-TIC Foundation is glad that we had excellent set of start-ups in our second cohort at AISEA too. It is a great experience for us to work with such earnest teams on a pertinent theme of the times, viz., healthcare and see them grow. I am confident that the startups will be facilitated for more collaborations, wider reach and investments through the demo day.



drsafehands

ASK TECHSOFT

Being a part of AISEA Accelerator program has been a deep learning experience for us. Excellent help from AISEA team in patching us up with extensive mentors that gave us opportunity to rub shoulders with passionate & highly accomplished entrepreneurs. AISEA team was highly responsive and supportive. Look forward to receive help from AISEA in future as well.



4baseCare
Special. We Best. Care.

4BASECARE

AISEA program has been quite personalized support alike 4basecare's personalized cancer treatment. Right from action oriented technical as well as business Mentorship sessions with clear post action plans along with impactful office hours helped us directly and indirectly towards our challenges. Also, We appreciate the efforts of management team at AISEA helping us streamline our fundraising strategies.



ZEDBLOX

We are ecstatic to be part of AISEA program..As program participant, Zedblox got access to resources & solutions to myriad problems that startups face. AISEA helped us in solving all strategic business as well as technical challenges ..It feels awesome to be part of a program that cares for your startup's problems and truly helps to solve them!



Sāscan

SASCAN MEDITECH

This 6 months of association with AISEA program has been consistent source of encouragement, motivation for early stage innovative startup like us.. AISEA has great pool of eminent mentors & Coaches that guided us the right route in our organizational development. We recommend AISEA program as they will give access to right people for all the mentoring & guidance required for business. We look forward for continued collaboration with AISEA.

Cohort – 2 Partners

Associated Partners



Indian Academy of
Venture Capital



Outreach Partners



TELANGANA STATE
INNOVATION CELL



Book One on One Startup Meeting @

<https://demoday.aisea.co>



Reach out to us on
info@aisea.co

