

Deep Dive

March 2025

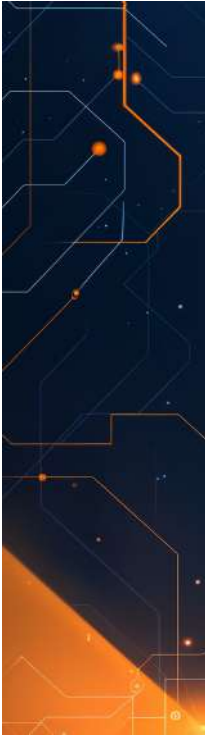
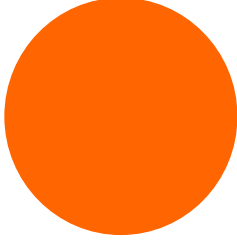
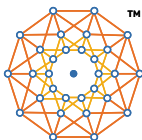


Table of Contents

01	Foreword	01
02	Tamil Nadu Budget Announcements for Startups	02
03	IT & DS Minister's Diary	04
04	IT Secretary Interaction with Startup Founders	08
05	Facilitating Startup Hiring with Freshworks SSA	10
06	What's Brewing at iTNT Hub?	13
07	Founder Stories at iTNT Hub	19
08	Startup Showcase	23
09	Events in March	24
10	DeepTech Insights	26
11	Startups Hiring	27
12	Events on the Radar	28



Foreword

Dear Innovators and Changemakers,

It is with great enthusiasm that I welcome you to this edition of Deep Dive, Tamil Nadu Technology (iTNT) Hub's flagship monthly newsletter. As Tamil Nadu continues to solidify its position as a hub for technology and innovation in the DeepTech space, the role of collaborative institutions like iTNT Hub becomes ever more crucial. I am delighted to pen the foreword for this edition—the first of the second year.

At StartupTN, we believe that innovation has the power to redefine industries, drive economic growth, and create meaningful impact. iTNT Hub, with its relentless focus on fostering cutting-edge research, disruptive technologies, and transformative startups, stands as a testament to Tamil Nadu's commitment to nurturing a world-class DeepTech innovation ecosystem.

StartupTN has been collaborating with iTNT Hub to strengthen the Deep and Emerging Tech startup and innovation ecosystem by supporting researchers, startups, incubators, and other stakeholders in niche segments. Startups funded by StartupTN are being incubated and accelerated through the PATHFINDER and iAccelerate programs at iTNT Hub.

We will soon witness these startups scaling great heights, making Tamil Nadu and India proud. The Tamil Nadu Budget 2025-26 includes significant announcements to propel TN startups, such as a ₹20 crore Tamil Nadu Startup Seed Fund and a ₹10 crore Space Tech Fund, the establishment of Mudhalvar Padaipaggam in 30 locations—which will also provide co-working spaces for startups—and ₹5 lakh vouchers for startups to avail of data centre services, among other initiatives.

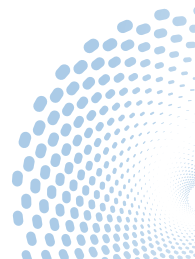
Check out this edition of Deep Dive to learn more about these announcements and explore opportunities to leverage them. Through Deep Dive, iTNT Hub aims to bring you insightful perspectives, success stories, and the latest developments from the DeepTech space. This platform will serve as a knowledge repository for entrepreneurs, investors, researchers and policymakers, facilitating meaningful conversations and collaborations.

As we embark on this journey of exploration and impact, I encourage each of you to actively engage, share your insights, and leverage the opportunities that StartupTN and iTNT Hub offer. Stay tuned for exciting collaborations between StartupTN and iTNT Hub. Let's work together to position Tamil Nadu at the forefront of innovation and among the top 20 global startup destinations.

Happy reading!



Mr. Sivarajah Ramanathan
Mission Director & CEO, StartupTN



Tamil Nadu Budget 2025-26

Exciting Announcements for Startups!



Checkout the exciting announcements for Tamil Nadu startups in the Budget presented by Thiru. Thangam Thennarasu, Hon'ble Minister for Finance and Environment and Climate Change, Government of Tamil Nadu, at the Tamil Nadu Legislative Assembly for the year 2025-26 on 14th March 2025. Stay tuned for the game-changing announcements that will drive innovation and growth in the State.

Startup Funding

- Rs. 20 Crore allocated in Budget Estimates to benefit startups through the 'Tamil Nadu Startup Seed Fund'.
- Rs. 10 Crore 'Space Tech Fund' will be set up to encourage Space-tech startups to mark global impact.

Space Tech Startups

- Rs. 10 Crore 'Space Tech Fund' will be set up to encourage Space-tech startups to mark global impact.
- Foundation & Prototype Development Lab will be setup in Chennai for
 1. Satellite Testing
 2. Space-grade Qualification Test Facilities
 3. Incubation
 4. Skill Development Facilities

'Mudhalvar Padaippagam'

- The 1st innovative centre established in Chennai to act as a co-working space for startups and students preparing for competitive exams received an overwhelming response.
- 30 Mudhalvar Padaippagam (CM Spaces) will be established at 30 locations in all corporations, including Chennai, Coimbatore, Madurai, Trichy, Salem, Tambaram, and Avadi.
- At an estimated cost of Rs. 5 Crore, each, it will provide entrepreneurs, IT professionals, students, and a convenient and accessible work environment for women closer to their homes.
- Equipped with essential amenities such as office infrastructure, library with books for competitive examinations, computers with free Wi-Fi, air-conditioned conference rooms and shared workspace services.



‘Viyan AVGC-XR Hub’

- Viyan AVGC-XR Hub’ will leverage growing opportunities in this emerging sector and to create high-end employment for Tamil Nadu’s youth.
- At Rs. 50 Crore estimation, ELCOT will set up this AVGC-XR* Centre of Excellence in Chennai.
- Zonal sub-centres will be set up in Coimbatore, Trichy, Madurai, Salem and Tirunelveli the next 3 years in a phased manner.
- The sub-centres will be set up in collaboration with educational institutions and startups.
- Animation, Visual Effects, Gaming, Comics and Extended Reality (AVGC-XR)

‘Tamil Nadu StartUp Data Server Services Scheme’

- Startups in the IT sector require significant capital for web hosting and data server infrastructure.
- ‘Tamil Nadu Startup Data Server Services Scheme’ will provide vouchers for availing data centre services.
- Up to Rs. 5 lakh worth services for each startup registered with iTNT and StartupTN.
- Rs. 10 Crore scheme will be implemented by ELCOT at an allocation of Rs.10 crore.

IT & DS Minister's Diary

Here are glimpses of the Hon'ble Minister for Information Technology & Digital Services Dr. Palanivel Thiaga Rajan's action-packed March 2025. This included a series of deliberations with key international delegations to strengthen the innovation, deep tech and startup landscape of Tamil Nadu, and ties between Tamil Nadu and India with global counterparts.

French Delegation



The minister hosted the delegation led by Mme. Delphine Benassy, Vice President of the Regional Council of Région Centre-Val de Loire (France) during their visit to Chennai. The Hon'ble Minister for Tourism Thiru. R. Rajendran joined the discussion on the proposed MoU on Culture and Tourism between Tamil Nadu. The Région Centre-Val de Loire. Mr. Etienne RP, Consul General of France in Chennai and Pondicherry also attended the discussion. The discussions centred around opportunities to strengthen cooperation in digital clusters and innovation-driven partnerships.

