# 10,000 Start-up Kit
# Part- 1

# Google Cloud Startup Program

- $3,000 in credit for 1 year. Credit can be applied to all Google Cloud Platform and Firebase products.
- G Suite benefits
- New Subscriptions: Up to 5 free users on the Basic edition for 12 months.
- Existing Subscriptions: Upgrade to Business edition at a 25% discount, or to Enterprise
- edition at a 30% discount. Valid for 12 months.
- $500 in Qwiklabs credits per company
- Training
- Get invitations to Code Labs, classroom-style and online training courses to learn everything you need to scale your vision.
- Streamlined application process to next tiers based on approvals by Google team

## Process :

- Startups has to use their domain Email ID for registration.
- Once submitted, it takes 3-5 working days to verify and process the application.
- Once processed, if startups are approved, they will get a $3,000 worth voucher that can be used for all services under *https://cloud.google.com/products* & Firebase.
- Apply : *https://goo.gl/forms/glqycBo7SGtcpFDO2*
- Primary contact : KC Ayyagari&lt;krischy@google.com, or reach out to *cloudstartupsupport@google.com*

# aws

## AWS Credit

AWS Activate is a program designed to provide startups with the low cost, easy to use cloud computing resources needed to scale and grow your business. Some of the world's hottest startups, including Airbnb, Slack, and Robinhood, and FreshDesk, have leveraged the power of AWS to quickly scale. As a NASSCOM 10k shortlisted startup, you can benefit from AWS cloud credits of up to $5000, premium business support worth up to $5000 and other benefits offered as part of the AWS Activate Program.

Please register on *https://aws.amazon.com/activate/portfolio-signup/* with your unique Organization ID: *18WqC*

Condition: If a startup has availed lesser AWS credits before, they'd be topped up to their maximum
eligibility on credits (upto $5k)

# DigitalOcean

**Digital Ocean**

Digital Ocean is the world's fastest growing cloud platform for developers and teams.

Digital Ocean provides the easiest cloud platform to deploy, manage, and scale applications of any size, removing infrastructure friction and providing predictability so developers and their teams can spend more time building better software.With 12 data centers across 8 regions throughout the world (including one in Bangalore), Digital Ocean has 1MM+ customers and 75,000+ businesses (including the likes of NoBroker, Delhivery, Oyo, Kartrocket) who seamlessly deploy, manage, and scale their applications on their platform.

Digital Ocean's startup program, Hatch will offer a $3,000 one-year credit and other program benefits to any startup that is currently enrolled into the NASSCOM 10,000 startups program, subject to meeting eligibility criteria specified on the Program site.

STEP 1:

Before filling the form, please note that you are required to create a DigitalOcean account with your official email address and use it to apply on the link (in step 2) below to enable us to apply for the credits. You can sign up for a Digital Ocean account @ *https://cloud.digitalocean.com/registrations/new*
STEP 2:

Hatch application link: *https://www.digitalocean.com/hatch*
Please mention that you are part of 'Nasscom' when prompted for the 'Accelerator/Incubator/VC name'. Once you complete this step, our team will process your application and provide credits within two weeks. You might be required to fill in your Hatch profile email that will be sent to you and provide any additional proof regarding your association with Nasscom that our team might require. You can also refer to the Hatch Website for all the other benefits you can avail by being a part of the Hatch

# F6S Alpha Card

F6S, the leading global network for startup founders, has released
F6S Alpha, an invite-only membership for top startup founders from around the
world, includes VIP access to $1 million of free growth services for each founder.

Membership will be free to any of the founders who are selected
and is slated to include perks. F6S-alpha-card-for-20000-top-
founders/

Please update your details to claim F6S Alpha Card: *https://goo.gl/JD2a5u*

You will be soon receiving a mail from F6S with the steps to claim your Alpha Card
on the F6S
platform

## Hubspot for Startups

Free CRM + 90% off HubSpot Marketing and Sales Software for Eligible Seed-Stage Startups.
HubSpot is a software platform that helps you generate leads, close deals, and manage your pipeline. HubSpot offers a growth stack of products for customer relationship management, marketing, and sales: powerful alone, and even better when used together.

