

Vol. 01

LCBI

LE CONFLUENCE BUSINESS JOURNAL

India's Startup Momentum – June 2025

"Where Startups, Law & Leadership Converge"

Featuring



Tarunpreet Singh
Co-Founder
Gabru Di Chaap



Dr. Moksha Kalyanram A
Managing Partner
La Mintage Legal



Amit Mangal
Managing
Partner - Opulix
Advisory Services



Rruve Mantha
Director - Talent
Acquisition (Tech)
- Top US based Co.

From the Editorial Team

Welcome to the inaugural issue of **LCBJ – Le Confluence Business Journal**.

This magazine is more than just a collection of startup stories — it's a tribute to the builders, believers, and backers of India's next generation of entrepreneurs. In a world where headlines chase unicorn valuations and funding rounds, we aim to capture something more real: *the journey behind the pitch deck, the humility behind the headlines, and the resilience behind the rise.*

In the past year, through our platform **Le Startups Confluence**, we've met hundreds of founders who are building not just companies, but movements. We've seen ideas transform into action, products grow into brands, and conversations spark into collaborations. And through it all, one thing has remained constant — the power of community.

This journal is a reflection of that power.

In this debut issue, you'll find:

- An honest look at **funding beyond VCs**, with insights from angel investors and micro-VCs
- A raw and inspiring interview with **Tarunpreet Singh**, founder of Gabru Di Chaap and Shark Tank India success story
- Legal and growth playbooks to help early-stage startups navigate compliance, branding, and scaling
- Highlights from our **Hyderabad** edition of Le Startups Confluence — the energy, the ideas, and the stories that mattered
- Spotlights on emerging founders and startups making bold moves in competitive markets

We don't claim to have all the answers. But we believe in asking better questions — the kind that challenge assumptions, unlock insights, and open new doors.

Whether you're a founder, investor, student, mentor, or curious reader — we hope this magazine gives you something to reflect on, act on, or share forward.

Let this not be a one-way publication. Let it be a two-way platform.

You are the journal.

You are the community.

You are the Confluence.

Warmly,

Team LCBJ

Le Confluence Business Journal

Table of Contents

Section 1: Interviews

Tarunpreet Singh: Co-Founder - Gabru Di Chaap	07
Dr. Moksha Kalyanram A: Managing Partner - La Mintage Legal	10
Amit Mangal: Managing Partner - Opulix Advisory Services	13

Section 2: Articles

Funding Beyond VCs: Why Angels Are the New Catalysts	16
People First, Always: Why Great Teams Win Before Great Products Do	18
Don't Just Move Fast — Move Right: Legal Thinking for the Long Run	20

Section 3: Startup Spotlight

23

Section 4: Event Recap

25

Section 5: Upcoming Events

27

Join Le Confluence Insider Circle

Fuel Your Journey with the Startup-Legal Ecosystem

Why Join?

Your membership gives you access to curated events, media exposure, investor connects, pitch support, and exclusive perks – designed to propel founders, legal enablers, and ecosystem leaders forward.

Membership Plans & Benefits

Plan	Highlights	Fee (INR/year)
Ignite	General entry to all <i>Le Startups Confluence</i> events, digital magazine, membership badge (Bronze)	₹50,000
Elevate	All Ignite benefits + reserved seating, annual print magazine, pitch deck creation, social features	₹100,000
Influence Circle	All Elevate plus VIP access to summits, guaranteed magazine interview, podcast feature, investor intros	₹150,000

What's Inside Each Tier

- **Ignite**
 - Attend events with general access
 - Digital issue subscription
 - Startup visibility (badge & listing)
- **Elevate**
 - Reserved seating + print edition
 - Pitch deck creation by Le Confluence team

- Social media story highlights & welcome post
- Group mentoring sessions & shared booth
- **Influence Circle**
 - Backstage access to summits, VIP seating
 - Quarterly 1:1 business advisory
 - Featured cover interview in LCBJ
 - Influence Talks podcast invite
 - Curated 1:1 investor introductions
 - Exclusive dinners + account manager support

Why Choose Membership?

- Be Seen & Heard — Visibility in a trusted community of 1,000+ founders and 98% satisfaction rate
- Real Network Access — Get in front of investors, mentors, and legal enablers
- Growth Opportunities — From pitching to media features, grow beyond paperwork
- Impact, Not Just Exposure — Access what you need to scale, from coaching to strategy and deals

How to Join

1. Visit leconfluence.com/membership
2. Choose your plan & complete subscription
3. Receive membership badge & access to benefits instantly!

