THE STATE OF THE STARTUP ECOSYSTEM IN GOA

GOVERNMENT OF GOA

YOURSTORY

FOREWORD

Shri Manohar Parrikar
Honourable Chief Minister of Goa

Entrepreneurship is the lifeblood of any economy. Globally and historically, startups have been the fountainheads of technological innovation, to solve unique problems or change the way things have been done traditionally, in order to benefit society at large.

When we launched our Startup Policy in September 2017, our aim was to galvanise the startup ecosystem in the state and give it the support it needs to grow and become not only one of India's most vibrant hubs but also one of the top 25 destinations for early-stage startups in Asia by 2025. It is our mission to see at least 100 early-stage ventures succeed over the next five years through this policy.

Facilitating entrepreneurship, which in turn leads to value-creation and job creation, is a governance and moral imperative that the Government of Goa is unflinchingly committed to.

Our Startup Promotion Cell, driven by the Department of Information Technology & Communication, has several initiatives in place to empower and incentivise entrepreneurship in Goa. We plan to develop a dedicated hub for technology innovation and incubation, covering 2 lakh square feet. We are also incentivising startups who have promising and viable products with a one-time grant of Rs 10 lakh. Entrepreneurs can also avail a one-time loan of Rs 10 lakh from the state as well. The government is also reimbursing 25 percent of the salary of the local workforce where startups have a workforce that comprises 60 percent of locals. Startups registered in the state will also be allowed to operate 24×7.

To be certain, we have a long road ahead of us, but we are confident that together with our young entrepreneurs, we will create a vibrant, entrepreneurially-inclined state and a bright future for our people.

Shri Rohan Khaunte
Minister for Information Technology, Revenue, Labour & Employment, Government of Goa

EXECUTIVE SUMMARY

Our vision for Goa is simple: to make Goa a top startup destination in Asia by 2025.

We want to show the world that we are as passionate about our startups as we about the sun, sand, and sea. We want to create a startup culture where our youth become job creators and not job seekers, and we are putting in place the right policies and infrastructure to get us there.

Goa has always been a keen champion of entrepreneurship. It was one of the first four states in India to implement a startup policy. Today, with a fresh Startup Policy in place, we are looking to foster entrepreneurship across key futuristic technology areas such as Internet of Things (IoT) and data sciences to robotics and 3-D printing, among others.
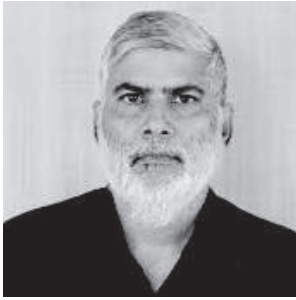
The state is also committed to setting up state-of-the-art, fully-equipped, plug-and-play innovation and incubation centres. This would translate to a minimum of 2 lakh square feet of additional office space for startups and create even more jobs.

One of the major highlights of the policy is the setting up of the Startup Promotion Cell, which will serve as the nodal agency looking after the certification process for startups.

Further, to facilitate the ease of doing business in Goa, we have an online, single-window portal exclusively for startups. The portal would serve as a two-way communication framework with the government, and an up-to-date, single-point information repository. Additionally, the Cell will have a senior designated officer who will serve as the single point of contact in each department to secure all permissions related to startups.

We are also approaching our vision with the spirit of collaboration. As part of our IT outreach programme earlier this year, we have mutually agreed to exchange technology and knowledge sharing with the states of Telangana as well as Andhra Pradesh for collaborative growth and learning.

With a robust implementation plan in place, we have no doubt that Goa will not only realise its vision for entrepreneurship in Goa, but also exceed it.

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Dharmendra Sharma
Chief Secretary,
Government of Goa

PREAMBLE

The potential of startups for catalysing innovation, economic growth, and job creation is well documented. Startups also play a vital role in the decentralization of economic power and broad-basing of economies.

As Goa looks beyond mining and tourism to scale growth, it is only apt that it looks to startups as a key component of its economic agenda. The new Startup Policy, supported by a dedicated Startup Cell, is aimed at nurturing the startup ecosystem in the State.

Goa's plan to build a lasting institutional framework that makes the State an attractive destination for technology-driven ventures centres around a concentrated strategy and robust implementation. The Startup Policy will also keep evolving based on the changing dynamics of the technology industry, entrepreneurs, human capital, and other stakeholders of the startup ecosystem; it is our intent to ensure it remains proactively responsive at all times so that we can make Goa a name to reckon with on the global stage.

