



## APPLICATION

Automatic Dispensing Machine , IoT enabled with remote access Operated by Mobile App.

## Positioning

For Food Vendors who serve Panipuri in a Traditional manner, We will provide Touchless operating of the machine from Mobile App with “Thesaurus” E-Nose Application. Different from Water shots/Rapido/Penguin, We have this unique advantage of our own Recipe of Spices in paste form prepared from lab tested quality ingredients and offers contactless serving with Hygiene & Food Safety , monitoring Temperature , TDS , pH , Acidity and detect spoiled Ingredients.

### COMPANY

**Water N Spices Foodsz Pvt Ltd**  
**Reg Off: Ranchi (Oct 19’)**  
**Admin Off : Bhubaneswar (Aug 21’’)**

### TECHNOLOGY READINESS LEVEL (TRL)

**TRL: IX**  
 Actual system proven through successful operations.

### INTELLECTUAL PROPERTY

**Indian Patent Application No. 201931052459**  
**Trademark Registered**  
**Copyright & Design Patent**

### PROBLEM ADDRESSED

Hygiene & Food Safety in street food.

### SOLUTION OFFERED

Touchless Operating of Machine.

### ABOUT THE TECHNOLOGY

IoT & AI/ML

### USP

E-Nose Application

### END USERS/CUSTOMERS

Food Vendors

### FUNDS RAISED/ACHIEVEMENTS

Debt 40 Lac , Grant 19 Lac  
 Equity 15.17 Lac @3.2%.(21-22)



[Harish](#)  
[Neotia](#)

Founder & CEO



[Manisha](#)  
[Neotia](#)

Founder & CIO



[Jyoti](#)  
[Sahoo](#)

Co-Founder & CTO

## Milestones

**Startup Founded.**

October , 2019

**Prototype.**

April , 2020

**MVP.**

October , 2020

**POC**

21-22 , 26 Lac Revenue

**PMF**

22-23 , 52.5 Lac Revenue

**Compliances**

FSSAI , ISO

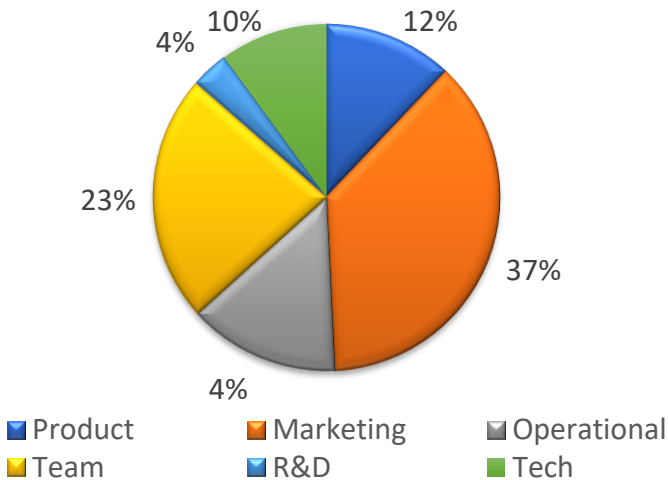
**Early Growth.**

Revenue 3X , 35 Towns

160 Installation

## Funding Ask

1.5 Cr diluting 10% Equity



## Highlights

### Value Propositions

**Vendors ROI : 3 - 4 Months**

### Competitive Advantage

IoT application & Unique Recipes

### Business Model

B2B

### Revenue Model

Machine & Raw Material Sale

Mobile App Subscription.(Gross 40%)

### Recognition

**Startup Odisha , DST, MEITY, STPI**

### RoadMap

11000+ Installation in 5 Years