

StartupGita

**IDEAS INTO ACTION.
PEOPLE INTO POSSIBILITY.**



CHOOSE A ROLE. START A QUEST.

Your next chapter starts with a move.

An equity-aligned incubation ecosystem that surrounds the startup with practical support, from ideation to go-to-market and beyond.



FIRSTLIGHT
by Binary Works

01

CHOOSE YOUR ROLE

02

FIND YOUR STAGE

03

BUILD YOUR PROOF

This book presents the programme design and an illustrated FirstLight 360 concept. Activated services, allocations and commercial terms are confirmed in each admission agreement. Artwork represents the vision, not installed-facility photography.

Read it like a world to explore.

04**THE WHY**

Founder message + the invitation

06**YOUR PEOPLE**

12 audience pathways + collaborators

20**YOUR STAGE**

Ideation / Build / GTM / Scale

25**YOUR SUPPORT**

Campus, makers, compute + specialists

34**YOUR OPERATING SYSTEM**

Equity, FirstLight 360 + missions

45**YOUR NEXT MOVE**

Apply, onboard + graduate

Ambition needs an environment.



“Bring your curiosity.
Bring your integrity.
Bring your
willingness
to build.”

We will bring the people, tools
and everyday support that
make your next meaningful
step easier to take.

**Thatha Emberumanaar
Kalyana Prasanna Kumar**

FOUNDER & CEO / FIRSTLIGHT BY BINARY WORKS

To the people who begin.

Dear Founder, Builder and Collaborator,

A meaningful company starts with a person who notices a problem and decides to act. But no one should have to master every discipline, find every resource and solve every operational problem alone.

That is why we are building FirstLight. A place where a founder can find a developer, a designer can meet a researcher, a thinker can work with a doer, and an investor can meet a team with evidence behind its ambition.

Here, the journey should feel alive. Choose a mission. Build a proof. Ask for help. Share what you learned. Move to the next stage when the evidence is ready. We will celebrate honest learning, including the courage to change direction.

Our ambition is to bring practical support into the daily life of a startup: a place to work, nourishing meals, useful technology, trusted expertise and access to wider markets. The founder remains the author of the company. FirstLight helps build the environment around that author.

From Chennai, let us create companies that are useful, responsible and ready for the world.

Thatha Emberumanaar Kalyana Prasanna Kumar
Founder & CEO | FirstLight by Binary Works

Many roles. One builder universe.

Choose a pathway to explore. Roles can overlap: a founder may also be a developer, a researcher or an investor.



FOUNDERS

EXPLORE >



DEVELOPERS

EXPLORE >



DESIGNERS

EXPLORE >



THINKERS

EXPLORE >



DOERS

EXPLORE >



RESEARCHERS

EXPLORE >



SOLOPRENEURS

EXPLORE >



WOMEN

EXPLORE >



INVESTORS

EXPLORE >



VCs

EXPLORE >



FINANCIAL INSTITUTIONS

EXPLORE >



INCUBATORS

EXPLORE >

Own the problem. Lead the mission.

Turn an ambitious idea into an accountable venture plan. Start where you are: a blank page, a prototype or your first paying customer.



01

YOUR MISSIONS

Define the customer and the problem. Choose the riskiest assumption. Assemble the right capabilities. Lead one focused sprint at a time.

02

YOUR SUPPORT KIT

Venture lead, mentor matching, workspace, meals, product support, shared specialists, compute and relevant market introductions.

03

YOUR NEXT PROOF

A one-page venture thesis, a prioritised backlog and one agreed milestone with an owner, deadline and measurable outcome.

FIRST QUEST / Write the problem in one sentence. Name the person who feels it most. Explain how they solve it today.

Ship something that earns its place.

Build useful software and AI products with the infrastructure, product context and feedback needed to move beyond the demo.



YOUR MISSIONS

Translate a product brief into a reliable release. Review architecture, write tests, secure integrations and instrument the critical user journey.



YOUR SUPPORT KIT

AI credits, allocated VPS access, design collaboration, code reviews, technical mentors, deployment guidance and customer feedback.



YOUR NEXT PROOF

A working build, reviewed repository, release checklist, evaluation results and a documented path to rollback or recovery.

