

#startupindia

//Startup Rajasthan//

July 23, 2016 | New Delhi

# Background

- **RIICO and CIIE Initiatives set up Startup Oasis on June 17, 2013**
  - Land, building, equipment and initial financial support provided by RIICO
  - Operated and managed by CIIE Initiatives
  - Objective: To develop the startup and innovation ecosystem across Rajasthan
  - 6-member team of CIIE Initiatives with deep entrepreneurial experience based in Jaipur
  - Later supported by NSTEDB , Department of Science and Technology as a TBI



# Hub Infrastructure | Startup Oasis

S. No.	Description	Space (sq ft)
1	Incubation / Co-working Space	11,000
2	Program Areas	2,000
3	Meeting / Conference Rooms	1,000
4	Cafeteria	1,000
5	Startup Oasis Office Space	1,000
	<b>Total</b>	<b>16,000</b>



# Key Metrics

Description	2014	2015	2016 *
Startups Applied for Support	297	410	702
Startups / Entrepreneurs Trained (Structured Workshops)	NA	NA	88
Startups Mentored / Accelerated	28	22	26
Startups Under Physical Incubation	13	28	24
Startups Funded	6	7	4

\* till June 30, 2016



# Emerging Startup Ecosystem in Rajasthan

*Ahmedabad, Chennai and Jaipur are the new kids on the block*

The startup capital Bangalore has been an all time favourite for investors, due to the easily available tech talent in the city, but cities like Ahmedabad, Chennai and Jaipur are becoming startups hubs too, accounting for 30 deals in 2016, with a total funding amount of \$34M. Below is the investment split across the emerging startup cities of India.

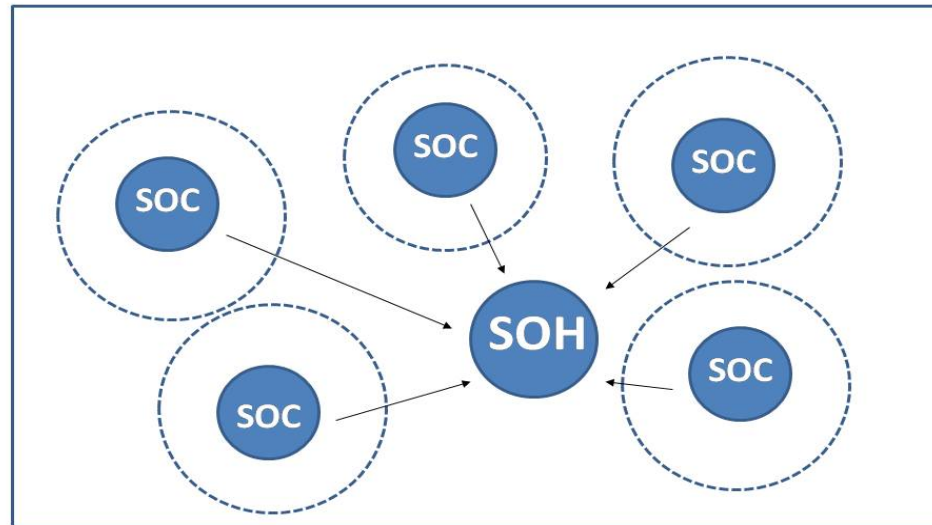
City	No. of Deals	Total Funding
Ahmedabad	11	\$1M
Chennai	10	\$17M
Jaipur	9	\$16M