One of the transformative features of technology startups is their matchless potential to exponentially scale up, leading to large-scale job creation. While the Government is committed to promoting entrepreneurs from Goa and generating employment for Goans, it is equally committed to inviting the best and the brightest entrepreneurial and technology minds from outside the state to build a robust startup ecosystem in the state.

This report is a welcome step towards showcasing the ease of doing business in Goa, not just for the State but for Startup India at large. I urge readers to profit from its points and join us in this great mission.

Shri Ameya Abhyankar
IT Secretary,
Government of Goa

INTRODUCTION

Goa is one of the fastest growing states in the country. It is one of the few states in India to achieve 100 percent rural electrification. The State is also one of the best models of broadband penetration in in the country. Each of Goa's 189 village panchayats have fibre-optic connectivity and all district and taluka headquarters are connected on a 10 GB fibre-optic line. Building from that, we are moving towards the next phase of broadband affordability and efficiency, with a focus on world-class connectivity for the industry.

And today, we're laying the foundation for what will emerge as one of Asia's top startup ecosystems.

We want to promote the concept of IT anywhere and everywhere. And our startup policy is for everybody who wants to start up in Goa. We are focusing significantly on big data, analytics, cloud, and Internet of Things (IoT), among other key technologies. We are looking at using digital tools for different government services, their delivery, and creating a centralised, single point-of-contact for all tasks.

Human capital development is also another key focus area of the policy. Building on the momentum to create a highly-skilled tech workforce in Goa and giving the student community a head start on latest technologies, the Government will set-up IT labs and Maker-labs, with state-of-the-art facilities for school students to experiment and familiarise with emerging technologies. A technology fellowship programme and collaborative programmes with industry and academia are also among the key initiatives to accelerate skilling and encourage entrepreneurship.

With an entrepreneur community-based approach, our policy is an industry-friendly scheme formulated by talking to people in the industry. With enablement at the heart of our policy, we hope to keep a finger on the pulse of startups – making sure the ecosystem is thriving and vibrant.

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PREFACE

Ravi Jha
Director of IT,
Government of Goa

Goa's dreams of becoming a world-class startup destination in the next few years will need solid tech infrastructure to power it to reality. The Government of Goa's Department of Information Technology & Communication (IT&C) has several initiatives in place and many more in the works to ensure that our startups and entrepreneurs have the very best infrastructure they need to catalyse their growth.

E-governance has been around in Goa for several years. Now, with the new Startup Policy that is being driven by the Department of IT&C's Startup Promotion Cell, it is time to bridge the gap between entrepreneurs, the government, investors, accelerators, incubators, corporate partners, colleges, etc. so they can come together and work as one.

The State's efforts over the past few years to lay the groundwork for strong IT infrastructure, and not just for startups, will soon bear fruit. With the minimum of 2 lakh square feet of additional office space for startups and two proposed IT parks in Chimbel and Tuem, the State Government has a vision to make Goa a startup hub that can soon compete with the best in the world.

Having recognized that digital skilling is a key aspect of the journey, the Government is working to ensure that IT-related skills are acquired at the school level itself and further refined at the college level. The idea is to infuse technology-enabled, real-world problem-solving skills into the education system through (a) collaboration between industry and academia, (b) the introduction of DIY, coding, and modules as part of the school curriculum, and (c) massive online open courses as part of University-level curriculum. This will ensure that Goa becomes home to a highly skilled and technology-oriented human capital base. Further collaboration with multinational companies and other stakeholders mentioned earlier will ensure that there are ready takers for this talent, unlocking value across the entire ecosystem.

