

# THE COLLAB

Global Startup Navigator



## Accelerate India: Where Startups Bloom to Blossom Globally

In today's interconnected world, entrepreneurship knows no boundaries. It's not just about building a business; it's about creating a global impact. Entrepreneurs are the driving force behind innovation, job creation, and economic growth. As we step into a new era, the concept of global entrepreneurship has taken center stage, and Accelerate India is at the forefront of mobilizing this phenomenon for real change.

Understanding Global Entrepreneurship, it's not merely a buzzword; it's a transformative movement. It involves entrepreneurs and startups that think beyond their local markets and embrace the opportunities and challenges of operating on a global scale. They innovate across borders, leverage diverse perspectives, understand the importance of cultural sensitivity, and build extensive networks worldwide. They're not averse to taking calculated risks, understanding that expansion beyond familiar territories requires bold decision-making.

Accelerate India is dedicated to catalyzing change in the entrepreneurial landscape by fostering global entrepreneurship. We offer comprehensive training programs, mentorship opportunities, and access to capital to equip entrepreneurs with the skills and resources needed for global success.

Through networking events and market research support, we facilitate connections and provide insights to help startups thrive in new markets. The impact of global entrepreneurship is profound. Entrepreneurs contribute significantly to economic growth by creating jobs, stimulating innovation, and boosting international trade. Cross-cultural collaboration fosters groundbreaking ideas that address global challenges, leading to a profound social impact. Through entrepreneurship, cultures converge, fostering understanding and collaboration on a global scale. Join us in this inspiring endeavor. Whether you're a budding entrepreneur or a seasoned innovator, Accelerate India invites you to be part of a movement that shapes a brighter future for all. Together, let's unleash the power of global entrepreneurship and pave the way for transformative change. The world awaits your innovative vision; let's make it a reality.



*"Accelerate India is an embodiment of our collective vision to bridge the gap between local innovation and global expansion. We stand at a crossroads where the impact of global exposure cannot be understated. Global resources are not just a catalyst for one nation's economy; they're the driving force for a global transformation. This is why Accelerate India is the need of the hour"*

**- Dr. Neha Sharma,  
Founder & Director,  
Accelerate India**

## Navigating the Global Wave: Indian Startup Ecosystem's Preparedness for Globalization

In recent years, the Indian startup ecosystem has experienced a profound metamorphosis, driven by a convergence of factors including technological advancements, supportive governmental policies, and a burgeoning pool of entrepreneurial talent. However, amidst these transformative influences, globalization stands out as a beacon guiding the trajectory of India's startup landscape. Let us delve deeper into how the Indian startup ecosystem is strategically positioned to embrace globalization and the boundless potential it holds for both startups and the global community.

At the heart of this transformative journey lies the relentless pursuit of technological innovation. India's startup terrain has been riding the crest of technological advancements, manifesting in groundbreaking innovations spanning artificial intelligence, blockchain, IoT, fintech, and beyond.

With over 50,000 startups calling India home and more than 1,600 new ones emerging in 2021 alone, the landscape is ripe with dynamism and ambition. Yet, amidst this proliferation, there exists a resolute aspiration towards global expansion and influence. The statistics paint a vivid picture of this burgeoning ambition. Despite the adversities posed by the global pandemic, Indian startups secured over \$13.7 billion in funding in 2021, a testament to their resilience and potential. Furthermore, the ascent of Indian unicorns, with their valuation surpassing the \$1 billion mark, underscores the ecosystem's maturation and global relevance.

In this era of interconnectedness and interdependence, globalization has transcended from being an option to an imperative for Indian startups. The evolution of communication, logistics, and cross-border trade has bestowed upon startups unprecedented access to international markets, unlocking a realm of opportunities for scaling operations and amplifying revenue streams. The emergence of Indian unicorns as global ambassadors is emblematic of this paradigm shift.



**M Nagarajan IAS**  
**Collector and District Magistrate,**  
**Mehsana, Gujarat**

Amidst the dynamic landscape of the Indian startup ecosystem, marked by distinct waves of evolution, from the global capital and teams era of the late 1990s to the mid-2000s to the fusion of global funding with local ingenuity exemplified by Flipkart in the 2005-2015 period, the contemporary phase witnesses a maturation driven by local capital and indigenous entrepreneurial talent, while the forthcoming era from 2025 to 2035 promises a convergence of local capital and global teams, showcasing India's ascension as a global innovation hub.

Throughout these waves, a relentless pursuit of innovation, fueled by a convergence of local insights and global perspectives, underpins the ecosystem's trajectory, positioning Indian startups to redefine globalization by staying true to their roots while driving global progress.

