



MANAGE – BCKV Agri-Startup Stakeholders Connect

**Bidhan Chandra Krishi Viswavidyalaya (BCKV)
Mohanpur, Nadia, West Bengal**

June 26, 2026

MANAGE-Centre for Innovation and Agripreneurship (MANAGE-CIA)

National Institute of Agricultural Extension Management (MANAGE)

(An Organisation of Ministry of Agriculture & Farmers Welfare, Govt. of India)

Rajendranagar, Hyderabad-500030, Telangana, India

MANAGE

The National Institute of Agricultural Extension Management (MANAGE), an autonomous organisation under the Ministry of Agriculture and Farmers Welfare, Government of India is an apex body for Agricultural Extension Management in India. MANAGE offers services like Capacity building, Management Education, Piloting and Implementing Flagship National Schemes, Consultancy, Research, Knowledge Management and Policy Advocacy in Agricultural Extension Management.



MANAGE - Centre for Innovation and Agripreneurship (CIA)



MANAGE-CIA a Centre of Excellence Agri-Business Incubator hosted at MANAGE, one of the leading agri-business Incubators in India. MANAGE-CIA is supporting, guiding and mentoring the Agripreneurs and Agri-startups in Agriculture and Allied sectors. MANAGE-CIA is the Knowledge Partner for strengthening, handholding and demonstrating best practices to the Agri-Business Incubators (R-ABIs) of Agri-Innovation and Entrepreneurship program of PM-RKVY, Ministry of Agriculture and Farmers Welfare, Government of India. MANAGE-CIA has mentored 1164 Agri-startups and incubated 630 startups in the last six years. Apart from training and mentoring, MANAGE-CIA is facilitating Agri-startups with creating networks, collaborations, market linkages and extended end-to-end support for scaling-up their business. MANAGE is committed in developing the agri-business and Agri-startup ecosystem of the country.

MANAGE-Fisheries Innovation and Startup Hub (MANAGE-FISHub)

MANAGE-Fisheries Innovation and Startup Hub is a National level incubation and innovation platform established at the National Institute of Agricultural Extension Management (MANAGE), Hyderabad, in 2025 with the support of the Department of Fisheries (DoF), Ministry of Fisheries, Animal Husbandry and Dairying (MoFAHD), Government of India. MANAGE-FISHub aims to transform India's fisheries and aquaculture sector through innovation, entrepreneurship, and ecosystem development by mentoring and promoting fisheries startups, creating employment and entrepreneurial opportunities aligned with national priorities and enabling the rapid commercialization of technologies emerging from research, academia, and individual innovators.

Bidhan Chandra Krishi Viswavidyalaya (BCKV)

Bidhan Chandra Krishi Viswavidyalaya (BCKV), established in 1974 at Mohanpur, Nadia, West Bengal, is one of the leading State Agricultural Universities in Eastern India. Named after the renowned physician and former Chief Minister of West Bengal, Dr. Bidhan Chandra Roy, the University is committed to advancing agricultural education, research, and extension services. BCKV offers undergraduate, postgraduate, and doctoral programs in agriculture, horticulture, agricultural engineering, biotechnology, agribusiness management, and allied sciences, catering to the evolving needs of the agricultural sector. <https://bckv.edu.in/index.php/en/>

Research, Innovation and Extension Activities

Bidhan Chandra Krishi Viswavidyalaya (BCKV) Research, Innovation and Extension Activities BCKV actively promotes research, innovation, and technology dissemination in areas such as crop improvement, horticulture, climate-resilient agriculture, natural resource management, agricultural engineering, and sustainable farming systems. Through its research stations, Krishi Vigyan Kendras (KVKs), and extension network, the University collaborates with farmers, government departments, research organizations, FPOs, startups and industry partners to transfer scientific innovations from laboratories to fields. The University also encourages entrepreneurship, agribusiness development and startup-led innovation, contributing significantly to agricultural transformation, food security and rural livelihood enhancement in West Bengal and beyond



About the Program

This program will help start-ups connect with all the relevant agricultural stakeholders on a single platform and bridge the information gap thus facilitating a seamless exchange of knowledge, resources and Partnership opportunities. It also aims to connect all dots spanning in entrepreneurship spectrum for providing start-ups centric solutions. This unique programme seeks to foster a vibrant community, enabling start-ups founders and agribusiness stakeholders to connect, share their experiences and collaborate in ways that drive progress. With an emphasis on fostering dialogues and facilitating learning, participants will have the opportunity to not only showcase their products but also to listen to fellow founders' stories.

