

Researcher	Your startup / product / service	Objective	Potential Customer/End User
 <p data-bbox="279 862 569 1040">Dhruv Parikh Founder & CEO, Metwiz Materials Pvt. Ltd. www.metwiz.in</p>	<p data-bbox="636 354 1031 1117">Metwiz Materials is a startup incubated out of SINE, IIT Bombay. The core team comprises of three IIT graduates and one professor, all from Materials Science. Metwiz operates in the domain of ceramics and powder metallurgy. The company is currently developing powders for the thermal spray industry with end applications in Defence, Energy, Oil & Gas and other critical sectors. For example, powders to be used for producing coatings for hydropower turbines, drilling machinery, rollers in industrial rolling mills, metal melting crucibles.</p>	<p data-bbox="1056 354 1398 678">Figuring out the best go-to-market strategy</p> <p data-bbox="1056 464 1398 532">Finding investors or other sources of funding</p> <p data-bbox="1056 573 1398 678">Finding mentors (ideally people experienced in manufacturing)</p>	<p data-bbox="1428 354 1709 422">Strategic sector: DAE (BARC)</p> <p data-bbox="1428 464 1801 532">Public sector: BHEL, NHPC, ONGC</p> <p data-bbox="1428 573 1808 789">Private sector: Coating service providers operating in the following sectors: Automotive, Aerospace, Energy, Biomedical, Petroleum, etc.</p>