

# centre for innovation incubation and entrepreneurship

*nurture awesome startups*



# clje

Building energy  
businesses: knowledge  
sharing workshop with  
business incubators and  
entrepreneurs from  
Asia & Africa  
22 Sept 2014  
Bangalore, India

*What CIIE does*

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**WE**

*nurture awesome startups*

**IN INDIA THROUGH**

**ECOSYSTEM DEVELOPMENT,**

**INCUBATION + INVESTMENT**

**AND ACADEMIC INITIATIVES**

*What does CIIE do?*

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## ECOSYSTEM DEVELOPMENT

400,000+ Inspired  
50,000+ Ideas crystallized  
4,000+ Mentored  
40+ Cities

## INCUBATION

Rs. 10 Cr + Grants Facilitated  
Rs. 12 Cr + CIIE Investment  
Rs. 120 Cr + External Capital Raised  
85 % Survival  
30,000 Sq. Ft. Infra

## ACADEMIC INITIATIVES

12 Young Mavericks  
Rs. 1 Cr Commitment towards Student Fellowship

# A brief history of CIIE

In 2002, the Centre for Innovation Incubation and Entrepreneurship (CIIE) was started at IIM Ahmedabad by a few faculty members as a research centre focused on studying the trends in areas of innovation and entrepreneurship in India.

In 2004, the idea of setting up an incubator was initiated in partnership with Government of India and Government of Gujarat.

In 2007, a physical incubation space was launched at IIM Ahmedabad's new campus.

In 2008, upon best-practices instructed by the Government of India, CIIE Initiatives was set-up as a not-for-profit entity.

## About CIIE Initiatives

CIIE Initiatives is a company registered under the Section-25 of the Companies Act, 1956 set-up under the aegis of IIM Ahmedabad to primarily carry out the incubation and ecosystem development activities of CIIE.

CIIE Initiatives' staff of over 30+ professionals works synergistically with CIIE to facilitate training and research activities for faculty and students of IIM Ahmedabad.

CIIE Initiatives is governed through a board comprising of IIM Ahmedabad faculty and other stakeholders including alumni and Government of India, among others.

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**WE HAVE CREATED  
INITIATIVES AND  
PARTNERSHIPS THAT HAVE  
CATALYZED THE  
DEVELOPMENT OF THE  
ENTREPRENEURIAL  
ECOSYSTEM IN INDIA OVER  
THE LAST 5 YEARS**

# CIIE's Key Initiatives

THE  
POWER  
OF  
**ideas**

India's largest entrepreneurship initiative with ET & GOI. 31,000 applications received

**MENTOR|EDGE**

network of 300+ mentors across India to support entrepreneurs



**Global Entrepreneurship Week India**  
India's largest festival for entrepreneurs

**ANGEL INVESTING  
EDUCATION WORKSHOP**

Multi-city series of workshops to train HNIs about angel investing

Publications

**STAY HUNGRY  
STAY FOOLISH**

**mentoring  
Journal**

Infra

**IdeaPad**

Coworking @ CIIE

**Startup  
Oasis**

Incubator at Jaipur



Indian Fund for Sustainable Energy – a public private fund for cleantech enterprises

**AAROHANVENTURES**

India's first integrated social venture development initiative

**iAccelerator**

ICT focused initiatives and seed fund

- ₹125 cr venture fund
- **PowerStart** – India's first cleantech focused accelerator

**New Agri seed fund**  
soon to be launched

- **Social Venture Accelerator with Village Capital**
- **GIZ-Aarohan** – Capacity building workshops for social enterprises and support organizations
- **Act for Impact** – Unlocking domestic capital for Impact Investing

- **iAccelerator** - Sector focused incubation initiatives for mobile, web, big data, mobile, gaming, etc.
- **Start-a-thon** - a month-long entrepreneurial bootcamp for college students across India

# Other ecosystem initiatives

Beyond just sourcing and helping crystallize the best ideas and grooming them through mentorship, we work towards strengthening other stakeholders of the ecosystem.

**Influencing Policy Makers** - We serve on various committees and our team and board has played a pivotal role in helping the Government of India and State Governments of Rajasthan create interventions to catalyze entrepreneurship.

**Unlocking Capital** - We are also working towards facilitating more and more individuals learn the art of angel investments, especially in impact sectors, through our partnerships with Rockefeller Foundation and Omidyar Network.

**Network effect** - Through our co-working initiatives being planned in Ahmedabad and Jaipur and GIZ-supported workshops organized across various states, we are bringing together support organizations and entrepreneurs on a common platform

**Ministry of New and Renewable Energy** has initiated a full-blown entrepreneurship support initiative in the cleantech sector through our support.

**Rajasthan Government** has set-up “Start-up Oasis” as an incubator, seed-fund and ecosystem for early stage entrepreneurs through our support.

Our partnership with **GIZ** has enabled us to reach out several support organizations in tier II cities and unlocked doors for aspiring social entrepreneurs.

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WE BELIEVE THAT STARTUPS  
NEED MORE THAN JUST  
DUMB SPACE. WE RUN  
ACCELERATORS, SEED  
FUNDS, A VENTURE FUND  
AND CO-WORKING SPACES  
TO MITIGATE THE RISKS  
FACED BY OUR VENTURES



# Network-based virtual incubation

Unlike most academic incubators across the world which look inwards for ideas and ventures, we were created with a mandate to look outwards – across the nation and world – for interesting ideas that could be nurtured through our support. We find our entrepreneurs through **direct applications, sector-specific programs** and our **ecosystem initiatives** like Power of Ideas. While we are headquartered at IIM Ahmedabad, our network-based virtual incubation model (vs. a pure-play physical incubation model) enables us to work actively with ventures across the country.