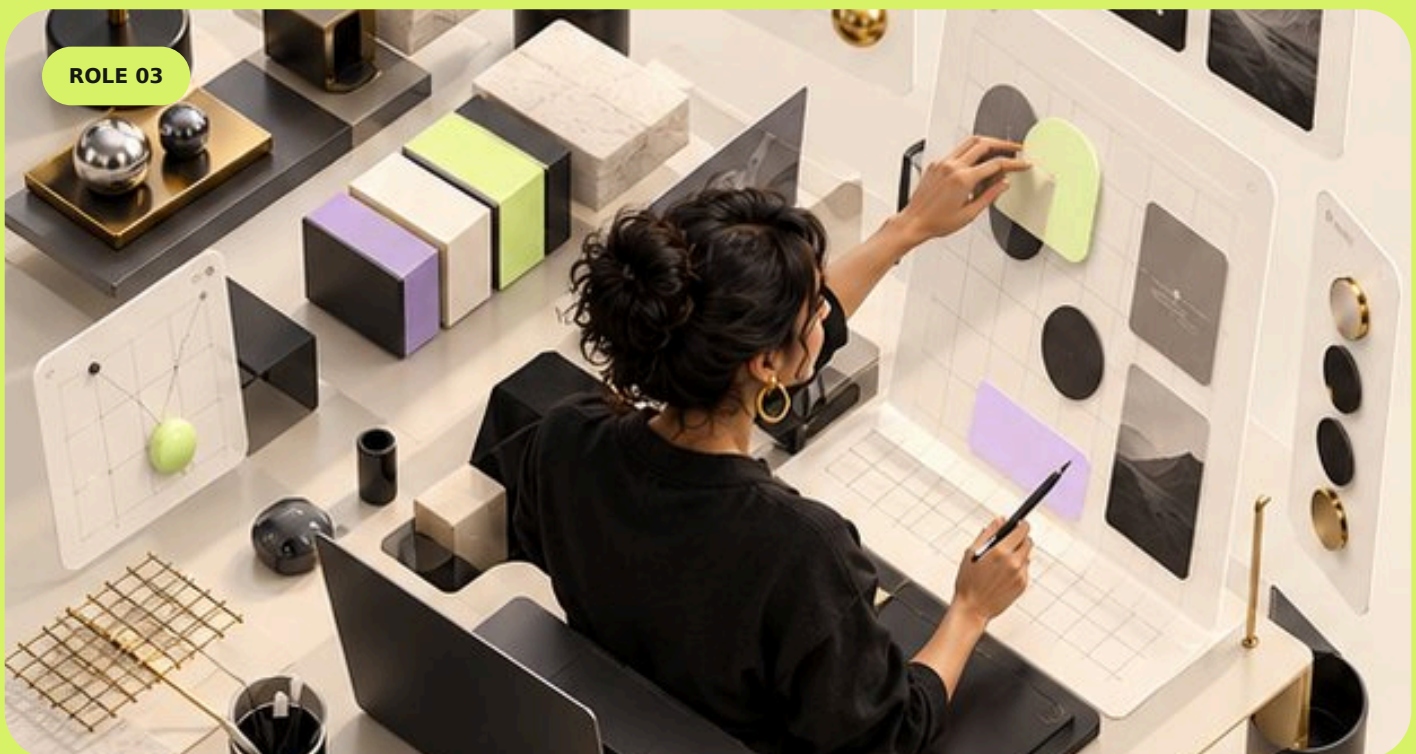


ILLUSTRATED PATHWAY

FIRST QUEST / Choose one end-to-end user task. Make it work reliably before adding five more features.

Make the useful feel inevitable.

Bring research, interfaces, identities and systems together. Help ventures become easier to understand, trust and use.



01

YOUR MISSIONS

Map the journey, test assumptions, prototype the critical flow and create a visual language that works across product and communication.

02

YOUR SUPPORT KIT

Research coordination, founder briefs, usability sessions, developer collaboration, critique circles and brand-production support.

03

YOUR NEXT PROOF

A tested prototype, evidence-backed design decisions, reusable components and an implementation-ready handoff.

FIRST QUEST / Watch a user attempt the main task. Record where the design makes them stop, guess or ask for help.

A better question can change the game.

Turn curiosity, domain insight and unusual connections into hypotheses that a team can actually test.

ROLE 04



01

YOUR MISSIONS

Frame problems, challenge assumptions, map systems and find overlooked customer needs. Convert discussion into a specific experiment.

02

YOUR SUPPORT KIT

Discovery clinics, peer critique, mentor access, research frameworks, market-mapping support and collaboration with builders.

03

YOUR NEXT PROOF

A clear hypothesis, the strongest contrary evidence, a practical experiment and a decision rule written before testing.

FIRST QUEST / Replace “What can we build?” with “What recurring problem is still being solved badly?”

Turn intention into momentum.

Operations, execution and delivery make ideas real. This pathway is for people who organise the work and keep promises measurable.



YOUR MISSIONS

Break a goal into tasks, surface dependencies, coordinate suppliers and close the loop on delivery. Make blockers visible early.



YOUR SUPPORT KIT

Sprint boards, procurement coordination, service tickets, delivery checklists, shared specialists and weekly blocker reviews.



YOUR NEXT PROOF

A completed milestone, an accepted deliverable and a repeatable process another team member can follow.



ILLUSTRATED PATHWAY

FIRST QUEST / Choose the one blocked task holding up the next milestone. Find the owner and agree the next action today.

Move discovery closer to the world.

Explore how a finding, method or invention could become a useful product, licensed technology or research-led venture.



01

YOUR MISSIONS

Define the use case, examine reproducibility, test technical feasibility and explore a credible route from research to application.

02

YOUR SUPPORT KIT

Prototype access, customer discovery, technical mentors, IP coordination, testing referrals and industry-pilot introductions.

03

YOUR NEXT PROOF

A reproducible result, a use-case brief, an ownership map and a feasibility experiment with stated limitations.

FIRST QUEST / Identify the institution, funder or employer rights affecting the work before commercial commitments are made.

Solo founder. Shared strength.

Build independently without trying to become the engineer, designer, accountant, salesperson and operator all at once.

ROLE 07



01

YOUR MISSIONS

Choose a narrow offer, prioritise a first customer and establish a sustainable delivery rhythm. Automate only the workflows you understand.

02

YOUR SUPPORT KIT

Shared product and business expertise, peer accountability, AI tools, VPS access, mentor clinics and scoped execution support.

03

YOUR NEXT PROOF

One useful offer, one clear sales route, a simple cash plan and a list of work to keep, delegate or automate.

FIRST QUEST / Identify your strongest contribution. Design the support plan around the capabilities you should not have to own alone.

Build with agency. Lead without limits.

Women founders, developers, designers, researchers, operators and investors belong across the entire FirstLight ecosystem.

</> YOUR MISSIONS

Choose any venture or contributor pathway. Build evidence, grow leadership capacity and access the same technical and commercial opportunities.

⊙ YOUR SUPPORT KIT

Women-led peer circles and mentor matching where available, flexible session formats, respectful networking and a clear grievance route.

■ ■ YOUR NEXT PROOF

A self-directed milestone plan, access to relevant expertise and feedback that evaluates the work without stereotypes or bias.