Aim

This program aims to connect all dots spanning in entrepreneurship spectrum for providing startup centric solutions.

Objectives

- Connect on a Single Platform: Bring all agri- startup stakeholders together to enable seamless interaction, access, and engagement on one unified platform.
- Build Networks: Facilitate connections between agripreneurs, researchers, and industry stakeholders to strengthen the agricultural innovation ecosystem.
- Promote Collaboration: Encourage partnerships between academia and industry to address real-world challenges and explore new opportunities in agriculture.
- Share Knowledge: Provide a platform for exchanging insights, strategies, and technological advancements relevant to agricultural start-ups and innovations.
- Bridge Information Gap: Ensure timely and easy access to relevant information, policies, funding, and market trends to support informed decision-making.

Eligible Participants

- Agri-Startup and Aspiring Agripreneurs
- Entrepreneurs, Inventors and Innovators
- Incubation and Innovation Centres
- Startup Mentors, Service providers, and Consultants
- FBOs, FPOs, Agri-Business Firms, NGOs
- Banks & Venture Capitalists firms and Angel investors
- Research institutions, Educational Institutions
- Researchers, Students, Rural youth, Academicians
- Agricultural Development Administrators and Policy makers
- Central and State Government officials
- Other stakeholders associate with the Agri-Start-up Eco-System

Key Takeaways

New Partnerships: Meet individuals who can potentially become business partners, clients, mentors or collaborators.

- **Learning:** Gain insights from Agri-Startup Stakeholders through Networking, Talks and Discussions.
- **Visibility:** Showcase your products and technology to relevant audience, increasing your visibility within the local business community.
- **Connections:** Facilitating strategic links among agri-startups, investors, researchers, government bodies, and service providers to build a robust support network.
- **Consultation:** Offering expert guidance, mentorship, and advisory support to startups and stakeholders through structured sessions.

Impact

So far, MANAGE has collaborated with eleven universities in eleven states across India including Himachal Pradesh, Chhattisgarh, Uttar Pradesh, Tripura, Tamil Nadu, Maharashtra, Rajasthan, Kerala, Karnataka, Madhya Pradesh and West Bengal involving a total of around 2,638 participants. In the first phase, the program focused on states with limited resources, connectivity, and networks for startups, while in the second phase, it is covering the remaining states. The program has facilitated valuable connections, inspired new partnerships, and provided actionable insights to participants, thereby strengthening agricultural ecosystem and fostering a collaborative environment for future growth.

MANAGE - BCKV Agri-StartUp Stakeholders Connect

Background

MANAGE proposed a Collaboration with Bidhan Chandra Krishi Viswavidyalaya (BCKV) to conduct the Eleven edition of the Agri-StartUp Stakeholders Connect program in Madhya Pradesh. Following the acceptance from the Vice Chancellor of Bidhan Chandra Krishi Viswavidyalaya (BCKV), the program was scheduled to be conducted on 24th June, 2026 at BCKV, Mohanpur, West Bengal.

The Organizing team for the program included, from MANAGE: Dr. Saravanan Raj, Director (Agricultural Extension), Ms. V. Usha Sree, Manager, and Mr. Bharat Kumar Sirvi, MANAGE-CIA; and from BCKV: Dr. Ashok Kumar Patra, Vice-Chancellor, BCKV, Prof. Manabendra Roy, Director, Directorate of Extension Education, Prof. Amitava Biswas, Head, Department of Agricultural Extension, Prof. Mrityunjay Ghosh, Dept. of Agronomy, Faculty of Agriculture.

The list of proposed stakeholders from the West Bengal Agri-startup ecosystem was prepared and invitation mails to participate in the program were sent to incubation centres, startups, Agripreneurs and agricultural & allied and technical colleges and institutes in West Bengal. Also, the registration link for the program was circulated through MANAGE-CIA social media handles.

The schedule of the program was planned to include an inaugural session, followed by two technical sessions. In the first technical session Agri-startup representatives shared their experiences and entrepreneurial journeys. This was followed by a startup exhibition, where

participating startups showcased their products and innovations. In the second technical session, selected promising startups presented and pitched their business ideas. The program concluded with a closing session comprising closing remarks by the dignitaries.

