

Agri-Startup Stakeholders Connect Program –  
Fostering Collaboration & Partnership

MANAGE – Centre for Innovation and  
Agripreneurship



**A Report on**  
**Agri-Startup Stakeholders Connect**  
**Program**  
**at Chhattisgarh**  
**March 15, 2024**

**Venue: Indira Gandhi Krishi Vishwavidyalaya**  
**(IGKV), Raipur**

**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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**National Institute of Agricultural Extension Management (MANAGE)**  
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## MANAGE – Centre for Innovation and Agripreneurship



### About the Program

MANAGE – Centre for Innovation and Agripreneurship (CIA), a Centre of Excellence in Agribusiness Incubation, is hosted by the National Institute of Agricultural Extension Management (MANAGE), Hyderabad. Recognized as one of India’s premier agribusiness incubators, it has successfully funded 158 and incubated 383 agri-startups, and provided mentorship to 754 agripreneurs across diverse domains within the agriculture and allied sectors.

MANAGE-CIA has designed its 2nd Agri-Startup Stakeholders Connect Program for fostering collaboration & partnership among vibrant community of startup founders and agribusiness stakeholders of Chhattisgarh.

The objective of this program was to unite all key stakeholders—including researchers, incubators, policymakers, agripreneurs, startups, agro-industries, investors, extension professionals, students, and other partners from across Chhattisgarh—to share their innovations, insights, expertise, and experiences related to agribusiness and agripreneurship.

The program was organized in collaboration with **Indira Gandhi Krishi Vishwavidyalaya (IGKV), Raipur**, and saw enthusiastic participation from numerous startups and agricultural stakeholders across Chhattisgarh.

### Objectives of the Program

- To foster meaningful connections among agripreneurs, researchers, and industry stakeholders, thereby strengthening the agricultural innovation ecosystem in Chhattisgarh.
- To promote collaboration between academia and industry to tackle real-world agricultural challenges and uncover new growth opportunities.
- To offer a platform for sharing insights, strategies, and technological advancements that support agricultural startups and innovation.

### Participants of the Program

The program was honoured by the presence of several distinguished individuals representing national institutions, the university, state departments, and the startup ecosystem. From the National Institute of Agricultural Extension Management (MANAGE), **Dr. Saravanan Raj**, Director (Agricultural Extension) and CEO of MANAGE-Centre for Innovation and Agripreneurship (CIA), attended the event and played a significant role in its proceedings.



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The Chief Guest of the event was **Dr. Girish Chandel**, Vice Chancellor of Indira Gandhi Krishi Vishwavidyalaya (IGKV), Raipur.



Four senior officials including chief guest from Indira Gandhi Krishi Vishwavidyalaya (IGKV), Raipur, Chhattisgarh, took part in the program. The delegation included **Prof. Hulas Pathak**, Head and Principal Investigator of the RKVY Agribusiness Incubator (R-ABI); **Mr. Abhijeet**, Business Manager of R-ABI; and **Mr. Ashish**, Assistant Manager of R-ABI. Alongside them, several other academic and non-academic staff members from IGKV were also present, significantly enhancing the academic value and organizational support of the event.

The program also witnessed the participation of several prominent officials from both state and national-level government institutions. Among the notable attendees were **Dr. Sanjay Kumar**, Professor In-Charge of the Entrepreneurship Cell at NIT Raipur, and **Mr. Sanjay Gajghate**, Joint Director at the Department of Commerce and Industries.



Alongside institutional participation, the event also featured **23 agri-startups** from across Chhattisgarh. These startups presented their innovations, engaged with various stakeholders, and explored potential collaborations, reflecting the region's vibrant and expanding agripreneurial ecosystem.



A total of **150 students** took active part in the program, comprising **72 students from the Agricultural program**, **47 students from Agricultural Extension**, and **31 students from Agri-Business Management**. Their enthusiastic participation highlighted the program's educational value and its success in engaging youth.

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### Inauguration of the Program

The program commenced with a welcome address by **Prof. Hulas Pathak**, Head and Principal Investigator at the RKVY RAFTAAR Agribusiness Incubator (R-ABI), IGKV. He set the stage for the day's proceedings by highlighting the rapid rise of Agri-tech Start-Ups across the country in recent years. These startups, he noted, are addressing critical challenges in areas such as supply chain logistics, refrigeration and cooling systems, seed management and distribution, and are enabling farmers to access broader market opportunities.



**Dr. Saravanan Raj** then expressed sincere gratitude to the Chief Guest for their presence and extended thanks to all dignitaries, government officials, startups, and students in attendance. He provided valuable insights into the objective of the program and the evolving agri-startup ecosystem in India, urging everyone to actively contribute to its growth and success.