ILLUSTRATED PATHWAY

FIRST QUEST / Tell us what would make participation work for you. Discuss access needs and scheduling constraints during onboarding.

Back the evidence. Know the journey.

Connect with ventures through permission-based introductions, useful context and a transparent record of progress.



ROLE 09

01

YOUR MISSIONS

Share your investment interests, sector focus and stage preference. Review the opportunity, meet founders and conduct independent diligence.

02

YOUR SUPPORT KIT

Curated introductions, venture briefs, founder showcases and approved data-room access where the startup consents.

03

YOUR NEXT PROOF

A clear fit assessment, founder discussion and independently reviewed investment case. Programme scores never replace diligence.

FIRST QUEST / Define your mandate before requesting deal flow. Investor participation does not itself require joining the incubation equity model.

Find fit. Go deeper.

A structured engagement route for venture-capital teams seeking relevant founders, technical context and focused conversations.

ROLE 10



01

YOUR MISSIONS

Specify mandate, geography, stage and ticket range. Meet matched teams, review evidence and share constructive feedback.

02

YOUR SUPPORT KIT

Sector office hours, curated demo sessions, diligence coordination and scoped access to approved venture information.

03

YOUR NEXT PROOF

A qualified conversation and an explicit next step: review, diligence, follow-up or decline. Confidentiality and conflicts stay visible.

FIRST QUEST / Tell the programme which ventures you can genuinely support. No investor endorsement or funding commitment is implied.

Understand the venture. Structure the support.

Create a practical interface between emerging companies and institutions offering suitable financial services.



YOUR MISSIONS

Share eligibility criteria and product fit. Assess banking, payments, working-capital or other needs using your own underwriting processes.



YOUR SUPPORT KIT

Founder education sessions, finance-readiness packs, document coordination and permission-based introductions.



YOUR NEXT PROOF

A properly assessed requirement with clear documentation, pricing and responsibilities. Credit approval is the institution's decision.



ILLUSTRATED PATHWAY

FIRST QUEST / Publish the information needed for a useful first discussion. Incubation or a readiness score does not establish creditworthiness.

Build the ecosystem together.

Collaborate on complementary strengths: research, prototyping, mentors, sector access, founder education and market connections.



01

YOUR MISSIONS

Identify gaps each organisation can fill. Co-design a referral, workshop, challenge or specialist support arrangement.

02

YOUR SUPPORT KIT

Shared programme discussions, agreed facility access, co-hosted showcases and venture referrals with founder consent.

03

YOUR NEXT PROOF

A written scope with owners, costs, capacity, confidentiality, IP arrangements and measures of success.

FIRST QUEST / Map one capability you can offer and one your founders need. Avoid duplicate equity or conflicting programme commitments.

More perspectives. More possibilities.



STUDENTS + GRADUATES

Explore problem-solving, internships and venture-building pathways with clear supervision.

MENTORS + EXPERTS

Contribute practical expertise, honest feedback and scoped support with disclosed conflicts.

CORPORATE PARTNERS

Bring genuine problem statements, pilots and procurement pathways with clear decision owners.

UNIVERSITIES + ECOSYSTEMS

Explore research translation, industry connections and jointly defined founder support.

Three entry points. A longer horizon.

Every startup receives a route based on its evidence and needs. You can revisit a stage after a pivot.

01

IDEATION

Find a real problem.

ENTER STAGE >

02

BUILD

Make the smallest useful proof.

ENTER STAGE >

03

GTM

Reach, convert and retain.

ENTER STAGE >

04

SCALE

Repeat what works responsibly.

ENTER STAGE >

Stage gates recognise evidence. They do not guarantee funding, valuation or business success.

Find your first signal.

1

OBSERVE

Interview a useful mix of potential users and buyers. Capture the current workaround and the cost of the problem.

2

FRAME

Map the user, buyer, alternatives and the riskiest assumption. Draft a one-page venture thesis.

3

TEST

Run a small, low-cost experiment with a decision threshold written before the result.

SUPPORT KIT / Research clinics / mentor review / market mapping / design experiments

LEVEL-UP PROOF / Problem brief + evidence log + a justified proceed or pivot decision.

Make your first useful proof.

1

SCOPE

Choose one essential user journey and define what the MVP will not do. Agree acceptance criteria.

2

CREATE

Build software, an AI workflow or a physical prototype. Use the lab, design team and compute resources as allocated.

3

VALIDATE

Test with users. Check reliability, usability, safety and cost. Record what failed and what changes next.

SUPPORT KIT / Product / UX / engineering / AI credits / VPS / 3D and metal-print access

LEVEL-UP PROOF / Working prototype + test results + a scoped next release.

Earn your first repeatable yes.

1

FOCUS

Choose an initial customer profile, package, price and route to reach that customer.

2

LAUNCH

Prepare the demo and sales kit. Run a controlled launch or pilot with clear success criteria.

3

LEARN

Track activation, conversion, delivery cost and retention. Improve the offer before scaling spend.

SUPPORT KIT / Brand / sales / pilot design / CRM / finance / customer success

LEVEL-UP PROOF / Qualified customer evidence + GTM playbook + next commercial experiment.

Repeat the value. Strengthen the system.

1

STABILISE

Document delivery, customer support, quality controls and ownership. Identify the capacity bottleneck.

2

PREPARE

Review cash, hiring, unit economics, governance and capital needs against the next milestone.

3

EXPAND

Test a channel, geography or product extension deliberately. Plan resource transition and independent operations.

SUPPORT KIT / CFO / operations / talent / investor readiness / global-market discovery

LEVEL-UP PROOF / A resilient operating plan, a clear resource budget and a justified growth decision.

