

# SOCIETY FOR INNOVATION & ENTREPRENEURSHIP

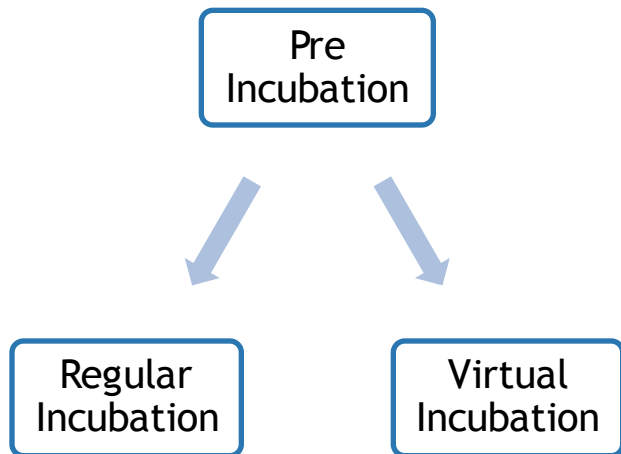
Technology Business Incubator

IIT Bombay

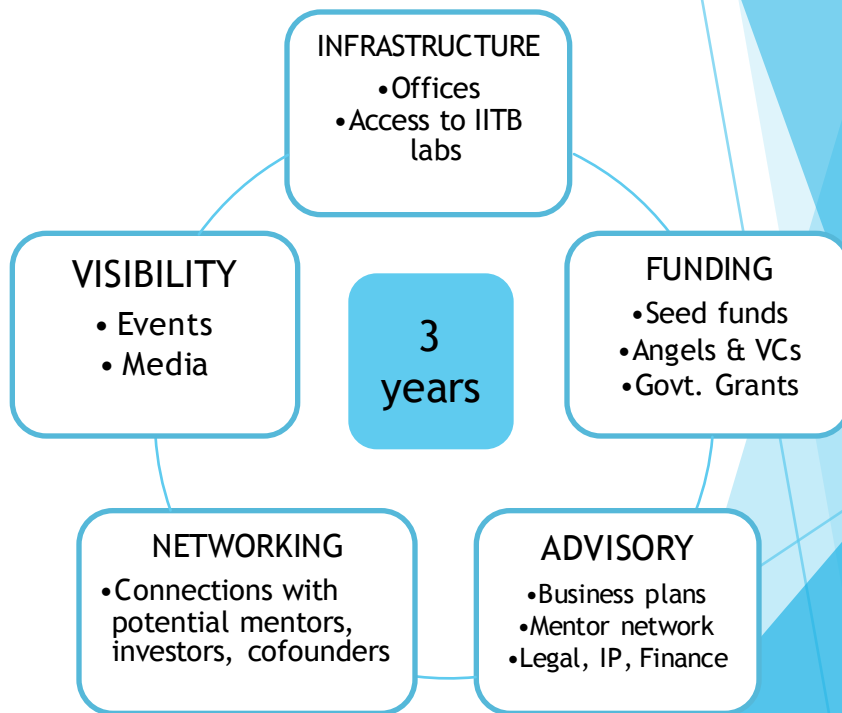
# SINE BACKGROUND

- **Technology Business Incubator** hosted by IITB, set up as a non-profit entity in 2004
- **Functional Autonomy** under its own Governing Board. Board members are from IITB faculty and industry experts
- **Basis for incubation:** Potential to create economic growth, strategic value, social value
- Preference for intellectual property based companies with an IITB component