Governor of Connecticut & Delegation

The hon'ble minister hosted the respected Governor of the State of Connecticut Ned Lamont and the distinguished AdvanceCT delegation, including Ms. Indra Nooyi, former Chairman & CEO of PepsiCo, along with senior leaders from Connecticut's government, venture capital, and industry, and the Universities of Connecticut & Yale.



They discussed opportunities for collaboration in Education and Skilling; Intellectual Property & Venture Capital; AI, Quantum computing and other emerging technologies; to further strengthening ties between Tamil Nadu and the state of Connecticut. The Consul General of the US in Chennai Mr. Chris Hodges, U.S. Consulate General Chennai, and Ms. Lakshmi Venu, the JMD of Sundaram Clayton and a Yale graduate, also attended the discussion.

World Engineering Day for Sustainable Development 2025



Dr. Palanivel Thiaga Rajan joined the Institution of Engineers (India), Tamil Nadu State Centre, to celebrate World Engineering Day for Sustainable Development 2025 – an occasion that underscores the critical role of engineering in driving societal progress and sustainable development. In his address, the minister reflected on how engineering has historically shaped nations and emphasized the need for renewed relevance and dynamism in the field today.

He highlighted the importance of strengthening industry-academia collaboration to align education with evolving technological needs – a model that ICT Academy of Tamil Nadu has successfully demonstrated through its Bridge conferences. He also touched upon sustainability challenges in urban planning, energy infrastructure, and climate adaptation – particularly for states like Tamil Nadu, which face volatile weather patterns and stressed the importance of integrating sustainability in all aspects of infrastructure development.

Patented Technology to Support Digitalization of Heritage Buildings in Chennai



The hon'ble minister had an engaging discussion with Mr. Nirmalya Chatterjee, Country VP & MD - India Business Operation, Nemetschek, along with Mrs. Priya, Mayor - Greater Chennai Corporation, Mr. Brajendra Navnit, I.A.S., Principal Secretary to Government, IT & DS Department, Dr. K.P. Karthikeyan, I.A.S., MD - ELCOT, Mr. Govinda Rao, I.A.S., CEO - TNeGA, and Mr. Srikanth V, CEO - ICT Academy, to explore potential collaborations patented technology could support the digitalization of heritage buildings in Chennai.

This follows the minister's visit to Munich last year and had discussion in this regard with Nemetschek's office. The discussions focused on leveraging their solutions to enhance structural sustainability, operational efficiency, and smarter management of these sites. Digitalizing these buildings is crucial for preserving their architectural, cultural, and historical value for future generations.

Plastic Odyssey

Dr. Palanivel Thiaga Rajan visited Plastic Odyssey, a French floating laboratory vessel docked in Chennai from March 1 to 22, 2025, as part of its global expedition to combat plastic pollution. Aboard the vessel, he engaged with the team on their low-tech, decentralized recycling solutions, which transform plastic waste into valuable materials while promoting scalable waste management models and empowering local entrepreneurs to set up micro-recycling factories. The minister expressed hope in incorporating these insights into Tamil Nadu's innovation initiatives leveraging digital solutions to drive sustainable waste-to-value transformations.



Discussion with International Delegation



The hon'ble minister had an engaging discussion with an esteemed international delegation led by Mr. Gary Sussman, featuring investors, policymakers, and business leaders from Germany, Israel, South Africa, Canada, and Australia. The delegation included Mr. Thomas Heilmann, a Member of Parliament at the Bundesrat, and Dr. Florian Ramel, a key force behind the Indo-German Young Leaders Forum—an initiative fostering strong India-Germany collaborations.

They exchanged insights on the State's progressive policy landscape, robust industrial ecosystem, and digital transformation, which have played a pivotal role in attracting global investments and fostering innovation. Interactions like these reaffirm Tamil Nadu's growing stature as a global economic powerhouse.

Austrian Business Delegation



Dr. Palanivel Thiaga Rajan hosted a high-level Austrian business delegation from the state of Styria at his Chennai residence during their recent visit to Tamil Nadu. The delegation was led by Mr. Wolfgang Hesoun, Vice President of the Austrian Federal Economic Chamber, Mr. Karl Hartleb, Managing Director of the Internationalisation Center - Steiermark (ICS), Ms. Christina Ulrich, Senior Project Manager at ICS, and Mr. Hans-Jörg Hörtnagl, Austrian Trade Commissioner and Commercial Counsellor.

The minister recalled his invited visit to Styria last year, where avenues to strengthen economic collaboration between the two states was explored. "It is heartening to see that wherever I accept an invitation from other states and nations, they follow up almost immediately to explore opportunities in Tamil Nadu, with its thriving business ecosystem, world-class infrastructure, and skilled workforce," he stated.

He expressed confidence that such state-to-state engagements in turn result in greater country-to-country trade and investment, paving the way for mutual economic benefit and employment for our youth.

Thailand Delegation



Mr. Racha Aribarg, Consul-General of Thailand in Chennai, along with Mr. Chek Jeenaphan, Director, Thai Trade Center, Commercial Section; Mr. Pinpong Chauvachata, Consul, Royal Thai Consulate-General (Royal Thai Consulate General Chennai); and senior executives from a leading Thai agro-industrial and food business company had an interaction with the hon'ble minister at Chennai. The discussions focused on exploring opportunities to strengthen collaboration between Tamil Nadu and Thailand, particularly in trade and technology, promising conversations to further deepen ties.

New Zealand Delegation



The hon'ble minister met a delegation of young leaders led by Dr James To, Programme Manager, The Asia New Zealand Foundation Te Whātau Tūhono (Asia New Zealand Foundation), at the Secretariat in Chennai. The delegation visited Tamil Nadu as part of their efforts to enhance understanding of the state's approach to regional and international engagement while deepening people-to-people connections. The discussions focused on TN's strategic outlook in tech, digital transformation, and innovation, while exploring avenues to foster greater collaboration between TN and New Zealand.

Invitation to Viva Technology



Ambassador Thierry Mathou, Consul General of France in Pondicherry & Chennai Etienne RP, and others invited the hon'ble minister to France's flagship (& Europe's biggest) startup & tech event at Viva Technology for the third year in a row. "We look forward to continuing our interaction not just at the national level, but also at the state-level, exemplified by the collaborations with the Centre-Val de Loire and Ile-de-France," the minister said.

Discussion on AI & Cybersecurity



The hon'ble minister engaged with Dr. Srinivas Mukkamala, Advisor to the Governor of New Mexico on AI and Cybersecurity, and Independent Board Member at El Paso Electric, during his visit to Chennai. As Tamil Nadu continues to lead in deep tech and sustainability, such discussions with sector-specific experts expand Tamil Nadu's growth prospects and lay the foundation for deeper collaborations with global partners. This interaction follows his hosting of a delegation from the State of New Mexico led by the respected Governor, Ms. Michelle Lujan Grisham last year where they explored partnerships in AI and cybersecurity for energy systems.

