**Manipal Universal Technology Business Incubator (MUTBI)** is an initiative of Manipal Academy of Higher Education (MAHE), an Institution of Eminence Deemed to be University, and is supported by National Science and Technology Entrepreneurship Development Board, Dept. of Science & Technology, Government of India. MUTBI will provide incubation services to students, faculty members, alumni and others. MUTBI encourages people to start their own venture, nurture entrepreneurship skills, create self-employment and facilitates product development and manufacturing in line with the social objectives of Government of India. MUTBI is operational since 2010 and it focuses on thrust areas like InfoTech, HealthTech, AgriTech, and CleanTech. MUTBI provides pre-incubation, incubation, NIDHI-SSP seed support, NIDHI-EIR fellowship, NIDHI-PRAYAS grant, and MAHE extends its laboratory facilities to startups.

Recently, MUTBI has received HDFC Bank’s Parivartan Startup Grant to foster social innovation and entrepreneurship by supporting startups that are making significant contributions towards social development in India.

Outreach programs, Hackathons, Webinars, Interactive sessions, Entrepreneurship Development workshop and Entrepreneurship Summit are organised to foster innovation and entrepreneurship. Various activities/programs conducted by MUTBI are supported by NSTEDB, Venture Center Pune, SINE Mumbai, MSME, and MAHE.

**Pre-Incubation:** Applicable for 3-6 months during initial stage of product development and startup formation. Co-working space and mentoring would be provided. Based on the progress and need, funding will be provided. Candidate may opt for NIDHI-EIR/NIDHI-PRAYAS programs.

**Incubation:** Proposals from relevant team with innovative idea to develop technology towards commercialisation, would be considered for incubation (18 - 36 months). Dedicated space, mentoring and other support against rent and equity.

**Seed money to startups:** Up to Rs. 25 lakh for product development/commercialisation/scale-up.

**NIDHI-EIR:** NIDHI-Entrepreneur In Residence (EIR) would provide one year fellowship up to Rs. 3.6 lakh to an aspiring or budding entrepreneur of considerable potential for pursuing a promising technology business idea. Candidates with basic degree or diploma in science or engineering are eligible to apply.

**Startups formed - 23 | Fund raised - Rs. 50 Cr | Revenue - Rs. 2.5 Cr+ | Employment - 100+ | IPR - 10+**

**NIDHI-PRAYAS:** NIDHI-PRomoting and Accelerating Young and ASpiring technology entrepreneurs (PRAYAS) is a 18 month grant up to Rs. 10 lakh, to support innovators to turn their ideas into proof of concept/prototype. Innovators/founders of startups with minimum age of 18 years and having roadmap for commercialisation are eligible to apply.

**IPR - 5 | Employment – 25+**

**NIDHI-SSP:** NIDHI-Seed Support Program (SSP) provides financial assistance up to Rs. 25 lakh (up to Rs. 100 lakh for high potential proposals) to startups for proof of concept, prototype development, product trials, market entry, and commercialisation.

Some of the startups supported: Udupi eSamudaay Digital Services Pvt. Ltd., PharmIT Solutions Pvt. Ltd., and Zupaloop Pvt. Ltd.,

**HDFC Parivartan Startup Grant:** HDFC Bank Parivartan is the Corporate Social Responsibility (CSR) initiative of HDFC Bank, India's leading private sector bank. Committed to sustainable and inclusive growth, Parivartan focuses on critical areas like financial inclusion, education, healthcare, and environmental sustainability. Through innovative programs and partnerships, Parivartan empowers communities and drives positive social change.

Some of the startups supported: Nimble Vision Pvt. Ltd., Panjurli Labs Pvt. Ltd. and Tad Aircon Pvt. Ltd.

**CADRE (Creating and Developing youR Entreprise):** This is a new program designed to help aspiring entrepreneurs to reflect on their purpose and preparation, and develop a vision for enterprise.

**Featured Incubatee Startups**

**Blackfrog Technologies Pvt. Ltd.** is co-founded by Mr. Donson Dsouza, Mechanical Engineering graduate from MITE Moodbidri and Mr. Mayur Shetty, Mechanical Engineering graduate from MIT Manipal. The startup has developed Emvolio which is a battery powered portable medical grade refrigerator (1.8L capacity) that maintains a preset temperature for up to 12 hr for last mile transport of vaccines and other biologicals. The eight year old startup has already deployed more than 1000 units in over 16 states and helped to administer over 150,000 doses of vaccines in some of the hard to reach areas in India. Blackfrog operates a ISO 13485 certified medical manufacturing facility in Manipal and is employing over 60 personnel. Blackfrog’s Emvolio is the world’s first WHO prequalified appliance as an Active vaccine carrier and is now being exported to Middle East and Africa. The PoC developed by Blackfrog is supported by NIDHI-EIR fellowship from MUTBI. They have generated Rs. 9.06 Cr. revenue and raised Rs. 2.4 Cr. funding.