**Dr. Sanjay Kumar** addressed the audience by emphasizing the vast untapped potential for Agri-tech Start-Ups in Chhattisgarh. He pointed out that the region's geography and climatic conditions are well-suited for cultivating a variety of crop species. He also encouraged startups and students not to miss the "Start-Up Bus," which he described as pivotal to India's technological and economic advancement toward becoming a leading global nation.

**Dr. Sanjay**



**Mr. Sanjay Gajghate** elaborated on various departmental schemes designed to support and guide startups toward success. He stressed that startups play a vital role in the growth of the agricultural sector and reaffirmed the government's commitment to empowering aspiring entrepreneurs. He further emphasized that even the smallest start-up holds significance in the larger ecosystem.



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All the dignitaries offered their perspectives on the agri-startup ecosystem and underscored its key role in transforming and advancing Indian agriculture. **Dr. Girish Chandel** also addressed the gathering, extending his appreciation to MANAGE and Dr. Saravanan Raj, Director (Agricultural Extension), for organizing such a meaningful and impactful event.

### Overview the Program

A dedicated startup presentation session was held as part of the program, offering a valuable platform for participating agri-startups to showcase their innovative business models. Each startup highlighted the specific agricultural challenges they aim to address and shared the unique solutions they have designed to overcome these issues.



The presentations were followed by interactive Q&A sessions, where participants had the opportunity to directly engage with the startup founders. These sessions encouraged insightful discussions, allowing attendees to ask questions, provide constructive feedback, and suggest potential improvements.

In addition to the presentation sessions, the program featured a startup exhibition. This exhibition enabled entrepreneurs to display their products, technologies, and services that target real-world problems in agriculture. It also served as a vibrant networking hub, facilitating connections between startups and potential investors, collaborators, government bodies, and academic institutions.



Attendees had the chance to explore cutting-edge agri-tech solutions up close and engage in meaningful interactions with the innovators behind them. This exchange of ideas fostered learning and collaboration among stakeholders in the agricultural innovation ecosystem.

The program concluded with a vote of thanks delivered by **Mr. Siddharth**, Innovation Manager at MANAGE–Centre for Innovation and Agripreneurship (CIA). He expressed sincere appreciation to the Program Director, **Dr. Saravanan Raj**, for organizing such a forward-thinking and impactful event. He also acknowledged the active participation and valuable input from attendees, which significantly contributed to the program's overall success.



## Key Takeaways and Benefits of the Program

- **Building New Connections:** The event provided participants with a valuable platform to connect with potential business partners, clients, mentors, and collaborators, fostering meaningful professional relationships.
- **Knowledge Sharing:** Attendees benefited from the insights shared by industry leaders and subject-matter experts through engaging talks, networking opportunities, and panel discussions.
- **Enhanced Visibility:** Startups were given a prominent stage to present their innovations and solutions, significantly increasing their exposure within the local entrepreneurial and business ecosystem.
- **Inspiration and Motivation:** Listening to the experiences and success stories of accomplished entrepreneurs offered participants a powerful source of motivation and inspiration.
- **Constructive Feedback:** Startups received thoughtful and actionable feedback on their products and business ideas from experienced professionals and peers.
- **Opportunities for Collaboration:** The event enabled the exploration of joint ventures, strategic alliances, and collaborative initiatives aligned with the goals and interests of participating startups.

## एक छोटा सा आइडिया भी बड़ा स्टार्टअप बन सकता है: संजय

सिटी रिपोर्टर | कृषि विवि में एग्री स्टार्टअप स्टेक होल्डर कनेक्ट - फॉस्ट्रिंग कोलाबोरेशन एंड पार्टनरशिप पर इवेंट रखा गया। आरकेवीवाय रफ्तार एग्रीबिजनेस इंक्यूबेटर और मैनेज सीआईए हैदराबाद की ओर से आयोजित इस इवेंट में कॉमर्स एंड इंडस्ट्री डिपार्टमेंट के जॉइंट डायरेक्टर संजय गजघाटे ने स्टार्टअप सपोर्ट मैकेनिज्म और सब्सिडी के बारे में बताया।

उन्होंने कहा कि छोटे-छोटे स्टार्टअप भी बहुत महत्वपूर्ण होते हैं। उदाहरण देते हुए उन्होंने कहा कि जिस तरह हर व्यक्ति के कपड़े में बटन होता है और उसकी डिमांड पर हम कभी ध्यान ही नहीं देते हैं। बटन बहुत बड़ी समस्या को सॉल्व करता है। इसी तरह एक छोटे आइडिया से भी एक बड़ा स्टार्टअप शुरू किया जा सकता है। इसलिए आपके पास कोई भी आइडिया हो तो उसे शेयर करें। पता नहीं आपका



