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Top Chennai startups that are beating Bengaluru at its tech game

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Manufacturing, automobile, engineering, and new startups – Chennai is undoubtedly emerging as a successful playground for multiple startups.

With Chennai-based companies like Ford India and Intel already creating their most crucial territories, the city is handing down the baton to emerging local tech for startups.

Adding to the fame is what topped almost 2016, which, although both out of Silicon Valley and US131 Chennai with its Developer trails.



Among the other well-known names is financial marketplace [BankBazaar](#), very subscription and recurring bill solution [ChargePoint](#), online accommodation/leasing marketplace [Stayally](#), legal services startup [LawBuddy](#), and Uber's nearest bet [CoCablers](#).

According to [YourStory Research](#), the first half of 2016 saw Chennai startups receiving a total of 143 million in funding flow, spread across 16 deals, while last year, when there was a funding boom, a total of 2086 million was invested in Chennai startups, across 32 deals between the months of January to September. Further, in 2014, a total of 58 million was invested across 14 deals in Chennai-based startups.



The potential of the startup ecosystem has also led to the creation of several active mentor organizations like [TE \(The India Entrepreneur\)](#), [CEI Startupspace](#), [IT Alumni Club](#), and [Haseem's Million Dollar Startup Programme](#), over the past few years. Further, it is estimated that Tamil Nadu alone has over 30 incubators with a [fraction of them present in college campuses of IIT, IIT, and IISc](#).



But, having giant legacy startups such as [BharatSanitary.com](#), the emerging breed of startups are all geared to shape a new future for the startup ecosystem.

Key Chennai startups that are coming to your city on September (as part of [TechSparks city meetings happening across India](#)). Get ready to learn and engage with us and tell us your stories. Book your spot for the [here](#).

Here's a list of the up-and-coming startups which are redefining the ecosystem and pushing Chennai to the map.

• Fuel Book Technology

Made in India, the Fuel book device has been developed by Chennai-based [Paper Oil](#). Through a device and mobile app, the user can interact with their car for fuel analysis, mileage tracking, trip tracking, smart alerts, mapping, etc. Other features include a [black box](#) which tracks the vehicle speed during an accident.

In May last year, the firm was reported to be entering the production phase with the device being [set to launch](#).

• Energly

Formerly known as [eMeterix](#), Energly helps industries, tech parks, and other commercial entities as well as homes reduce their power cost by providing hardware and intelligent analytics. Having gone commercial in January this year, the product was the brainchild of [Dipankar Das](#) and [Diby Rajendran](#).

Connecting door-to-door to the Energly hardware, the platform provides a simple dashboard interface measuring the energy consumption pattern to make targeted changes to reduce power cost.

• Zarget

Started by ex-Infosys executives [Arvind Pathak](#), [Anshu Mishra](#), and [Sankar Kumar](#), Zarget is a conversion rate optimization software. Changing the way [Facebook](#) and [engagement rate](#) are assessed, the platform provides analytics and insights on increasing conversions and transactions to marketers for their websites.

Getting on a Google Chrome plugin, the SaaS tool had received 1500 signups with 100 companies during its launch in December last year. In May, the firm received funding from [David Paterson](#), [Matrix Partners](#), and angel investor [Ganesh-Gobalraajeshwar](#). [Read More](#)



• GoBumper

Started by [Karthik Venkateswaran](#), [Harsha Kumar](#), and [Sunder Narayan](#), GoBumper helps vehicle owners find, book, and pay for automobile services from service stations. The array of services include O2O, 24/7 car wash services, regular scheduled paid services, and car repair jobs, 24/7 car rental services, vehicle insurance renewals, and finding the nearest petrol bunk on road.

Bootstrapped, the platform also gives service centres and businesses the opportunity to promote, manage, and sell their services online.

Within two months of its launch, GoBumper registered over 100 car- and bike-owners, clocking in 15 lakh in revenues. Its latest, they were reported to have on-boarded 300 service providers (30 four-wheeler service centres, 100 two-wheeler centres, and 50 exclusive tyre purchase shops). [Read More](#)



• Lawbot

Joining the bot revolution is Lawbot, developed by Chennai-based [Acumen Analytics Pvt Ltd](#). Part of Zarget's fourth batch of accelerators, the startup is the brainchild of [Manojan Mishra](#) and [Dibya Sankaranarayanan](#).