A total of 355 participants registered for the program, including startups, students, faculty and other professionals. Confirmation mails were sent to all the registered participants. Out of the startups that expressed interest in pitching and exhibition, after screening, 9 startups were shortlisted for the pitching session, and 12 startups were shortlisted for the exhibition. The program, conducted at the Convocation Hall BCKV was attended by 265 participants, including 10 dignitaries who graced the dais, 15 members representing different Agri-Startups across West Bengal, 198 students from various colleges of West Bengal, and 42 professionals including faculty, officials from state agriculture and industry departments, consultants, managers, and researchers.



Startups Exhibition and Networking



Session I: Inaugural Session

Welcome Address by Prof. Amitava Biswas

Professor & Head Department of Agricultural Extension BCKV

Prof. Amitava Biswas warmly welcomed the Chief Guest, dignitaries, invited speakers, startup founders, agripreneurs, students, faculty members, and participants who had joined the programme from different parts of the country. He highlighted the significance of the Agri-StartUp Stakeholders Connect programme in bringing together key stakeholders of the agri-startup ecosystem on a common platform for interaction, knowledge sharing, and collaboration.



Prof. Amitava Biswas

Prof. Biswas also acknowledged MANAGE, Hyderabad, for its continued support and collaboration in organizing the programme and appreciated the efforts made towards strengthening innovation, entrepreneurship, and partnerships in the agriculture and allied sectors. He expressed his gratitude to all participants for their enthusiastic presence and wished the programme great success



Dr. Kalyan Chakraborti

Hon'ble Minister

Department of Information Technology & Electronics, Department of Science & Technology & Biotechnology and Department of Food Processing Industries & Horticulture Government of West Bengal

Address by Hon'ble Chief Guest

Dr. Kalyan Chakraborti

Dr. Kalyan Chakraborti, Hon'ble Minister, Government of West Bengal, graced the programme as the Chief Guest and addressed the gathering. In his remarks, he emphasized the importance of innovation, entrepreneurship, and value addition in transforming the agricultural sector. Referring to Rabindranath Tagore's renowned work "Chandalika", he highlighted how true value often lies in recognizing and presenting the inherent strengths and uniqueness of a product. He noted that effective branding, value addition, and proper market positioning are essential for enhancing the value of agricultural produce and creating sustainable business opportunities for entrepreneurs.

Dr. Chakraborti assured the startup community of the Government of West Bengal's continued support towards innovation and entrepreneurship. He encouraged young entrepreneurs to explore opportunities in rural and agricultural sectors and highlighted the potential of village-based enterprises, organic products, and locally produced goods. He stressed that startups can play a significant role in generating employment, creating market linkages, and promoting sustainable rural development. He also called upon entrepreneurs to develop innovative solutions that address local challenges while creating value for farmers and rural communities.

The true value of a product lies not only in its quality, but in the vision, innovation, and purpose with which it is presented to society".

Address by Dr. Saravanan Raj

Dr. Saravanan Raj, Director (Agricultural Extension) and CEO, MANAGE-CIA, MANAGE, Hyderabad, provided an overview of MANAGE-CIA and its various initiatives aimed at promoting innovation, incubation, and entrepreneurship in the agriculture and allied sectors. He encouraged aspiring entrepreneurs to transform innovative ideas into viable enterprises and highlighted the incubation, mentoring, and financial support mechanisms available through MANAGE-CIA. He informed the participants that startups can avail financial assistance at various stages of enterprise development through different government-supported incubation programmes, ranging from the idea stage to the growth stage of a startup..



Dr. Saravanan Raj

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

Highlighting West Bengal's entrepreneurial potential, Dr. Saravanan Raj noted that the state is home to 258 DPIIT-recognised agri-startups, reflecting its rapidly evolving innovation ecosystem and significant potential for startup-led agricultural transformation. He emphasised the crucial role of Krishi Vigyan Kendras (KVKs) in validating and promoting agricultural innovations and stressed the need for continuous capacity building through mentoring programmes, webinars, and stakeholder collaboration to further strengthen the state's agri-startup ecosystem.



"Innovation flourishes when ideas are nurtured through mentorship, supported by institutions and transformed into enterprises that create value for society."

Address by Prof. Manabendra Roy

Prof. Manabendra Roy, Director, Directorate of Extension Education, BCKV, emphasized the crucial role of agricultural extension and strategic partnerships in strengthening the agri-startup ecosystem. He highlighted that agricultural extension serves as a bridge between research institutions and farming communities by facilitating the transfer of innovative technologies from laboratories to farmers' fields. He encouraged startups to leverage the university's extension network to commercialize agricultural technologies, gain field-level insights, and build trust among farmers through validated and need-based solutions.



