

NEWSLETTER



GREETINGS FROM TEAM FIIRE

We, at FiiRE, have had an eventful five months with our team working closely with start-ups - to facilitate access to the ecosystem, investors, and mentors. As we gear towards making Goa a Tourism Tech startup hub, we look forward to continued support from the ecosystem & the community.

LOUR COO, THEJUS JOSEPH, ON TOURISM TECH

We are convinced and confident that Tourism Tech startups are going to emerge as the torch bearers who will help revive the travel & tourism industry - one of the worst hit during the Covid19 pandemic. A global challenge of course, needs a global solution - with various stake holders propelling the industry forward. At FiiRE we intend to play a pivotal role in this revival by supporting tech startups who have solutions that will positively impact travellers, suppliers and the environment - from cleantech & waste management to mobility, sustainability and customer-experience related innovations, we have the ecosystem, partnerships and support that these startups need.

With our vision clearly in front of us "To Make Goa the premier destination for Tourism Tech startups by 2030, we started out by launching the first Goa Tourism Accelerator in September 221, and were pleased to identify 14 promising startups which are working on solutions that will help the local as well as national tourism ecosystem through their innovative solutions



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International Women's Day celebrated at (FiiRE), on 08 March'22

The program focused on women-led startups and our women startup founders spoke about how entreprenurship had made a difference in their lives & others.

The program was attended by girl students from Damodar College and Rosary College. *Miss Kanan Tandi, co-founder CogniCue*, a tech-based start-up addressed the gathering and spoke on how women are viewed in a different ligh.

She said *"Never give up on who you are and never compromise"*. She went on to say that "the tag of being a woman doctor, a woman lawyer, a woman entrepreneur has to go and we shouldn't differentiate based on the tags".

Ms Suwarna Surlekar - founder, director, FunMinds Learning Tech Pvt LTD, spoke on "focusing on yourself" saying that "We need to put ourselves as women first and make a difference" The program ended with a Q&A session that was very informative to the young minds, the students dispersed with a new outlook at startups and business

Green Waves conducts Up-Cycling event (8th April 2022)

Greencycling- making marvellous items out of discarded waste"

A 45 mins workshop, where participants worked with dry waste like plastic bottles, glass bottles, coconut, waste paper, e-waste etc. was conducted by Anil Potluri, founder, GreenWaves. Participants were taught how to reuse waste items and turn it into decorative items. Certificates were given out to the participants and the best work/idea was rewarded with eco gift made by Green Waves.





Conjure - 9th April 2022)

FiiRE Goa in collaboration with Oil and Natural Gas Corporation Limited (ONGC) conducted **Conjure, a Virtual Reality workshop** to introduce VR technology to students. Students got a hands-on experience and learnt the academic application of this technology at the **'Design Centre Lab'** set up by ONGC at FiiRE.

FiiREWork inauguration (20th April 2022)

FiiRE inaugurated two new spaces on 20th April 2022 - "FiiREWork" their co- working space and "Design Centre" the Gaming and Design lab sponsored by Oil and Natural Gas Corporation, Goa (ONGC).



"FiiREWork", located on the premises of FiiRE, Don Bosco Fatorda Goa, was inaugurated at the hands of Mr. Jose Manuel Noronha, Chairman, Goa Public Service

Commission & Goa State Innovation Council. The guests of honour included, Dr. Levinson Martins Director, Department of Science and Technology & Waste Management, Mr.H.P.Pradeep and Mr. Dayanand Kalandia, GMs, ONGC and Mr.Savio Carvalho Director, Turbocam India Pvt. Ltd Oil and Natural Gas Corporation, Goa (ONGC).

 "FiiREWork" is a 29 seater co-working space, providing startups with an ecosystem where they can work together, network, share expertise and build their businesses.
 A modern air-conditioned plug-and-play work space, FiiREWork is affordable and offers office amenities

such as a work-desk, Wi-Fi connectivity, use of a meeting room, and more.

