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ijirset@gmail.com



www.ijirset.com

# Entrepreneurial Ecosystem in Higher Education: A Pathway to Student Startups

**Dr. Ch. Hema Venkata Siva Sree**

Professor & HOD, MBA Dept, NRI Institute of Technology, AP, India

**ABSTRACT:** The entrepreneurial ecosystem in higher education institutions (HEIs) has emerged as a vital force in shaping innovative student startups across India. With increasing government support through initiatives like Startup India, Atal Incubation Centres, and Institution's Innovation Councils (IICs), higher education has become a launchpad for entrepreneurial ventures. This paper explores the dynamics of the entrepreneurial ecosystem in HEIs, focusing on institutional data, success stories of student-led ventures, and a SWOT analysis of current practices. The study highlights how incubation centers, mentorship networks, funding opportunities, and policy frameworks have transformed colleges into entrepreneurial hubs. The findings underscore the need for sustained policy support, stronger industry-academia linkages, and cultural acceptance of risk-taking among students to create sustainable and scalable startups.

**KEYWORDS:** Entrepreneurial Eco system, higher Educational Institutions, Startups, Incubation Centres

## I. INTRODUCTION

Entrepreneurship in higher education is no longer a peripheral activity but a core driver of innovation and economic growth. Universities and professional colleges across India are actively cultivating entrepreneurial ecosystems that support student startups through resources, training, and networking. According to **Startup India Hub (2023)**, India is the world's **third-largest startup ecosystem**, with over **98,000 recognized startups**, many of which originated from student initiatives. Institutions like IITs, IIMs, and leading state universities have pioneered the establishment of entrepreneurship development cells, innovation councils, and incubators. In Andhra Pradesh, the **AP Innovation Society** and state-level policies further promote student-led entrepreneurship. This paper aims to analyze the role of HEIs in fostering entrepreneurial ecosystems, present institutional data, highlight notable student success stories, and conduct a SWOT analysis to assess opportunities and challenges.

## II. THE ENTREPRENEURIAL ECOSYSTEM IN HIGHER EDUCATION

An entrepreneurial ecosystem in HEIs comprises several components:

- **Institutional Support:** Entrepreneurship Development Cells (EDCs), Incubation Centers, Innovation Councils.
- **Funding & Resources:** Seed funding, grants, venture capital connections.
- **Mentorship & Networks:** Alumni entrepreneurs, faculty mentors, industry tie-ups.
- **Culture & Skills:** Encouraging risk-taking, promoting innovation through hackathons and idea fests.
- **Policy Support:** NEP 2020, AICTE initiatives, Andhra Pradesh Startup Policy.

### Institutional Data

- Incubators in Higher Education: India has 650+ active incubators, with many located in HEIs. Ministry of Education's Innovation Cell (2023): Over 3,000 Institution's Innovation Councils (IICs) are operational across universities and professional colleges.
- Indian Examples of Student Startup Support in Higher Education

### IIT Madras – IITM Incubation Cell (IITMIC)

- One of India's largest academic incubators.
- Supported **300+ startups**, especially in **deep tech, clean energy, and AI**.
- Successful alumni: **Ather Energy** (electric vehicles, founded by IIT Madras graduates).

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|Volume 14, Special Issue 6, December 2025|

### 2. IIT Bombay – Society for Innovation and Entrepreneurship (SINE)

- Hosts over **150 incubated startups**.
- Focus sectors: **fintech, healthcare, edtech, and mobility**.
- Example: **Ola Cabs** was founded by **Bhavish Aggarwal** (IIT Bombay alumnus).

### 3. IIM Bangalore – NSRCEL (Nadathur S. Raghavan Centre for Entrepreneurial Learning)

- Supported **700+ startups**, including student and women-led ventures.
- Strong in **social entrepreneurship, edtech, and fintech**.
- Notable alumni: **BYJU's** founder Byju Raveendran (IIM Bangalore).

### 4. NIT Surathkal – STEP (Science & Technology Entrepreneurs Park)

- Enabled several student startups in **healthcare tech and SaaS platforms**.
- Example: **Practo** founders (NIT Surathkal students) started their journey here.

### 5. BITS Pilani – Technology Business Incubator (TBI)

- Nurtured **50+ startups**, with a focus on **IT services, travel tech, and digital platforms**.
- Famous success: **RedBus**, founded by Phanindra Sama, an alumnus of BITS Pilani.

### 6. IIT Kanpur – SIDBI Innovation and Incubation Centre (SIIC)

- Has supported **over 200 startups**.
- Areas: **aerospace, energy, biotechnology, and advanced manufacturing**.
- Example: **InMobi** founders had strong IIT-Kanpur backing.

### 7. Amity Innovation Incubator (Amity University)

- One of India's largest private university incubators.
- Supported **300+ startups** in **IT, edtech, biotech, and design innovation**.
- Several ventures scaled nationally with investor funding.