A whole world around your work.

24x7 access to approved facilities for enrolled teams. Shared spaces become useful when access, bookings and help are easy to navigate.



01

FOCUS

Working areas, internet and quiet collaboration. Team allocation and access credentials are set at onboarding.

02

CONNECT

Book meeting rooms, mentoring and shared spaces through FirstLight 360, subject to capacity.

03

RESET

Founder community, dining and informal conversations. Access is for authorised work, not residential accommodation.

MISSION / Book your first team session. Identify the facilities contact and complete the campus induction.

Three meals. One less thing to juggle.

Complimentary protein-rich vegetarian breakfast, lunch and dinner, plus unlimited beverages through the designated service.



01

ON THE PLATE

Rotating vegetarian options built around dal, beans, chickpeas, paneer, tofu, curd, grains and vegetables.

02

IN YOUR CUP

Coffee, natural and appropriately sourced organic tea selections, health drinks and drinking water.

03

IN THE PORTAL

Meal information, dietary preferences, reservations and feedback. Allergen needs are discussed with the food team.

GOOD TO KNOW / Meals follow service windows. Guest meals and special requests follow the published policy; shared kitchens are not assumed allergen-free.

Print the question. Test the answer.

Access 3D printing and prototyping support to test form, fit, function and usability before committing to larger production.



RESOURCE UNLOCK

01

DESIGN

Submit CAD, intended use, material preference, dimensions and acceptance criteria. Keep revisions identifiable.

02

MAKE

A technician reviews process suitability, capacity, material and machine time before approving the booking.

03

LEARN

Inspect the result, record defects and compare it with the test criteria. Feed the learning into the next design.

QUEST OUTPUT / An approved job card, prototype, inspection notes and a documented design decision.

From prototype to production thinking.

Production-oriented metal-print access, supplier development and quality planning help turn a hardware concept into a repeatable process.

RESOURCE UNLOCK



01

ENGINEER

Compare printing with machining, casting or other routes. Review tolerances, volume, material and cost.

02

CONTROL

Trained operators manage approved machines and processes. Metal jobs require feasibility, safety and cost approval.

03

QUALIFY

Plan finishing, dimensional checks, material tests and traceability. A printed part is not automatically production-certified.

RESOURCE RULE / Materials, production batches and external certification are separately scoped. Campus access does not grant unsupervised machine operation.

Compute for your next breakthrough.

Free AI credits and access to VPS services in our data centre are assigned through an approved venture resource plan.

RESOURCE UNLOCK



01

BUILD

Use eligible AI tools and allocated development or staging environments for useful product experiments.

02

OBSERVE

Track credit expiry, usage, VPS capacity, storage and bandwidth. Review costs before capacity expands.

03

OPERATE

Agree access controls, backups, incident ownership and a migration plan. GPU or high-availability capacity is confirmed separately.

QUEST OUTPUT / An activated resource allocation, usage view, deployment checklist and clear handover responsibilities.

The team behind your team.

Access specialists through focused assignments and office hours, coordinated by a venture lead.

RESOURCE UNLOCK



01

CFO + FINANCE

Cash-flow forecasts, runway reviews, MIS, budgets, bookkeeping coordination and funding-model preparation.

02

LEGAL + COMPLIANCE

Contract briefs, company-setup coordination, obligation calendars and access to qualified advisers.