Advancing Digital Innovation & Fostering Research Partnerships with Ireland



Dr. Palanivel Thiaga Rajan hosted Mr. James Lawless, Ireland's Minister for Further and Higher Education, Research, Innovation and Science, and Mr. Kevin Kelly, Ireland's Ambassador to India, along with the Irish Embassy India team, at his Camp Office in Chennai. Their discussions focused on strengthening collaboration between Tamil Nadu and Ireland, particularly in advancing digital innovation, fostering research partnerships, and exploring opportunities in emerging tech sectors. The minister said that Tamil Nadu's vibrant digital ecosystem, combined with Ireland's excellence in education and research, present immense opportunities for mutually beneficial collaborations, fostering long-term partnerships in innovation and growth.

Bangladesh Independence Day



Participating in Bangladesh's 54th Anniversary of Independence Day hosted by His Excellency Mr. Shelley Salehin, the Deputy High Commissioner of Bangladesh at Chennai, the hon'ble minister stressed that India and Bangladesh share a deep, historic relationship, rooted in our joint efforts for Bangladesh's independence and strengthened by decades of mutual growth and cooperation.

He highlighted how Bangladesh's remarkable economic progress, reflected in its rising per capita income and growing trade ties with India, is a testament to its resilience and dynamism. Tamil Nadu and Bangladesh share a unique bond, he said and recalled the recent announcement of the 4th daily flight between Dhaka and Chennai.

The American College Graduation



Dr. Palanivel Thiaga Rajan addressed the Graduation Day at The American College, Madurai, where 2,500 students marked a significant milestone. He commended the institution for its enduring legacy of academic excellence and holistic education. "Institutions like The American College have played a pivotal role in shaping Tamil Nadu's human capital and driving its progress" he said and reflected on how Tamil Nadu's remarkable achievements in human development and economic growth stem from a strong educational foundation. He encouraged students to embrace lifelong learning and carve their own paths, contributing meaningfully to society.

Principal Secretary IT&DS Department

Interacts with Founders of iTNT Hub Portfolio Startups

Thiru. Brajendra Navnit, I.A.S., Principal Secretary to the Government of Tamil Nadu, Information Technology & Digital Services Department, engaged in one-on-one discussions with founders of Deep & Emerging Tech startups accelerated and incubated under the iAccelerate & PATHFINDER programs at iTNT Hub on 13th March 2025.

During his in-depth interactions for more than two hours, he listened to the founders' innovations, perspectives, challenges, and aspirations, particularly around the need for enhanced Government support to help their innovative products and services achieve greater reach and impact.

Acknowledging the critical role of Deep and Emerging Tech startups in driving innovation and societal advancement, Thiru. Brajendra Navnit assured the entrepreneurs of the Government's commitment to fostering an enabling ecosystem. He expressed willingness to explore avenues of support that could facilitate the scaling of these pioneering solutions, ensuring they effectively reach and benefit a wider audience.

This engagement reflects the Government's proactive approach in collaborating with the startup community and reinforcing its dedication to nurturing innovation, promoting technology-driven growth, and empowering entrepreneurs in Tamil Nadu.

Startups that connected with the Principal Secretary

Aerion Technology Labs

Aerion Technology Labs is transforming industrial safety with the Aerion Active Respiratory Industrial Helmet—a next-generation safety solution that delivers continuous clean air, full head protection, and boosts productivity for workers.

Carbon Loops

One of India's leading providers of community waste-to-biofuel solutions. By setting up decentralized biogas plants in semi-urban and rural Tamil Nadu, the company addresses waste management challenges and provides clean, renewable energy.

Blunav Technologies

Blunav's Airport OS is a cloud-native, modular software solution designed to enhance airport management through digital transformation. The startup is in it.

Clofus Innovations

Clofus is building AI-driven software and hardware solutions, specializing in inventory management and warehousing automation. A cutting-edge AI-powered camera system, providing businesses with accurate inventory data and actionable insights.

COSGrid Systems

COSGrid Networks provides secure access and protection for users, data, and applications across offices, clouds, remote sites, and WFH environments. Cyber Resiliency simplified with Smart SASE NetSecOps.

dVerse Technologies

A STEM learning ecosystem designed to enhance inclusive education and skilling for visually impaired (VI) students addressing two critical challenges: accessibility to STEM visuals and the scarcity of STEM-trained special education teachers.

Daijo

E-Bicycle manufacturer aimed to transform micro-mobility space by coming up with cutting-edge solutions through advanced mid-drive and hub drive systems with connected intelligence.

FarmwiseAI

The company is specializing in delivering large-scale, transformative projects in digital agriculture and land management through AI & Geo-spatial technologies. Helping Governments, Agri Businesses, Lenders & Insurers make better decisions.

Principal Secretary IT&DS Department

Interacts with Founders of iTNT Hub Portfolio Startups

Diagno Intelligent systems

Building an AI-powered, automated osteoporosis screening tool that performs bilateral clavicle radiogrammetry, calculates cortical bone mass indices, and estimates hip bone mineral density (BMD) with high accuracy.

FocusAR

Building Xwall, an interactive Phygital console with AI camera and body tracking capabilities for edutainment and fitness. It transforms any wall into an interactive Wall, by blending gamified learning and engagement.

Harvtech LLP

HarvTech stands at the forefront of agricultural innovation with their pioneering Smart Electric Tractors, with a goal to elevate farming productivity and sustainability through precision farming, autonomous operation, and advanced data analytics.

Scrapify Ecotech

Scrapify has developed Ecofloater, an autonomous water drone for cleaning waterbodies and Scrapify.ai that connects waste sellers and buyers for trading waste items at a large scale.

Helyxon MedTech

Helyxon is offering groundbreaking digital healthcare solutions that offer remote patient care globally. EPICare Platform with 30+ apps & Smart IoT devices offering 100+ functionalities for reliable remote healthcare management.

Seaconvoy Systems Engineering

Seaconvoy is developing an innovative Autonomous Surface Vehicle (ASV) offered as Hardware as a Service (HaaS). This unmanned surface vessel is engineered to enhance operational capabilities in various maritime environments.

Reneonix

Reneonix is transforming glass recycling with advanced technology, supplying premium, lab-certified glass cullets to manufacturers on a zero waste basis. Empowering circular economies globally, ensuring sustainability at every stage of glass packaging.

Terracarb

Terracarb is democratizing the use of Graphene. The company's proprietary circular-economy-driven production process enables the production of Graphene with an annual production capacity of 120 tonnes per annum.

VayuJal Technologies

VayuJal develops and manufactures Atmospheric Water Generators (AWGs) which are designed to be an affordable water extraction solution that is also environmentally sustainable to quench the thirst of millions.

Vividobots

The company has created Vibrantque, an Autonomous Exterior Painting Machine for high rise buildings. a groundbreaking solution for painting high-rise exteriors to enhance efficiency and safety in construction.