Prof. Manabendra Roy

Director
Directorate of Extension Education
Bidhan Chandra Krishi Viswavidyalaya (BCKV)

He further stressed the importance of collaboration among universities, startups, Krishi Vigyan Kendras (KVKs), government agencies, and private organizations for accelerating innovation and enterprise growth. He assured participants that BCKV is committed to supporting agri-entrepreneurs through technical mentorship, field validation of technologies, and opportunities to showcase innovations through agricultural fairs, training programmes, and farmer outreach activities. He encouraged young entrepreneurs to utilize science, technology, and partnerships to create impactful solutions that contribute to agricultural development, food security, and rural prosperity.

"Innovation becomes impactful when research, extension and entrepreneurship work together to solve farmers' challenges and create sustainable growth."



Shri P. K. Bhardwaj

Chief General Manager
NABARD, Kolkata, West Bengal

Address By Shri P. K. Bhardwaj

Shri P. K. Bhardwaj Chief General Manager NABARD, Kolkata, West Bengal highlighted India's transition from a food-deficit to a food-surplus nation and emphasized the need to focus on nutritional security, climate resilience, and market-driven agriculture. He noted that challenges such as shrinking landholdings, climate change, labour shortages, inadequate infrastructure, and post-harvest losses present significant opportunities for startups and innovators to develop practical solutions for the agricultural sector. He encouraged universities and research institutions to identify local challenges and promote locally relevant innovations capable of generating meaningful impact at the grassroots level.

Highlighting NABARD's initiatives in West Bengal, Shri Bhardwaj informed that nearly 64–65 projects are being supported across the state under cluster-based development initiatives, including fruit plantation and Tribal Development Fund (TDF) programmes. He also emphasized NABARD's support for Farmer Producer Organizations (FPOs), startup incubation, GI tagging, market linkages through e-commerce and ONDC platforms, and catalytic funding mechanisms. He identified climate-smart agriculture, AI-based technologies, bio-energy, waste-to-wealth enterprises, and modern packaging solutions as key areas for future entrepreneurial growth and innovation.

"Every emerging challenge in agriculture opens the door to a new opportunity for innovation, entrepreneurship, and sustainable development."

Address by Dr. Kanishka Bhunia

Dr. Kanishka Bhunia, Principal Investigator and CEO, Agri Business Incubation Foundation (AFBIC), IIT Kharagpur, delivered an insightful session on startup opportunities in agriculture and food sectors. He provided an overview of AFBIC and highlighted its role in nurturing innovative startups through incubation, mentoring, networking, and financial support. He emphasized that the success of a startup depends on identifying market gaps, developing novel solutions, and creating value through innovation in both technology and business models.

He highlighted emerging technologies such as Artificial Intelligence (AI), Machine Learning (ML), Internet of Things (IoT), sensors, drones, robotics, automation, and blockchain, which are transforming modern agriculture. He also discussed emerging trends including precision farming, cold chain management, post-harvest technologies, and food processing. Encouraging students and young professionals from agriculture, horticulture, and agricultural engineering backgrounds, he stressed that they possess the technical knowledge and field understanding required to build successful agri-enterprises and contribute to the growth of the agricultural startup ecosystem. He also briefed the participants on various startup support programmes under AIP, AOP, and SOP, which provide financial assistance and incubation support for aspiring entrepreneurs.



Dr. Kanishka Bhunia

Principal Investigator & CEO
AFBIC, IIT Kharagpur



"Innovation begins with identifying a problem, but successful entrepreneurship lies in transforming that problem into a scalable and sustainable solution." – Dr. Kanishka Bhunia

Address by Dr. Sourendra Nath Das

Dr. Sourendra Nath Das, Director, SAMETI-West Bengal, highlighted the significant contribution of agriculture and allied sectors to the Indian economy, noting that the sector contributes nearly 18 percent to India's GDP and remains one of the largest sources of employment. He emphasized India's global leadership in the production of milk, jute, and pulses, and referred to the record food grain production achieved during 2024-25, including approximately 150.18 million metric tonnes (MMT) of rice and 117.94 MMT of wheat. He further noted that India ranks among the world's leading producers of rice, wheat, sugarcane, fruits, and vegetables, while agricultural and allied exports have reached nearly USD 51.1 billion.