They have won various awards and recognitions like., Falling Walls Lab – November 2019, Social Innovation Award – National Conference for Social Innovation 2019, National Bio-entrepreneurship Awards – 2019, Qualcomm Design in India Challenge – March 2020, Confederation of Indian Industries (CII) Startupreneur Awards – 2020, SAMADHAN-COVID 19 – 2020, Best Product against COVID-19 – Bengaluru Tech Summit – November 2022, Forbes Marshall Manufacturing Award – March 2023, Aarohan Social Innovation Award – August 2023, Future United Provocateur Award – GBC Health – September 2023, National Startup Awards – January 2024, NATHEALTH Impact Awards – March 2024.

**Udupi eSamudaay Digital Services Pvt. Ltd.** has a community commerce platform focused on empowering local businesses and fostering economic growth, eSamudaay has gained significant recognition for its innovative approach. By leveraging technology to facilitate the exchange of information and knowledge, the platform creates valuable insights and learnings for the benefit of all. Through digital connections between nodes of creativity, ideas, and production, Udupi eSamudaay envisions a digitally enabled, learning, value-creating, and continually progressing society. They have generated Rs. 1.5 Cr. revenue, raised 50 lakh funding and created 15 employment opportunities.

Udupi eSamudaay has sold over 100,000 products, boosting local sellers with its comprehensive tech ecosystem, which includes Buyer, Seller, Service, and Delivery Apps. Their integration with ONDC has expanded their reach and increased sales, highlighting their commitment to innovation and excellent customer support in India's e-commerce sector. Udupi eSamudaay has sold 20 complete tech ecosystems, encompassing the Buyer App, Seller App, Service App, and Delivery App.

**PharmIT Solutions Pvt. Ltd.** is co-founded by Dr. P S Ramkumar, Mr. Sandeep Patil, MS in Embedded System Design graduate from MCIS Manipal and Mr. Chethan G S, ME in Bigdata & Data Analytics from MSIS Manipal. The startup partners with drug manufacturers, distributors, chemists, and pharmacy networks / stores to connect the entire pharma supply chain. They accumulate the data at all levels to manage receipts, orders, distribution, returns, and invoices. Their business intelligence platform helps the manufacturers, distributors and retailers to plan promotions and reallocate capital by analysing real-time data across the supply chain. Their Medical Representative Reporting Software is designed to empower pharmaceutical sales teams, streamlining workflows, and boosting productivity to unprecedented levels. This innovative tool is indispensable for medical representatives on the go, providing a seamless platform for tracking visits, managing sales targets, and ensuring the strategic distribution of samples and promotional materials. Till date they have generated Rs. 50 lakh revenue, raised Rs. 85 lakh funding and have created 12 employment opportunities. They have 40+ happy clients, 5000+ users and collaboration with 5 Universities.

**Kumudha Health Tech Pvt. Ltd.** is co-founded by Dr. Sampath Kumar, Assoc. Prof., Dept. of ECE, MIT, Manipal and Dr. Hareesha K S, Director**,** International Centre for Applied Sciences, Manipal. The biomedical startup is working towards excellence in the medical device space and believes in pursuing business through innovation and technology. Major products include SPINAK – the 3D diagnostic and treatment planning tool for spinal deformities, Intracerebral Hemorrhage (ICH) outcome predictor and Virtual model for complex congenital heart diseases. The startup was funded by BIRAC-DBT, Government of India and has won Elevate 2019, an initiative of the Department of Information Technology and Biotechnology, Government of Karnataka.

**Maiyas Health Innovation Pvt. Ltd.** has developed a cost-effective wearable Laser Shoe used to treat the neuropathic pain of diabetic patients. Also, with NIDHI-PRAYAS grant form MUTBI they have developed a Laser Helmet for the application of transcranial infrared laser therapy on cognitively dysfunctional individuals to improve their cognitive function and quality of life.

**ZigMe Careers Pvt. Ltd.** is co-founded by Rima Naware MBA graduate from TAPMI Manipal, Meenakshi Jalan and Amit Verma. The startup is founded upon deep expertise in employability and sourcing, to transform campus recruitments by bridging the gap between education and employment. Their 'Campus Transition Sensitization' workshops and AI-powered matching system prepare India's youth for successful careers by aligning them with all necessary resources, such as mentors, tests, D-I-Y learning capsules and tailored preparatory courses - all designed with industry expertise and insights. For the first time, employers gain refined access to a wide pool of candidates who are ready and trained for the workplace, optimizing the time, efforts and cost spent in the recruitment process. ZigMe is a game-changer for career readiness and recruitment excellence.

**Featured Graduated Startup**

**Fracktal Works Pvt. Ltd.** is founded by two alumni of Manipal Institute of Technology, Manipal. During their college days they worked on building robots with the university robotics team, Robomanipal. In an effort to find high-quality manufacturing that would help them build powerful robotics systems affordably, they came across 3D Printing and used their background in robotics to build their first 3D Printer and subsequently founded a company bringing access to tools and technologies that help individuals and organizations build high-quality hardware products & solutions. The startup has generated Rs. 15 Cr. revenue, raised Rs. 5 Cr. funds & Rs. 8 Cr. MHI grant, sold 900+ machines and have created 100 employment opportunities. Their prominent customers are TVS Motors, Toyota, IIT Bombay, IISc, Bosch, Titan, ACE Micromatic, GE Healthcare. They have won National Startup Awards 2022, Elevate Karnataka 2023 and have been selected for Scheme for Enhancement of Competitiveness in the Indian Capital Goods Sector Phase II.