Yagen Robotics

A robotics company that designs educational robotic kits for all age groups and skill levels. Through advanced innovation, Yagen aims to create a future-ready learning environment and integrate robotics into India's education system.



iTNT Hub Facilitates Startup Hiring

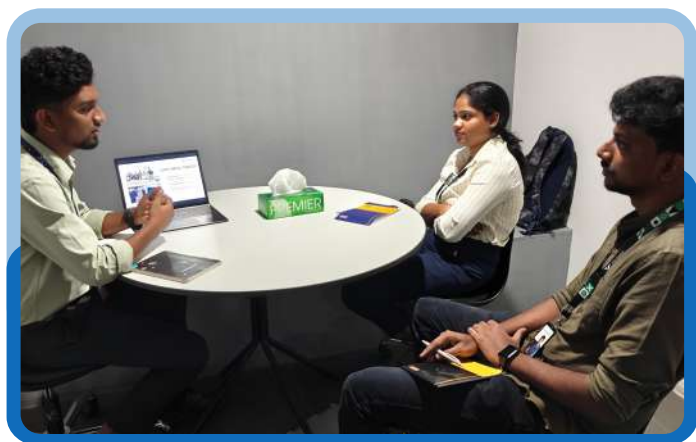
With Freshworks STS Software Academy

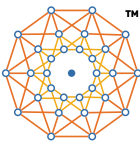
iTNT Hub in collaboration with Freshworks STS Software Academy organised a Demo Day for Startups at iTNT Hub on 14th March 2025, for a meet and greet between startup founders and prospective talents from the academy. Freshworks STS Software Academy, a social impact initiative, is dedicated to empowering students with hands-on IT skills, preparing them for real-world tech careers.

During the course of the campaigns conducted by iTNT Hub, more than 25 startups expressed interest to participate in the Demo Day. Eight startups including Deep and Emerging Tech startups from iTNT Hub's PATHFINDER incubation and iAccelerate acceleration cohorts participated in the 1-on-1 pitching sessions with candidates from Freshworks STS Software Academy.

For founders it was an opportunity to meet skilled candidates, explore fresh talent, and find the right fit for their startup's growth journey. For the candidates, as part of the placement outreach initiatives of the academy, the event connected students with DeepTech startups from the iTNT ecosystem, allowing them to showcase their projects, gain industry insights, and explore hiring opportunities.

The event successfully facilitated meaningful interactions between students and Startups, helping bridge the gap between academia and industry. Apart from exposure to the Deep and Emerging Tech space and potential hiring commitments to nearly 15 (out of the 20 candidates), the aspirants also interacted with iTNT Hub CEO Ms. Vanitha Venugopal and had a tour of the facilities at the Hub.





Here is what Startups & Aspirants said!

Aadil Ahmed, Co-Founder, VoxWave AI

Voxwave AI is creating a platform where individuals can create their own website using voice commands. We came to know about this Freshworks recruitment event from iTNT. We interviewed some candidates and they performed well, we are in talks of recruiting a few of them. Thank you iTNT and freshworks for making this possible.



Nachiyappan Vellaiyan, Founder, FincorpX

FincorpX is creating an AI powered accounting platform. I came to know about Freshworks STS through iTNT Hub. I see a lot of energy and fresh blood with good tech talent. We look forward to working with some of the candidates in the future.



Muthu Jothi, Student - Chengalpet

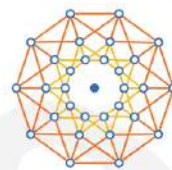
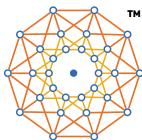
After completing my 12th grade I started working in a manufacturing company, soon after through one of my teachers I came to know about Freshworks Software Academy. In Freshworks academy I learnt IT skills including various programming languages and today I have come to iTNT for my interview and through these interviews I learnt how far I've grown as an individual. Thank you Freshworks and iTNT Hub for this opportunity.



Sam, Student - Chennai

When thinking about changing my career from non-IT to IT, I came to know about the Freshworks Software Academy, they not only educated us about programming languages but also gave a stipend of 10,000. I have finished my course and came to iTNT for my interview. The interview process has taught me a lot and I would like to thank Freshworks and iTNT Hub for this opportunity.





Helping You Hire The Right Talents!

Emerging and Deep Tech startups in Tamil Nadu can now publish job openings
(both Technical & Non-Technical) in the iTNT Monthly Digest newsletter
free of cost.