Companies such as Flipkart, Paytm, Zomato, and Ola have not only disrupted traditional industries but have also etched their presence on the global canvas, offering innovative solutions that transcend geographical boundaries. These unicorns not only showcase India's technological prowess but also exemplify how Indian startups can competently navigate and thrive in the global arena. Yet, the impact of Indian startups extends far beyond mere economic metrics.

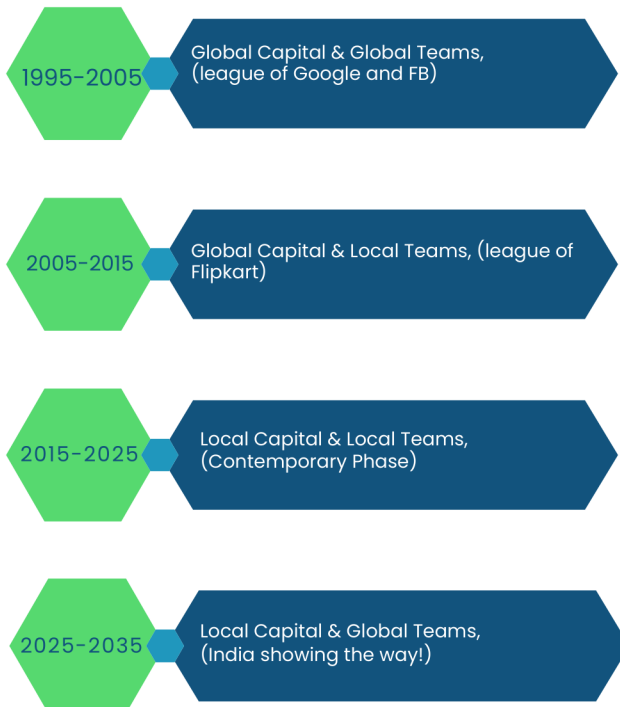
Yet, the impact of Indian startups extends far beyond mere economic metrics. Their solutions, spanning e-commerce, digital payments, food delivery, and mobility services, are catalyzing transformative changes, enriching lives, and reshaping industries worldwide. By harnessing technology and innovation, Indian startups are not just addressing local challenges but are also contributing meaningfully to global progress.

In conclusion, as the Indian startup ecosystem continues to evolve and mature, globalization emerges as a defining catalyst shaping its trajectory. With a fertile ecosystem, technological ingenuity, and a burgeoning cohort of unicorns,

Indian startups stand poised to seize the myriad opportunities presented by globalization and make an indelible mark on the global stage. By fostering a culture of collaboration, innovation, and inclusivity, the Indian startup ecosystem can navigate the complexities of globalization with aplomb and emerge as a formidable force driving the global economy towards new frontiers of growth and prosperity.

*"The author has been contributing to the evolution of startup ecosystem since a decade. He has been recognized as a Startup Champion by Government of India in 2022. He can be reached at mnagarajanoffice@gmail.com".*

## EVOLUTION OF STARTUP ECOSYSTEM: 4 WAVES



# Beyond Boundaries

## Accelerate India is all set to bridge the India-Austria startup ecosystem



Accelerate India had the honor of participating in the momentous occasion commemorating the 75th anniversary of diplomatic relations between Austria and India, alongside celebrating 75 years of technology partnership between the two nations. In collaboration with the Austrian Embassy – Commercial Section, Accelerate India was invited to take part in the esteemed business event titled AUSTRIA CONNECT South ASIA (Sustainable Partnerships – Growing Together), which took place on the 21st and 22nd of February 2024 in New Delhi. The distinguished visit of Austrian Federal Minister of Labour and Economy, Prof. Dr. Martin Kocher, accompanied by Mr. Wolfgang Hesoun, Vice President Federal Economic Chamber of Austria India, underscored the significance of this occasion. Together, we endeavored to deepen the bonds of collaboration and explore avenues for mutual growth and innovation.

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As part of this event, Accelerate India had the privilege of participating in the Launch of the India-Austria Startup Bridge on the 22nd of February 2024. Following the launch, a panel discussion on START UP's – INNOVATION – DIGITALIZATION provided invaluable insights into the technology, innovation, and startup ecosystems of both Austria and India. This event marked a significant milestone in fostering sustainable partnerships and growth opportunities between our nations. We leveraged this platform to strengthen ties, exchange knowledge, and drive innovation that will benefit entrepreneurs and startups in both India and Austria.

Accelerate India remains committed to continuing to spearhead initiatives aimed at bridging the India-Austria startup ecosystem.