The right combination of physical and digital infrastructure, financial incentives, the right education, training and orientation towards technology and entrepreneurship amid a supportive and nurturing environment will create a solid foundation on which to build a vibrant ecosystem – one of the top 25 in Asia by 2025.
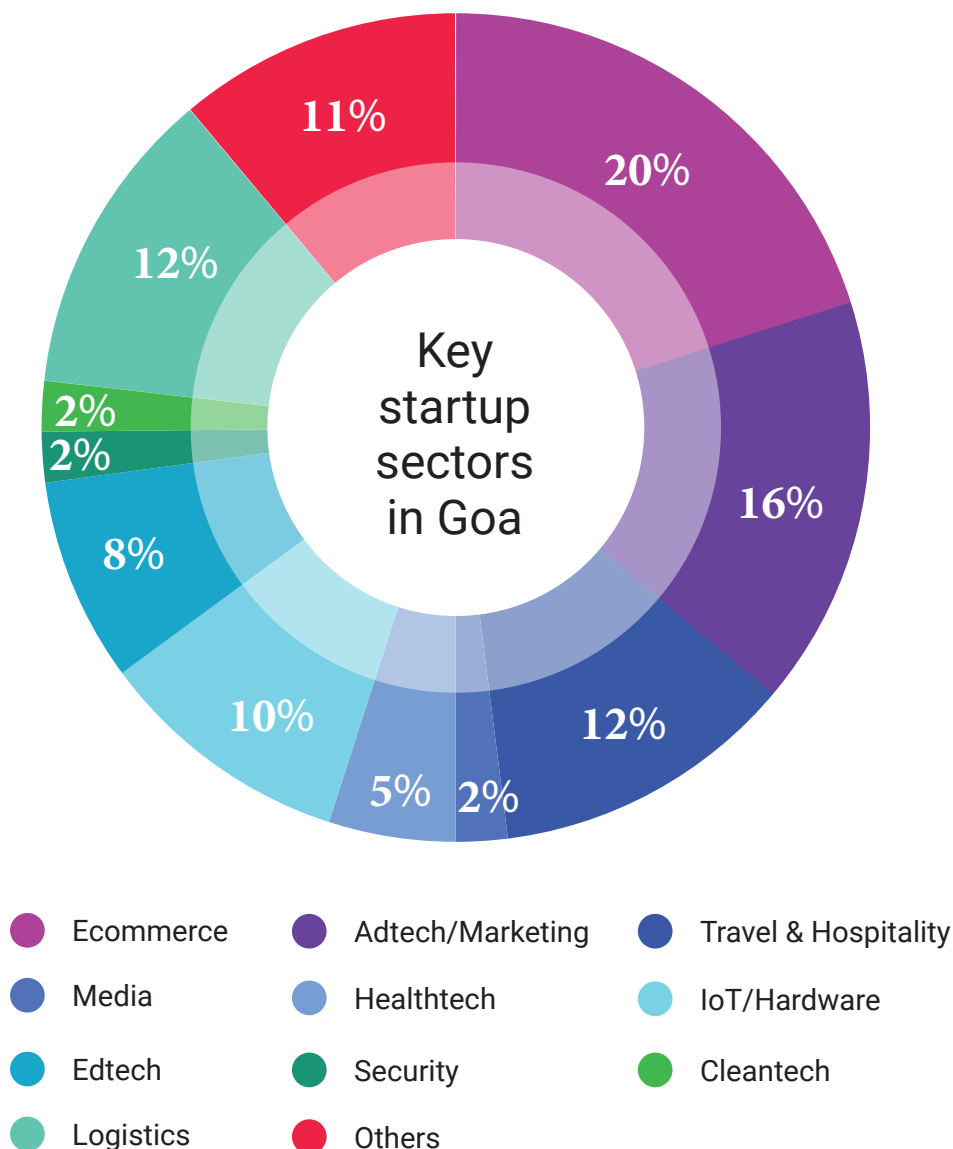
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It's a little-known fact that Goa was among the first four states in India to implement a Startup Policy. The state is fast becoming a preferred destination in the startup space as it is in tourism, evidenced by a revamped startup policy announced in 2017. Goa is encouraging innovation and technology, not to mention an enviable work-life balance as well as a progressive government that is committed to supporting startups and help them succeed.

