AKCJ
VENTURES

DESIGN THE
UNDESIGNED

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CATEGORY CATALYST
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WELCOME NOTE

Anjeet Khandelwal, Founding Partner in

First Offsite of AKCJ Ventures

In the third quarter of its inception, AKCJ ventures decided to organize an offsite on March 11, 2025. It was held in the board room of Radisson Marina, Connaught Place, Delhi in full attendance from teams across the home office too. Offsites can be incredibly valuable, especially in the fast-paced, high-pressure environment VC firms operate in. At AKCJ Ventures, Offsite is not considered expense. They're compounders of strategic clarity, cultural depth, and long-term scalability. It was a hugely interacting event with videos on themes mentioned below. Few exercises were also conducted to provide better understanding, strategic thought process, and eventually leading to effective outcomes.

1. Strategic Alignment
- Revisiting investment thesis and adapting to market trends
- Aligning partners and investment team on sector focus, stage preference, and capital allocation
- Ensure all team mates are rowing in the same direction, especially if new sources of revenues, sectors, or geographies are being explored.

2. Leadership Calibration
- Honest leadership self-reflection by Amit KC Jain, Founder and Managing Partner
- Coaching moments between co-founders
- Alignment between core team members

3. Team Cohesion & Trust Building
- Offsites bridge the "partner-junior" gap, foster informal conversations, and build trust
- Strong internal dynamics lead to better collaboration and deal execution as clarity sets in.
- Career mapping of each team member aligned with the vision of AKCJ Ventures.

4. Culture as a Moat
- Reinforce shared values by open conversations
- Build trust and psychological safety
- Strengthen commitment to the mission by promoting transparency in thoughts

5. Reverse-Engineer the Milestones (5–10 Years)
- Define the Endgame Vision
- Collating all thoughts on value creation by AKCJ Ventures
- Role of each team member in this value creation

AKCJ Ventures at IIT Delhi:
Evaluating Future Entrepreneurs at FITT–IIT Delhi & TETR College of Business Bootcamp

On March 4th, AKCJ Ventures participated as evaluators at the FITT–IIT Delhi & TETR College of Business Bootcamp. Students, spending their semester in India, built startups from scratch—doing real sales, testing ideas, and understanding India's price-sensitive market.

We evaluated over 30 startup pitches (3–5 minutes each) across sectors, using key criteria: Problem Statement, USP/Moat, Scalability, Team Strength, Founder Acumen, Accolades, IP scope, and Funding raised. Some startups stood out for their market insight and execution, while others needed refinement in clarity, scalability, and revenue models.

Post-pitch, we interacted with students to discuss consumer behavior, challenges of scaling in India, and investor expectations. These conversations reflected a deep curiosity and adaptability among students to local market dynamics.

The bootcamp showcased how immersive, real-world learning can shape global entrepreneurs. At AKCJ Ventures, we value such initiatives that foster innovation and talent. We look forward to continued engagement with academic and entrepreneurial ecosystems that promote cross-border collaboration and early-stage innovation.

Health-A-Thon 2.0

Anjeet Khandewal, Founding Partner was privileged to be a Jury Member at Health-A-Thon 2.0 at Llyod Institue of Management and Technology (Pharm). The theme of the event was"AI Driven solutions in early detection of diseases, precision treatment and smart medication delivery". Innovator teams came from various colleges and universities of India to pitch their ideas.

Few insights
1.	There are no shortcuts in the primary research wrt industry analysis and competitor mapping. That is the best possible way to gauge gaps.
2.	Identify your Target Group. Ensure and validate their needs/ paying capacity and intent for the same.
3.	Never assume! Create Business Model Canvas and work/ rework with validations on assumptions.
4.	AI in the idea has to generate value. Focus on usability and customer impact- technology alone isn't enough; your product/ service has to drive P&L.
5.	Have a rightly aligned mentor(Subject and business specialist) on board.

Leap Ahead 2nd Edition

This March, we at AKCJ Ventures had the privilege of participating in exclusive startup investment and networking events, engaging with some of India's most promising early-stage ventures while connecting with key investors, mentors, and founders. These dynamic events provided an invaluable platform for us to evaluate high-potential startups, exchange insights with industry leaders, and explore exciting collaboration opportunities.

One of the standout initiatives was the Leap Ahead 2nd Edition—a prestigious collaboration between Software Technology Parks of India (STPI) and TiE Delhi-NCR. Our team actively challenged business models, assessed financial feasibility, and scrutinized go-to-market strategies, ensuring thorough evaluations of each venture. Beyond the pitches, we engaged with investors and mentors, exchanging insights on emerging market trends, deal flow strategies, and co-investment opportunities. The event reaffirmed our belief in high-growth startups beyond conventional ecosystems, reinforcing our investment focus on innovation, scalability, and market fit.