# Accelerate India's Role in Strengthening India - Netherlands Business Ties



Accelerate India remained committed to spearheading initiatives aimed at bridging the India-Netherlands startup ecosystem. The gathering provided a conducive environment for fostering partnerships and exploring avenues for mutual growth and development. It served as a testament to the strong bilateral ties between India and the Netherlands, highlighting the shared commitment towards innovation and economic progress. Accelerate India extends its gratitude to the organizers for hosting such a fruitful event and looks forward to further strengthening the bonds between the two nations through continued collaboration and partnership initiatives.

Accelerate India was honored to have been invited for an exclusive Trade Networking Dinner on the occasion of the Dutch Delegation's visit to Ahmedabad/Gandhinagar for their participation in the 10th Vibrant Gujarat Global Summit, 2024. The delegation, comprising 136 delegates representing 44 esteemed companies, was led by Her Excellency Marisa Gerards, Ambassador of the Kingdom of Netherlands to India, Bhutan, and Nepal. The event promised an evening filled with meaningful discussions, networking opportunities, and the chance to foster collaborations between Indian and Dutch businesses.



## Accelerate India ready for Cohort 2024, Hong Kong

In a strategic move aimed at facilitating market expansion and fostering cross-border collaborations, Accelerate India, under the guidance of its Founder and Director, Dr. Neha Sharma, is gearing up to lead startups into the vibrant ecosystem of Hong Kong. Dr. Sharma recently convened with Dr. Jimmy Chiang - Associate Director General of InvestHK (Gov of Hong Kong) to explore avenues for leveraging the dynamic opportunities present in Hong Kong.

With its access to international markets, Hong Kong presents unparalleled opportunities for startups to scale and diversify their operations.

The discussion between Dr. Sharma and Dr. Jimmy delved into various aspects crucial for startups aiming to thrive in Hong Kong's ecosystem.

Among the focal points were market expansion strategies, cross-border incubation initiatives, and avenues for fundraising within the region. Hong Kong, renowned for its strategic location, robust infrastructure, and conducive business environment, offers an ideal launchpad for startups seeking to establish a global footprint.



# Bharat Ecosystem's Preparedness for Globalization

## India Smart Tech Conference Propels India Towards Atma – Nirbhar Bharat Vision

In a grand convergence of innovation and ambition, the Smart Tech India Conference 2023 unfolded alongside Engimac and Startup Conclave at Helipad Gandhinagar, organized by Accelerate India. This monumental event, held on December 8, 2023, marks a significant stride toward realizing the vision of Atma-Nirbhar Bharat in the realms of technology, sustainability, and entrepreneurship.

The conference, a meticulously crafted summit, brought together startups, researchers, and enterprises under the visionary guidance of Distinguished Speakers such as Malcom Bendall, Michal Ukrepec, Dr. Neha Sharma, Mei Lin Fung, Shanmuganathan Raman, Ashok Kumar, Shailesh Kumar, Anurag Sharma, Ashwini Agrawal, Come Carpentier, Bob Greenyer, and many more. The sessions, poised to be a transformative event, covered a diverse range of tracks, delving into the key drivers of innovation shaping the future of the tech industry. From Smart Manufacturing and Smart Society to Smart Agriculture and Smart Finance, the conference spotlighted cutting-edge discussions on efficient robotic manufacturing, data-driven quality optimization, city efficiency, green innovations, smart urban planning, precision farming, fintech revolution, blockchain's impact, and accessible financial services.



A captivating Fireside Chat moderated by Dr. Neha Sharma delved into "Digitalization for Manufacturing: The New Metaverse Paradigm." Esteemed panelists discussed insights and issued a call to action for innovators and startups to align their efforts with collaborative solutions, ensuring a seamless transition to the new metaverse paradigm in manufacturing. In a riveting panel discussion orchestrated in collaboration with Accelerate India, experts explored India's evolving fintech landscape. The panel highlighted the imperative need for collaboration among stakeholders, innovators, and policymakers, emphasizing awareness and education on digital transaction risks and benefits. The Startup Conclave spotlighted India's startup narrative, emerging talents, and provided investors with valuable insights. It served as an instrumental platform for startups, offering information, market access, networking, and mentorship.

Accelerate India remains resolute in its commitment to nurturing innovation, entrepreneurship, and sustainability. The India Smarttech Conference 2023 stands as a testament to their dedication, steering India towards a technologically empowered future.