Need help or have questions?

Email: membership@leconfluence.com

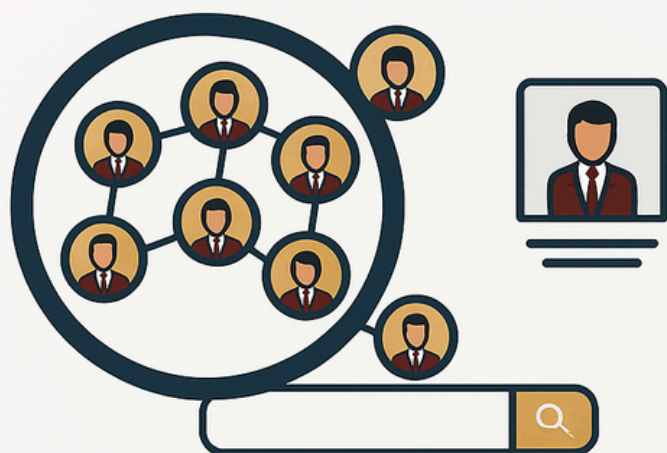


For More Info Contact:
+91 9999497543



LAWYER-INSTA

India's Free Verified Legal Directory



List for **Free** | Go Premium
Partner with **LAWYER-INSTA**

HOW IT WORKS (FOR LAWYERS)



Amrita Sharma
Advocate

Corporate Law, Tax Law
Intellectual Property

● New Delhi

~ 2,000+ views last 30 days



Be found by
more clients



Upgrade to Premium
for top visibility



See who views
your profile

Be part of the legal transformation.



List for free



Go Premium



Partner with
LAWYER-INSTA

THE PROBLEM



- Legal needs
are rising

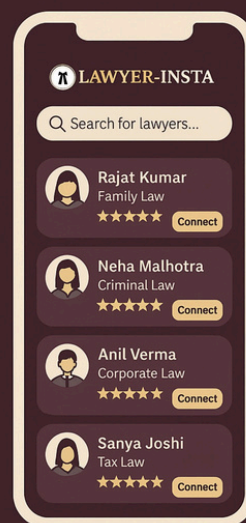
- Hard to find the
right lawyer



- Existing
directories are
outdated and limited

Finding a lawyer in India
can be challenging

THE SOLUTION



Find lawyers
instantly

Filter and
browse by
specialty

Detailed
profiles

Connect
with a tap

LAWYER FLOW



DISCOVERABILITY
Boost your profile
and visibility

PREMIUM
Subscription with
enhanced features

INTERVIEWS

LE CONFLUENCE BUSINESS JOURNAL



Interview with Tarunpreet Singh

Founder – Gabru Di Chaap

Title: “From Stall to Shark Tank: Building a D2C Legacy One Plate at a Time”



Tarunpreet Singh's journey from running a food stall in Delhi to becoming a breakout star on Shark Tank India is not just inspiring — it's disruptive. In a world obsessed with tech startups, he built a profitable, scalable food brand with little more than courage, chaap, and customer love.

Beginnings: Humble, Hungry, Honest

“Back in 2016, I was just another guy trying to sell good food,” Tarunpreet recalls. “I had no investors, no MBA, no roadmap. What I did have was a marinade recipe that hit different.”

Gabru Di Chaap started with a roadside stall, serving vegetarian grilled chaap that quickly became a local favourite. Long queues, social buzz, and loyal fans followed — all without a dime spent on marketing.

“I was doing 12–14 hour days. But every plate I served was a pitch.”

1

“I didn’t start a restaurant. I started with a dream — to serve something different.”

Shark Tank: More Than Just a Pitch

By the time Tarunpreet walked into the Shark Tank India studio, he had multiple outlets and a clear vision for national expansion. “I didn’t go for validation,” he says. “I went to scale.”

The episode sparked massive traction. Orders spiked. Franchise queries flooded in. But so did the pressure.

“After Shark Tank, you’re no longer just a founder — you’re a brand. And people expect perfection.”

Challenges: Keeping It Real While Scaling

Scaling a D2C food brand isn’t just about opening more outlets. “It’s about consistency — in taste, service, branding, and culture,” he shares. Tarunpreet admits he’s turned down several investment offers that didn’t align with his ethos.