03

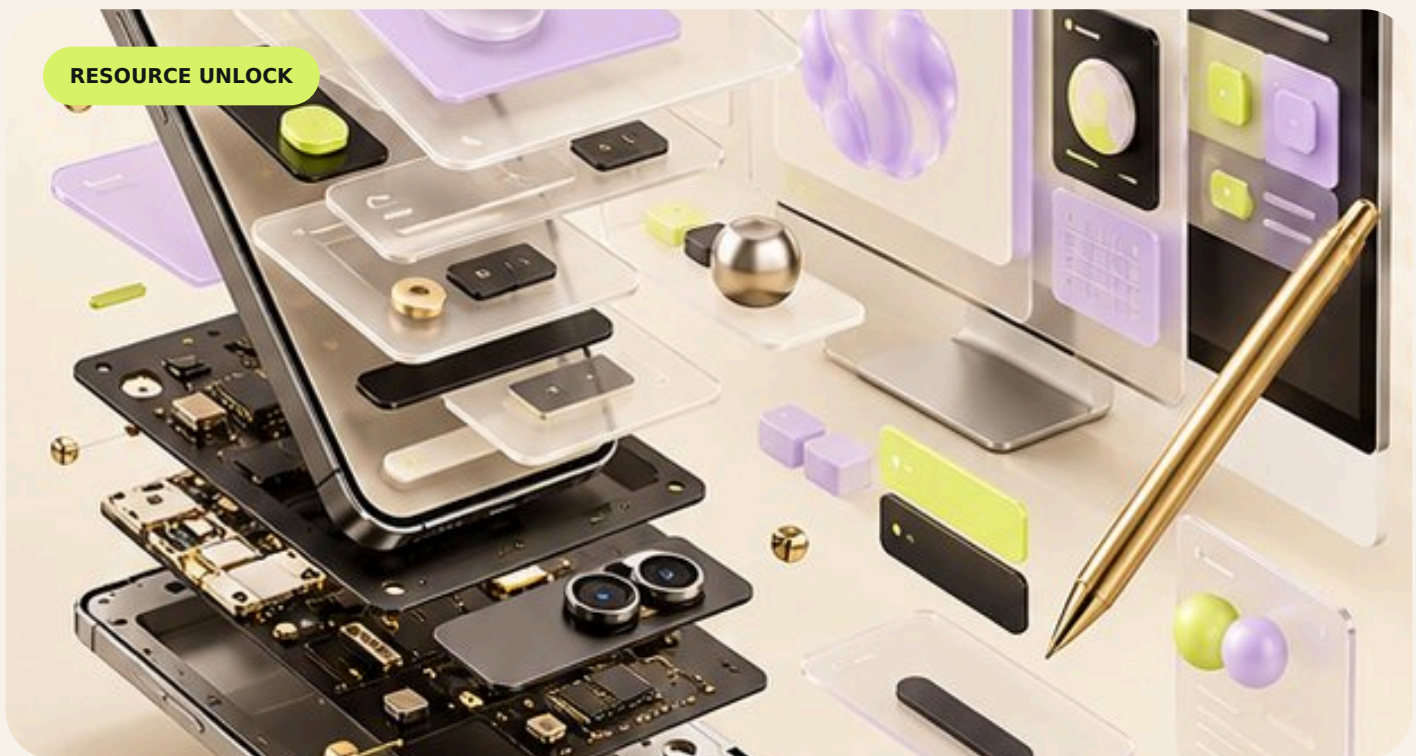
TALENT + OPERATIONS

Role definition, interview scorecards, mentor matching, procurement coordination and operational playbooks.

RESOURCE RULE / Hours and outputs are scoped. Government fees, external counsel, audits and specialist work need explicit allocation or separate approval.

Make it useful. Make it work.

Product strategy, research, experience design and engineering work together around the smallest useful release.



01

SHAPE

Turn discovery into a product brief, non-goals, user journeys and acceptance criteria.

02

CREATE

Develop tested prototypes, accessible interfaces, brand systems and implementation-ready assets.

03

SHIP

Review architecture, integrate authorised services, test critical paths and plan deployment, monitoring and rollback.

QUEST OUTPUT / A coherent product release with evidence, design files, repositories and an agreed ownership/handover record.

Turn attention into adoption.

Connect positioning, launch experiments, founder-led sales and customer success into one commercial learning loop.



RESOURCE UNLOCK

01

POSITION

Choose an initial customer, a clear promise, a price hypothesis and evidence that makes the offer credible.

02

LAUNCH

Prepare the demo, landing page, sales kit and controlled channel tests. Track quality, not just lead volume.

03

CONVERT

Agree pilot success criteria, manage the CRM, measure activation and retention, and improve the onboarding experience.

QUEST OUTPUT / A GTM playbook with channel results, pilot evidence, sales stages and the next measurable commercial experiment.

Open doors. Arrive prepared.

Build readiness for domestic investors, overseas VC firms and new markets through relevant, consent-based connections.



01

PREPARE

Create a clear pitch, honest financial model, use-of-funds plan and well-organised data room.

02

CONNECT

Seek introductions that match stage, sector and geography. Practise diligence conversations and record follow-up.

03

EXPAND

Test a new market, explore distribution and localisation, and coordinate specialist cross-border advice where needed.

CLEAR EXPECTATIONS / Introductions, funding, valuations and customer contracts are not guaranteed. No named investor partnerships are claimed in this book.

Shared ambition. Clear commitments.

FirstLight receives an agreed equity interest in exchange for a defined incubation package. There is no fixed percentage in this book.

FIRSTLIGHT CONTRIBUTES

- Workspace + member benefits
- Allocated people + infrastructure
- Milestone support + coordination

THE STARTUP COMMITS

- Agreed equity arrangement
- Founder ownership of execution
- Evidence + responsible reporting

