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Center of Excellence-IoT & AI

A MeitY Initiative with Govt. of Karnataka, Haryana, Gujarat & AP



GURUGRAM REPORT

JULY - SEPTEMBER 2022

Fourth Edition - Open Innovators Meet

1st July 2022: Meity HARTRON COE organized the Innovators' Meet at GAVS Labs, Chennai centre. The meet had the presence of investors, industry partners, business professionals and innovators from the healthcare domain.

The Open Innovators Meet, a one-of-a-kind initiative, focuses upon the CoE's continuous effort of bringing the three I's of the ecosystem i.e. the Industry leaders, Investors, and Innovators together, which leads to stimulating technology-driven innovation in Artificial intelligence (AI) and the Internet of things (IoT), unleashing co-creation & entrepreneurial creativity, and build a robust startup ecosystem.

The Startups, Humors, Vyli, Reprosoci, Nautilus, Heaps.ai, Aikenist, RHEMOS, Arficus, Medtel, Neodocs, TeraLumen, MedloTek Health, eVitalz, Mocero Health, Vulhunt, Inaluz, zMed, Lucine Rich Bio, Frinks, Tagbox, Neurostellar, Punar, Padmaseetha, pwens and Nura, presented their products and solutions before the investors and enterprises.



Fifth Edition - Open Innovators Meet



5th Aug 2022: Meity HARTRON COE organized the Innovators' Meet at Le Meridian, Gurgaon. The meet had the presence of investors, industry partners, and business professionals which provided the perfect setting for young innovators to present their solutions.

With the goal of assisting startups in scaling and expanding, Open Innovator Meet provided young entrepreneurs with exclusive access to global clients, influential investors, and new markets. The young founders had the chance to network with seasoned professionals in the field while making sense of the world and their place in it. The event helped guests form strong ties that benefited their goals for both their professional and personal lives.

To build a strong ecosystem for nurturing innovation and startups in the country, the 'Open Innovators Meet' gave a platform to several startups to impress and convince Investors and Industry leaders with their StartUp ideas. During the event, the two I's – Industry Leaders & Investors, interacted with the startups, conversed about their inventions, innovative approaches, and vision, and learned about their innovation roadmap. They also deliberated on the smart ways to shape India's deep-tech startup ecosystem.

Entrepreneurship: Challenges to Success

23rd August 2022: Meity HARTRON COE organized a session, “**Entrepreneurship: Challenges to Success**”. The startups associated with the CoE program shared the challenges they faced in their entrepreneurial journey i.e. Idea to Product, Product Market Fit, Funding, Hiring, IP protection and Scaling the business. It was followed by the sharing of experiences to get product validation, customer success, fund raising and nurturing human capital. The panelists included:

- Dr Pooja Goswami, Ramja Genosensor
- Ramya Yellapragada, Stimveda
- Pranay Sharma, Stackfusion
- Saurav Kumar, Elecbits



Sixth Edition - Open Innovators Meet



23rd September 2022: Meity HARTRON COE organized the Innovators' Meet at Pfizer, Mumbai. The meet had the presence of investors, industry partners, business professionals and innovators from the healthcare domain.

Open Innovator Meet brought the various stakeholders of the startup ecosystem to one place and allowed the participants to network, and exchange information and ideas, fostering dialogue and business. The event saw an impressive display of products and solutions from various innovators. The eminent speakers from industry and investors highlighted the latest trend forecasts, developments, and challenges in the respective sectors through presentations, case studies, and best practice examples.

The young founders had the opportunity to network with more seasoned business personnel and impart their unique viewpoints. Startups from the healthcare domain pitched their ideas to investors and business leaders in search of their next round of funding. Furthermore, there were in-depth discussions and captivating keynotes delivered by investors and thought leaders who highlighted opportunities for growth and suggested ways to further enhance the startup ecosystem.

Peer Robotics raises \$2.3 million

Peer Robotics, a CoE incubated startup, led by Rishabh Agarwal has successfully raised \$2.3 million. Whether it's the automobile, semiconductor, or pharmaceutical industry, on-time delivery of goods from one station to another is key to productivity. The company has built autonomous collaborative robots that can work in tandem with humans that can be deployed in assembly lines and warehouses.



Called the RM100, it is integrated with the patented force feedback based mechanism that allows it to detect external human force and activates the drive in the direction of guiding force. Using sensor fusion from multiple onboard sensors, RM100 can localize itself in any complex surrounding, reducing any human effort to provide initial position data to the robot. A bot simply doing pick & place has limited functionality but RM100 has the capability that allows mounting of multiple attachments like manipulators, gripper arms, welding torches etc. on its chassis to make it multifunctional.