FOR MORE DETAILS, CONTACT

📞 Mr. Daniel @ 91766 08820

✉️ office@tnthub.org

Submit the required details by

APRIL 20, 2025

<http://www.itnthub.tn.gov.in>

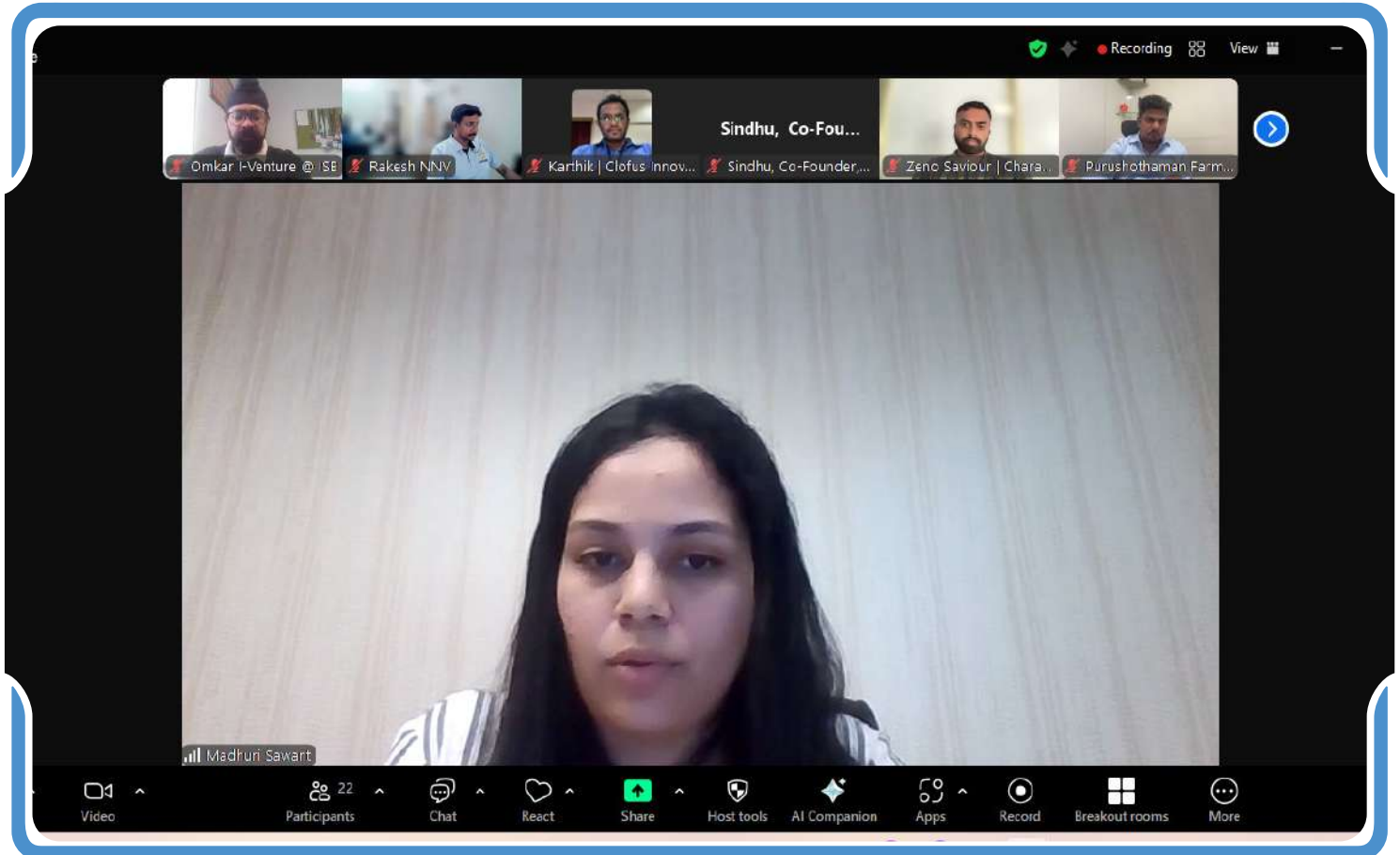


To know existing vacancies with our startups go to page: 27



What's Brewing @ iTNT Hub?

Fundraising Strategies for DeepTech Startups iAccelerate Workshop



iTNT Hub in collaboration with dlabs by ISB Hyderabad hosted an iAccelerate cohort Virtual workshop on “Fundraising Strategies for Deep Tech Startups” by Ms. Madhuri Sawant, Director - Investments and Legal at IvyCap Ventures on 3rd March 2025. Ms. Madhuri shared invaluable insights on navigating the complexities of fundraising, offering actionable strategies that empowered founders to overcome challenges and scale their ventures with confidence and clarity. Her expert guidance helped founders understand the nuances of securing funding, optimizing investor relations, and positioning their deep tech startups for long-term success.

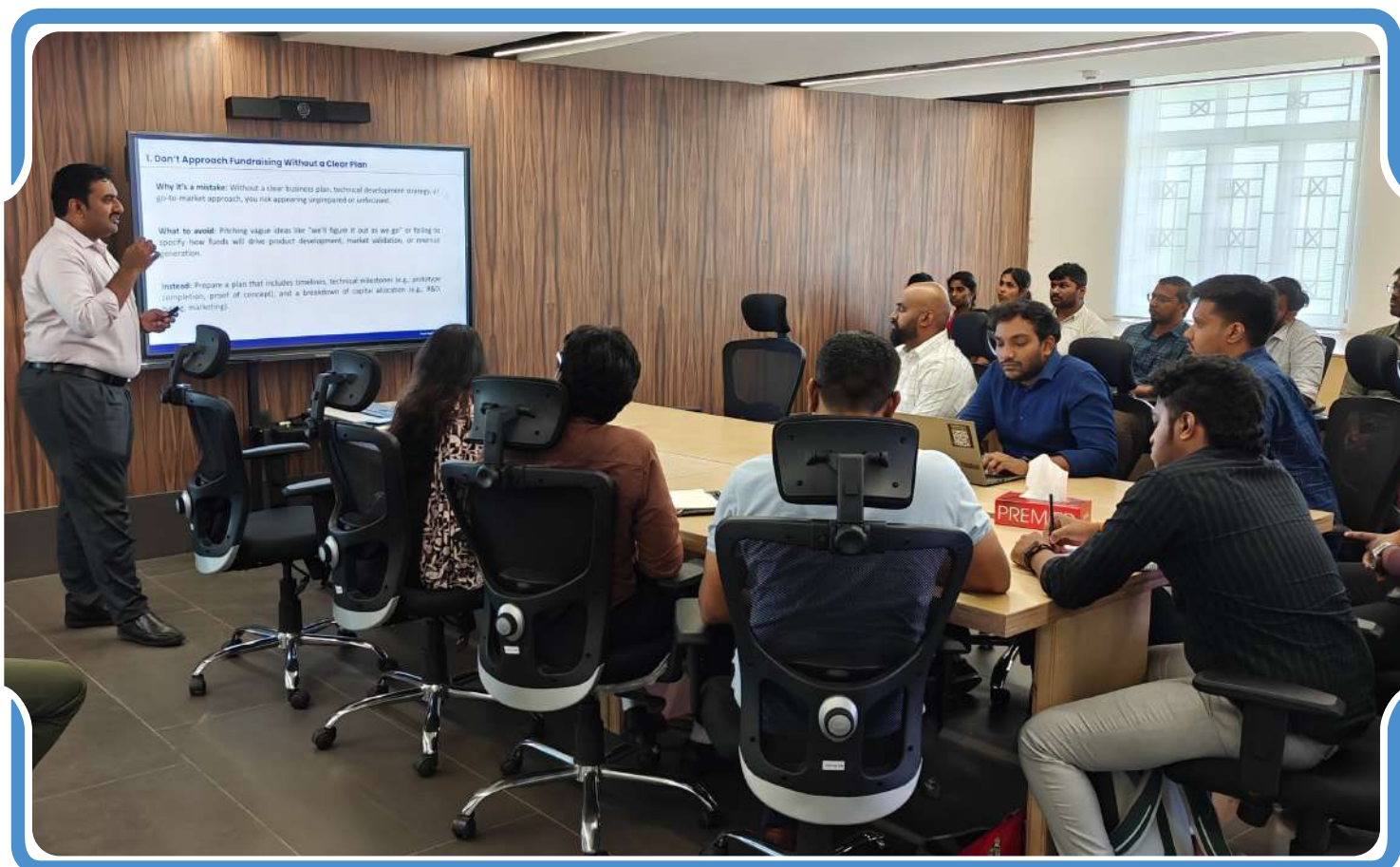
The session gave key pointers on:

- Crafting a Compelling Investment Narrative
- Building and Managing Investor Relations
- Structuring Fundraising Stages and Strategy

The workshop proved to be an invaluable learning experience for the iAccelerate cohort, equipping DeepTech founders with the knowledge and tools needed to navigate the competitive fundraising landscape. With expert insights from Ms. Madhuri, participants gained a deeper understanding of investor expectations, strategic capital allocation, and long-term growth planning.

As iTNT Hub continues to foster innovation through iAccelerate, such sessions play a crucial role in strengthening the DeepTech ecosystem, empowering startups to secure the right investments and scale with confidence.

Enlightening Deep Dive into Raising Funds: DOs and DON'Ts – An Investor's Perspective



In his insightful session, K. Janardhan, Principal at TNESSF, outlined essential strategies for startups navigating the complex world of fundraising. He emphasized the importance of approaching fundraising with a clear plan, including defined business milestones and capital allocation strategies. Market validation emerged as a key focus, urging startups to demonstrate real traction and product-market fit rather than perfecting technology in isolation.

Janardhan stressed targeting the right investors – those with expertise and interest in deep tech – and cautioned against over- or underestimating funding needs. He highlighted the need for a balance between technical excellence and business viability, advocating for a strong revenue model alongside innovation.

The session also covered practical advice like starting fundraising efforts early, preserving equity in initial rounds, and leveraging government grants and ecosystem resources. Janardhan's guidance on maintaining compliance and protecting intellectual property further underscored the importance of credibility and preparedness in the eyes of investors.