# Sun, Sand, and Startups: Goa's New Business Frontier



Nestled along the enchanting western coast of India lies Goa, a land traditionally celebrated for its sun-kissed beaches and vibrant nightlife. Yet, beyond its picturesque facade, a new narrative is unfolding—one of innovation, entrepreneurship, and boundless creativity. In a testament to its progressive spirit, Goa is swiftly evolving into a haven for pioneering minds and enterprising souls. With a startup policy meticulously crafted to nurture ingenuity and foster growth, the state is carving out a distinct niche as a dynamic hub for burgeoning businesses.

Under the proactive guidance of the Goa government, the startup landscape has witnessed a remarkable surge, with over 350 startups taking root across diverse industries. Bolstering this growth are 111 certified startups recognized by the Startup Promotion Cell of Goa, complemented by an additional 140+ certified by Startup India,

DPIIT. Moreover, Goa proudly hosts over 115 co-working spaces and incubators, providing aspiring entrepreneurs with the ideal launchpad to translate their visions into reality.

A beacon of inclusivity and empowerment, Goa stands out with 20% of its startups being led by women entrepreneurs—the highest percentage among Indian states. This remarkable statistic not only reflects the inclusive ethos of Goa's startup ecosystem but also underscores the state's unwavering commitment to diversity and gender parity. In a testament to Goa's burgeoning entrepreneurial spirit, the recent session hosted by Accelerate India at FiRe Goa witnessed an inspiring convergence of innovators and startups. With startups from Goa exhibiting a resoundingly positive response towards global market expansion, the stage is set for Goa to make its mark on the global entrepreneurial landscape.

As the sun sets over Goa's golden shores, it marks not just the end of another day but the beginning of a new era—one defined by innovation, empowerment, and boundless opportunities. Accelerate India's imprint on Goa's entrepreneurial evolution is indelible, setting the stage for a future brimming with promise and prosperity.

## The International ICT Exhibition & Conference, a collaboration by Accelerate India & ESC – INDIASOFT@2024



In a remarkable collaboration between Accelerate India and ESC, the session titled "From Local to Global: Navigating the Startup Launchpad" illuminated the prestigious halls of INDIASOFT 2024, held from January 17th to 19th, 2024. The event, a beacon of innovation and entrepreneurship, showcased the prowess of Indian startups as they embarked on strategic forays into the global market.

The session, graced by esteemed dignitaries including *Poulina Chromik*, *Second Secretary for Economic & Commercial Affairs*, and *Helge Tryti*, *Director of Business Development South Asia at Innovation Norway*, offered invaluable insights into key sectors such as Health Tech, BFSI, Agritech, and more.

IndiaSoft 2024 emerged as a resounding success, boasting impressive statistics that underscored its significance on the global stage. With over 700 buyers hailing from 80 countries, accompanied by a robust presence of 1500+ Indian electronics hardware and IT exhibitors, the event served as a bustling marketplace of ideas and opportunities. Notably, the visitor count exceeded 50,000, underscoring the widespread interest and engagement garnered by this monumental gathering. Furthermore, the presence of approximately 200+ dedicated entrepreneurs added fervor to the atmosphere, symbolizing the spirit of innovation and collaboration that permeated throughout the event.

The event stands as a testament to India's emergence as a global powerhouse in the realm of technology and innovation, providing a fertile ground for startups to thrive and expand their horizons on an international scale.

In the wake of this remarkable event, the future holds boundless possibilities for Indian startups, as they continue to chart their course towards greater achievements and global recognition. IndiaSoft 2024 has not only showcased the present state of Indian entrepreneurship but has also laid the foundation for a future characterized by collaboration, innovation, and unparalleled success.

## Accelerate India: Scaling Peaks of Global Success from Devbhumi Uttarakhand



In the heart of the majestic Himalayas lies Uttarakhand, a state that epitomizes the synergy between natural beauty and economic dynamism. As we traverse through its verdant landscapes, we witness a remarkable narrative of growth and innovation, sculpted by visionary policies and a vibrant entrepreneurial spirit. Uttarakhand has emerged as a beacon of progress, boasting a stellar Gross State Domestic Product (GSDP) projected at Rs. 3.33 trillion (US\$ 40.34 billion) in FY23. With a commendable Compound Annual Growth Rate (CAGR) of 7.06% between 2018-19 and 2023-24, the state's trajectory is nothing short of impressive. This growth is propelled by a conducive industrial policy, generous tax benefits, and an ecosystem brimming with opportunities.

Global Magnetism: Uttarakhand's allure extends far beyond its borders, as evidenced by its attraction for Foreign Direct Investment (FDI). Between October 2019 and June 2023, FDI inflow surged to US\$ 147.98 million, signaling confidence in the state's business ecosystem.

