NASSCOM CoE

GANDHINAGAR

QUARTERLY REPORT

January - March, 2020

Ministry of Electronics & Information Technology
Government of India

GIL
GUJARAT INFORMATICS LIMITED
(A Government of Gujarat Company)

DST
Department of Science & Technology
Government of Gujarat

सत्यमेव जयते
Government of Gujarat

Digital Innovators Meet Up – Setting up the Deeptech startup ecosystem

Gandhinagar CoE launched the "**Digital Innovators Meetup**", a group of digital technology led start-up leadership team to come together and discuss market trends, current challenges, help needed and collaboration opportunities. The 1st Digital Innovators Meetup was held in Ahmedabad on 3rd Jan at Hotel Marriot. This received a great interest from start-up community as 15+ start-ups working on building solutions with IoT and AI technologies attended the launch event. Shri Sunil Parekh, Senior advisor to Zydus group and FICCI Gujarat Chairman was the special guest and he interacted with founders on a two hour brainstorming session on challenges start-ups are facing and how NASSCOM can help them on their journey. In the roundtable discussion also happened on the opportunities in digitilisation through IoT, AI, Machine Learnings for manufacturing companies.

Post the meetup most of the start-up founders expressed interest to be part of NASSCOM Gandhinagar CoE to get support on their growth plans.

NASSCOM CoE Tech Xchange Program Workshop on 'Thinking Products'

NASSCOM Gandhinagar CoE organised a tech Xchange program on 'Thinking Products' on 9th of January 2020. The program was a hands-on workshop, saw an interactive and learning session for the participants with the expert, Mr Krishan B Chandak, who has 22 years of experience in IT Industry. Mr Chandak in his session talked about how to design a thinking product, what to keep in mind when conceptualising and launching products, and how to engage customers with the developed product. The workshop saw an overwhelming registration by 66 start-ups and eventually attended by nearly 30+ start-up founders, CTOs, Product Managers and UI/UX Developers. Post workshop start-ups had a networking session with Mr Chandak to get advice for their specific products in development.

LHIF 7.0 Hosted in Ahmedabad; Highlights Digital Transformation in Healthcare & Lifesciences

The 7th edition of LHIF was hosted at the Courtyard by Marriott, Ahmedabad, marking its maiden presence in the industrial state of Gujarat. The event was attended by more than 200 people, and marked by government presence as well – where the goal was to nurture a digitally empowered life-sciences & healthcare ecosystem. There were 200+ Participants, 10 Startup Showcases with attendance by 7 Key Govt Officials from Gujarat and 75+ Organisations. Shri Jaiprakash Shivahare, Commissioner of Health, Gujarat, Shri Sachin Gusia, MD of Gujarat Informatics Ltd., Samir Desai, President – Biologics, Zydus Cadila, Sunil Parekh, Co-Chair, FICCI Gujarat State Council were the special keynote speakers. Panel discussions were held on topics like Digital Transformation in the Prevention and Control of NCDs in India & Digital Adoption Opportunities in Healthcare, with a special presentation made by LTI on digital transformation in the Pharma Industry.

Shri Hareet Shukla IAS, Secretary Department of Science & Technology Gujarat visits Gandhinagar CoE

NASSCOM CoE had the pleasure of hosting Shri Hareet Shukla ISA - Secretary DST Gujarat, Shri Sachin Gusia - MD GIL, Dr Sudhir Jain – Director IIT Gandhinagar and Industry leaders from Gujarat at the Gandhinagar center on 22nd Jan 20. During the visit they reviewed the progress made & 2020 plans of Gandhinagar CoE and appreciated the work CoE has done in a short time to connect with industries and start-ups. Post the review meeting Shri Hareet Shukla Ji and other leaders interacted with nine start-ups who presented the solutions they have developed for industries.

