



## NASSCOM Launches Deep Tech Club 2.0

- *The second edition of the program is geared towards global impact for Indian DeepTech Companies*

**New Delhi, March 4, 2021:** In an effort to boost India's tech start-up ecosystem, the **National Association of Software and Services Companies (NASSCOM)**, has today announced **Deep Tech Club (DTC) 2.0**; the second edition for its DeepTech Mentoring program, an initiative to nurture and promote Indian DeepTech products solving global problems. DTC finds world-changing start-ups that are enabled by AI, ML, AR, VR, IoT, Robotics, Blockchain, NLP, and similar technologies. The central focus of the DTC program is to act as a catalyst in empowering pioneers in India-based deep technology startups and connect them with industry leaders, investors, academia, researchers, and government regulators to establish a global deep tech ecosystem impacting physical and digital transformation.

With the vision of enabling India's digital & social transformation and empowerment through innovation in deeptech and making India a World Leader in Deep Tech products, NASSCOM DTC 2.0 is a 3-stage program pioneered towards scaling the impact to over 1000 Indian DeepTech Companies.

To achieve this, in its first stage NASSCOM DTC has formed exclusive partnerships on the global front with **Advanced Telecommunications Research Institute (ATR), Japan** and **Dallas VC, USA**. On the domestic front, NASSCOM has partnered with industry and academia leaders including **Intel, Cisco Launchpad, NetApp, IIT-Kanpur, Sine (IIT-B), T-Hub and ZINNOV**. The program aims to drastically increase the number of partnerships in stage 2 accelerating the growth of the Indian DeepTech ecosystem.

Talking about the launch of DTC 2.0, **Debjani Ghosh, President, NASSCOM**, said, *"With the advent of hyper-digitalization in the next normal, we expect a higher integration of AI, ML, AR, VR, IoT, Robotics, Blockchain, NLP and similar technologies. The start-up ecosystem of our country is strong and robust and is already ahead in solving many global challenges. In this era of digital, it is essential for these start-ups to continue to digitalize and integrate deep technologies in order to constantly evolve and be globally competitive. We hope through this second part of DTC we catalyze empowering pioneers in India and connect them with industry leaders, investors, academia, researchers, and government regulators to establish a global deep tech ecosystem that brings a physical and digital transformation."*

As of 2020, more than 2,100 Indian startups have adopted deep technologies, up from 1,600 in 2019. There has been a spurt in deep tech startups funding, as investor interest in niche products and platforms has increased significantly, resulting in over 14% of the total Startup investments in deep-tech ventures in 2020 which is 11% higher than in 2019. Up to 87% of these investments were in AI/ML startups in 2020. The NASSCOM and ZINNOV study highlights that deeptech will continue to grow at a CAGR of 40-45% in 2021.

Driving an impact-driven agenda in its first edition of four cohorts of 78 companies with a 7% acceptance ratio, and through 1150+ Hrs personalized mentoring, 2000+ industry connects via 6 DeepTech Confluences, DTC inspired corporate and Investor led accelerators to focus on deep tech; building first of its kind support mechanism for deep tech companies (Mentoring coupled with Enterprise and Investor connect). Over the years DTC has helped companies raise \$70 million and has brought the deep tech Startup companies from the lab to market-ready global ground.

NASSCOM has always focused on cutting-edge technological advances with DeepTech Club focusing on and involving Artificial Intelligence (AI), Machine Learning (ML), AR/VR, Robotics, Blockchain, NLP,

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and similar technologies. DTC offers mentoring, nurturing, and thriving opportunities to its member companies and trains them to be more innovative, robust, and agile. The Startup companies at DTC have experienced strategic transformation through industry-led confluences, conferences, and networking events with the presence of global partners and leaders.

Speaking on the launch, Anupam Saronwala, **lead- DeepTech Club, Ex Director at IBM Research** said, *Deeptech ecosystem will play a critical role in marching towards trillion dollar digital economy. Having a strong and robust ecosystem comprising of academia, incubators/accelerators and enterprises will be absolutely critical. NASSCOM Deeptech Club 2.0 aims to achieve and am very happy to be part of the club and for 2.0 launch with our key partners!*

NASSCOM DeepTech Club started when no program or efforts was being made in India to create, support, and sustain the development of DeepTech Ecosystem and it will continue to support emerging technology start-ups and provide a platform to promising deep-tech startups to explore, innovate, scale and solve for challenges of the future.