Fostering Innovation: Uttarakhand is not only a land of traditional charm but also a cradle for innovation. The state has embraced over 330 registered startups, nurturing an ecosystem where creativity thrives. Initiatives like the Uttarakhand Electric Vehicle Policy 2019 underscore the commitment to sustainability while providing fiscal and non-fiscal incentives to propel startups towards global relevance.

In our pursuit of global excellence, Accelerate India recently convened a session on "Driving Growth Beyond Borders: Business Intelligence for Global Entrepreneurs." Witnessing an overwhelming response from native entrepreneurs in Uttarakhand, we are inspired by their eagerness to embark on a journey of international expansion. Together, let us chart new horizons and redefine the boundaries of success.

As we stand at the cusp of unprecedented opportunities, let us seize the moment and propel Uttarakhand towards a future where innovation knows no bounds.





# Portfolio Startup Showcase

## Startup Spotlight: CHHABI EVSE LLP

**Promoter :** Supriya Rane/Saurabh Rane / Tyag Dharmik

**Product Category:** EV Charger Manufacturer (OEM)

**Sector :** EV (Renewable Energy)

**Clients :** Government PSU/Indian Oil Corporation Limited/Bharat Petroleum Corporation Limited/Hindustan Petroleum Corporation Limited/E Car manufacturers/ E bus Manufacturers/ Charge Point Operators / Adani Total Gas , Reliance Jio BP/ Energy Giants

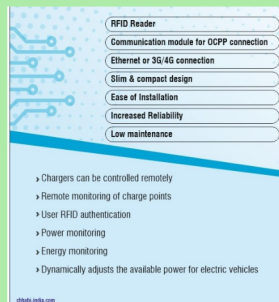
**About us:** We specialize in the manufacturing of both Alternating Current (AC) and Direct Current (DC) Fast Charging solutions for Electric Cars and Buses, catering to the evolving needs of the electric mobility ecosystem.

Accelerate India is an ambitious initiative with the noble goal of empowering startups and enabling them to realize their full potential. Through this program, young entrepreneurs across the country are given the tools, resources, and support network they need to turn their innovative ideas into successful, scalable businesses. In the rapidly expanding EV market, our Fast Charging solutions play a pivotal role in enhancing infrastructure and promoting widespread adoption. By offering reliable, high-speed charging solutions, we cater to the evolving needs of consumers, while also supporting government initiatives aimed at reducing carbon emissions and promoting sustainable transportation.

CHHABI EVSE LLP joined Accelerate India with a resolute determination to elevate our presence on the global platform.

Accelerate India is an ambitious initiative with the noble goal of empowering startups and enabling them to realize their full potential. Through this program, young entrepreneurs across the country are given the tools, resources, and support network they need to turn their innovative ideas into successful, scalable businesses. Accelerate India works closely with startups in their early stages, providing seed funding, business mentorship, and connections to venture capital. By investing in the next generation of entrepreneurs, they are fostering a culture of innovation that will drive economic growth for years to come.

Beyond supporting individual startups, Accelerate India aims to strengthen the country's startup ecosystem as a whole. They are facilitating collaboration between startups, bringing together complementary technologies and skill sets under one roof. Accelerate India is also working to open up channels of communication between startups and major corporations, helping early stage companies get their foot in the door with larger potential clients and partners. Through these efforts, they are building an intricate network of innovation that will allow ideas, talent and technology to rapidly spread through the system.



## PRODUCT SPHERE

# Happy to Share

## News Announcements:

**Accelerate India Ignites Global Ascent: Secures 50 million Valuation in Inaugural Funding Round!**

**Accelerate India Cohort Set for Hong Kong 2024!**



Scan the QR for Hong Kong inquiries, Embarking on an exclusive journey tailored for startups, Accelerate India unveils its inaugural cohort's destination

**Accelerate India Cohort 2024 to Soar in Austrian Alps!**



Scan the QR for Austria inquiries Embarking on an adventure tailored for startups, Accelerate India unveils its inaugural cohort's destination - the picturesque landscapes of Austria await their innovative journey.

**Accelerate India Global Community: Your Gateway to Global Success**



Scan the QR to join Accelerate India Global Community!!

**Accelerate India Mentor Cruise Program**



Scan the QR for Mentorcruise Program, where stories are not just told, but destinies are shaped. Led by seasoned mentors, our program is meticulously crafted to empower budding entrepreneurs with the education and guidance needed to navigate the dynamic world of startups.

For more details and to stay updated on our journey of Innovation, please visit our website

Or join the Accelerate India Global Community

**Your Gateway to Global Success!!**

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