

Agri-Startup Stakeholders Connect Program –  
Fostering Collaboration & Partnership

MANAGE – Centre for Innovation and  
Agripreneurship



**A Report on**  
**Agri-Startup Stakeholders Connect**  
**Program**  
**at Maharashtra**  
**August 02, 2024**

**Venue: Savitribai Phule Pune University**  
**(SPPU), Pune**

**Program Director**

**Dr. Saravanan Raj**

Director (Agricultural Extension) &  
CEO, MANAGE-CIA  
MANAGE, Hyderabad

**Program Coordinators**

**Mr. Siddharth**

Innovation Manager  
RKVY – RAFTAAR  
MANAGE-CIA, Hyderabad

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### About the Program

MANAGE – Centre for Innovation and Agripreneurship (CIA), a premier Centre of Excellence in Agribusiness Incubation under the aegis of the National Institute of Agricultural Extension Management (MANAGE), Hyderabad, stands tall as a powerhouse of agri-innovation. With a proven track record, MANAGE-CIA has extended financial support to 158 agri-startups, incubated over 383 ventures, and mentored more than 754 emerging agripreneurs from diverse agricultural and allied domains.

Pushing boundaries to ignite regional innovation, MANAGE-CIA rolled out its 6th Agri-Startup Stakeholders Connect Program—a dynamic platform crafted to drive meaningful synergy between startup leaders and key agribusiness enablers in Maharashtra.

The program was designed to bring together a rich mix of stakeholders—ranging from researchers, incubators, and investors to agripreneurs, students, extension professionals, and policymakers—fostering a collaborative space to exchange innovative ideas, practical know-how, and transformative strategies in the agribusiness landscape.

The event hosted in collaboration with **Savitribai Phule Pune University (SPPU), Pune**, the event buzzed with energy as it welcomed enthusiastic participation from startups and agriculture professionals across the state—marking a major milestone in nurturing a vibrant and interconnected agripreneurial network in Maharashtra.

### Objectives of the Program

- To Spark meaningful connections between agripreneurs, researchers, and industry pioneers to fuel a stronger, more resilient agri-innovation landscape across Maharashtra.
- To close the gap between classrooms and boardrooms by encouraging joint efforts that tackle on-ground agricultural issues while unlocking future-ready growth possibilities.
- To Create a vibrant exchange zone for bold ideas, breakthrough strategies, and next-gen agri-tech—powering startups to innovate, scale, and lead the transformation of Indian agriculture.

### Participants of the Program

The program welcomed an impressive lineup of dignitaries from national institutions, academia, state bodies, and the agri-startup ecosystem. Representing MANAGE, **Dr. Saravanan Raj**, Director (Agricultural Extension) and CEO of MANAGE-CIA joined the gathering virtually via Webex. His thought-provoking insights and strategic vision set the tone for the event and guided key discussions.



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At the helm as Chief Guest was **Prof. Suresh Gosavi**, the esteemed Vice Chancellor of Savitribai Phule Pune University (SPPU). His gracious presence and insightful words added immense value to the occasion. Prof. Gosavi's participation not only elevated the significance of the event but also inspired the audience with his vision and academic leadership.



An esteemed team from SPPU added depth and expertise to the gathering. Among them were **Dr. Arvind Shaligram**, Professor & CEO of the SPPU Research Park Foundation; **Ms. Rajashree Patankar**, Senior Manager; and **Dr. Ajinkya**, Innovation Officer. Alongside them, faculty and admin members brought strong academic grounding and institutional backing to the table.

The event also drew high-ranking professionals from influential state and national entities. Notables included **Dr. Pradeep S. Parate** and **Dr. Shivappa P.** from NABARD, Pune, as well as **Dr. Sujoy Saha** from ICAR-National Research Center for Grapes. Their expert contributions added weight to the conversations on innovation and growth in agriculture.



Adding entrepreneurial energy to the event, **23 agri-startups** from across Maharashtra took the spotlight. These startups not only pitched their innovations but also built new bridges with stakeholders, hinting at exciting collaborations ahead.