Goa's startup landscape

Entrepreneurship in Goa is on the rise. From the inspiring story of one determined woman turning a corner shop into a widely patronized restaurant, Martin's Corner, to homegrown heroes such as Fleetrover, Browntape, Transerve Technologies, Inventrom and Vacation Labs, startups in Goa are taking the world by the storm.
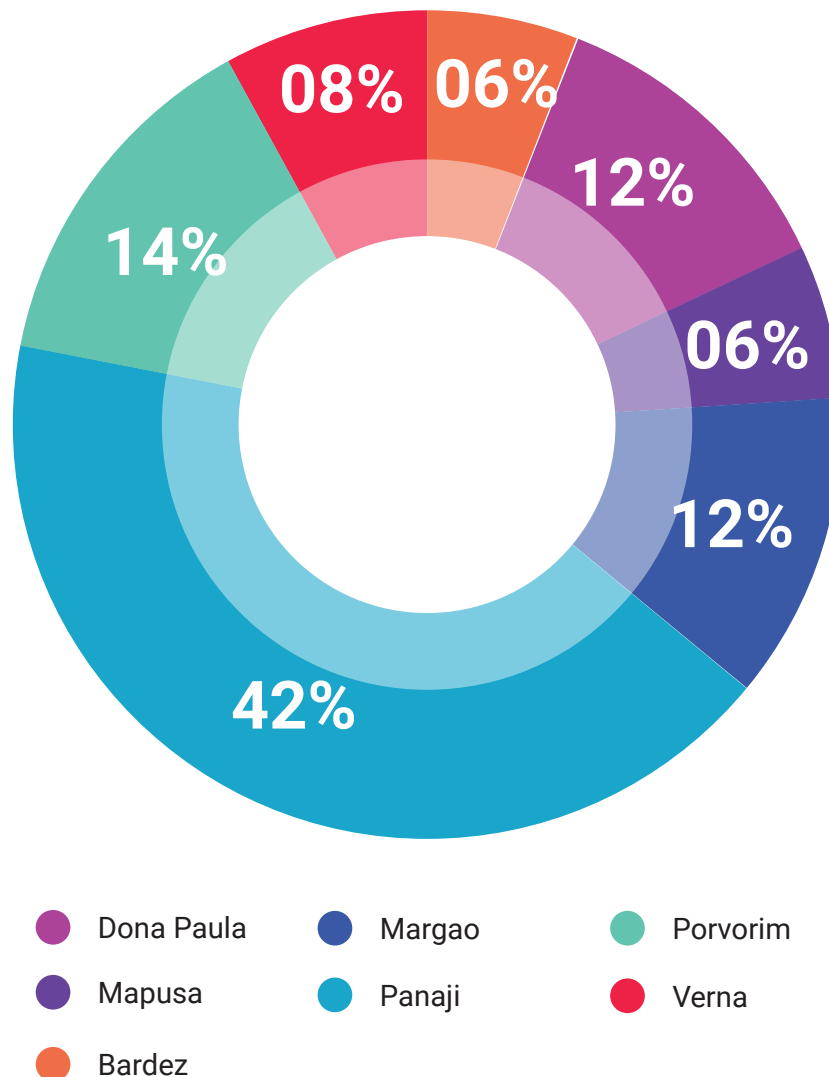
Key startup sectors in Goa

The state has a healthy mix of startups across a variety of verticals, led by key sectors such as healthcare, e-commerce, entertainment and tourism.

Key startup sectors in Goa

20%
16%
12%
2%
5%
10%
8%
2%
2%
12%
11%

- Ecommerce
- Adtech/Marketing
- Travel & Hospitality
- Media
- Healthtech
- IoT/Hardware
- Edtech
- Security
- Cleantech
- Logistics
- Others

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Startups by location

Goa already has a healthy sprinkling of startups, incubators and academia across the state. Nestled in close proximity to both rural and urban attractions, Goa's startups enjoy a unique setting that affords a great mix of business and leisure. Scoring high on work-life harmony, Goa is unmatched when it comes to culture, weather, infrastructure and quality of life.

In addition, the people's natural fluency in the English language, the easy pace of life and the great talent pool available within the state, are all incentives for entrepreneurs to start up on the sunny shores of Goa.

● Dona Paula	● Margao	● Porvorim
● Mapusa	● Panaji	● Verna
● Bardez		

"With minimising regulations, my government will emphasise on ease of doing business initiatives in Goa and implement the business reform action plan in the state, to be among the top 10 Indian states through an e-governance platform, integrating and synergising all government departments and entities."

Shri. Manohar Parrikar
Hon'ble Chief Minister of Goa

source: Times of India

Startup spotlight

Goa is already home to many startups, some of whom have relocated to Goa from elsewhere. And it's easy to see why. The common thread of reasoning includes the superior work-life balance and ready talent pool, as well as its environment for innovation, which is currently enabled by the rapid development of infrastructure and connectivity, as well as a supportive state government that is cutting out the red tape.

So, who are the startups of national and international acclaim that have made Goa their home? Meet some of the more well established startups in the following pages.