Design Centre

FiiRE also inaugurated "Design Centre" at the hands of Mr. Mr.H.P.Pradeep GM, Oil and Natural Gas Corporation, Goa (ONGC). The Design Centre, set up at FiiRE in collaboration with Oil and Natural Gas Corporation, Goa (ONGC), provides "Virtual Reality (VR) Engagements" where users can build & research products and use VR technology to virtually construct and conceptualise their idea. It boasts best-inclass processing equipment such as highend laptops and other state-of-the-art IT assets.

FiiRE Goa, along with their partners, is confident that these additions to their portfolio will help propel FiiRE as a centre of excellence in the field of Startup Incubation, helping accelerate the booming entrepreneurship & innovation spirit in Goa

Career day (26th April 2022)



Career day with startups was held at Don Bosco College of Engineering to allow students to interact with the startups being incubated at FiiRE. This interaction was planned with the purpose of encouraging the entrepreneurial spirit amongst students so that they can understand the ideas and solutions as well as the technologies that are being built by the startups.

AWARDS & RECOGNITION

FiiRE Goa was honoured to be awarded the "Spexmojo Business Goa Award for **Startup Incubator of the Yea**r at the 10th Edition of **BusinessGoaAward2022** in presence of H'nble CM of Goa Dr. Pramod Sawant, Tourism Minister Rohan Khaunte and CEO, Savoir Faire Media Group Harshvardhan Bhatkuly and business leaders from Goa.



Minister's visit to FiiRE 26th April 2022



Hon'ble Minister for Science , Technology & Waste Management Shri Atanasio Monserrate & Fatorda MLA Vijay Sardessai visited the Forum for Incubation Innovation Research and Entrepreneurship (FiiRE), at Don Bosco College of Engineering Fatorda in presence of GSINC Chairman,

Shri Jose Manual Noronha, DST&WM Director Shri Levinson Martins and Secretary Dr. Tariq Thomas.

The delegation along with the Hon'ble Minister, visited the FiiRE premises and met and interacted with Incubatees seated at FiiRE. They also visited the prototyping lab of Goa State Innovation Council.

 Hon'ble Minister for Science, Technology & Waste Management Shri Atanasio Monserrate appreciated Goa State Innovation Council's Virtual Innovation Register which is listed in the "E-Coffee table book" of Prime Minister's Awards for Excellence in Public administration 2021, released on 21st April 2022 by Hon'ble Prime Minister Shri Narendra Modi. Hon'ble Minister assured an increase in funding to the startup ecosystem in Goa.

Business Diva Competition 2022, 3rd edition (30th April 2022)

Held at the Goa Chamber of Commerce & Industry (GCCI) hall, Panaji, with the objective of promoting entrepreneurship amongst women and with a focus on innovative solutions to women-centric issues, in collaboration with GENO FOUNDATION and GCCI Women's Wing.



The competition was judged by D.S Prashant, CEO FiiRE, Dr. Neena Panandikar, Don Bosco College of Engineering, Principal, Tejashri Pai Vice President Operations, Chowgule Industries Pvt Ltd and Deepali Naik, Director Department of Woman and Child Development. The Chief Guest, Ms Usha Ramesh, Chief General Manager, NABARD in her address, commented on "Nari Shakti" and congratulated the women entrepreneurs present and encouraged them to excel further. The Guest of honour Mr. Ralph de Souza, President, GCCI also encouraged the women entrepreneurs present and was glad to see a overwhelming response to the competition, in the presence of Poonam Shirsat, Co-Chairperson, Woman'sWing, GCCI and Ms Pallavi Salgaocar, Chairperson, Woman's Wing, GCCI.

CATEGORY 1: STARTUPS -1st Place - Liza Vianney Pinheiro(Fruits of Hardwork), 2nd place - Manalee Verneker (Financial Wisdom).

CATEGORY 2 "SCALING UP" - 1st Place Winner - Rohini Gonsalves (Sevarat Healthcare & Nursing Pvt Ltd) 2nd place Winner - Suwarna Naik (FunMinds Learning Tech Pvt Ltd).

CATEGORY 3 "SELF-HELP GROUPS" -1st Place winner-Ms Shital Surendra Naik, 2nd place winner-Ms Anita Arjun Gounkar.