Masterclass: Sales as a Scientific Practice



Where do we draw the line between science and art, or is there even a line at all? Upon deeper reflection, we realize that each relies on the other, interwoven and inseparable. In sales, for instance, mastering the science behind it, the strategies, psychology, and techniques transforms it into an art, where intuition, creativity, and finesse set true masters apart.

Mr. Dinkar Suri, Founder of GASP Sales Academy, delivered an enlightening Masterclass on 20th March 2025, where he delved into the intricacies of enhancing sales productivity and understanding the true essence of sales. He shared a critical technique on "Mastering Sales Execution to Build an Efficient Sales Organization."

Startup founders were captivated by his passionate insights into the real-time execution of sales strategies within organizations with a customer-centric approach. Furthermore, he stressed the need to focus on value-driven selling, urging sales professionals to "Sell the solution, not just the product."

In his insightful session, Mr. Dinkar Suri emphasized the importance of approaching sales as a structured and scientific discipline. He addressed key challenges in sales execution, shedding light on:

- **Sales Execution Pitfalls** – Common mistakes that hinder sales effectiveness and how to overcome them.
- **Sales Partner Management** – Building and managing strong partnerships to drive business growth.
- **Sales Team Management** – Effective strategies to lead, motivate, and optimize sales teams for peak performance.
- **Servant Leadership** – Leading with empathy and purpose to foster a high-performing sales culture.

The seasoned professional's approach reinforced that mastering the science of sales transforms professionals into true artists in their field. "Master the science, and you become an artist," he emphasized.

Virtual Pitching Sessions



In a high-impact pitching session on 5th March 2025 and 10th March 2025, three promising DeepTech startups from iTNT Hub's iAccelerate portfolio showcased their groundbreaking innovations to Mr. Akshat Tiwari, Investor at Sanchi Connect. The startups include Lesoko Technologies, a cutting-edge drone-tech startup specializing in the solar and renewables sector; Blunav Technologies, a pioneering player in airport management solutions and Terracarb Pvt Ltd, a graphene manufacturing disruptor. These startups which have demonstrated significant early traction, are on a growth trajectory and seeking strategic investments to scale their ventures.

On 25th March 2025 Carbon Loops, a startup creating impact by converting organic waste into biogas, pitched their expansion plans to Mr. Shubham Jhuria, Partner & CFO, Aeravti Ventures. These startups represent the next wave of DeepTech innovation, leveraging AI, automation, Sustainable energy and advanced materials to drive transformative impact across industries. With strong market validation and ambitious scaling plans, they are well-positioned to attract significant investor interest and accelerate their journey toward becoming industry leaders.

Keen to pitch before the right investors to propel the growth trajectory of your Deep Tech & Emerging Tech Startups?

Know More and be a part of our flagship:

- PATHFINDER incubation cohort
<https://itnthumb.tn.gov.in/pathfinder-details.html>
- iAccelerate acceleration cohort
<https://itnthumb.tn.gov.in/iaccelerate-details.html>



Public Sector Innovation Challenge with AWS

iTNT TAMILNADU TECHNOLOGY HUB

aws

IN²
INNOVATE IN TN
COMING SOON | CHENNAI

PUBLIC SECTOR INNOVATION CHALLENGE

GenAI & DeepTech for Tamil Nadu

Call for Startups and Innovators

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CHALLENGE SECTORS

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- EdTech
- Healthcare
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- Agriculture

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Artificial Intelligence is revolutionizing industries by enhancing efficiency, fostering creativity, and solving complex challenges across sectors like healthcare, finance, agriculture, and public services. Recognizing AI's transformative potential, iTNT Hub in collaboration with AWS is conducting the 'Public Sector Innovation Challenge' to empower startups in developing AI-driven solutions for real-world public sector challenges.

This initiative aligns with Tamil Nadu's vision of becoming an AI innovation hub, providing startups with cloud infrastructure, machine learning tools, and data sandboxes to build, test, and scale impactful solutions.

A total of 121 applications were received for this innovation challenge that was launched by the Hon'ble Minister for Information Technology & Digital Services, Dr. Palanivel Thiaga Rajan.

AWS shortlisted 15 startups to get AWS credit to develop solutions for the innovation challenge. The participants have been given a time frame of two weeks to develop their solutions, which will be followed by a bootcamp to refine and pitch their ideas to a panel of experts and investors in April 2025.

Stay tuned for exciting updates on the outcomes of the Public Sector Innovation Challenge.

Madurai Sensitization Event Impact

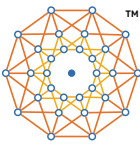
Tamil Nadu Technology Hub in collaboration with the Anna University Regional Campus, Madurai, organised the “DeepTech Sensitization Program – Madurai Edition” at the regional campus on 27th February 2025. The Hon’ble Minister for IT&DS Dr. Palanivel Thiaga Rajan was the chief guest of the event, in which nearly 150 principals, deans, and researchers from engineering colleges, DeepTech startup founders and industry leaders from Madurai, Dindigul, Theni, Virudhunagar, Sivagangai and Ramanathapuram districts participated.

The Event brought together 33 colleges, fostering awareness about Deep and emerging Tech opportunities and the support iTNT has been providing by establishing auxiliary hubs in tier 2 & tier 3 cities.

The event successfully encouraged academic-industry collaboration, with 8 colleges signing MoUs with iTNT Hub and 7 more in discussions to formalize partnerships. These colleges have been introduced to the JIGSAW platform and are in the process of onboarding their researchers on the portal for commercialisation directly or through startups and industry.

This initiative marks a crucial step toward strengthening the innovation ecosystem in the southern region of Tamil Nadu, empowering institutions to drive research, entrepreneurship, and technological advancements.





Founder Stories

@ iTNT Hub

Suseendar Marimuthu - Blunav Technologies

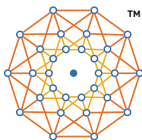


The flap of a butterfly's wings thousands of miles away can create an impact in the life of a man waiting to discover the elixir of eternal youth. Johann Gottlieb Fichte says "you could not remove a single grain of sand from its place without thereby ... changing something throughout all parts of the immeasurable whole". In this world of macroscopic and microscopic marvel a series of coincidental events led to a new chapter in the life of Mr. Suseendar Marimuthu Co-founder & CEO of Blunav Technologies.

Suseedran while still as an undergraduate in Aeronautical Engineering he set out to explore his own intellectual acumen and inventiveness which later contributed to his ability to create problem solving technologies. He made a remarkable impact by designing and creating a Micro Air Vehicle (MAV) for his final year project as an undergraduate. But he did face some limitations towards bringing it to life and approached the Defence Research and Development Organisation (DRDO) to gain access to the emerging 3D printing technology to build some of the MAV's parts. Enabling him to make his MAV a working model.

Soon after graduation he joined as a Research Associate and Project Engineer at the DRDO. During his time at DRDO he was involved in projects including Gas Turbine Research Establishment (GTRE) and Rapid Prototyping. In his pursuit towards seeking what he desired Suseendar planned on doing his masters in Taiwan, exploring possibilities that would take him where he wanted to go.