NASSCOM Gandhinagar CoE launches startup mentoring program "Samvaad"

Start-ups, especially who are in early stages of their journey needs regular guidance and support. Gandhinagar CoE rolled out "Samvaad", a formal mentoring program for the start-ups under which dedicated sessions are planned to help them on building product roadmap, Business & Go-to-Market strategy and setting up execution processes. Start-ups are find this valuable as it helps them on business skills that are very much needed along with technology development skills.

> "Our Marketing Strategy was a lot focused on a narrow solution offering and thus Samvaad helped us find us what we actually wanted to achieve, Thus as on today our solution offering has come from Samvaad which is our elevator pitch intro of who we are"
>
> *Suraj Rajan, CEO – Alluvium*

Suraj Rajan
CEO – Alluvium

Fusion 4.0 – Platform to bring together start-ups and Industries

Forum Uniting Start-up and Industry On New technologies (FUSION 4.0) was launched with an objective of connecting start-ups with Industries to understand their challenges and discuss opportunities to co-innovate to help addressing them with digital solutions. First FUSION 4.0 event was organised on 29th Feb at JK Lakshmi Cement Ltd Kalol plant near Ahmedabad. The program started with the welcome note and team introduction by Shri Naveen Sharma, SVP, JKLC, followed by the FUSION 4.0 introduction by **Shri Amit Saluja, Sr. Director & Center Head, NASSCOM CoE Gandhinagar. The key members from JKCL included –Shri Krishan Mittal, VP IT (Sirohi plant), Shri Rajesh Kumar Singh, VP IT (Head Office Delhi), Shri Mukul Shrivastava, VP Engineering (Durg), Shri SK Saxena, Sr VP (Jhajjar plant), Shri Deepak Sharma, Sr GM, Instrumentation (Durg plant)**. Senior Leaders, Plant and Functional Heads from all JKLC plants who couldn't attend in person attended through virtual conference

A total of 30 industry members from 10 start-ups, NASSCOM and JKCL Kalol team were present in the meetup along with 30+ members from JKCL other plants through virtual conference. Start-ups that participated were from different technology and domain areas, including AR/VR, AI/ML, IOT and Analytics. All the start-ups who participated had a ready solutions and experience of working in Industry on POC projects. JKCL team was very excited to witness diversity of solutions presented by the start-ups and expressed interest in collaborating with them for doing POCs on the challenges that were identified through the design thinking workshop organized by NASSCOM CoE in December. All the start-ups were advised to share their proposals, in a week's time 6 start-ups submitted their proposals for the 4 use cases identified as part of phase –I implementation plan.

JKLC team is reviewing the proposals and work orders will be released soon once the situation due to covid-19 improves.

NASSCOM Gandhinagar CoE launches start-up acceleration program

NASSCOM Gandhinagar CoE launched new program "Start-up Acceleration Program" for the matured start-ups to help them get to scale through technology led innovation and business mentoring focus. This program is designed for specific needs of the start-ups who have a commercial product & paid customers and looking for support in accelerating their growth. As part of the program CoE will help start-ups by enhancing their technical capabilities and business skills through regular mentoring and technology workshops on Industry use cases. CoE will also host events that will create opportunities for start-ups to connect with industry leaders and venture capitalists.

This program is in addition to existing Incubation program that is for the start-ups in product development stage and looking for infrastructure support to operate and build products.

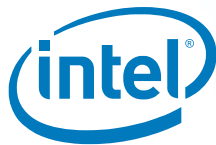## STRATEGIC PARTNERS

CISCO

BOSCH
Invented for life

GE Healthcare

intel

YOKOGAWA

QUALCOMM

accenture
High performance. Delivered.

TATA CONSULTANCY SERVICES

vmware

L&T Technology Services

AstraZeneca

IBM

★ ★ ★

INNOVATION PARTNERS

Panasonic

DigitalOcean

DELL EMC

Aricent
.ALTRAN GROUP

Google Cloud Platform

JK LAKSHMI CEMENT Ltd.

Manipal Hospitals
LIFE'S ON

美丽中国 云上贵州
GUIZHOU-CLOUD BIG DATA

amazon
web services

LTI
Let's Solve

ICANN