Anil Joshi Andreage Partney Uncerned Wortzee Carima Seth Darie Sental Advance Sipika Nigam Arth Vortuge Partney Vardhan Bhakuly

12 startups participated and pitch their cases to the investors, the investors will include Anil Joshi, Sipika Nigam, Garima Seth, Harshvardhan Bhatkuly and Hemant Arondekar.

(8th May 2022)

Investors Meet

FiiRE's flagship Investors Meet (IMDD) was scheduled for the 08May'22. to help startups interact with investors, incorporate suggestions and pitch to receive feedback and funding. The Pre-Event Training by Prutha Atre for the startups was scheduled for the 5th May 2022.



FIRE	
Pre-Eve	nt Training Program for startups will include
1. What It Takes To Raise Cap - How investors evaluate early-stage st - Preparing an impactful narrative and creating a deck	tartups
- Quick tips and tricks for pitching	2. Determining Startup Valuation - Cap tables, dilution, and share issuance - Transaction comparable method of
3. Closing The Deal -Must-know terms and clauses in a term-sheet	Valuation with a case study - Negotiating valuation with investors
- Going through a sample term-sheet	
 Quick tips on preparing for due dilige along with a sample 22-point checkli 	

Companies that pitched:

Green Waves working for Sustainable Women Empowerment through Eco Products like seed pencils, seed pens, coconut products, recycle of flower waste into dhoop sticks and natural color

Clubr Technologies Private Limite a first-ever holistic Technology platform exclusively designed for content creators and events in the Live Entertainment Industry.

Ziffiy (Tripeers Tech Pvt Ltd) a travel tech platform which provides an opportunity for travellers to experience uniques experiences from India on thier mobile phone.

Fitness konnect pvt Ltd a Goa based Fitness technology startup providing fitness tech solutions(ERP, app,fitness tracker) for the rapidly growing personalized fitness market.

Kula Studio Pvt Ltd provides upcycle and refashion services for clothes one already owns as a door to door service through a digitally responsive website.

EdTech - A budding EdTech with a goal to make learning interactive & engaging by fostering one's natural curiosity.

Cognicue Analytics Private Limited - Emotion AI platform's present applications

Funminds Learning Tech Private Limited Introducing robotics to children through books and DIY kits

Med Interventions And Beyond Private Limited solves health-related problems through innovative products that excel in the Indian as well as global markets (Customizable, environmentally-friendly mask with added features.)

Greenpod Labs Private Limited a biotech-based packaging sachet that can extend the shelf life of fruits and vegetables.

Protoezy Designs Private Limited help engineers to Learn, build and sell innovative products, through a technologybacked marketplace that computes real-time quotes for all manufacturing services, from multiple vendors and enables the transaction between them.

Human Biogenesis Private Limited Care diagnostic kit (SD Kit) will detect the presence of semen in the vagina to help female customers decide whether to take morning after pill or not.

Goa Tourism Accelerator Cohort (September 2021)



This event marked the beginning of our journey as a Tourism Tech Accelerator. Having identified 14 startups that have been working on tech ideas/solutions that will contribute to the tourism industry, some of them are piloting their projects here in Goa.

Partnership announcement

Forum for Innovation Incubation Research and Entrepreneurship [FiiRE] & Big Blue Road (India) Pvt. Ltd. are pleased to announce they have entered into a global strategic partnership, combining FiiRE's in-depth experience with start-ups and BBRi's industry leading consulting services in the field of tourism, tourism analytics and tourism technology.

The partnership will fortify the TourismTech startup ecosystem, helping startups to gain the right access to the tourism ecosystem, ensure proof-of-concept testing with the right industry partners and bring in expert guidance on business model strengthening for these startups.

The FiiRe-BBRi partnership brings together rich and relevant experience in technology development and deployment which when applied to the tourism tech space, will help support and guide startups who have solutions in the mobility, clean tech, sustainability, customer engagement and loyalty and other related spaces.

"The FiiRE-BBRi partnership is a powerful combination. BBRi's understanding of complex tourism landscape, tourism technology, data and analytics, its deep industry expertise, and agile, collaborative approach compliments the work being done by FiiRE. We believe this will help to generate industry leading TourismTech startups" said Shawn Mendes, BBRi's Director. "This partnership will allow us to drive far more business impact for the TourismTech startups and the tourism industry at large"

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