Dr. Sourendra Nath Das

Director, SAMETI-West Bengal



Dr. Das emphasized that agriculture today faces challenges beyond food security, including productivity enhancement, quality assurance, scientific storage, value addition, and efficient marketing systems. Referring to West Bengal, he highlighted issues related to agricultural marketing, fair price realization, and glut production, particularly in vegetables and potatoes. He stressed that Farmer Producer Organizations (FPOs) and incubation-based agri-entrepreneurship can provide sustainable solutions to these challenges. He also highlighted that SAMETI-West Bengal has been supporting and mentoring agri-preneurs since 2013 through the Agri-Clinics and Agri-Business Centres (AC&ABC) Programme implemented by the Government of India and MANAGE, Hyderabad, and expressed interest in strengthening collaborative initiatives with BCKV and MANAGE to promote innovation and entrepreneurship in the agricultural sector.



"Agriculture must move beyond production to value addition, innovation, and entrepreneurship for sustainable farmer prosperity."

Address by Dr. Ashok Kumar Patra

Dr. Ashok Kumar Patra, Vice-Chancellor, Bidhan Chandra Krishi Viswavidyalaya (BCKV), addressed the gathering and highlighted the importance of entrepreneurship, innovation, and startup-led development in transforming the agricultural sector. He emphasized the significance of programmes such as the Agri-StartUp Stakeholders Connect in bringing together academia, startups, industry, and other ecosystem stakeholders to create opportunities for collaboration, innovation, and employment generation. He encouraged students and young professionals to explore entrepreneurship as a career pathway and convert innovative ideas into successful enterprises.

Highlighting the immense potential of the agri-business sector, Dr. Patra noted that the Indian agri-food economy offers an estimated opportunity of nearly USD 30 billion. He further stated that West Bengal alone possesses an estimated opportunity potential of USD 2-5 billion, owing to its diverse agro-climatic regions and rich agricultural resources.



Dr. Ashok Kumar Patra

Vice-Chancellor
Bidhan Chandra Krishi Viswavidyalaya (BCKV)

He stressed the need to transform innovative ideas into wealth-generating enterprises, create employment opportunities for rural youth, and develop locally relevant startup solutions to address agricultural challenges while contributing to the state's economic growth.

"The future of agriculture lies in transforming ideas into enterprises, enterprises into employment, and employment into prosperity."



Prof. Tapas Biswas

Registrar,
BCKB, West Bengal

Vote of Thanks by Prof. Tapas Biswas

Prof. Tapas Biswas, Registrar, BCKV, proposed the Vote of Thanks and expressed his sincere gratitude to the Chief Guest, dignitaries, speakers, startup founders, stakeholders, participants, and organizing teams of MANAGE-CIA and BCKV for their valuable contributions towards the successful conduct of the programme. He appreciated the active participation and collaborative spirit displayed throughout the event and conveyed his best wishes for strengthening the agri-startup ecosystem in the future.

"Success is achieved through collaboration, commitment, and collective effort."

Session II : Technical Session - 1 (Entrepreneurial Journey, Success Stories and Experience Sharing)



Special Address and Experience Sharing by Mr. Dibyendu Sarkar, IAS (Retd.), Chief Executive Officer (CEO), AHEAD Initiatives & Founder Director, Ecovocal Solutions

Mr. Dibyendu Sarkar, IAS (Retd.), Chief Executive Officer (CEO), AHEAD Initiatives and Founder Director, Ecovocal Solutions, delivered a special address on rural development, innovation, and entrepreneurship. Drawing upon his extensive administrative experience, he highlighted the importance of innovation-driven rural transformation and emphasized the need for sustainable livelihood opportunities through entrepreneurship. He underscored the role of startups, community-based enterprises, and grassroots innovations in addressing local challenges and improving the socio-economic conditions of rural communities.

He encouraged aspiring entrepreneurs to identify real-world problems and develop practical, scalable, and impact-oriented solutions that create value for farmers, rural youth, and local communities. He further emphasized the importance of collaboration among government agencies, academic institutions, startups, and development organizations in building a vibrant innovation ecosystem that supports inclusive growth and sustainable rural development.

"Sustainable rural development is achieved when innovation, entrepreneurship, and community participation come together to create lasting social and economic impact."

Technical Session on "Aromatic Rice of West Bengal: Current Status and Scope for Agri-Business Development" Prof. Mrityunjay Ghosh Professor, Department of Agronomy, Faculty of Agriculture Bidhan Chandra Krishi Viswavidyalaya (BCKV)

Prof. Mrityunjay Ghosh delivered an informative session on the rich heritage and economic potential of aromatic rice cultivation in West Bengal. He highlighted that West Bengal possesses a unique diversity of indigenous aromatic rice varieties, including Gobindobhog, Tulaipanji, Kalonunia, Kataribhog, and Radhunipagal, which are known for their distinct aroma, grain quality, and premium market value. He emphasized that aromatic rice not only represents the cultural heritage of the state but also offers significant opportunities for value addition, branding, export promotion, and agribusiness development.