“My mission is to keep Gabru authentic, not to become another soulless chain.”

Advice to Founders

“Don’t wait for a ‘perfect idea.’ Start with what you know, solve a problem, and listen to your customer. Every feedback is a focus group. Every rejection is a redirection.”

Today, Gabru Di Chaap is more than a business — it’s a movement. One that proves you don’t need a fancy pitch deck to win. You need taste, trust, and tenacity.

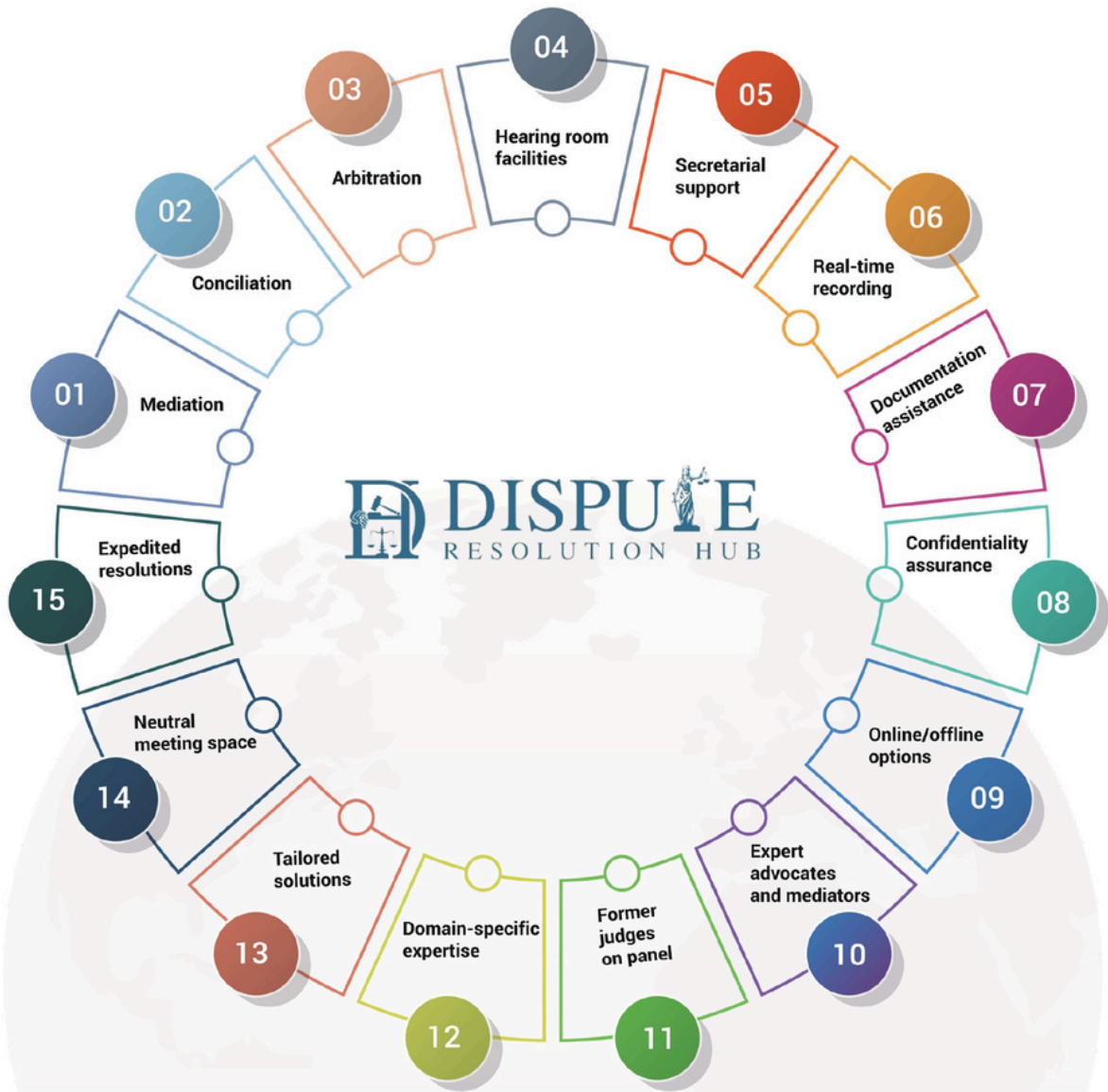


Why DRH

- ✓ State-of-the-art facilities for comfortable and secure dispute resolution.
- ✓ Experienced team of advocates, experts, & retired judges ensuring thorough resolutions.
- ✓ Prioritized confidentiality with encrypted processes and reliable data storage.
- ✓ Streamlined resolution process for hassle-free experiences.
- ✓ Recognized excellence as the Most Trusted Dispute Resolution Provider in 2023.