HubSpot's free CRM aligns sales and marketing with ease, HubSpot Marketing helps you grow your traffic and convert more visitors into customers, and HubSpot Sales helps you skyrocket your productivity and close more leads with less work.
If you're eligible, you get:
HubSpot CRM Free to manage your contacts leads pipeline, and customers ( With 300 Integrations ie: LinkedIn, Wordpress, Slack, Facebook etc )
90% off HubSpot's Marketing Starter, Pro, or Enterprise software, and HubSpot Sales Starter or Professional software, for the first 12 months, 50% off for the next 12 months &amp; 25% off the 3rd year and onwards (Up to $40,000 savings over 2 years).
Startup Onboarding with tech set-up &amp; implementation specialist (reduced one-time $300 cost), for PRO and Enterprise products only, dedicated strategy consulting, and round-the-clock support.
You also get access to mentorship sessions, workshops, and masterclasses on Sales, Marketing and Customer Success to help fuel your growth.

Eligibility

- A startup with under $2 million in funding | You are eligible for up to 90% off HubSpot software in your first year, 50% off in your second, and 25% off ongoing.
- A startup who has raised over $2 million in named funding up to and including Series A | You are eligible for up to 50% off in your first year, and 25% off ongoing.
- Current participant or alumni of a HubSpot for Startups partner incubator, accelerator, or VC
- The HSFS startup-friendly pricing is only applicable to net-new HubSpot Hubs or upgrades of existing Starter subscriptions to Basic, Professional, or Enterprise products; existing customers may not apply the startup program pricing to existing Basic,
- Professional, or Enterprise Hubs.

To Apply: *https://www.hubspot.com/startups*  and select NASSCOM 10,000 Startups as your partner.

# Klenty

Sales Prospecting &amp; Communication Platform enabling businesses to outreach &amp; follow-up prospects automatically with personalization at scale, reducing manual efforts and thereby increasing Sales Conversations & Meetings. Klenty also has an Add-on feature to build targeted prospects.

With Klenty, any B2B Product startup can find targeted prospects, outreach & follow-up continuously to get higher number of responses! Klenty is used by more than 250 SMBs across US, UK, India, Europe, Singapore & Australia!

10K Members Exclusive Pricing Plans

TALL Monthly - $30/user/mo. 10K Member offer - $20/user/mo for first 6 months (33% off)

TALL Annual - $300/user/year . 10K Member offer - $150/user/year for first year ( 50% off)

GRANDE Monthly - $60/user/mo. 10K Member offer - $40/user/mo for first 6 months (33% off)

GRANDE Annual - $600/user/year . 10K Member offer - $360/user/year for first year (50% off)

VENTI Monthly - $100/user/mo. 10K Member offer - $70/user/mo for first 6 months (30% off)

VENTI Annual - $1000/user/year . 10K Member offer - $500/user/year for first year (50% off)

Signup for 14 Day Free Trial - *https://www.klenty.com/register*
To avail 10K Startup Discount, Email company details to 10KStartups@klenty.com

# HERE Technologies

"HERE Technologies is simplifying how developers build location-aware applications by eliminating complex pricing models and upfront credit card requirements. Now developers can have access to rich data and platform services, including maps, geocoding, geofencing, places, and intermodal routing, as well as advanced features such as turn-by-turn navigation and custom route, waypoint and fleet APIs with the simple pricing plan described below.

The HERE pricing plan consists of:

1. Freemium– Free access to the HERE platform to create public, private, paid, and free applications and websites with a limit of 250,000 platform transactions, 5,000 SDK active users and 250 managed assets per month. Pay-as-you-grow: $1 per additional 1,000 transactions over 250,000 transactions.

2. Pro– $449/month for access to the HERE platform to create public, private, paid, and free applications and websites with a limit of 1 million platform transactions, 5,000 SDK active users and 250 managed assets per month. This includes a monthly SLA of 99.9% and technical support via email.

For the full list of features available on the HERE platform, go to: *https://developer.here.com/documentation*
To get started with the new plans, go to: *www.here.com/freemium.*

# PitchLink

## Pitch.Link

Pitch.Link builds Buyer-Seller Communication and Engagement applications. Pitch.Link is a Zero Interruption Buyer-Seller Communication and Engagement platform designed for our attention deficit world.

Testimonials. Enabales companies to collect crisp video testimonials from customers. It has a built in Teleprompter and single-click record-and-save functions. You can use Testimonials as a stand-alone service or use it from within Pitch.Link.