Throughout these events, we had the opportunity to evaluate numerous promising startups and engage in valuable networking, deepening our understanding of emerging market trends and innovative solutions. At AKCJ Ventures, we remain committed to empowering visionary entrepreneurs and contributing to India's thriving startup ecosystem.

Sowing Innovation:
How Agritech is Transforming Indian Agriculture

Naira Sood, Investment Analyst

India's agriculture sector is undergoing a significant transformation, driven by agritech innovations that enhance productivity, streamline supply chains, and empower farmers. These advancements span three key areas: **Farm Discovery & Preparation, Core Farming & Crop Management, and Post-Harvest & Agri-Trade.**

Mechanization and digital marketplaces are making modern farming tools more accessible, reducing costs and improving efficiency. Precision agriculture techniques, AI-powered advisory platforms, and B2B input marketplaces are optimizing crop management, ensuring farmers receive high-quality resources and real-time data-driven insights. These solutions improve yields, reduce input waste, and mitigate risks associated with climate fluctuations.

In post-harvest processes, AI-based quality inspections, digital trade platforms, and farm-to-market connectivity solutions are streamlining supply chains, reducing losses, and ensuring farmers get better pricing and market access. Transparency and efficiency in agricultural trade are improving, benefiting both producers and consumers.

Key trends shaping the agritech revolution include AI-driven analytics, satellite-based farm monitoring, and mechanization-as-a-service models. However, challenges such as fragmented land holdings, limited digital literacy, and policy complexities remain hurdles to widespread adoption.

With increasing investment, government support, and growing farmer adoption, agritech is poised to play a pivotal role in shaping a more resilient, efficient, and sustainable agricultural future for India. As technology continues to bridge the gap between traditional farming and modern innovations, the sector's potential for transformation is immense.

Click here to read more

How Logistics is Shaping E-commerce and Hyperlocal Commerce in India

Nikhil Singh, Senior Analyst - Investment & Research

India's e-commerce and hyperlocal commerce boom is powered by increasing internet access and digital payments, but logistics remains the true enabler. Over the past decade, India's logistics landscape has evolved into a tech-driven ecosystem improving delivery speeds, inventory management, and customer satisfaction.

Key innovations like last-mile delivery optimization, AI-powered route planning, and real-time tracking have made logistics smarter and more efficient. Sustainability is gaining ground too, with a push toward EV fleets and eco-friendly warehousing.

At AKCJ Ventures, we're actively analyzing leading logistics players transforming this space:

- **Delhivery** uses an asset-light model with strong B2B and D2C logistics capabilities.
- **Shadowfax** leverages a gig-worker model for hyperlocal delivery across food, pharma, and quick-commerce.
- **Shiprocket** enables D2C brands to access affordable shipping through aggregation and AI tools.
- **Ecom Express** ensures wide reach, especially in Tier 2/3 cities, through end-to-end e-commerce logistics.

Logistics has also driven rural expansion, faster deliveries, and enabled Indian brands to go global. Innovations like warehouse automation, drones, and predictive analytics are shaping the next wave.

As we track this evolving landscape, AKCJ Ventures remains committed to identifying and supporting startups redefining logistics in India.

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B2B Supply Chain as a Service (SCaaS): Bridging SMEs and Large Corporates in India

Ishan Singh, Senior Analyst – Investment & Research 🔗

India's B2B commerce is transforming, driven by digitalization and the need to connect unorganized SMEs with large corporates. Traditional supply chains are often fragmented and inefficient, creating an opportunity for platforms offering **Supply Chain as a Service (SCaaS), B2B e-commerce marketplaces, and B2B aggregators** to streamline trade. At AKCJ Ventures, we are actively researching and analyzing this space to identify companies enabling seamless SME-to-large-cap collaboration.

SCaaS platforms offer **on-demand, tech-enabled solutions** across logistics, warehousing, procurement, and inventory. With AI-powered tools, real-time tracking, and flexible warehousing, SCaaS enables businesses to scale efficiently and reduce capital costs.

Meanwhile, **B2B marketplaces like Udaan, Infra.Market, and Zetwerk** provide SMEs access to verified buyers, transparent pricing, financing options, and data-driven insights. These platforms enhance procurement efficiency and reduce reliance on middlemen.

B2B aggregators consolidate SME demand to negotiate better deals with suppliers, standardize procurement, offer credit, and streamline fulfillment—bridging the power gap between small and large businesses.

Looking ahead, technologies like AI, IoT, blockchain, and embedded finance will fuel smarter, greener, and more global B2B supply chains. At AKCJ Ventures, we believe these innovations are shaping a more scalable, efficient, and inclusive future for India's B2B economy.

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