STARTUPS IN GOA

BROWNTAPE

Founding Year: 2014

Sector: Ecommerce

Location: Porvorim

Working with sellers on Amazon, Flipkart, Paytm and eBay among others, Browntape is a cloud-based platform that empowers online merchants to manage their orders and inventory in one place without having to login to each site separately. Browntape's solution lets merchants automate repetitive tasks and cut down time spent on these to just a few seconds. A seller can track the status of all his orders on one console. When an item sells on one site, Browntape automatically updates the stock quantity on all the merchant's online stores. Browntape has an impressive list of sellers onboard that include brands like Organic India, and large multi-retail brands like CMM Retail.

TRANSERVE

Founding Year: 2009

Sector: IoT

Location: Panaji

Transerve Technologies offers geospatial technology-based SaaS solutions for urban planning to governments, city corporations and builders. The cloud-based software helps municipal authorities map geographic locations and structures in city limits. This eases the revenue and tax collection process since information about all properties within the corporation's geographical limits are stored centrally in a database and retrieved when required. Transerve focuses on hyperlocal information to improve city operations. They offer solutions to make cities smarter, sustainable and effective to positively impact the quality of life.

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"We want to create a start-up culture where youth become job givers and not job seekers."

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Shri. Rohan Khaunte
Minister for Information, Revenue, Labour & Employment, Government of Goa

STARTUPS IN GOA

MOBIEFIT

Founding Year: 2015

Sector: Healthcare

Location: Dona Paula

Mobiefit was born at Prototyze, the Goa-based venture builder, and was co-founded by Gul Panag along with Shantanu Raghav, Sushant Chavan, Pravar Peri and Gourav Jaswal, the Founder and Director of Prototyze. Mobiefit is a health and fitness platform that provides the user with a workout plan and workout videos for exercises that don't require equipment. Mobiefit currently has two mobile apps - Mobiefit Run and Body. As the name suggests, Mobiefit Run focuses on helping people with basic and advanced skills to run distances of 5-42 km. Mobiefit Body allows users to complete a full body workout in just a few minutes with zero equipment.

FLEETROVER

Founding Year: 2015

Sector: Data Analytics

Location: Panaji

FleetRover provides fleet tracking intelligence to Canadian companies. It delivers uncluttered insights into fleet movement, position, behaviour and fuel consumption. Users get real-time actionable insights through GPS tracking hardware connected to vehicle ECMs. Founded by Luke Sequeira, Chris Atkinson, Hannah Bain, Joshua Silveira and Aprup Shet, FleetRover raised $180,000 in 2015 from angel investors. Its enterprise software for fleet management features a fleet dashboard, vehicle logs, warehouse logs and vehicle diagnostics.

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"We want Goa to be the 'startup capital' of India. We want people to come here, settle, design, develop and come out with concepts and ideas."

Shri. Ameya Abhyankar
IT Secretary, Government of Goa

STARTUPS IN GOA

91SPRINGBOARD

Founding Year: 2014

Sector: Co-working

Location: Panaji

One of India's first co-working spaces, 91springboard moved to Goa and made Panaji its headquarters in 2017. 91springboard is a vibrant coworking community created for startups, freelancers and business owners with a startup mindset. "Springboard" captures the team's vision to create a platform for launching startups, while "91" is borrowed from India's telephone country code. Members of 91springboard get access to a coworking space with 24×7 office-infrastructure support, key service providers, knowledge sharing and collaboration, networking, and of course, a free-spirited culture that breeds innovation! Under their incubation programme, they also provide funding and hands-on support.

"Goa has great connectivity, good people and a very welcoming environment. It proved to be the best choice when we were planning to relocate our headquarter to ensure we are able to provide a work-life harmony to our team."

Pranay Gupta
Co-founder, 91springboard

Startup snapshot

Name	Founded in	Sector	HQ
6 Degree	2014	FashionTech	Panjim
91springboard	2014	Co-working	Panjim
Beard Design	2012	Design & UX	Penha de França
Browntape	2014	Ecommerce	Porvorim
DCCPER	2013	Design & UX	Panjim
FleetRover	2015	Data Analytics	Panjim
Garage Guy	2016	Automobile marketplace	Porvorim
Growth Gravy	--	Digital Marketing	Panjim
HandyTrain	2015	HR Tech	Dona Paula
Mobiefit	2015	Healthcare	Dona Paula
Mobobeat	2014	AdTech	Mapusa
Seynse	2015	Fintech	Panjim
Tempogo	2015	Transportation Tech	Dona Paula
Transerve Technologies	2009	IoT	Panjim
Vacation Labs	2012	Travel	Porvorim
The Hostel Crowd	2014	Hospitality	Panjim
Sattvic Foods	2014	Ecommerce	Chimbel
SUN 360	2012	Cleantech	Vasco da Gama
Roadhouse	2015	Accommodation	Bardez
Counterfeit IQ	2016	Security	Mapusa