In Taiwan he opted to pursue his Masters in Microelectromechanical Systems; referring to tiny devices or systems that integrate mechanical and electrical components on a microscopic scale, such as sensors, actuators, and micro-machined structures, fabricated using semiconductor manufacturing processes. Here he made a crucial update on his MAV project during his undergrad years by adding a MAV autopilot technology for his postgraduate project which was a resounding success.

Returning to India and not very long after he had completed his postgrad, Suseendar on the request of a close friend took a position as a System Architect at Intlosol Works. Where he played a crucial role in establishing the team for their hardware & software solutions focusing on real-time visibility, data analytics and organization-specific KPI dashboards. With no desire to continue Suseendar was looking for new avenues to open ways for his entrepreneurial journey.

The occasion that opened avenues to a new beginning was when his friend requested him to assist him in a meeting with the General Manager of Air Traffic control from Airport Authorities of India (AAI) in the Chennai International Airport. Although the meeting was regarding a permission to fly drones near the Kathipara Bridge in Chennai, to which the General Manager immediately responded with a no, citing various reasons and also to a runway incursion that happened lately.

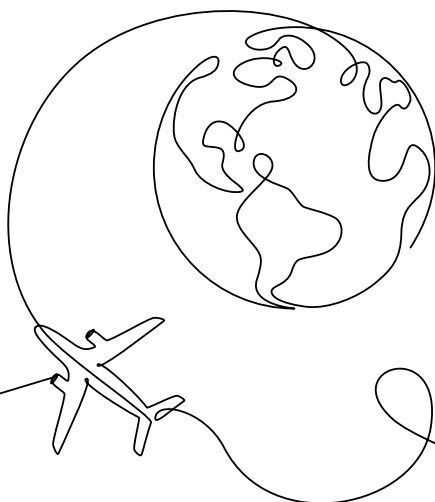
Suseendar from his knowledge of how airports work soon had a brief conversation with the AAI official regarding the systems for air safety. This conversation was a turning point in Suseendar's life that led to series of meeting with the General manager for Air traffic control from AAI Chennai.

Impressed by Suseendar's intellectual acumen in conceiving a system to increase Air Safety the GM advised him to apply for the Airport Authorities of India Startup Program.

Suseendar named his startup Blunav and participated in the Program and emerged its winner. The AAI in Chennai also issued a purchase order to Blunav to develop an Air Traffic Control & Airport Operations system. From that moment in 2018, there was no looking back for the Founder and CEO of Blunav Technologies.

Today Blunav technologies offer various services ranging from Airport AI - an AI powered suite of applications for Airport operations, safety & security, and ATC; Pax OS Hybrid - a cloud suite for powering common use check-ins, kiosks, boarding gates; and FlowEasy - an AI solution for real-time PAX and vehicle flow analytics from curb to gate.

Blunav is an iAccelerate Cohort 1.0 acceleration startup, getting accelerated at iTNT Hub.



Founder Stories

@ iTNT Hub

Harsh Chordia - Evoxia Labs



Harsh Chordia (Third from left)

Youth and inventiveness are more associated with being mischievous, but there are exceptions creating a wave of inspiration by directing their inventiveness towards the path of creating a sustainable planet for future generations. Plastic has gained global popularity and attention for being an environmental hazard and the use of single use plastics is considered a crime by Governments.

Harsh Chordia, Founder and CEO of Exovia Labs, shines as a light of hope through their invention of bio plastics. Now pursuing his final year undergraduate in Industrial Engineering, Harsh comes from a family running a successful business from manufacturing plastics. As a young innovator he understood that plastic usage can never be eliminated but there is a solution to this problem through careful research and innovation plastics can become easily biodegradable.

While working towards this goal Harsh has also created a liquid cooling system for Laptops in 2022 with granted patent rights. In October 2023 he applied for patents for a predictive maintenance system called PredictX - Human machine Interface (HMI) for injection molding dyes, assisted with Large Language Models for improving human-machine collaboration and reducing downtime.

In April 2024 Harsh started Evoxia Labs, a DeepTech startup focused on developing cost-effective, home-compostable bioplastics from agricultural waste. The global plastic pollution crisis demands innovative solutions, and biodegradable plastics made from agricultural waste offer a transformative answer. Evoxia aims to replace petroleum-based plastics across industries, particularly in FMCG packaging and sustainable consumer goods.

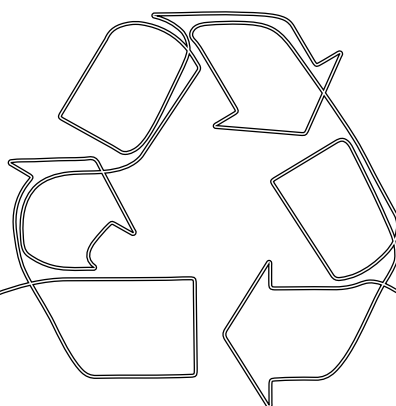
“By repurposing crop residues like corn husks, sugarcane bagasse, and wheat straw, we can produce eco-friendly bioplastics that break down naturally, reducing long-term environmental impact,” he said. AgroWorks bioplastic by Evoxia Labs is a patent-pending material derived from agricultural residues and microbial polymers, offers cost-effective, home-compostable alternatives to conventional plastics.

These solutions are compatible with existing manufacturing processes, making them scalable and economically viable. “We provide bioplastic pellets designed for use in injection molding, film extrusion, and consumer packaging while maintaining price parity with Polyethylene Terephthalate (PET) and Polypropylene (PP),” Harsh adds.

This approach tackles two problems at once - minimizing agricultural waste, often burned or discarded, and curbing dependence on fossil-fuel-based plastics. Unlike conventional plastics that linger in ecosystems for centuries, AgroWorks bioplastic decomposes within months, returning nutrients to the soil without leaving harmful microplastics behind.

The shift to agricultural-waste-based bioplastics can revolutionize industries like packaging, agriculture, and healthcare, driving a circular economy. It also supports farmers by creating additional revenue streams for their byproducts. As research and innovation improve cost-efficiency and scalability, these sustainable materials have the potential to reshape global manufacturing and consumption patterns.

In a world striving for sustainability, biodegradable plastics from agricultural waste offer a path to cleaner oceans, healthier ecosystems, and a greener future – a small innovation with the power to make a world-changing impact. Evoxia is incubated at iTNT Hub through the PATHFINDER incubation program.



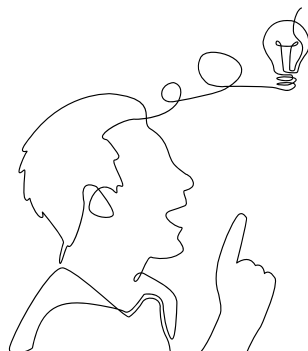
Startup Showcase

Carbon Loops Wins Rs. 60 Lakh at SAAF Cities Program



Carbon Loops, an iAccelerate portfolio startup of iTNT Hub has emerged a winner of the SAAF Cities Program by Villgro and HDFC Bank Parivartan. The program was aimed to transform waste management in India by tackling systemic inefficiencies in waste management by connecting urban local bodies and corporations with social entrepreneurs and early-stage startups that offer innovative solutions.