Who We Are

Dispute Resolution Hub LLP is a leading provider of Alternative Dispute Resolution (ADR) services, specializing in Mediation, Conciliation, and Arbitration. Founded by experienced advocates, our mission is to offer a seamless and efficient resolution process, sparing our clients the burdens of prolonged legal battles. With state-of-the-art facilities and a diverse panel of experts, we ensure confidentiality, reliability, and cost-effectiveness in every case we handle. Trust Dispute Resolution Hub to navigate you through disputes with professionalism and expertise.



Interview with Dr. Moksha Kalyanram A

Managing Partner – La Mintage Legal LLP

Title: “Why Legal Innovation is Not Optional — It’s Inevitable”



In the rapidly evolving startup world, few voices are as sharp, strategic, and startup-aware as Dr. Moksha Kalyanram. A legal expert and founder of La Mintage Legal LLP, he’s now pioneering the Dispute Resolution Hub — a bold initiative to modernize how conflicts are resolved in India’s startup space.

What is the Dispute Resolution Hub?

“It’s a platform designed to resolve founder, investor, and commercial disputes — faster, cheaper, and digitally,” Dr. Moksha explains.

He believes the traditional court system, while crucial, is not built for the speed and nature of startup conflicts. The Hub offers smart contracts, mediation tools, and legal experts who speak startup fluently.

“Legal isn’t just about protection — it’s about preparedness,” he asserts.

1

“Startups move fast. The law must move faster.”

The Top 3 Legal Mistakes Startups Make

1. No Co-founder Agreement.

"Founders are friends — until they're not. A good agreement prevents great ideas from collapsing."

2. Delayed IP Protection.

"If you don't protect your code, design, or brand early, someone else will."

3. DIY Compliance.

"Legal isn't a checklist. It's a system. Startups treat it like a one-time job, but investors look for clean cap tables, regular filings, and structured governance."

LegalTech is Rising — But Needs Human Insight

Dr. Moksha sees a future where AI handles

compliance and documentation, but judgment, negotiation, and strategic advice remain deeply human.

"Startups don't need law firms. They need legal partners who build with them."

His Message to Founders

"Think of law as code. If written well, it helps your company run smoothly. If buggy, it breaks your business. Build it right from Day 0."

La Mintage's new initiatives — including founder legal bootcamps and IP protection clinics — are bridging the legal awareness gap in India's startup ecosystem.

"Legal innovation isn't a luxury anymore. It's a growth strategy."





LEADING LAW FIRM IN HYDERABAD

A 360-degree law firm
delivering comprehensive legal
solutions.

About Us

La Mintage is a distinguished legal consultancy specializing in litigation and dispute resolution. Founded by experienced attorneys, the firm is committed to delivering strategic, client-focused solutions across civil, commercial, and personal injury cases. Known for its integrity and results-driven approach, La Mintage combines deep legal expertise with personalized service, ensuring every client receives strong advocacy and clear guidance. More than just legal advisors, they are trusted partners dedicated to securing justice and protecting your rights—inside and outside the courtroom.

Vision

To provide comprehensive legal solutions, empowering clients with innovation, expertise, and impactful results globally.

Mission

To provide seamless, innovative, and client-focused legal services.



Why Choose Us?

Proven Expertise

Our team of seasoned legal professionals brings years of experience in handling complex litigation and dispute matters with confidence and clarity.

Client-First Approach

We listen, understand, and act—tailoring every strategy to your unique needs and ensuring you're supported at every step.

Transparent & Trustworthy

Integrity is at the heart of what we do. We believe in honest communication, fair practices, and delivering what we promise.

Strategic & Result-Driven

Every case is approached with precision and foresight. Our focus is always on achieving the best possible outcome for you.