Why Goa

What does Goa offer beyond the sun, sand, siestas and sundowners? The answers vary from an ideal work-life balance to the perfect environment for innovation. Add to that rapidly improving connectivity and physical infrastructure and a supportive state government that's cutting out the red tape, and what you have is a startup paradise

YOURSTORY

1 IT Infrastructure support for startups

Cost towards internet connectivity, software license fees, and cloud services fee, will be reimbursed subject to a maximum limit of Rs. 100,000 per quarter.

2 Responsive policies

The government of Goa was among the first four states to implement a state startup policy in India and is committed to be responsive to the evolving dynamics of the economic landscape.

3 Better quality of life

"My place is six km away, but just 10 minutes from my office and my rent is a fifth of what I would pay in a far-off suburb in Mumbai."

Mohan Krishnan, Chief Planning Officer, Prototyze

4 Well connected and centrally located

"Goa is well-connected to all metros, has a nice mix of urban and rural and a good place for people to build their lives."

Gurpreet Singh, Co-founder & CEO, Browntape

5 Ease of doing business

Goa has an Internet-based single-window portal exclusively for start-ups enabling registration and access to the repository of information on all state-level as well as national regulatory compliances.

6 Industry-Academia connect

The state hosts several premier institutes including IIT, NIT, BITS Pilani, Goa Institute of Management and several private engineering college that provide access to readily-available talent for the ecosystem.

"We have a lot of interest from young engineers to relocate — for freshers below 27, Goa is almost a dream destination to work in."

Saurabh Nanda
Founder, Vacation Labs

Government initiatives to nurture entrepreneurship and innovation

The Government of Goa is driven to make the state one of the most preferred startup destinations in India and feature among the top 25 startup destinations in Asia by 2025. By powering entrepreneurship through its Startup Policy, Goa aims to encourage 100 early-stage ventures to succeed in the next five years.

The Government of Goa is creating a vibrant and sustainable startup ecosystem in the state through a combination of favourable regulations, creation of the right infrastructure, a host of financial and other incentives, as well as the development of human capital. A summary of these initiatives is provided below.

Support from the Startup Promotion Cell

The Startup Promotion Cell under the Department of IT will serve as the nodal agency to register/recognize/certify startups established in the state. Its functions include:

- Overseeing incubation, finance, operations, ecosystem building and due diligence
- Providing services related to management, human resources, technical, legal diligence, and financial services to startups at notified rates
- Developing a government-owned incubation centre (and satellite centres) totalling at least 2 lakh square feet of area and mentoring at least 50 startups working out of such facilities
- Setting up an internet-based, single-window portal for startups to allow registration, facilitate two-way communication with the government on updates, reminders, and access to information regarding regulatory compliance, and for providing their inputs on the Startup Policy
- Developing tie-ups with established incubators admitting registered startups and subsidising the cost per seat at the incubator
- Bringing about a targeted transformation in the education system by ensuring that skills such as do-it-yourself, coding, interface design, etc. are imparted at the school level itself to ensure the State builds a highly skilled and technology-oriented human capital base
- Organizing an annual Goa Startup Ideas competition for students ranging from Class 8 up to graduation; five promising startup ideas will be identified, incubated, and fully funded for three years

Ease of doing business

- The cell will set up an internet-based single-window portal with the aim to improve ease of doing business for startups based in the state
- Registered startups will be exempted from inspection under several Acts. Startups can confirm compliance via self-certification
- Every department in the state government which is dealing with startups will appoint a senior officer to serve as the single point-of-contact for all permissions, queries, and grievance redressal

Infrastructure support

The Government of Goa is committed to building world-class infrastructure in the state via numerous models.