As part of the program Kern Agarwal, Founder & Director of Carbon Loops, has been awarded Rs. 60 Lakh for their innovative solution that turns solid waste into biogas. Carbon Loops is one of India's leading providers of community waste-to-biofuel solutions, offering sustainable waste management services to urban and rural local bodies. By setting up decentralized biogas plants in semi-urban and rural Tamil Nadu, the company addresses waste management challenges and provides clean, renewable energy.



Events in March

Design Spark Challenge



School of Design Thinking (SoDT), in partnership with Sector Skills Council (SSC) NASSCOM, hosted the “Design Spark Challenge”, a 50-hour non-stop innovation challenge dedicated to the transformative power of Design Thinking. The one-of-its-kind innovation challenge, Design Spark Challenge 2025, will be driven by Design Thinking principles and leveraging AI tools. The competition was inaugurated on 7th March 2025 at Intellect Design Arena’s global headquarters in Chennai, marking a significant milestone in fostering a culture of innovation among students.

Innovation is the key to shaping the future, and platforms like Design Spark Challenge play a crucial role

in empowering young minds to think beyond conventional boundaries, said Ms. Vanitha Venugopal, CEO, iTNT Hub. In her keynote address at the Design Spark Challenge, she said that this one-of-its-kind inter-college competition fosters holistic yet creative problem-solving while aligning with Tamil Nadu’s vision of becoming a hub for deep tech-driven advancements.

“At iTNT Hub, we are committed to nurturing an ecosystem where technology and innovation fuel progress, ensuring that Tamil Nadu remains at the forefront of cutting-edge solutions with real-world impact,” she added.

ENEXT 2025



iTNT Hub CEO Ms. Vanitha Venugopal inaugurated ENEXT 2025, the 15th edition of the annual event organised by the Entrepreneurs Club students of PSG College of Technology, Coimbatore. ENEXT fostering the spirit of entrepreneurship and the entrepreneurial way of thinking was attended by nearly 600 engineering students from colleges in Coimbatore region on 28th & 29th March 2025.

In her Chief Guest address, Ms. Vanitha Venugopal motivated budding innovative entrepreneurs, encouraged them to take up entrepreneurship and offered support from iTNT Hub to nurture their entrepreneurial journey. She termed the event the stepping stone to explore, network, and showcase their ideas, and encouraged them to seize the opportunity.

"Tamil Nadu has long been a hub of industrial excellence and technological innovation, and now, we are witnessing an unprecedented wave of startups that are transforming industries. This transformation is driven by people like you—aspiring entrepreneurs who are willing to take risks, push boundaries, and redefine the future," she said.

She urged the aspiring entrepreneurs to believe in their ideas, take calculated risks, and embrace challenges as opportunities to grow. "Success is not just about having a groundbreaking idea—it's about resilience, execution, and continuous learning," Ms. Vanitha Venugopal added.



DeepTech Insights

YES Ships India-made Semiconductor Manufacturing Equipment from Coimbatore

Yield Engineering Systems, Inc. (YES), a materials and engineering equipment solutions provider, on Thursday said that it has become the first player to ship from India a key semiconductor manufacturing equipment.



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Tamil Nadu Budget 2025-26: State To Launch Semiconductor Mission-2030 With Rs 500 Cr Outlay; Chennai To Get Rs 100 Cr Fabless Lab

Tamil Nadu Finance Minister Thangam Thennarasu Friday announced that the State will launch a 'Semiconductor Mission 2030' with an outlay of Rs 500 cr in the next five years, setting up of a "Fabless Lab" in Chennai and Semiconductor Manufacturing Parks in Coimbatore region.



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IIT-M Centre For Innovation showcases 60 Tech Innovations built by 1,000 students during Open House 2025

Standout prototypes include 'S.A.M.V.I.D', an AI-powered humanoid designed to assist visitors at India's first Constitution Museum & 'Supersyringe', a volume-gated syringe that ensures precise anaesthesia dosage & 'Drone Swarm', a coordinated fleet of drones.



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Tata Motors, Top R&D Spender Among Nifty100

Research and development expenditure is a prerequisite for driving business growth. Tata Motors has been spending the highest sum on research and development expenditure in FY23 and FY24 among Nifty 100 companies. Among sectors, autos and pharma lead.



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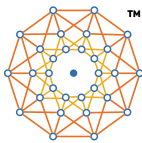
Cross-Border Collaborations: How Indian Tech Companies Are Expanding Their Global Footprint

India is no longer just a back office for global tech. Its deep tech capabilities, skilled workforce, and strategic partnerships are positioning it as a major player in the global technology arena.



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Startups

Hiring



Positions Vacant: 5

Role: 1) Accounts Executive - 1
2) Design Engineer - 1
3) Business Development - 1
4) ITI Technicians - 2

For More Details

Mobile:
9344954344

Email ID:
muralikrishnanmanoharan@gmail.com

Apply Soon



Positions Vacant: 1

Role: B Tech in AI

For More Details

Mobile:
9080059501

Email ID:
contact@eaze-ai.com

Apply Soon



Positions Vacant: 1

Role: B Tech in AI

For More Details

Mobile:
9244444499

Email ID:
muru@dgiverse.com

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VoxWave AI Pvt Ltd

Positions Vacant: 4

Role: 1) Frontend and Backend Development (**2 interns**)
2) AI Development (**2 interns**)

For More Details

Mobile:
7449023417

Email ID:
himayun13@gmail.com

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Inblue Infotech (OPC) Pvt Ltd

Positions Vacant: 2

Role: 1) Diploma in Electrical Engineer - 1
2) Diploma in Mechanical Engineer - 1

For More Details

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muralikrishnanmanoharan@gmail.com

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dVerse Technologies
Accessible STEM for an Inclusive Future

Positions Vacant: 1

Role: Admin Executive - 1

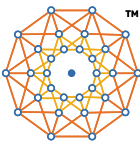
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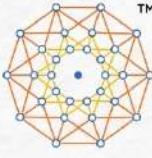
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Events on the Radar

IN2TN IP Conclave





IP CONCLAVE

Intellectual Powerhouse: Transforming Tamil Nadu into the Innovation Capital of India.

INNOVATE IN TN

 **Coming Soon**

 **Chennai**



Panel Discussions



Expert Talks



Fireside Chats



Investor Connects



Pitching Sessions

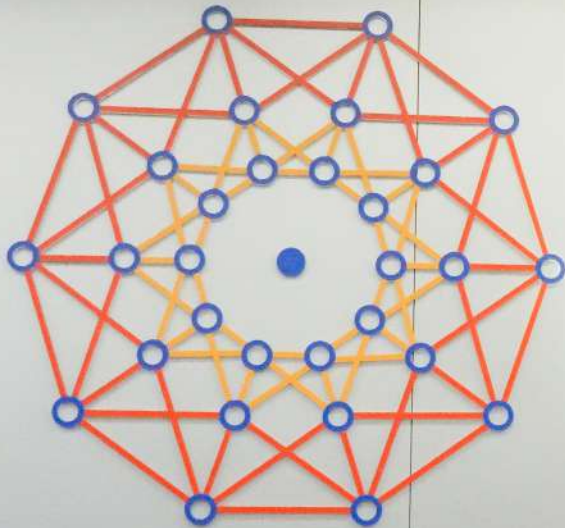


Masterclasses



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