## **Annexure** **Quote Sheet**

**Krishna Sundaresan, Vice President, Engineering, Cisco India & SAARC**, said, *“At Cisco, we believe technology is a force multiplier in the hands of global problem solvers – like the start-ups of NASSCOM’s DeepTech mentoring program. The start-up ecosystem in India is our biggest strength, serving as a catalyst for change and solving some of the most daunting challenges we face as a nation. Through this partnership with NASSCOM DTC 2.0, we are proud to empower deep-tech start-ups to scale disruptive innovations and turn transformational ideas into a reality.”*

**Ravi Chhabria, VP Hybrid Cloud Engineering & Managing Director NetApp India**, said, *“Data sits at the core of how entire industries & economies are transforming. Every sector is unlocking customer value with data that resides in on-premises datacenters or across multiple public clouds. This wave of data-driven transformation is powered by NetApp’s proven ONTAP® Data Management. Our partnership with NASSCOM will help us jointly realize the vision of India’s digital & social transformation.”*

**Poyini Bhatt | Chief Executive Officer, SINE, IIT Bombay** said, *“NASSCOM's deeptech initiative to bring various stakeholders together will accelerate the pace of realization of the huge potential of India's tech ecosystem to build deeptech companies. Society for innovation and entrepreneurship-SINE having committed India to technology self-reliance will continue to partner in the development & growth of deep tech innovations & startups having significant strategic, economic & social impact. The synergies emanating from the partners shall offer a platform to deeptech innovators and entrepreneurs to scale up fast in a short time.”*

**Ravi Narayan, CEO of T-Hub** said, *“T-Hub and NASSCOM have built a robust ecosystem for startups, corporates, and venture capitalists in the technology community. DTC 2.0 partnership will bring all our strengths and experiences in deepening technology capabilities to the selected startups, enabling them to tackle larger problems from India for the global markets.”*

**Dayakar Puskoor, Founder and Managing Partner, Dallas Venture Capital**, said, *“As a US and India focused VC, Dallas Venture Capital is excited to partner with Nasscom in mentoring Deeptech startups from India and support their foray into the US market”.*

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**Dr. Hiroyuki Suzuki, Executive Vice President, Advanced Telecommunications Research (ATR) Institute International, JAPAN,** said, "We have two platforms for connecting global deeptech startups with the Japanese market. The collaboration with NASSCOM DTC has a vital impact on our activities for innovation."

**Dr. Nikhil Agarwal, CEO, FIRST IIT Kanpur,** said, "The adoption of disruptive technology along with digital transformation has paved the way for tremendous innovation in India. IIT Kanpur is excited to begin this journey as a partner of NASSCOM's Deep Tech Club envisioning the tech-led ecosystem. This partnership will promote the widespread acceleration of the Deep Tech Startups to help them leverage technology, data analytics, and increase accessibility."

**Jitendra Chaddah, Country Manager, Global Supply Chain, Intel India**

"India is a growing hub of innovative deep tech startups with tremendous opportunities to develop products and solutions, not just for India, but for the world. Intel India has helped enable over 80 deep tech startups to date through the Intel Startup Program and we remain committed to accelerating their journey from development to putting products in the market. We are proud to collaborate with NASSCOM, other industry and academia partners on Deep Tech Club 2.0 to scale India's deep tech startups and maximize their potential for business and social impact."

## **About NASSCOM**

The National Association of Software and Services Companies (NASSCOM®) is the premier trade body and chamber of commerce of the Tech industry in India and comprises over 2800-member companies including both Indian and multinational organizations that have a presence in India. Our membership spans across the entire spectrum of the industry from start-ups to multinationals and from products to services, Global Service Centers to Engineering firms. Guided by India's vision to become a leading digital economy globally, NASSCOM focuses on accelerating the pace of transformation of the industry to emerge as the preferred enablers for global digital transformation. Our strategic imperatives are to reskill and upskill India's IT workforce to ensure that talent is future-ready in terms of new-age skills, strengthen the innovation quotient across industry verticals, create new market opportunities - both international and domestic, drive policy advocacy to advance innovation and ease of doing business, and build the Industry narrative with focus on Talent, Trust and Innovation. And, in everything we do, we will continue to champion the need for diversity and equal opportunity.

NASSCOM has played a key role in not just the growth of the Industry to become a \$180+Billion industry today, but we have helped establish the Tech industry in India as one of the most trusted partners, globally. NASSCOM continues to make significant efforts in contributing towards India's GDP, exports, employment, infrastructure development and global visibility. Our membership base constitutes over 95% of the industry revenues in India and employs over 4 million professionals, and as technology blends into every aspect of the economy, we expect the industry to become key driver of growth, development and inclusion for the country. Our mission is to make India a global hub for Innovation and Talent so when the world thinks Digital, the world will think India.

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