Essentially an AI-powered contracts engine, the platform automatically checks for contract errors and loopholes, pointing out missing obligations and violations when a contract is uploaded at the backend. Bootstrapped, the product also helps in drafting and reviewing contracts automatically.

• Uniphone

Founded in 2008 by [Umesh Gadhara](#) and [Saurabh Srivastava](#), Uniphone is essentially a speech technology company, headquartered in [Madras Research Park](#). The company's solutions aim to allow any software application to understand and respond to natural human speech. Having integrated their smart speech recognition applications, the firm's solutions are centered around voice commerce, a virtual speech assistant, and speech analytics.

In June last year, the firm raised investments from 80 investors, just a month after receiving Series A funding from [Ari Capital](#) and [other existing investors](#). [Read More](#)

• DriversKart

Started in September 2014 by [IM GROUP](#) alumni [Vivek Shrivastava](#), DriversKart is an on-demand driver service, operational in five cities – [Bangalore](#), [Mumbai](#), [Pune](#), [Delhi](#), and [Chennai](#) – the firm has a little over 20 employees.

Reported to have a network of 200 professional drivers, the app allows individuals to request for a driver at a specific time and location. Charging customers on a [mileage basis](#), the app has around 4,000-5,000 downloads across platforms and does 1,000 rides on a [weekly basis](#).

In April this year, the startup [raised an undisclosed amount in pre-seeds](#) from all [Y Combinator](#) and subsequently acquired [Mumbai-based chauffeur service](#) [Drive by](#) by May this year. [Read More](#)



• FisNix

Started around the month 2011, FisNix is a SaaS-based GRC (governance, risk, compliance) and compliance platform. The software essentially automates the processes of compliance and risk management linked to corporate governance.

Bootstrapped for three years, the firm raised its pre-Series A funding of 200,000 from [Iqbal Nigam](#), CEO of [Tata Motors](#), along with other angel investors in the [Silicon Valley](#).

Having its offices in [Silicon Valley](#), Founder [Ganeshaajay Sankaran](#) (who) claims that the firm has generated revenues of 100,000 in their three years of existence. In an [earlier interview with YourStory](#), he said,

"In August 2015, we met close to 14 banks, 8 of which three banks have already bought the solution for 100,000 and several others have expressed interest."

Further, the company claims that its public SaaS version has over 20 corporate clients already. [Read more](#)

• YELDI Softcom

Founded in July 2015 by father-daughter duo [Lakshminidhi](#) and [Anjanasudhita](#), YELDI is a core-BFC technology company.

With contactless NFC-enabled cards, the solutions are designed to handle a variety of payments and security access applications. Until now, they've launched an NFC prepaid payment card (apt in association with [National Development Bank PLC](#) in Sri Lanka). The firm is also scouting for similar partnerships in [Singapore](#), [Middle East](#), and [the Philippines](#).

Further, YELDI has closed group payment solutions for retailers in the form of NFCs and payment cards. With a team of 50 people, the firm is looking to market 10 million NFC cards by the end of this year. [Read More](#)



• Proklean Technologies

Proklean chemicals company [Proklean](#) was founded by Dr. [Shrinani Pillai](#), [S. Chandrasekhar](#), and [Vidyaashree Kulkarni](#) in 2011. Already having developed a host of customers in the health and health processing industries, Proklean manufactures natural probiotic products under the brand name [Proklean](#).

Being completely non-toxic and biodegradable, Proklean lists its products marketed in [USA](#), [Brazil](#), [Mexico](#), [South Africa](#), [Germany](#), [Spain](#), [Hungary](#), [Turkey](#), [Thailand](#), [China](#), [the Philippines](#), [Australia](#), and [Bangladesh](#). [Read More](#)

• KISSFlow by Orangescape

Started in 2008, [Platform as a Service](#) company (PaaS) [Orangescape](#) focuses itself as a visual development environment for creating business applications. In 2015, it [launched KISSFlow](#), an online workflow tool for business process automation. Last year it was reported that the online workflow tool is used by 10,000 customers across 100 countries.

There's also [KissFlow Engineering](#) which is known for building low-cost (open consulting) RPA for small India. Started in 2014, the company has its presence spread over 1,000 RPA and 20 locations across the country.

This list is by no means exhaustive; other startups that merit mention are [Contractor and Street Data](#), [Rondo](#), [Orbit](#), [Umetric](#), [Kripa](#), [Solingal](#), and [Aster App](#) (creation Lab), amongst others.

Which is your favorite startup from Chennai? Let us know in the comments below.

This article was updated on August 12, 2016

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