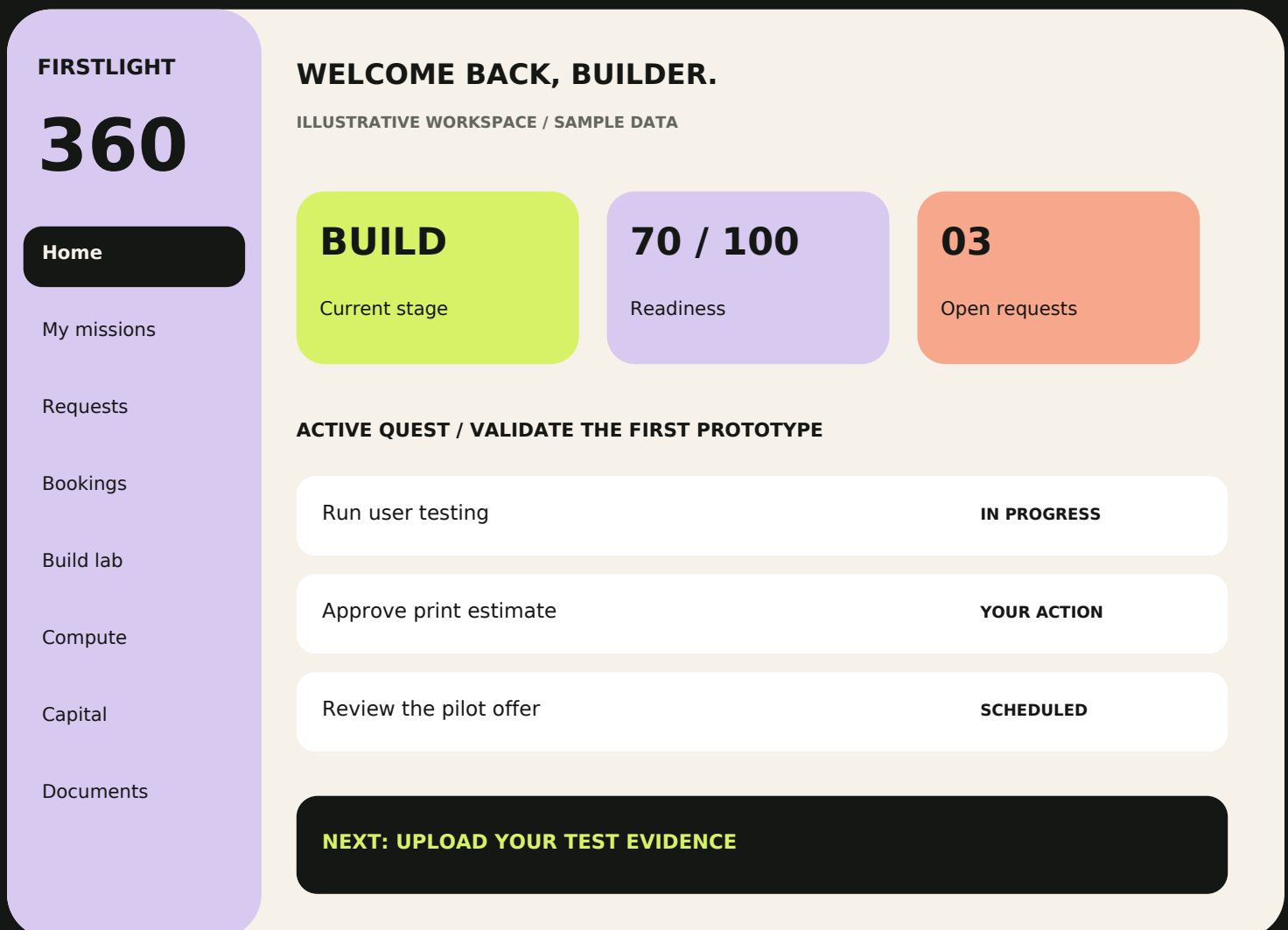
AGREE BEFORE ADMISSION

Equity or instrument • valuation basis where relevant • support period • team allocation • deliverables • resource limits • any cash investment • extra charges • IP ownership • governance • termination and handover.

Application does not transfer ownership. Founders review the final agreement with appropriate advisers. Partner participation and future investments have separate terms.

Your venture. Your mission control.

A gamified digital home for requests, bookings, milestones, evidence, credits and programme support.



Concept screen: the portal is a proposed product experience, not a live application. Progress is evidence-led, reviewed by people and private by default.

One platform. Relevant permissions.



FOUNDERS + TEAMS

Missions, requests, budgets, team access and their own venture evidence.



MENTORS + SPECIALISTS

Assigned briefs, session notes and deliverables within an approved scope.



INVESTORS + VCs

Invitation-only venture briefs and data rooms shared with founder consent.



FINANCIAL INSTITUTIONS

Consented documentation for a defined service or assessment; no open access.



INCUBATORS + PARTNERS

Agreed referral, event or co-delivery workspaces with clear boundaries.

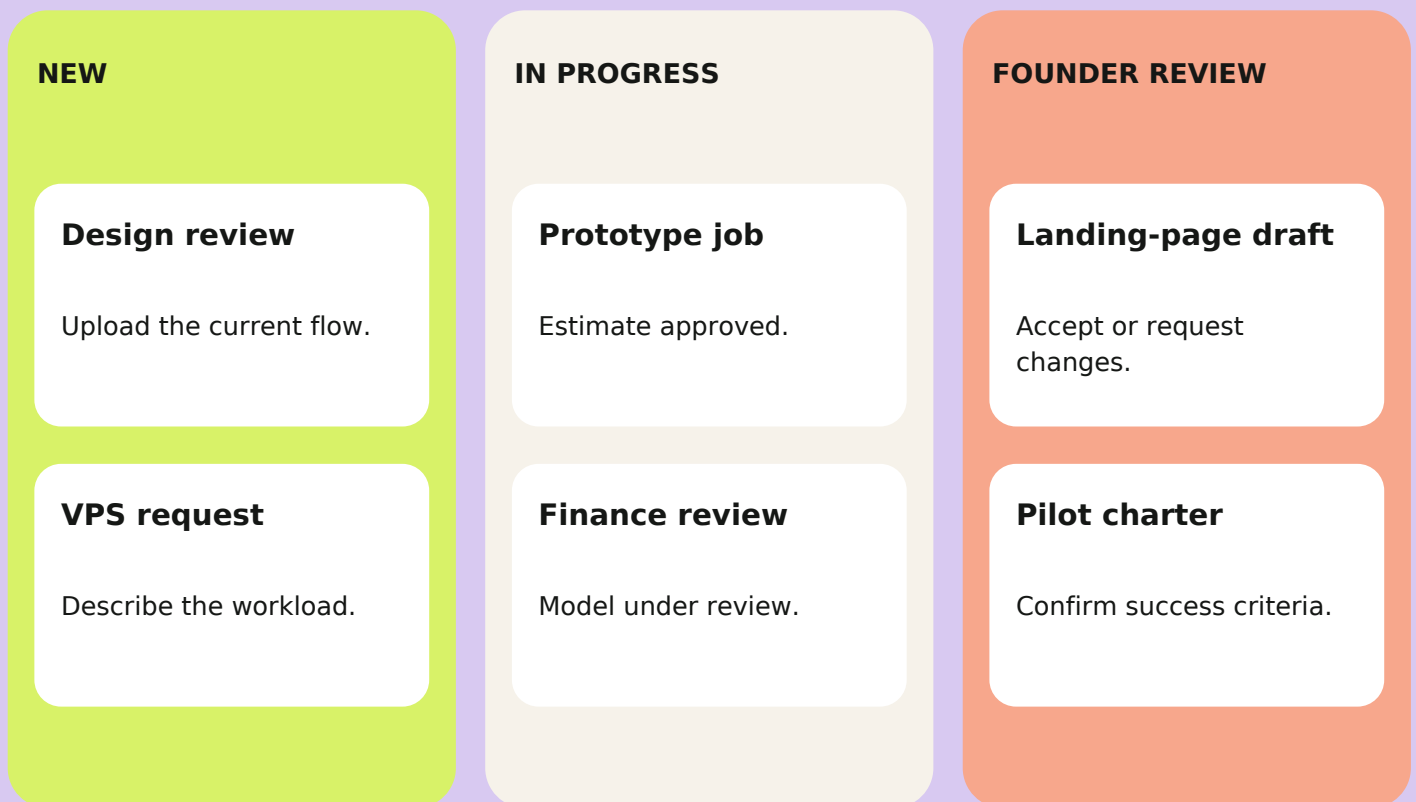


PROGRAMME OPERATIONS

Service allocation, capacity, ticket ageing and cohort-level reporting.