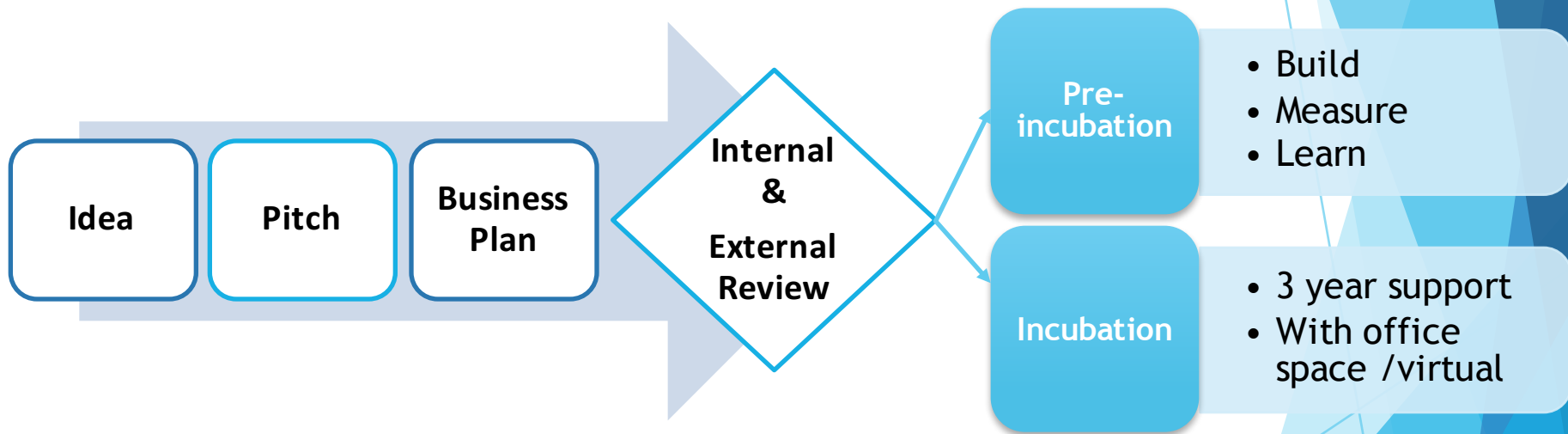
## TYPES OF INCUBATION



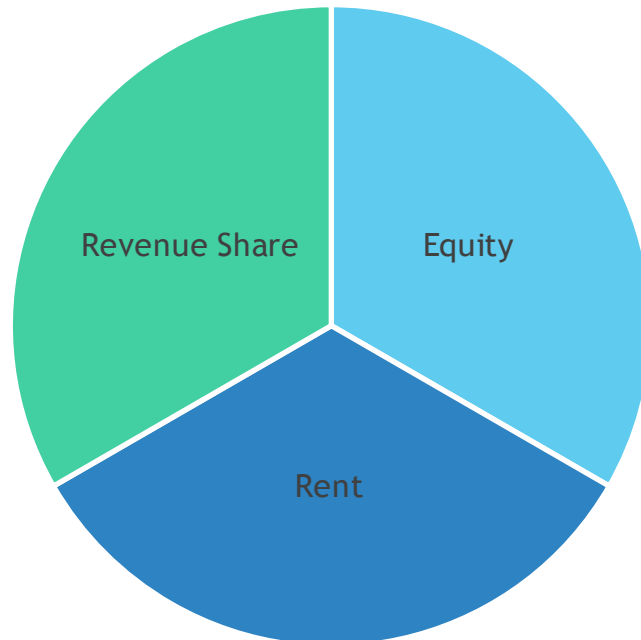
## INCUBATION BENEFITS



# INCUBATION PROCESS



# SINE REVENUE MODEL



Low single digit equity & revenue share (up to 3 years), subject to cap. Subsidized Rent.