*Source: Tracxn | June 24, 2016*



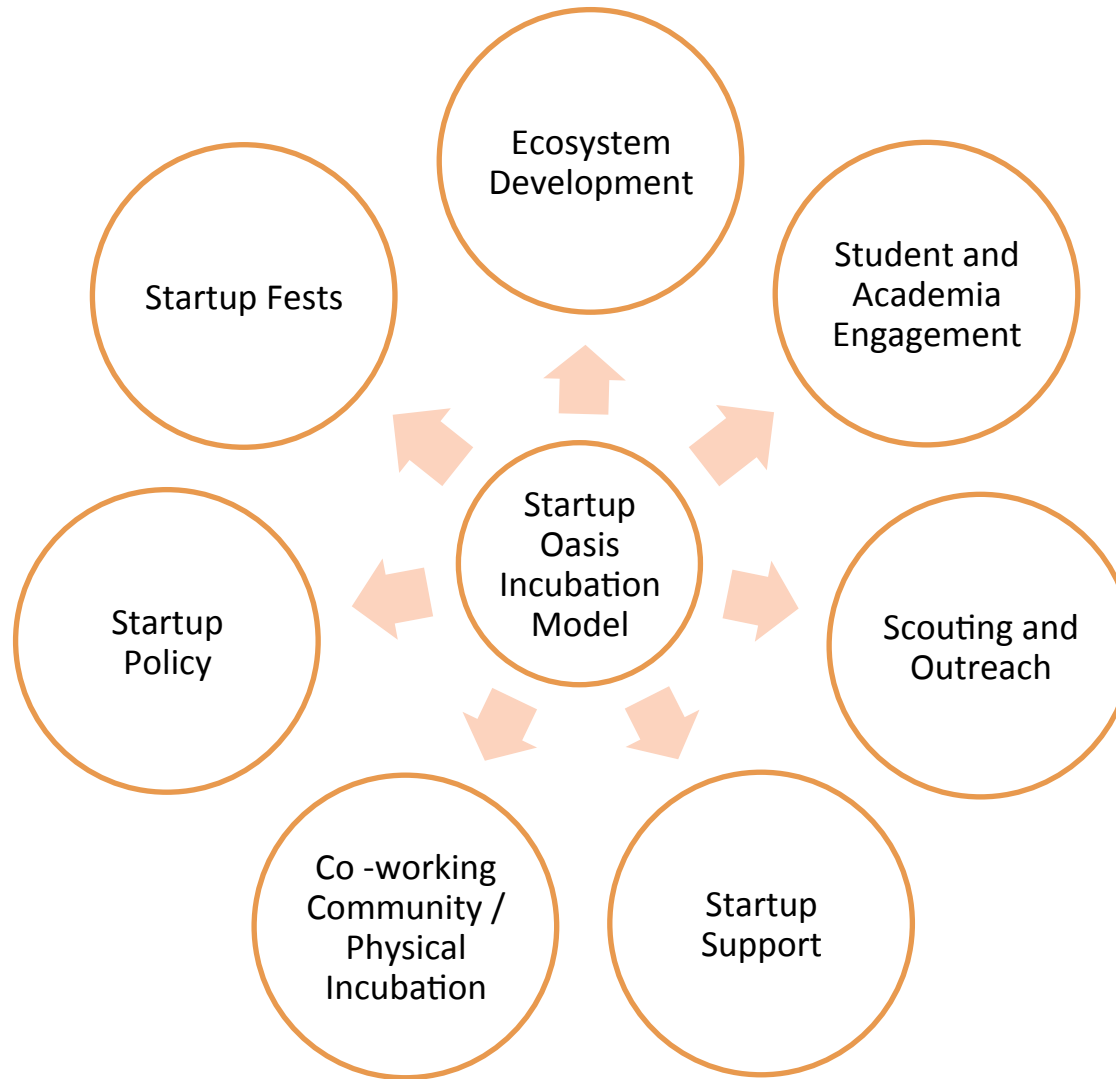
# Key Features of the Startup Oasis Startup Incubation Model

- Scalable and Asset Light Model - *Hub and Spoke model*
- Standard templates for programs, scouting and ecosystem development
- Highly relevant for startup ecosystem development in Tier-2 and Tier 3 Cities



*SO = Startup Oasis Hub @ State Capital or the Commercial Capital*  
*SOC = Startup Oasis Cell in other Major Urban Centres*

# Startup Oasis Model



# Startup Fests

- Rajasthan Startup Fest in Jaipur | Oct, 2015
  - 1200 students, aspiring entrepreneurs, start-ups and startup enthusiasts
  - 50 angel and venture capital investors and 50 plus speakers
- Udaipur Startup Fest | Feb, 2016
  - 400 students, aspiring entrepreneurs, start-ups and startup enthusiasts
  - 30 plus mentors, 20 speakers and 15 plus investors



## UDAIPUR STARTUP FEST



celebrating the spirit of entrepreneurship



# Startup Support



## Idea Stage

For Idea Stage Startups & Aspiring Entrepreneurs



## Startup Support Program

For Prototype and Pilot Stage Startups



## Growth Support

For Post Revenue Startups



## Social Incubation Program

For Startups with Social Impact



## Coworking

For Startups and Freelancers looking for working space and community.



## Startup Policy

To apply under Rajasthan State Startup Policy

# Rajasthan Startup Policy



Assistance for Startups at Idea or Prototype Stage



Assistance for Startups at Pilot Stage



Assistance for Conducting Accelerator Programs



Assistance for Setting up E-Cells in Educational Institutions



Assistance to Institutions for Setting up Incubation Centres



Assistance to Private Sector for Setting up Incubation Centres

# Revenue Model

- **Upfront Fee for Workshops**
  - Foundation Workshop
  - LaunchBoard Workshop
- **Success Fee for Startup and Growth Support**
  - Equity
  - Fund Raising Fee
- **Coworking Fee for Physical Incubatees**

# Progress on Action Plan

- Labour Laws

- No requirement for registration if number of employees is less than 20
- Self certification facility active for compliance of labor laws at <https://www.ldms.rajasthan.gov.in/>
- Scheme is valid for 5 years, provided entrepreneur files returns annually
- Facility of filing single online return also provided on the portal
- Not more than 20% of the units covered under the scheme are picked up for inspection
- Once inspected, startups will not be inspected for another three years, if no complaints are received.
- In case of complaint, unit would be inspected only with the authorization issued by the Labor Commissioner

- Environmental Laws

- White category industries are exempt from consent / authorisation

# Future Plans Including Reforms

## Rajasthan Startup Policy 2015

- 5 Year term
- Budget allocation – Rs 54.25 Cr
- Key Targets and Objectives
  - 50 Incubator / Incubator-like support organizations to be established
  - Atleast 500 startups to be supported and incubated.
  - 100,000 sq ft of Incubation Space to be developed / facilitated.
  - Angel and Early Stage Capital of Rs 500 Cr to be mobilized for startups.

# Key Discussion Points

- Startup India Registration Processes
- Central Government Support for the Startup Ecosystem Developed by the State Governments