The solution has an easy subscription model and no-code deployment model to enable seamless adoption and expansion. The robotics-based solution is a boon for small & medium enterprises that struggle with labour issues for repetitive and mundane tasks. The company has also deployed its robots at the largest passenger vehicle manufacturer of India to perform autonomous inventory checking, with Siemens for Remote Visual Inspection based Teleoperation and Delhi based Delivery and Logistics chain to streamline internal logistics.

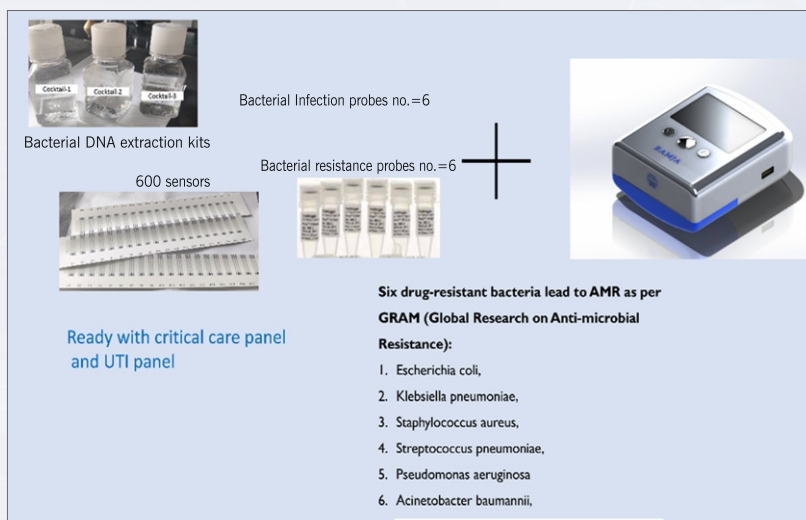
The funding round led by Kalaari Capital with existing investors, Axilor Ventures, Connecticut Innovations and Innopact VC also participating. Peer Robotics will use the fresh funds for research and development activities and expanding its business in the SME manufacturing industry globally.

Ramja Genosensor wins Pfizer INDovation Grant

Infection is a critical issue, especially in the ICU where almost 60-80% patient develop infections, such as catheter-related bloodstream infections, ventilator-associated pneumonia and catheter-associated urinary tract infections. Because of the high infection rates, 100% of all patients are tested in the ICU. A one-hour delay in treatment, can increase mortality rates by up to 16% in critical patients. However, the normal tests take 2-5 days to produce results and since time is so critical, physicians are bound to treat with generic antibiotics which is harmful. The emergence of multi drug resistance is primarily because of broad-spectrum antimicrobial agents.

According to an Indian Council of Medical Research (ICMR) study, a big chunk of patients in India may no longer benefit from carbapenem, a powerful antibiotic administered mainly in ICU settings to treat pneumonia and septicemia, as they have developed antimicrobial resistance to it. This is alarming as Antimicrobial resistance (AMR) is on the rise in India and continues to pose a significant public health problem in terms of mortality and economic loss. The World Health Organisation (WHO) has declared that AMR is one of the top 10 global public health threats facing humanity.

RAMJA Genosensor is providing a rapid, easy and cost-effective solution to this problem, which is a novel paper based device to detect microbial infection and antimicrobial resistance in less than 2 hours. The device is 99% sensitive, specific, portable and user-friendly. Unlike the other existing tests, the results are ready in two hours. It is also very cost effective. Ramja have filed 3 Indian patents for this technology.



Bacterial DNA extraction kits

Bacterial Infection probes no.=6

600 sensors

Bacterial resistance probes no.=6

Ready with critical care panel and UTI panel

Six drug-resistant bacteria lead to AMR as per GRAM (Global Research on Anti-microbial Resistance):

1. Escherichia coli,
2. Klebsiella pneumoniae,
3. Staphylococcus aureus,
4. Streptococcus pneumoniae,
5. Pseudomonas aeruginosa
6. Acinetobacter baumannii,

Ramja Genosensor has been declared as one of the winners to receive the Pfizer INDovation grant of ₹65 lakh. They will also receive incubation support from AIM, NITI Aayog, and IIT Delhi. Pfizer will provide the grant as well as mentorship and technical assistance to the start-ups and Social Alpha will provide program acceleration support.

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