## Infra

While we offer low-cost office space to our ventures at CIIE (Ahmedabad) and Startup Oasis (Jaipur), we also facilitate finding economical infra across the country through our partners.

## Expertise

Our core team of over 30+ full-time staff members and unique access to mentoring network of 400+ experts, IIMA faculty and students make us one of the largest incubation knowledge hub in India.

## Capital

We work in sectors that lack early stage risk-capital and therefore actively provide seed and early-stage capital to ventures, apart from helping raise funds from other sources.

While we started as a sector-agnostic incubator, over the years our expertise has developed in ICT, cleantech and impact sectors and these are now our preferred sectors for incubating ventures.

# Support for Energy Enterprises



## For Founder and Senior Management

- The Power of Ideas
- GIZ Aarohan
- Last Mile Accelerator
- PowerStart
- Start-a-thon
- Venture Creation

## For Middle Management and Operation Team

GIZ-Aarohan



## Experts & Mentors

- MentorEdge
- ACT of Impact



## Business Development (Office Space)

- Central (Incubating incubator project)
- Regional (IdeaPad, CIBA, startup Oasis)
- Field (GIZ-Aarohan Network)

## Product Development

- Solution design
- Testing
- (partnership with technical institute like IITs and Design Labs)

# Support for Energy Enterprises (contd.)



## CAPITAL



### Debt / Equity

- Seed Fund
- INFUSE
- Power of Ideas

### Grants / Prizes

- GIZ- Aarohan
- Power of Ideas



## ACCESS TO CAPITAL



### Follow-on Investments

- ACT for Impact
- Angel Network
- CIIE's VC Network



## OTHER NETWORKS



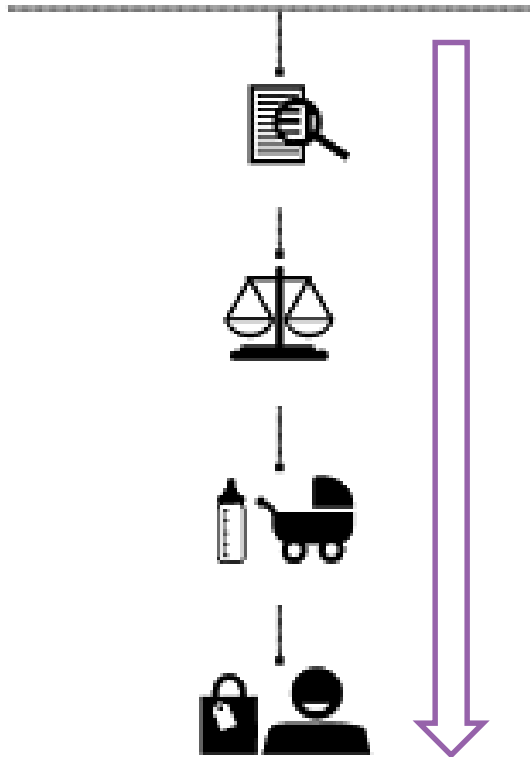
### Vendors and Service Providers

- CIIE Service Network

### The Government

- DST
- MNRE
- SIDBI
- Government Banks

# Energy enterprises – support (Part 2 cont....)



## **Problem Identification**

- GIZ-Aarohan partnership with support organisations

## **Problem Validation**

- Through accelerator/incubation programmes

## **Early Adopters:**

- Social Impact Accelerator

## **Customers**

- IIMA Network
- Other CIIE partnerships

# Infrastructural support

**IdeaPad @ CIIE** is a 30-seater co-working space within CIIE where early stage entrepreneurs and service providers work together to convert ideas into viable products. Over 50 ventures have been catalyzed in this area through our iAccelerator program. Recently, the area has been opened up to Ahmedabad entrepreneurs.

**VentureSpace @ CIIE** comprises of 8 office rooms and a 20-seater common area and can together host over 15 enterprises of varying sizes. The residents of IdeaCapsule and VentureSpace get access to meeting rooms, computing, cafeteria, library and other infra at CIIE and IIMA.

**StartupOasis at Jaipur** has ability to host over 30 ventures and service providers at its co-working space and office modules.

**30,000 +**

> Sq. ft of office space in A'bad and Jaipur

**150 +**

> Startup members can be housed at our infra

**250 +**

> Ventures have been trained at our infra across various bootcamps

**50 +**

> Ventures have been housed at our physical facility

# *Expertise*

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Our **core team** of **30+** people and retainers actively engage with our ventures to provide them expertise and networks to help them scale.

Our **mentor network** of **300+** experts engages actively in supporting our portfolio

# Capital

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## 10 Crore +

> Rs grant for ideas have been facilitated by us from IUSSTF, RYUPY and Power of Ideas

## 5000 +

> Aspiring entrepreneurs have been provided grants by our partners selected through our platform

## 12 Crore +

> Rs have been invested out of funds managed by us in form of debt and equity across 80+ ventures

## 120 Crore +

> Rs have been raised by ventures supported by us from external investors

## 80%

> Ventures funded by us have managed to raise external capital infusion

**Seed funds** of up to Rs 5-25,00,000/- per venture are provided by us, in form of equity or debt, through various Government-sponsored seed-funds raised by us over the years. These seed-funds are used to support our portfolio ventures across sectors. Some of the donors of these seed-funds include DST, MNRE, DEITY and MSME.

**Venture Fund:** Infuse Ventures has been set-up and is managed by us to support ventures in the cleantech sector. Infuse is a Rs 125 Crore fund backed by MNRE, BP, IFC, DST, SIDBI, Godrej and others.

**Fund raising** support is provided and financial support decisions at investor's end are facilitated by us through our processes, tools and expertise. We help facilitate grant, debt and equity infusion into fledgling ideas.

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