कौन सा आइडिया बड़ा बिजनेस बन जाए। वहीं कृषि विवि के वाइस चांसलर डॉ. गिरीश चंदेल ने कहा कि 90 फीसदी एग्री स्टार्टअप प्रोडक्ट तैयार कर बेचने का काम कर रहे हैं। एग्रीकल्चर का असर डायरेक्ट फूड पर पड़ रहा है। आने वाले समय में टेक्नोलॉजी के जरिए फूड के साथ हेल्थ स्टार्टअप पर भी काम कर सकते हैं। इससे कई तरीके के बिजनेस बनेंगे। टेक्नोलॉजी के बगैर आउटपुट नहीं निकलेगा। इसलिए टेक को लेकर काम करना होगा। कार्यक्रम में सेंटर के सीईओ डॉ. हुलास पाठक व अन्य मौजूद थे।



### List of the Participated Agri-Startups

Sr. No.	Founder Name	Startup Name	Location	Focused Area
1	Mr. Devesh Patel	OneCup Interface Pvt. Ltd.	Raipur (Chhattisgarh)	Food Processing
2	Mr. Harshil	InOrbit Ventures	Raipur (Chhattisgarh)	Plug and play Marketing and Distribution Sir Agri Start-ups
3	Mr. Rajkumar Shrivastava	Shubhi Agrotech Pvt. Ltd.	Raipur (Chhattisgarh)	Food Processing
4	Mr. Anil Passary	Urvarak Industries Pvt. Ltd.	Raipur (Chhattisgarh)	Waste to wealth
5	Mr. Ram Sharma	Alt Turm	Raipur (Chhattisgarh)	Value Addition
6	Ms. Sazal Malhotra	Atmik Bharat	Bhilai (Chhattisgarh)	ICT in Agriculture
7	Dr. Menaka	Menaka Biofertilizer Pvt. Ltd.	Raipur (Chhattisgarh)	Liquid Foliage Biofertilizer
8	Mr. Chinmaya Mahapatra	Chinmaya Eco-solutions Pvt. Ltd.	Raipur (Chhattisgarh)	Bio plastics from agri-waste for targeting agri fungal pathogens
9	Mr. Rahul Singh	Sprigrer technologies Pvt. Ltd.	Raipur (Chhattisgarh)	Smart farming IOT device
10	Mr. Vikash Kumar	Cropspoint advance solution Pvt. Ltd.	Raipur (Chhattisgarh)	Agri Supply Chain
11	Mr. Ritesh Taunk	Kash Hith Innovations	Durg (Chhattisgarh)	Plant protection machine
12	Mr. Jeet Chawda	Jeet Agro-tech	Raipur (Chhattisgarh)	Farm Mechanisation
13	Mr. Jayant Kumar Kawer	Jayant Food Processing Pvt. Ltd.	Raipur (Chhattisgarh)	Food Processing
14	Mr. Ramlal Lahre	Lahre Spectrum Agro Pvt. Ltd.	Balrampur (Chhattisgarh)	Production of range of products from rare and wild type chilli.
15	Mr. Basant Shahjeet	Tech in Tourism Pvt. Ltd.	Raipur (Chhattisgarh)	Digital Marketing of Agri Tourism
16	Ms. Kavita	Samarpan Nature Farms	Raipur (Chhattisgarh)	Millets based products
17	Mr. Dev Garg	Netraum Ayurveda	Raipur (Chhattisgarh)	Herbal Product which reverse Cataract without Surgery
18	Mr. Dilip Kumar Chandra	Biomass Pvt. Ltd.	Raipur (Chhattisgarh)	biodegradable bioplastics derived from plant extracts
19	Mr. Shaligram Soni	Jan Abhiyan Startup	Champa (Chhattisgarh)	Suryaprasadam A Social Enterprise
20	Mr. Umesh Bansi	Orga-life Food and Beverages Pvt. Ltd.	Raipur (Chhattisgarh)	Organic and Natural Food

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Sr. No.	Founder Name	Startup Name	Location	Focused Area
21	Mr. Param Kumar Kurre	C.L.S.K. Agro Farmer Producer Company Limited	Janjgir (Chhattisgarh)	Agriculture and Horticulture
22	Mr. Verendra Puri Goswami	Ayodyapuri	Durg (Chhattisgarh)	Agriculture Extension
23	Mr. Archit Jain	Encon Solution	Raipur (Chhattisgarh)	Solar Dryer for Post-Harvest Management of Agro Products



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