He further discussed the growing market demand for premium aromatic rice and highlighted the importance of GI (Geographical Indication) tagging in enhancing product authenticity, consumer confidence, and market competitiveness. He noted that Gobindobhog and Tulaipanji have already received GI status, which has strengthened their recognition in domestic and international markets.

Prof. Ghosh emphasized that scientific cultivation practices, quality assurance, branding, processing, and strong market linkages can significantly improve farmers' income and create new entrepreneurial opportunities in the aromatic rice value chain.

"Aromatic rice is not merely a crop; it is a blend of heritage, quality, and market potential that can drive sustainable agribusiness growth in West Bengal."

From Idea to Enterprise: Entrepreneurial Journey and Experience Sharing by Ms. Sulata Paul, Atma Leather Private Limited

Ms. Sulata Paul, Founder & Director of Atma Leather Private Limited, shared her inspiring entrepreneurial journey and highlighted how the enterprise is addressing two major challenges—pollution and animal cruelty associated with the leather industry, and the growing problem of agricultural crop waste. She explained how agricultural residues and crop waste are being transformed into sustainable and eco-friendly alternatives to conventional leather products, creating both environmental and economic value.

Drawing from her own entrepreneurial experience, Ms. Paul motivated students and aspiring entrepreneurs to pursue innovative ideas with confidence and determination. She emphasized that successful enterprises are built by identifying real-world problems and developing practical solutions. She also acknowledged the support received from the startup ecosystem, including mentoring and incubation support from MANAGE-CIA, which played an important role in the growth and development of the enterprise.



"Entrepreneurship begins when we see challenges not as obstacles, but as opportunities to create meaningful change."

Session II : Technical Session - 2 (Pitching session of start-up ideas)



Mr Aditya Agrawal
Gramshree Agri Services Pvt. Ltd.



Mr Sandipan Chakrabarty
Krishiesetu LLP



Dr. Subhanil Chakraborty
Aranyak Agrobiotech India Pvt. Ltd.



Mr Shubhabrata Dokal
Agropoti Producer Company Ltd.



Ms Ruth Chattopadhyay
Paushtik Life



Mr. Diptesh Mukherjee
XEN Farms



Mr Sayantan Mitra
Zvasquad LLP



Mr Kumar Satyam
Atheniq Global Pvt. Ltd.



Prof. Sahana Roy Chowdhury
Saday Agronomy Digi Foundation



Mr. Aditya Agrawal, Founder, Gramshree Agri Services Pvt. Ltd. presented Gramshree Kisan, an innovative agri-services platform working towards strengthening agriculture, animal husbandry, and fisheries through an integrated service model. The startup provides a one-stop solution for farmers by offering training, quality input supply, veterinary healthcare, market linkages, and modern technologies under its 4T Framework – Training, Trading, Treatment, and Technology.

He highlighted how the startup is addressing critical challenges faced by small and marginal farmers, such as limited access to veterinary services, lack of technical knowledge, poor-quality inputs, and inadequate market connectivity. Through Agri Business Centres, mobile-based advisory services, and doorstep veterinary support, Gramshree Kisan is helping farmers adopt scientific farming practices and improve productivity.

The startup has already served over 50,000 farmers and collaborated with more than 50 FPOs, while providing training in dairy farming, goatery, poultry, fisheries, biofloc technology, and other allied sectors. By integrating technology-driven solutions and capacity building, Gramshree Kisan is creating sustainable livelihood opportunities and enhancing farmers' incomes across rural areas.

Mr. Sandipan Chakrabarty, Founder, Krishiesetu LLP presented MarinX, an innovative venture focused on converting fish processing and marine waste into high-value products such as bioplastics, chitosan, organic fertilizers, fish oil, and collagen. The startup addresses the growing challenge of marine waste disposal while promoting a circular bioeconomy and environmental sustainability.



The solution benefits fishermen, fish processors, and coastal communities by creating additional income opportunities from waste materials that are otherwise discarded. Through decentralized coastal biorefineries and value-added product development, MarinX is transforming marine waste into wealth while generating employment and supporting sustainable fisheries development.