## III. SUCCESS STORIES OF STUDENT STARTUPS

### 1. RedBus – BITS Pilani

- **Founder:** Phanindra Sama (student at BITS Pilani).
- **Idea:** Online bus ticketing platform, solving unorganized bus booking issues.
- **Outcome:** Acquired by Ibibo Group for ~\$100 million in 2013; now one of India's largest bus aggregators.

### 2. Flipkart – IIT Delhi / IIM Calcutta

- **Founders:** Sachin Bansal (IIT Delhi) and Binny Bansal (IIM Calcutta alumnus).
- **Journey:** Started as an online bookstore in 2007.
- **Impact:** India's first e-commerce giant; acquired by Walmart in 2018 for \$16 billion.

### 3. OYO Rooms – Inspired from Student Culture

- **Founder:** Ritesh Agarwal (dropped out from college, Thiel Fellow).
- **Concept:** Budget hotel aggregator to standardize affordable stays.
- **Growth:** Now present in 80+ countries; valued at billions.

### 4. Zomato – IIT Delhi

- **Founders:** Deepinder Goyal and Pankaj Chaddah.
- **Origin:** Started as “Foodiebay,” a college project to digitize restaurant menus.
- **Now:** Global food delivery and restaurant discovery giant.

### 5. Practo – NIT Surathkal

- **Founders:** Shashank ND and Abhinav Lal, engineering students.
- **Product:** Healthcare platform enabling online doctor consultation, appointments, and records.
- **Reach:** Serves millions of users across India and abroad.

### 6. InMobi – IIT Kanpur

- **Founders:** Naveen Tewari and team (IIT Kanpur).
- **Business:** Mobile advertising and marketing platform.
- **Achievement:** India's first unicorn startup (valued \$1B+ in 2011).

### 7. BYJU's – IIM Bangalore

- **Founder:** Byju Raveendran (IIM Bangalore alumnus).
- **Startup Story:** Began as a student-coaching initiative; later became a global EdTech platform.

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- **Scale:** One of the world's largest EdTech firms (despite recent financial issues).

**8. Ola Cabs – IIT Bombay**

- **Founder:** Bhavish Aggarwal (IIT Bombay student).
- **Concept:** Ride-hailing startup, solving transport gaps for students and working professionals.
- **Outcome:** Expanded across India, Australia, and UK.

**9. Razorpay – IIT Roorkee**

- **Founders:** Shashank Kumar and Harshil Mathur.
- **Origin:** Student project on simplifying online payments.
- **Growth:** Now a leading fintech unicorn, powering lakhs of businesses.

**10. Zoho – IIT Madras (early incubator support)**

- **Founder:** Sridhar Vembu.
- **Nature:** SaaS-based software solutions, global client base.
- **Note:** While not started in college, Zoho heavily partnered with IIT incubators for R&D.

These examples highlight how institutional backing and ecosystem support translate student ideas into sustainable ventures.

**IV. SWOT ANALYSIS OF HIGHER EDUCATION ENTREPRENEURIAL ECOSYSTEM****Strengths**

- Strong government support (Startup India, NEP 2020, AP Startup Policy).
- Growing number of incubation centers and IICs.
- Access to skilled students in professional colleges.
- Alumni networks and mentorship programs.

**Weaknesses**

- Limited funding availability at seed stage.
- Lack of entrepreneurial mindset among many students.
- Inconsistent faculty engagement in entrepreneurship promotion.
- Overemphasis on theoretical learning rather than practical startup experience.

**Opportunities**

- Digital entrepreneurship and global markets.
- Women entrepreneurship and inclusivity in HEIs.
- Collaboration with international universities and industries.
- Rural innovation and social entrepreneurship initiatives.

**Threats**

- High failure rate of student startups (over 70% fail in first 3 years).
- Brain drain—students migrating to global ecosystems.
- Policy implementation gaps at state and institutional levels.
- Risk-averse culture among parents and students.

**V. CONCLUSION**

Higher education institutions play a central role in building entrepreneurial ecosystems that act as pathways to student startups. Institutional support structures such as incubators, innovation councils, and government-backed policies are vital in nurturing entrepreneurial talent. Success stories like RedBus, Practo, and OYO demonstrate how student-driven ideas can scale into global ventures when backed by strong ecosystems. However, challenges such as funding gaps, cultural barriers, and inconsistent institutional commitment remain. To strengthen this ecosystem, Indian HEIs must focus on Embedding entrepreneurship into curricula, Strengthening industry linkages, Expanding funding opportunities, and Creating a culture that normalizes risk-taking. If these measures are effectively implemented, higher education in India—particularly in states like Andhra Pradesh—can emerge as a leading hub for student startups and innovation-driven economic growth.

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