Ask. Track. Get unstuck.

Every request connects a business outcome to a service owner, an agreed scope and a visible next action.



SUBMIT **>** **TRIAGE** **>** **APPROVE** **>** **DELIVER**

Attach the brief and required date. Approve scope and additional cost before work starts. Close with founder acceptance. Reopen if the agreed result is incomplete.

Escalate ageing requests through the venture lead and service owner. Safety or security incidents use the emergency route. Published service hours govern response targets.

A job card for every prototype.



NEW FABRICATION REQUEST

FILE	CAD + drawing + revision
PURPOSE	Form / fit / functional test
PROCESS	Material + size + quantity
ACCEPTANCE	Dimensions + test criteria
APPROVAL	Estimate + safety + booking

YOUR PATH

- 01 Submit**
- 02 Feasibility review**
- 03 Approve estimate**
- 04 Machine booking**
- 05 Inspect + iterate**

Restricted equipment stays operator-controlled. External testing, material use and production quantities are scoped before execution.

See the capacity. Control the spend.

A shared view of credits, expert time, infrastructure and fabrication allowances.
Allocations are illustrative until your schedule is agreed.



AI CREDITS

Provider / eligibility / expiry

Usage, balance and overage approval



VPS RESOURCES

CPU / memory / storage / bandwidth

Environment, owner and renewal date



EXPERT SUPPORT

Scope / hours / deliverables

Approvals and acceptance history



BUILD LAB

Machine time / material / quantity

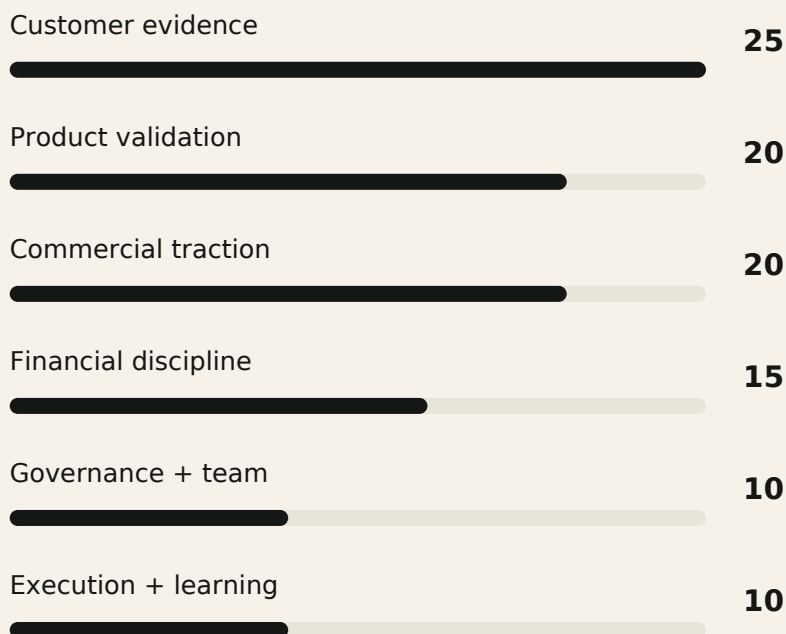
Estimate, booking and inspection

No silent paid upgrades. The founder approves additional cost. Credit expiry and resource transitions remain visible before a venture graduates.

Level up with proof.

Missions produce evidence. Reviews recognise progress. Badges celebrate useful work; they do not predict investment returns.

READINESS / 100-POINT MODEL



THE RUBRIC

- 0** Absent
- 1** Hypothesis
- 2** Tested
- 3** Demonstrated
- 4** Repeatable

Each dimension: rating ÷ 4 × weight. A reviewer records the evidence and date. Stage-specific exit criteria still apply. Scores are private by default, challengeable and never a valuation or credit rating.

Healthy play: no public performance leaderboard, no penalties for a responsible pivot, and no rewards for unnecessary all-night work.

Collect proof. Unlock the next mission.

A proposed badge system recognises useful outcomes. Each badge links to evidence, a reviewer and the date it was earned.

01

SIGNAL FINDER

Validated problem

Customer evidence supports a specific need.

02

FIRST SHIP

Working release

A useful end-to-end task passes its review.

03

MAKER MARK

Tested prototype

Inspection and test notes inform the next design.

04

PILOT READY

Clear commercial test

A pilot has owners, success criteria and scope.

05

TRUST BUILDER

Operating discipline

Key records and access responsibilities are organised.

06

CO-OP CHAMPION

Useful contribution

A peer confirms a specific contribution helped.

Badges suggest the next learning quest. They do not change equity, guarantee finance or remove contracted benefits. No public leaderboard is required.

Seven days. One shared breakthrough.

An example challenge for founders, designers, developers, thinkers and doers. Adapt the pace to the venture; participation is optional.

DAYS 1-2

FIND THE FRICTION

A thinker frames the problem. A founder finds relevant users. The team records one recurring obstacle.