Dr. Subhanil Chakraborty, Founder, Aranyak Agrobiotech India Pvt. Ltd. presented an innovative agribusiness model based on *Ganoderma lucidum* (medicinal mushroom) cultivation and the extraction of high-value bioactive compounds for the pharmaceutical, nutraceutical, and cosmeceutical industries. The startup aims to create additional income opportunities for farmers by promoting medicinal mushroom cultivation and value-added processing.

The startup provides training and technical support to farmers for the production of medicinal mushrooms and helps them become entrepreneurs through value addition and market linkages. By utilizing biotechnology-based extraction techniques and reducing dependence on imported raw materials, the enterprise is contributing to farmer empowerment, rural employment generation, and the growth of the medicinal mushroom industry in India.

Mr. Shubhabrata Dokal, Agropoti Producer Company Limited, presented an innovative farmer-led enterprise focused on the production of certified potato seeds and quality coconut seedlings in West Bengal. The startup aims to address the shortage of quality planting material, reduce farmers' dependence on external suppliers, and strengthen the local seed ecosystem through scientific seed production and nursery development.



Through a contract farming model, technical support, and assured market linkages, the enterprise helps farmers improve crop productivity, reduce cultivation risks, and enhance their income. The initiative is expected to benefit over 2,000 farmers while promoting sustainable agriculture, rural employment.



Ms. Ruth Chattopadhyay, Founder of Paushtik Life presented an innovative farm-to-fork platform that connects consumers directly with farmers, FPOs, SHGs, and organic producer groups. The startup promotes chemical-free, traceable, and GI-certified food products while ensuring fair market access and better remuneration for farmers. Through partnerships with more than 22 producer groups across India, including several FPOs and SHGs in West Bengal, Paushtik Life is helping farmers market their produce, preserve indigenous crop varieties, and promote sustainable agriculture.

Mr. Kumar Satyam, Atheniq Global Pvt. Ltd., presented an integrated farm-to-retail agribusiness model aimed at strengthening the vegetable value chain in the Kosi region of Bihar. The startup focuses on cultivation, aggregation, cold-chain infrastructure, precision farming, retail stores, and digital grocery delivery to ensure better market access and fair prices for farmers.



Through FPO partnerships, modern farming practices, and supply chain integration, Atheniq Global seeks to reduce post-harvest losses, minimize distress sales, and improve farmers' incomes. The enterprise aims to create sustainable livelihood opportunities while delivering fresh and affordable produce directly to consumers.

Mr. Diptesh Mukherjee, XEN Farms, presented an innovative carbon-centric organic input ecosystem that converts cow dung, compost, and other organic materials into nutrient-rich bio-inputs for sustainable agriculture. The startup focuses on improving soil health, increasing soil organic carbon, reducing chemical fertilizer usage, and enhancing crop productivity through climate-smart farming solutions.



He highlighted that XEN Farms helps farmers improve yield while reducing input costs by promoting regenerative agriculture practices. The solution supports residue-free cultivation, improves soil fertility, strengthens crop resilience against pests and climatic stress, and contributes to long-term agricultural sustainability.



Mr. Sayantan Mitra, ZVASQUAD LLP, presented an innovative IoT-integrated cold chain and smart agriculture platform designed to address post-harvest losses, production inefficiencies, and market challenges faced by farmers. The startup combines precision farming, smart modular cold storage, and AI-driven market intelligence to help farmers improve productivity, reduce losses, and obtain better prices for their produce.

Through decentralized cold storage infrastructure, real-time monitoring, and crop price prediction tools, ZVASQUAD enables farmers to store produce efficiently, reduce distress sales, and strengthen market linkages. The startup aims to build a resilient farm-to-market ecosystem while promoting sustainable and technology-driven agriculture.

Prof. Sahana Roy Chowdhury, Saday Agronomy Digi Foundation, showcased an AI and IoT-based precision agriculture solution that supports small and marginal farmers through real-time farm monitoring, weather forecasting, yield prediction, and location-specific advisory services. She explained how digital technologies enable farmers to make timely and informed decisions for better crop management.



She highlighted that the initiative promotes data-driven farming by reducing input costs, improving productivity, and enhancing resource efficiency. The solution also strengthens the agricultural value chain by encouraging sustainable farming practices and increasing farmers' income through technology-driven innovations.