# SPECTRUM OF INCUBATEES\*



ICT – Software - 30



Healthcare - 12



CleanTech/ Energy - 7



Mechatronics – 6



Media - 5



ICT – Hardware - 6



Education - 4



FinTech - 4



Big Data/ IoT - 2



Other - 6

# IMPACT

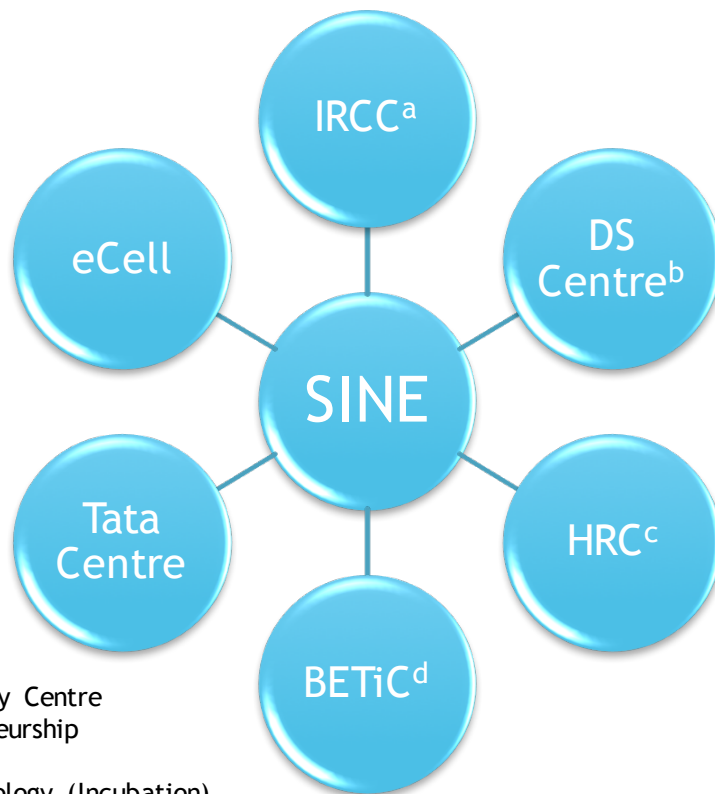
<div>82</div> <div>cos. incubated since pilot</div>	Current: 28
	Graduated/ acquired: 39
	Folded: 15
2000+ jobs created during incubation	

<div>39</div> <div>cos. Funded by Angels/ VCs. INR 5M to 325 M</div>	<div>16</div> <div>cos. Funded by Bank/ Govt.</div>
--	---

IITB IP commercialized	25
Faculty involved startups	21
Companies with social innovation	05
Equity returns (partial exits)	3 crores+

Policies and procedures emulated in many other colleges

# ENTREPRENEURIAL ECOSYSTEM



a - Industrial Research & Consultancy Centre

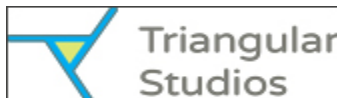
b - Desai Sethi Centre for Entrepreneurship

c - Healthcare Research Consortium

d - Biomedical Engineering & Technology (Incubation) Centre



# SOME OF OUR CURRENT INCUBATEES





# SOME OF OUR GRADUATE COMPANIES



# SUCCESS STORIES

1. Sedemac Mechatronics
  - a. Crossed turnover of 100 crores
  - b. More than 200 employees
  - c. Recently raised 50 crores in a single round of funding, led by Nandan Nilekani
2. Seclore
  - a. Have moved to Silicon Valley and raised 50 crores funding
  - b. More than 300 employees
3. idea Forge
  - a. Empanelled supplier of UAV for Govt.
  - b. More than 50 employees

# SUCCESS STORIES

4. Zeus Numerix
  - a. Enlisted vendors for Govt. for their simulation software
  - b. More than 50 employees
5. Webaroo
  - a. Crossed turnover of 200 crores
  - b. More than 200 employees
4. Covacsis and Vegayan
  - a. Soon after graduation got series A and B funding

# FUTURE EXPANSION

## ► New facility

- To support >2x current incubatees
- 50,000 sq.ft.
- Dedicated, fully equipped labs

## ► New programs

- Accelerator
- Sector specific initiatives – Eg:
  - BioMed Incubator
  - Hardware incubator with Intel & DST partnership



# Plugin- Collaborative Incubation Program for Hardware & Systems Startups

- ▶ Unique, 1 year incubation program with government, industry, & academia collaboration
- ▶ Intel will provide access to its Maker Lab and technology mentoring to start-ups



**Collaborative Incubation for  
Hardware & Systems Startups**



# T H A N K Y O U

Society for Innovation and Entrepreneurship

3<sup>rd</sup> Floor, CSRE Dept.  
IIT Bombay, Powai,  
Mumbai – 400 076

Tel: +91 22 2576 7016

▶ [www.sineiitb.org](http://www.sineiitb.org)