+919948666622



Second floor, Lumbini Arcade, HNo. 1-10-73/2, Sardar Patel Rd, opp. Metro pillar no.C1362, Begumpet, Hyderabad, Telangana 500016

Interview with Amit Mangal

Managing Partner – Opulix Advisory Services

Title: “What Angel Investors Really Want in 2025: Beyond Capital, Toward Clarity”



With over 75 angel investments across fintech, SaaS, and consumer brands, Amit Mangal isn't just a capital provider — he's a builder's ally. In this candid conversation, he reveals what's changing in India's angel investing space and what truly moves an investor in 2025.

What Makes an Angel Say Yes?

“Founder clarity. That's it,” Amit says. “Not just about the product, but about the problem, the user, and the path to revenue. If a founder knows that, they're fundable — even with average traction.”

He's quick to add that pitch decks don't close rounds — relationships do.

“Angels invest early. That means we invest based on belief.”

1

“We're not just writing cheques — we're backing people.”

Common Pitfalls Founders Should Avoid

1. Overvaluation.

"Don't ask for a ₹10 crore valuation when you haven't made ₹10 lakh."

2. Ignoring Unit Economics.

"GMV sounds fancy, but I want to know: what's your CAC, your LTV, your burn?"

3. Poor Data Room Hygiene.

"If your financials, cap table, or compliance docs are messy — we walk away."

- Increase in cohort-style investing tied to accelerators and incubators
- Growing demand for founder resilience, not just founder energy

Advice for Pitching Founders

"You've got 2 minutes to make us care. Use story + proof. Tell us why it matters, and why you are the one to solve it."

He emphasizes that angels are increasingly collaborative — offering network, mentorship, and credibility.

"We don't want you to pitch and disappear. We want you to build and report."

2025 Trends in Angel Investing

- Rise of sector-specific angel groups (e.g., health-tech, agri-tech)
- More angels expecting structured exits (SAFE, convertible notes, SPVs)



ARTICLES

LE CONFLUENCE BUSINESS JOURNAL

BLOG

user12345 (John Robert Smith)

06.05.2018

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Suspendisse malesuada aliquam lectus et mollis. Aliquam tincidunt diam a sapien pharetra vehicula. Sed cursus augue quis porttitor molestie. Tincidunt diam a sapien pharetra vehicula. Malesuada aliquam lectus et mollis. Aliquam tincidunt diam a sapien pharetra vehicula. Sed cursus augue quis porttitor molestie. Tincidunt diam a sapien pharetra vehicula.

Comments (4)

02.05.2018

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Suspendisse malesuada aliquam lectus et mollis. Aliquam tincidunt diam a sapien pharetra vehicula. Sed cursus augue quis porttitor molestie. Tincidunt diam a sapien pharetra vehicula. Malesuada aliquam lectus et mollis. Aliquam tincidunt diam a sapien pharetra vehicula. Sed cursus augue quis porttitor molestie. Tincidunt diam a sapien pharetra vehicula.

Comments (1)

Funding Beyond VCs: Why Angels Are the New Catalysts

By Amit Mangal, Managing Partner, Opulix Advisory Services

“The best capital doesn’t just fuel growth — it strengthens your foundation.”

In India’s thriving startup ecosystem, venture capital has long been the headline act. But beneath the surface, a quieter revolution is unfolding — one led by angel investors, micro-funds, and sector-focused syndicates who are reimagining what early-stage support can look like.

As someone who’s invested in over 70 early-stage ventures, I’ve come to believe that angel investors are not just funding companies — they’re co-creating ecosystems. In 2025, angels are more active, strategic, and aligned with founders than ever before.

Let’s dive into why this matters — and how startups can leverage this shift.

The Rise of Angel Syndicates & Micro-Funds

The angel landscape is evolving rapidly. Gone are the days when individual angels invested quietly in isolation. Today, we’re seeing:

- **Syndicates with domain expertise** — Angels are grouping into sectoral clusters (e.g., healthtech, SaaS, fintech) offering not just money, but insider guidance and relevant networks.

- **Micro-funds with faster turnarounds** — Unlike traditional VCs with months-long diligence processes, micro-funds are designed for speed and agility. Some close deals within weeks.
- **Operator-angels** — Founders-turned-investors are bringing battle-tested experience into their cap tables, often becoming active advisors post-investment.

In short, angels are becoming value-first, not just cheque-first.