Equally vibrant was the student participation—**156** in total. This included **120 students** from the College of Agriculture, Pune; **24 MBA** students from Dr. D.Y. Patil Vidyapeeth University; and **12 PhD scholars** from SPPU. Their enthusiasm added spark and future promise to the agri-entrepreneurial narrative.

### Inauguration of the Program

The event opened on an inspiring note with **Dr. Arvind Shaligram** delivering the welcome address, where he passionately underscored the power of research and innovation in transforming agriculture. He spotlighted the pivotal role of the SPPU Research Park Foundation as a catalyst that connects cutting-edge academic research with real-world applications, offering startups and agripreneurs the tools, mentorship, and networks they need to thrive. Dr.



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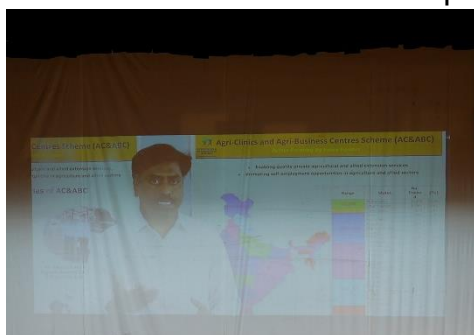
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Shaligram called for deeper alliances among academia, industry, and government, emphasizing that such synergies are the driving force behind a thriving agribusiness ecosystem. With compelling examples and a visionary outlook, he painted a picture of how collaborative innovation can fast-track progress in the sector. Urging participants to see the program as more than just an event, he encouraged them to seize the opportunity to build lasting partnerships, exchange ideas, and shape the future of agriculture together.

Following the welcome, **Dr. Saravanan Raj** extended his sincere appreciation to the Chief Guest and all attendees—from policymakers to students—who had come together to make the



event a milestone in agri-innovation. He emphasized how far India's agri-startup ecosystem has come, evolving into a vibrant force with the potential to reshape the nation's agricultural narrative. Dr. Saravanan Raj offered a glimpse into the broader purpose behind the program, not just as a showcase but as a springboard for sustained engagement and impact. He called on participants to go beyond the event and actively engage in nurturing this growing

ecosystem, sharing knowledge, and contributing to its momentum for a broader national transformation.

**Dr. Pradeep S. Parate** delivered a compelling address that shed light on the transformative influence of financial institutions in shaping the future of agriculture. Drawing from his experience at NABARD, he showcased how the organization actively fuels agribusiness growth through strategic funding, expert guidance, and capacity-building programs tailored to the evolving needs of startups and rural enterprises. He walked the audience through an array of NABARD schemes and financial tools designed to boost productivity and embed sustainability in farming practices. Beyond financing, Dr. Parate championed the idea of strong



collaboration between banks, government bodies, and private players to build a resilient and innovation-driven agri-ecosystem. He urged attendees to tap into existing financial frameworks and support networks to drive scalable solutions and tackle pressing agricultural challenges. With a clear emphasis on strategic investments and smart financial planning, his message reinforced how vital it is for finance and agribusiness to move forward in unison, paving the way



for long-term impact and inclusive sectoral growth.

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Adding another layer of insight, **Dr. Sujoy Saha** urged startups to think beyond profit and towards purpose. He highlighted how entrepreneurial energy could be directed at solving some of the world's deepest systemic problems, such as environmental degradation, inequality, and gaps in education and healthcare. His message was clear: innovation should be inclusive and impact-driven. He strongly encouraged startups to forge unconventional partnerships—with universities, businesses, and non-profits—to gain not only funding and infrastructure but diverse thinking that can spark breakthrough solutions for sustainable development.



Together, the speakers delivered a rich blend of inspiration, strategy, and foresight, each adding depth to the conversation around agripreneurship. Their varied experiences painted a holistic picture of the Indian agri-startup movement—one that is growing in strength, breaking boundaries, and reimagining agriculture as a space for innovation, inclusion, and impact. The discussion highlighted how critical it is to bring together different voices to create a thriving, tech-enabled, and inclusive agri-economy.