Session III - Valedictory Sessions



Mr. Bharat Kumar Sirvi

Program Coordinator, MANAGE

Mr. Bharat Kumar Sirvi, Program Coordinator, MANAGE, welcomed the dignitaries, speakers, startup founders, participants, faculty members, and students to the Valedictory Session. He expressed his appreciation to all the speakers, startups, and participants for their enthusiastic participation and acknowledged the collaborative efforts of MANAGE-CIA and BCKV in successfully organizing the programme. He expressed confidence that the interactions and knowledge shared during the event would further strengthen the agri-startup ecosystem and inspire innovation and entrepreneurship in agriculture.

He further encouraged the participants, particularly students, aspiring agripreneurs, and startup founders, to remain connected with the agri-startup ecosystem and actively utilize the opportunities available through incubation centres, mentoring programmes, and institutional collaborations. He expressed hope that the partnerships established during the programme would lead to innovative ventures and contribute to the sustainable growth of the agriculture and allied sectors.

Remarks by Prof. Manabendra Roy

Prof. Manabendra Roy appreciated the successful organization of the Agri-StartUp Stakeholders Connect programme and commended the collaborative efforts of MANAGE-CIA and BCKV in bringing together key stakeholders of the agri-startup ecosystem. He emphasized that such platforms promote meaningful interaction among researchers, startups, industry experts, and farmers, thereby fostering innovation, knowledge exchange, and collaborative partnerships. He encouraged participants to continue working towards developing practical and sustainable solutions that contribute to agricultural development and rural prosperity.

Valedictory Address by Dr. Saravanan Raj

Dr. Saravanan Raj delivered the Valedictory Address and appreciated the successful organization of the programme through the collaborative efforts of MANAGE-CIA and BCKV. He congratulated the speakers, startup founders, participants, and organizing team for their valuable contributions and encouraged aspiring entrepreneurs to continue leveraging innovation, mentorship, and institutional support to strengthen the agri-startup ecosystem.

Vote of Thanks

Prof. Amitava Biswas, delivered the Vote of Thanks and expressed his sincere gratitude to the Chief Guest, Guest of Honour, distinguished speakers, representatives from incubation centres, startup founders, government officials, academia, industry experts, and all participants for their valuable insights and active participation in the Stakeholder Meet.

He acknowledged the collective efforts of the organizers, coordinators, and supporting staff in successfully conducting the programme. Prof. Biswas emphasized that the deliberations and collaborative discussions held during the event would further strengthen the agri-startup ecosystem through enhanced partnerships, knowledge sharing, and innovation. He concluded by thanking everyone for their continued support and commitment towards promoting entrepreneurship and sustainable agricultural development.



Media Coverage & Social Media Outreach

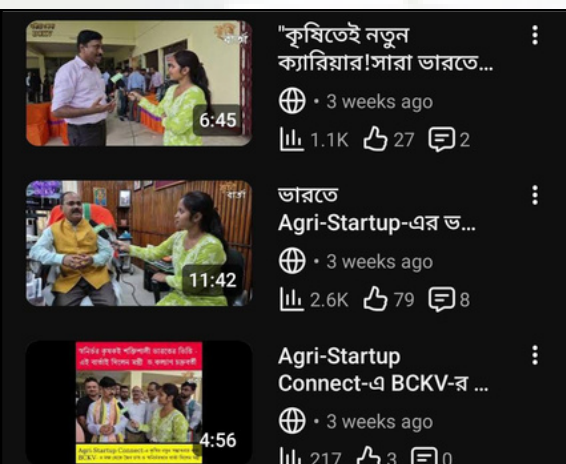
The Agri-StartUp Stakeholders Connect – Fostering Collaboration & Partnerships, organized by MANAGE-CIA in collaboration with Bidhan Chandra Krishi Viswavidyalaya (BCKV), West Bengal, received extensive coverage through Krishibarta's official Facebook and YouTube channels.

The event featured interviews with dignitaries, startup founders, and key stakeholders, along with highlights of the inaugural session, startup exhibition, and startup pitching sessions. The coverage showcased the programme's focus on agricultural innovation, entrepreneurship, and stakeholder collaboration, helping to reach a wider audience across West Bengal.

The social media coverage received an overwhelming response, **generating more than 1,00,000 cumulative views on Krishibarta's Facebook and YouTube channels**. This extensive digital outreach significantly enhanced the visibility of the programme and promoted awareness about the agri-startup ecosystem among farmers, students, researchers, entrepreneurs, and other stakeholders.

Key Highlights

- Media coverage by Krishibarta
- Published on Facebook and YouTube
- 1,00,000+ cumulative views
- Interviews with dignitaries, startup founders, and experts
- Enhanced awareness of the Agri-StartUp ecosystem across West Bengal





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