Demo available here: *https://pitch.link/demo*

6 months free trial exclusively for members of 10,000 startups program.
Sign up: *https://pitch.link/offers/NAS1000SC2018*

**Exotel**

Exotel is one India's largest cloud telephony platforms &amp; was started in 2011. The startup package is an Exotel exclusive for 10,000 Startups, which enables you to use a full paid account. The package includes Rs 4,500 of currency valid for 6 months, Zero software rental (Rs 6,000 waived off) &amp;
awesome developer support! You can this for SMS, Outbound/Inbound Calls, Missed Calls & many other use cases.

Sign-up to know how Ola, Uber, Flipkart &amp; others use Exotel!

Support ID: *startups@exotel.in*

Support Number: 08047104161

Support Person: Karthick Mn

Here's the signup link: *http://bit.ly/strt10000strt*

# MyOperator

MyOperator is a cloud-based call management system that provides solutions such as IVR, virtual number, toll free number, virtual PBX, etc for businesses. MyOperator for startups is an initiative from MyOperator which provides a platform for early-stage startups to foster their business with the help of cloud telephony.

As a part of the Startup India community, MyOperator is giving its Growing Business Plans at zero rental for six months.

MyOperator Startup Plan:

1. 4800 minutes / month
2. 6 users
3. 6 departments
4. 3000 transaction SMSs each per month.

Company website: *https://myoperator.co/*

Sign up Link: *http://myoperator.partners/nasscom*

Referral Benefits
1 confirmed referral extends your free subscription by a month.
 IVR System • Virtual Number • Call Recording
 Call Tracking • WebCall • Sticky Agent
 Remarketing • Multi-level IVR • Live Call Transfer
 Live Dashboard • Port Existing Number • Push Report
 CRM Integration • Live Call Info • Performance Reports

Voicemail Facility • Intercom Facility • Call Forwarding

# Bugsee

Mobile bug and crash reporting with video.

Bugsee - Flight recorder for your iOS and Android apps See video, network and logs that led to bugs and crashes in live apps. No need to reproduce intermittent bugs. With Bugsee, all the crucial data is always there. Bugsee was evaluated by Microsoft owned tool http://www.crashprobe.com/ios/ and was declared as the best crash reporter on the market today! Exclusive 30% off Bugsee for 10,000 Startups Members.

Contact Point - *support@bugsee.com*

Sign up link - *https://www.bugsee.com/nasscom*

# 21Dojo

21Dojo (www.21dojo.com) is a smart advisory platform that helps startups get funded faster. Our automated startup analysis platform will help startups accomplish the 3 most crucial tasks on the route to fundraising:

1. Getting immediate feedback on their business to gauge investor interest
2. Receiving detailed and personalised strategies for improvement to improve the business and become more fundable
3. Getting connected with interested investors immediately.

This entire process happens completely automatically and immediately after a short 20-minute assessment by the startup. Product video: *https://www.youtube.com/watch?v=hPnSKWY94sE* .

As part of the exclusive partnership with NASSCOM, all startups enrolled in the NASSCOM program will get to try this completely for free for 3 months. Sign up at https://21dojo.com/pricing/startup and use coupon code NA21SSDOCOMJO to activate this limited period offer.

# Flexing It

Flexing It® is a curated platform that connects organisations to over 65,000 professionals 'on an on- demand' basis for projects, consulting assignments, advisory roles and part time resource needs. Start-ups - Lever up your business by bringing in marketing/branding gurus, strategy consultants, industry advisors, HR and Finance experts for the duration and intensity you need!
Please find our offering below -

Flexing It® is offering all shortlisted 10,000 Start-ups a package of 5 free project postings under the MyFlex Prepaid plan for a period of six months that provides full access to our platform and proprietary matching algorithm.

For queries please contact : nikhil@flexingit.in

# 10,000 Startups Warehouse Program

The NASSCOM 10,000 Startups Warehouse is a one-of-its-kind incubation and co-working space program in the world that helps early stage technology startups from India. Present across 10 cities - Bengaluru, Noida, Gurgaon, Kolkata, Navi Mumbai, Chennai, Hyderabad, Pune, Kochi, and Vizag, the Warehouses offer terrific co-working space in central locations across the country at a very affordable rate (Highly subsidized rates) of Rs. 3500 per month per seat.

The co-working space allows early-stage technology startups to work for 6-12 months during which it will facilitate demos and pitches by startups to investors, large corporate's, other accelerators/incubators and individual mentors.

Application link - http://10000startups.com/startup-warehouse-form/