Positioning for Alt-Capital: What Founders Should Know

As a founder, it’s important to understand that angels invest in clarity, conviction, and coachability. Unlike institutional VCs, we often enter when the idea is unproven but the founder is unmistakably driven. Here’s what angel-ready positioning looks like:

- ✓ **Clear problem-market fit** — Even if you don’t have perfect PMF, show us you understand the pain point deeply. Real validation > vanity metrics.



✓ **Strong founder-market fit** — Why you? Founders who come from the industry they're solving for are more likely to win trust.

✓ **Narrative + numbers** — A compelling pitch combines purpose and proof. Your story should be exciting; your data should be real.

✓ **Early traction or signals** — This could be revenue, waitlists, pilots, partnerships, or even community buzz.

Common Red Flags Angels Watch Out For

Too many promising founders lose investors over avoidable mistakes. Here are the red flags we *routinely* encounter:

🚫 **Over-valuation at pre-revenue stage**

Asking ₹10 crore for a product in beta with no MRR will raise eyebrows — and likely shut doors.

🚫 **Incomplete documentation**

Missing co-founder agreements, a messy

cap table, or no ESOP plan are red flags. Due diligence isn't a formality — it's a filter.

🚫 **Pitching what you think we want to hear**

Authenticity goes a long way. Don't mimic Shark Tank lingo or growth hack jargon. Know your numbers and your story.

🚫 **"We have no competitors"**

Every real market has competition. A lack of awareness shows you haven't done your homework.

Readiness = Legal + Financial + Brand Hygiene

Before raising from angels, treat your startup like a professional entity. This doesn't mean you need a CFO and legal team — but you do need:

- **Clean cap table & founder agreements:** Investors want clarity on equity, vesting, and roles.
- **Basic financial forecasting:** You don't need a 30-tab Excel, but you must know your CAC, LTV, margins, burn, and runway.
- **IP ownership clarity:** Ensure your brand, tech stack, or content IP is registered or at least assigned to the company.
- **Consistent branding & digital presence:** Angels will Google you. If your pitch doesn't match your LinkedIn, website, or product quality — it's a no-go.

Final Thoughts

VCs have a place in the journey — but they're not the starting line for most founders. Angels are. We take the first leap, often when the idea is fragile and the risk is high. But we don't just look for unicorns. We look for founders who are coachable, credible, and committed to building something real.

"People First, Always: Why Great Teams Win Before Great Products Do"

By Rruve Mantha, Director – Talent Acquisition (Tech), Angel Investor

"Founders often ask how to build better products. I ask: how are you building better people?"

In my 15+ years of hiring for high-growth global tech companies, I've seen a consistent pattern: **the best startups don't always have the best product — they have the best people.** And in 2025, as capital becomes more selective and markets more competitive, your team isn't just your asset — **it's your advantage.**

Let's get one thing straight: **you can't out-code a weak culture,** and you can't scale with a misaligned team. Whether you're building a SaaS platform, a D2C brand, or an AI engine — the real engine is your people.

Talent Is the New Traction

Most early-stage founders obsess over traction — but rarely think about how their **team dynamics, hiring approach, and culture** affect that very traction.

Here's the truth:

- An **under-resourced** team will burn out before you even hit PMF.
- A **mismatched co-founder** relationship can destroy cap tables and trust.
- A single bad hire in a 5-member team can derail your speed, morale, and clarity.

So yes, traction matters — but **team health is what sustains it.**

What Angels and Advisors Really Look For in Teams

When I evaluate a startup — whether for hiring or investing — I pay close attention to the people behind the deck. Here's what makes me say yes:

✅ **Founder Complementarity:** Are the co-founders aligned? Do they challenge each other constructively? Are tech, product, ops, and sales skills distributed well?

✅ **Clarity of Culture:** Even in a 3-person team, is there a culture of ownership, accountability, and feedback? Do they have rituals, principles, or just chaos?

✅ **Coachability:** Do founders take feedback with grace, or defend every move? Founders who listen are founders who grow.

✅ **Speed with Sanity:** Moving fast is great. Burning out your team isn't. Are you scaling sustainably?

Remember, we don't invest in companies — we invest in people who build them.