- Develop a government-developed state-of-the-art, fully-equipped, plug-and-play innovation and incubation centre that provides, at subsidised rates, high-speed internet connectivity and shared IT infrastructure such as printers, projectors, fax machines, photocopiers, etc. besides meeting rooms, server rooms, QA/QC Labs, etc.
- At privately owned incubators, provide registered startups with subsidies on the cost per seat
- Provide incubation facilities within government-provided spaces via a lease
- Encourage educational institutes affiliated to a recognized public university to set up incubation facilities by providing a one-time grant of Rs 10 lakh as well as grants of up to Rs 3 lakh annually for three years to operate these centres

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Capital incentives from the government

- 50 % of R&D expenses, including salaries of Ph.D. holders employed by startups in the state, will be reimbursed for a period of two years, subject to a cap of Rs 5 lakh per annum
- For registered startups hiring local talent, 50 % of the salary of freshers will be reimbursed, subject to a cap of Rs 10,000 per recruit, per month
- For registered startups with 60 % local workforce, 25 % of the salary of the local workforce will be reimbursed
- For registered startups not operating from government-developed facilities, cost towards internet connectivity, software license fees, and cloud services fees will be reimbursed subject to a maximum limit of Rs. 1,00,000 per quarter
- A one-time grant of Rs 10 lakh to startups with a promising and viable product. Qualifying startups can also avail a one-time loan of Rs 10 lakh from the state
- Lease rental subsidy of up to Rs 20/square feet per month will be provided for a period of two years for local startups, subject to a cap of Rs 3 lakh per annum
- A variety of interest subsidies on loans taken as well as on rental fees for operating premises
- Up to Rs 2 lakh patent fees reimbursement for national patents and up to Rs 5 lakh for international patents. Up to 50 % reimbursement of the cost of trade-mark registration of the company name and log
- Run a Technology Fellowship Programme to identify technology educators from institutes under Goa University to help them pursue expertise under the 10 special focus areas (see page 30)

Human capital development

A key objective of the Startup Policy is to create an ecosystem that makes it easy for Goan students to acquire technical skills they need to be employable and grow professionally in the startup space. As such, the government targets undertaking the following activities to build a large pool of talented and qualified human capital in the State:

- Encourage retail educational institutes that impart programming and technical skills
- Institutes registered with the Startup Promotion Cell and providing courses at pre-fixed rates will be eligible for a variety of subsidies and partial capital investment reimbursement
- 50 % reimbursement of fees for on-demand and industry relevant programming courses for students doing their Bachelor's degrees in a Goan educational institute
- Review of curriculum at engineering and other graduate-level courses in Goa by national institutes of excellence (such as IITs and IIMs) and suggestion of changes to update the syllabus and make it more market-relevant

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"With the focus on making Goa the hub for investments, we will soon see quality investable startups within the community which will nourish the local ecosystem and help build global startups from Goa."

Prashant D.S.
General Manager, Centre for Incubation and Business Acceleration (CIBA)

Special focus areas

The government has also identified a set of 8 key sectors and 10 technologies as special focus areas.*
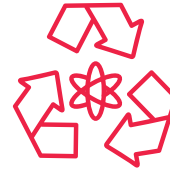
Key Sectors

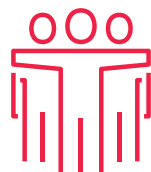Smart city

Urban management

Waste management

Renewable energy

Education

Healthcare

Communication

Entertainment

Key technologies

Internet of Things (IoT)

Artificial intelligence

Machine learning

Interaction design

Big data analytics

Robotics

3-D printing

Data sciences

Drones

Virtual reality/
augmented reality/
merged reality

*Startups operating within these parameters can avail of exemptions beyond the scope of the state's startup policy.

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"Goa (was) our first choice because it made sense to be in a territory where we could easily find early adopters for our products. While in other states, it is typically difficult for startups to reach out to a customer base in the government sector, it was quite easy in Goa, where the bureaucratic structure is much leaner and people are far more accessible."

Amarsh Chaturvedi
Co-founder, Transverse Technologies

Startup ecosystem builders

In order to create, nurture and scale a startup ecosystem, it is essential to ensure that government initiatives work in tandem with current and future stakeholders, both public and private, across entrepreneurs, infrastructure, investors, academia, mentorship and more. Here is a quick snapshot of the components already in place in the State.

Financial support

The State is committed to creation of dedicated funds for providing the following types of financial support and impetus to startups.

1. Idea to P-o-C (Proof of Concept) Fund
2. Seeds Capital Fund
3. Working Capital Fund
4. One-time Grant Fund
5. Research and Development Fund
6. Student Innovation Fund
7. Skill Development Fund

Community support

Goa has an organic startup support initiative in Startup Goa, a community-powered, grassroots-based initiative that supports tech companies founded in Goa. There are no membership charges, and connect the emerging Goan tech community through meetups, workshops, blog, job board.

