



Apoorv R. Sharma,
general manager, AII

"We look for companies that are fundable. This means that those that can draw the interest of VCs or angel investors find a place in the incubator."

AII has backed entrepreneurs who've come in with nothing but a brilliant business idea. In such a scenario, the equity share is higher.

The incubator also provides referrals to entrepreneurs in cases where they are looking for potential investors or partners.

The infrastructure offered to the incubatees comprises office suites, board rooms, discussion rooms, client rooms, lounges, a food court, a software test lab, video conferencing, secretarial assistance, a server room, a UPS room, training

and leadership skills. More than 30 students have actively worked with the student incubator and it does seem to work—five students have already set up their ventures!

Dr Menon asserts that being a part of an incubator like AII has several advantages. "The rate of the success of incubated start-up companies is about 80 per cent, compared to start-ups that have emerged in the natural environment, where the success rate ranges between 10 and 20 per cent," he says. He attributes this to the handholding

impressive infrastructure. We hire some bright team and also get clients. All activities keep happening. Workshops on financial making VC presentation), the firms at the incubator get right exposure to the diversity of business, technology

Although the first set moved into the incubator in February, two firms have grown and established themselves and are all set to move into the world.

A roadmap for 1

There are several things that AII can do. Chauhan proposes into a few of the many things management has for direction and expansion, "We are to start a venture capital promising companies/ventures receive funding directly will be going to other cities are looking at setting up wherever our Amity can We will evaluate and monitor on places where we have entrepreneurial talent a there is a requirement for support.

"In the near future, ourselves setting up facilities like Jaipur, Bhubaneswar a period of time in Mumbai