Building the Right Team, Step by Step

Here's a quick playbook I recommend for early-stage founders:

1. **Define Your Hiring DNA Early:** Don't just hire based on skills. Hire based on fit, values, and long-term alignment. Ask: Would I trust this person to lead a team in 12 months?
2. **Hire Slow, Fire Fast (But Fair):** Speed matters, but the cost of a wrong hire is too high. Build a hiring process — even if informal — with structured interviews, task rounds, and culture fit calls.
3. **Invest in Onboarding:** Even if you're just a 4-person team, document onboarding. Define expectations, tools, goals. Set people up to succeed — not survive.
4. **Don't Over-Hire:** You don't need a "Head of Strategy" in a 5-member startup. Stay lean. Hire where you bleed — not where you want to impress.
5. **Equity is Trust:** If you're offering ESOPs, communicate it clearly. What vesting? What rights? Founders who handle equity with transparency build long-term loyalty.

People > Product > Process

You can pivot a product. You can refine a process. But you can't build a rocket on a shaky team. **If your team thrives, your startup survives.**

"Hire for hunger. Retain with respect. Scale with trust."

When I look back at the fastest-growing startups I've helped hire for, one thing stands out: **They knew their people were not just employees — they were co-owners of the vision.**

So before you obsess over your next feature drop or marketing hack, ask yourself:

- Are you building a startup or a workplace?
- Are you leading with clarity or chaos?
- Are you hiring people who believe in your 'why' — not just your 'what'?

Because in the end, it's not the pitch deck that gets you funded — it's the team who delivers it.



“Don’t Just Move Fast — Move Right: Legal Thinking for the Long Run”

By Varun A G Reddy, Managing Partner – AGR Advisors

“Startups break rules. But smart startups don’t break laws.”

In the race to build fast, many founders forget something vital — **that speed without structure is a risk**, not a strategy.

As a legal and business advisor to multiple high-growth startups and family businesses, I’ve seen firsthand what happens when legal clarity is postponed. Founders often wait until funding, litigation, or partnerships force them to “clean up.” By then, the cost isn’t just financial — it’s reputational.

In 2025, **founder foresight is the new superpower**. And legal foresight should be a part of it.

Startups Aren’t Small Corporates — But They Still Need Structure

Startups don’t need to be over-lawyered. But they do need a foundation.

At AGR Advisors, we encourage founders to think of legal compliance not as a checklist, but **as a startup enabler** — something that protects your ideas, empowers investor trust, and prepares you for global growth.

Here’s how:

- **Secure your IP early:** Whether it’s your code, your brand name, or your proprietary process — if it’s not protected, it’s vulnerable.

- **Get your founder agreements in place:** The handshake days are over. Clearly define roles, equity splits, vesting, and exit rights from Day 1.
- **Choose the right legal structure:** LLP, Pvt Ltd, OPC — each has strategic implications. Your structure affects taxation, funding, liability, and compliance.
- **Investor readiness = legal hygiene:** If your data room is a mess, your round won’t close — it’ll collapse.

The 5 Legal Moments That Define Every Startup

1. Founding the Company

- ✓ Structure your equity
- ✓ Draft your MoA/AoA
- ✓ Define roles beyond just “CEO” and “CTO”

2. Hiring Your First Team

- ✓ Offer letters and IP assignment clauses
- ✓ Define probation periods and NDAs
- ✓ Protect trade secrets

3. Raising Capital

- ✓ Founders’ agreement + shareholder agreements
- ✓ Valuation-linked terms (SAFE, CCD, ESOP pools)
- ✓ Cap table management & dilution control.

4. Going to Market

- ✓ Vendor & customer contracts
- ✓ Website terms, privacy policies, disclaimers
- ✓ Compliance with advertising & industry standards

5. Scaling or Exiting

- ✓ IP audit
- ✓ Cross-border compliance (if expanding globally)
- ✓ M&A due diligence preparation

You don't need to know every clause — but you should know what's critical and when.

Legal Shouldn't Slow You Down — It Should Speed You Up

Founders often worry that lawyers will kill creativity or bog them down in bureaucracy. But the right legal advisors are **enablers**, not enforcers.

Think of them like architects — not contractors. They don't build the business, but they ensure the foundation doesn't crack when the pressure hits.

We've helped companies:

- Close funding rounds faster with ready documentation
- Avoid expensive IP disputes by registering early
- Manage international expansion with structured contracts

My Advice to Founders

"Do the boring work before it becomes a burning issue."

Legal isn't about lawsuits — it's about leverage.