Workspace support

Goa has a great choice of coworking spaces that make fore affordable and accessible shared workspaces for startups to work, collaborate and grow. The most notable include

- coLABr, Panjim
- Sky Villa, Porvorim
- 91springboard, Panjim
- Zenco work, Panjim

- Session Haus, Bardez
- Coworking Goa, Panjim
- Co Worx, Siolim

Incubation support

Accelerators and incubators are some of the most important organizations in a startup ecosystem; they are also its lifeline. In addition to helping startups fast-track their learning process, accelerators and incubators also help startups steer clear of mistakes that new businesses tend to make and help connect them to appropriate parties that can help them further.

When it comes to incubation, Goa has a variety of incubation support players that straddle private, state and academic initiatives – even a school-based incubation cell.

a. CIBA

CIBA (Centre for Incubation & Business Acceleration) is an incubation centre in Goa which helps entrepreneurs turn ideas into viable businesses. CIBA has created an innovative and a friendly startup culture to host future-ready enterprises.

With the aim to support and nurture startups, CIBA provides services such as incubation, modern office spaces, mentoring, networking opportunities, seed funding and rapid prototyping.

Formerly Agnel Entrepreneurship Development Institute, it was founded in 2000 to play an integral role in catalysing the entrepreneurial movement in Goa. By supporting over 5,000+ entrepreneurs till date, they have played a key role in developing Goa's reputation as a destination for entrepreneurship and innovation.

Recognised as one of the best incubation centres for startups in Goa, CIBA aims to become India's most sought-after technology business incubators, committed to growing a collaborative entrepreneurial network by providing a one-stop support system for startups and transforming Goa into a hub for innovation.

With the growing need, CIBA has now expanded from Verna in the south to Assagaon in the north. Both these centres were created as a not-for-profit organisation and have received over 400 business ideas, reviewed by about 42 incubatees, of which 23 have graduated.

"The brand Goa is much more than the stereotypical tag of fun and leisure. Goa is the epicentre of the creative belt and with the presence of several prestigious technical and management institutions, it now boasts of high quality talent that can be comparable to any metropolitan city."

Nikhil Hedge
Co-founder, 6Degree

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b. State-supported incubators and accelerators

As part of the Goa Government's commitment to promoting startups and incubators in the state, it is developing world-class infrastructure through the following models:

- Government developed incubators
- Privately run incubators
- Incubation within government-leased spaces
- Incubators within educational institutes

c. Prototyze

Prototyze is an unusual, 'venture-builder' form of incubator. They help startups with everything from investing (and facilitating) capital and providing infrastructure to expanding venture teams, helping build products and providing financial and legal services. Unlike typical accelerators, they catalyse their businesses and commit to them through their lifecycle.

They do not run batches, but instead work with ventures on an everyday basis with no expiry date and stay with it till it is ready to function independently. Over the last three years Prototyze has incubated five startups, which have bagged funding in the range of $1 million to $6 million from prominent investors.

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d. BITS Pilani Bio-incubator

This initiative of CIIE of Birla Institute of Technology and Science, Pilani, K K Birla Goa Campus, aims to promote innovations and entrepreneurship in the areas of healthcare and environmental engineering.

e. Manovikas School - Centre for Science and Technology

Manovikas School in Gogol has a unique incubator in the form of its Centre for Science and Technology. One of the first innovation centres to be attached to a school, it is equipped with five independent office spaces with Wi-Fi connectivity, a conference room, a bootstrap area, a robotics laboratory and a 3D printer.

Open to students at the school and to other entrepreneurs, the centre allows them to build on their ideas with trained staff on hand for mentorship.

f. GIM Incubation Centre

Goa Institute of Management (GIM) was shortlisted among 13 other premier institutes in India by the NITI Aayog for setting up an Atal Incubation Centre (AIC) under the Atal Innovation Mission (AIM) scheme. AIM will provide a grant-in-aid of up to Rs 10 crore to cover the capital and operational expenditures to establish the centre.

Outlook: the start of something big

Entrepreneurship in Goa is at an all-time high, and is poised to climb higher still; creating value, jobs and new possibilities. With the brand-new Startup Policy in place, the state looks both promising and purposeful. It is the dawn of a new startup era as Goa synnersises its resources to create the perfect startup ecosystem.

If startups want to have their time in the sun, they truly have to look no further than Goa - in more ways than one.