In his concluding remarks, **Prof. Suresh Gosavi** extended heartfelt gratitude to **MANAGE, Hyderabad**, and **Dr. Saravanan Raj** for



orchestrating a program of such depth and relevance, applauding its role in shaping the next chapter of agriculture. He spotlighted the power of collaboration and innovation as the cornerstones for transforming the sector, emphasizing that when startups, scholars, policymakers, and industry leaders converge, real breakthroughs happen. Prof. Gosavi reflected on the rapidly shifting agricultural landscape, urging the creation of strong, cross-functional partnerships to

confront today's challenges and tap into tomorrow's possibilities. He stressed that agribusiness innovation thrives where academic brilliance, real-world application, and policy frameworks intersect. Highlighting the event's dynamic environment, he noted how the open exchange of ideas and experiences not only enriches understanding but also lays the groundwork for actionable strategies. According to him, such interactions are key to unlocking smarter, more sustainable, and growth-driven agricultural solutions.



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### Overview the Program

A special spotlight was cast on innovation during the program through a dedicated startup showcase session, where promising agri-startups stepped into the limelight to pitch their visionary business models. With clarity and conviction, each startup unravelled the agricultural problems they've set out to solve—ranging from supply chain inefficiencies to climate-resilient farming—and revealed how their unique solutions are redefining traditional approaches. The session served not just as a platform for visibility but as a bold statement on the transformative power of grassroots innovation in agriculture.



Post-presentation, the energy shifted into vibrant Q&A sessions that brought the audience and startup founders face-to-face. These interactive moments were more than just queries—they were collaborative dialogues filled with constructive feedback, probing insights, and new perspectives. The exchange added layers of depth to the event, enabling the startups to refine their ideas while giving the audience a chance to engage meaningfully with real-world innovation stories.

Adding a physical dimension to the ideas on display, the event also featured a bustling exhibition zone where agri-entrepreneurs put their products, tools, and tech-powered solutions on full display. The exhibition buzzed with curiosity and conversation as visitors explored an exciting mix of innovations crafted to tackle today's agricultural realities. It doubled as a dynamic networking ground, connecting changemakers with investors, researchers, policymakers, and fellow innovators.



As attendees walked through the stalls, they weren't just observing innovations—they were experiencing them. Face-to-face interactions allowed them to dive deeper into the origin stories of these ideas, discuss real-time applications, and explore opportunities for collaboration. This high-energy exchange nurtured trust, inspired new alliances, and gave a powerful boost to the larger agri-startup community.

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Bringing the event to a gracious close, **Mr. Siddharth**, Innovation Manager at MANAGE–CIA, delivered an earnest vote of thanks that resonated with warmth and appreciation. He credited Program Director **Dr. Saravanan Raj** for driving the initiative with purpose and vision and acknowledged the spirited participation of every attendee. With gratitude for the collaborative energy and commitment shown throughout, he affirmed the event’s success as a collective triumph for innovation in Indian agriculture.



### Key Takeaways and Benefits of the Program

- **Power Networking Unleashed:** The event pulsed with opportunities for meaningful interaction, enabling participants to link up with future partners, mentors, investors, and collaborators—laying a strong foundation for purposeful, long-term alliances.
- **Wisdom in Action:** Through thought-provoking keynotes and immersive conversations, attendees tapped into a wellspring of knowledge from sector pioneers, gaining sharp insights into emerging trends and startup success strategies.
- **Innovation in the Spotlight:** Emerging ventures seized the stage to unveil their breakthrough ideas, drawing attention from key stakeholders and amplifying their reach across the agripreneurial and investment ecosystem.
- **Fuel for Ambition:** Authentic stories of resilience and triumph from seasoned entrepreneurs lit a spark in the audience, fuelling a surge of passion and confidence to scale new entrepreneurial heights.
- **Sharpening the Edge:** Expert critiques and peer inputs offered startups a clear lens on their business models, equipping them with focused, practical guidance to refine their approach and enhance market relevance.
- **Building Bridges for Impact:** The event catalysed fresh possibilities for joint ventures, research linkages, and innovation partnerships—driving collective momentum toward an inclusive and future-forward agri-innovation landscape.