And in a market where trust is everything — with customers, with investors, and with co-founders — **clarity is your competitive edge.**

So yes, move fast. But move smart.

- ✓ Protect what you're building.
- ✓ Prepare for what you're pitching.
- ✓ Partner with people who understand your journey.

Because the startups that survive aren't just innovative — **they're intentional.**



STARTUP SPOTLIGHT

LE CONFLUENCE BUSINESS JOURNAL



Startup Spotlight

Credible innovators with working websites and real impact.



Sector: Logistics Tech | **Stage:** Growth | **Location:** Hyderabad
Founder: Rohit Reddy
Website: smartfleetdx.com

What They Do:

SmartFleetDX offers a digital transformation platform for mining, construction, and fleet operations—enabling predictive maintenance, performance tracking, and sustainability monitoring using a unified dashboard.

Why They Shine:

A trusted partner for industrial fleet operators with measurable ROI: reduced downtime, lower fuel costs, and real-time safety monitoring on machines across sites.

Founder Quote:

"Data should power decisions—not just dashboards."



Sector: AgriTech & Sourcing | **Stage:** Pre-Series A | **Location:** Karnataka
Founder: [Name not listed]
Website: farmvibes.com

What They Do:

Farmvibes bridges the rural economy and institutional demand—connecting verified farmers and bulk buyers using an online platform, with listings for vegetables, roots, spices, and farmland assets.

Why They Shine:

A live supply-chain for verified agri-produce, with transparent pricing, bulk ordering, and a B2B model that empowers rural income and streamlines sourcing.

Founder Quote:

"If farms thrive, cities flourish."

Startup Spotlight

Credible innovators with working websites and real impact.



Sector: AgriTech / AI + IoT | **Stage:** Seed / Series A | **Location:** Bengaluru

Founders: Ananda Verma & team

Website: fasal.co

What They Do:

Fasal provides an AI-powered, multilingual SaaS platform for crop monitoring—using IoT sensors and satellite data to predict pest attacks, irrigation needs, and yield forecasts in real time.

Why They Shine:

Working across multiple states, Fasal helps farmers reduce crop loss by accurate forecasting—enabling timely interventions and better risk management.

Founder Quote:

"Data from the field should speak in the farmer's language."



Sector: Agri Commodity Trading / FinTech | **Stage:** Series B | **Location:** Gurgaon, Haryana

Founders: Nikhil Tripathi, Mahesh Jakhotia & team

Website: bijak.in

What They Do:

Bijak is a B2B marketplace for agri-commodities—facilitating seamless trading, transparent pricing, KYC-led payments, and credit solutions for farmers, traders, and processors.

Why They Shine:

Backed by marquee investors (Sequoia, Omidyar, RTP), Bijak has digitized over 200 commodities trade across 30+ cities—reducing working capital cycles and improving trade transparency.

Founder Quote:

"When the mandi goes digital, agriculture gets dignified."



1

Event Recap: Le Startups Confluence – June 2025

DevX, Hitec City, Hyderabad
29th June 2025

“Where founders pitched, mentors shared, investors listened, and the startup pulse beat louder than ever.”

Event Highlights

- **Curated Founders & Investors Met Live:** Startups, angels, and ecosystem enablers converged for an energizing 3-hour session filled with pitches, founder insights, and on-the-spot feedback.
- **Dynamic Format:** The agenda included:
 - Live startup pitch sessions
 - Founder keynotes
 - Investor AMA panels
 - Growth clinics on GTM, branding, and compliance
 - Curated networking for strategic connections
- **Powering India's Startup Ecosystem:** Positioned as a movement—this event aimed to democratize access to early-stage capital and mentoring, spotlight bold ideas, and reinforce the innovation narrative across the country.

Why It Matters

This June edition showcased the core values of Le Startups Confluence:

- A true ecosystem-building spark, not just an event
- Real founders, real challenges, and fast-track engagement
- Live investor feedback making knowledge instantly actionable



Upcoming Events

Credible innovators with working websites and real impact.

Stay ahead of the curve with our high-impact meetups and summits designed to connect founders, funders, mentors, and ecosystem partners. Explore what's next on our calendar:



What's Next @ Le Confluence

Upcoming events, magazine issue themes, or community initiatives:

Next Events



Next Magazine Edition



Subscribe the Magazine Now