### List of the Participated Agri-Startups

Sr. No.	Founder Name	Startup Name	Location	Focused Area/Bried Idea
1	Mr. Mahesh Londhe	AgroZee Organics Pvt. Ltd.	Pune (Maharashtra)	Millets-Based Products
2	Mr. Pravin Lokhande	Con Farmia Agri Business Pvt. Ltd.	Aurangabad (Maharashtra)	Farm Food Store
3	Mr. Abhijeet Panshikar	Ayurcin Biogenics Pvt. Ltd.	Pune (Maharashtra)	Healthcare and wellness



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<b>Sr. No.</b>	<b>Founder Name</b>	<b>Startup Name</b>	<b>Location</b>	<b>Focused Area/Bried Idea</b>
4	Dr. Rajul Patkar	Proximal Soilsens Technologies	Pune (Maharashtra)	Building Compact chemical-based Soil Testing devices
5	Mr. Ashutosh Mahesh More	SUM INAgri Pvt. Ltd.	Pune (Maharashtra)	IoT use in agriculture
6	Mr. Parag Kondhare	Farmore Agrotech Private Limited	Pune (Maharashtra)	Online Reseller Market Place for Farmers
7	Mr. Ramesh Shivaji Khaladkar	Khaladkar Agribusiness Private Limited	Pune (Maharashtra)	Consulting for agri inputs certification
8	Mr. Abhijeet Panshikar	Ayurcin Biogenics Pvt. Ltd.	Pune (Maharashtra)	Healthcare and wellness
9	Mr. Mahesh Maruti Borhade	Smaran Udyog Private Limited	Pune (Maharashtra)	Aroma Oil Extraction
10	Mr. Subhash Narayan kakade	Kakade agro equipment	Tandulwadi (Maharashtra)	Manufacturer of all kinds of agro equipment and machinery
11	Mr. Sanket Patil Lalage	Country Crops Agrotech Pvt. Ltd.	Nighoj (Maharashtra)	Providing end-to-end agricultural field services—such as crop establishment, pest control, and harvesting—on a contract basis to boost farm productivity
12	Mr. Shubh Shah	SG Autonomous Systems Pvt. Ltd.	Pune (Maharashtra)	Autonomous robots
13	Mr. Mayur Pawar	Wingrow Pvt Ltd.	Pune (Maharashtra)	Stall booking platform for farmers
14	Mr. Adesh Sonu Kashid	Vatsalya Unique Pvt. Ltd.	Pune (Maharashtra)	Sale of useful products to farmers made from desi cow dung
15	Mr. Anil Ishwar Sawant	Aigret Innovations India	Pune (Maharashtra)	Automated electrostatic spraying
16	Mr. Naresh Shejawal	Agriwala Pvt. Ltd.	Pune (Maharashtra)	Startup deal in 'RF' and 'Organic' food supply with Innovative "Mission Family Farmer" Business Model
17	Ms. Supriya Jadhav	Farm Value Chain Business School Pvt. Ltd.	Pune (Maharashtra)	Millets based laddus, Noodles, Namkin, flex
18	Mr. Tatyasaheb Phadtare	Samrudhhi Agro Group	Pune (Maharashtra)	Working on Millet products
19	Mr. Vijay Sunil Gargote	SilkBerry Chawki Rearing Centre	Pune (Maharashtra)	Value added product & Supply Chain Management



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Sr. No.	Founder Name	Startup Name	Location	Focused Area/Bried Idea
20	Mr. Sahil Bhosale	Symble Solutions Private Limited (Mr. Sahil Bhosale)	Pune (Maharashtra)	BioMinah is an organic agricultural input which is produced by fish waste.
21	Mr. Sandip Vishram Ghole	VSRO Bio organics LLP	Pune (Maharashtra)	Sandip Pyaj variety has been developed by continuous improvement of onion cultivar of Fursungi local variety of Nashik
22	Mr. Anil Sawant	Aigret Innovations India Pvt. Ltd.	Pune (Maharashtra)	Electrostatic spraying system for pesticides
23	Mr. Anil Laxman Lade	Marketyarde Agrisolutions Pvt. Ltd.	Pune (Maharashtra)	Working on Fullstack Agritech



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