DAYS 3-4

BUILD THE SMALLEST TEST

A designer shapes the flow. A developer or maker builds the smallest test. A doer coordinates dependencies.

DAYS 5-7

REVIEW THE EVIDENCE

Users try it. The team records results and limitations. A mentor reviews the decision and next mission.

FINISH LINE / Upload the experiment, demonstration and learning note. A negative result can still complete the quest when the test was sound and the learning is clear.

One sprint. One meaningful proof.

Choose a manageable objective. A mission is complete when its evidence is reviewed, not when a checkbox is clicked.

01 MISSION

What will change for the customer?

02 PROOF

What result would justify the next decision?

03 OWNER + DATE

Who is accountable, and when will we review?

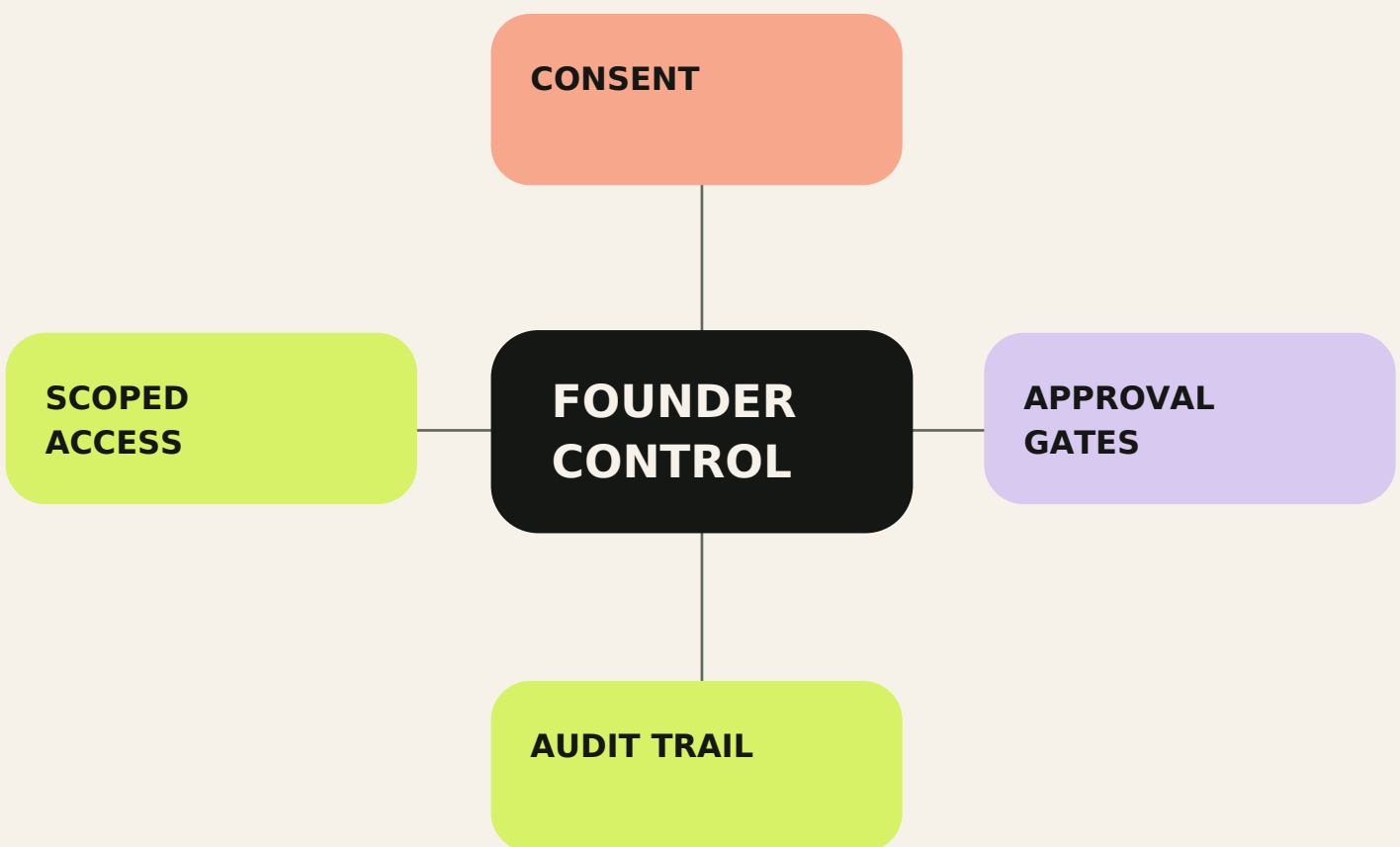
04 SUPPORT KIT

Which people, tools or facilities are needed?

05 LEARNING

What happened? Continue, revise or pause?

Play openly. Protect what matters.



01

IP + OWNERSHIP

Record pre-existing assets, licences and ownership of work created through shared support.

02

DATA + SECURITY

Use least privilege, secure authentication, backups and appropriate retention and export rules.

03

COMMUNITY TRUST

Respect confidentiality, disclose conflicts and provide a grievance and review-appeal route.

Portal security and integrations must be validated before launch. This design does not claim a certification or completed implementation.

Bring the ambition. Show us the problem.



1

YOU

Team, experience, commitment and the roles you need.

2

THE PROBLEM

Customer, current alternative and the evidence so far.

3

THE NEXT MOVE

Stage, milestone and support needed to reach it.

1800 1234 678 / +91 95005 91111

Call for current submission instructions. [Firstlight.my](https://firstlight.my)

Meet. Align. Begin building.

01

APPLICATION REVIEW

Problem, team, evidence and programme fit. Early-stage applicants do not need a polished pitch.

02

FOUNDER CONVERSATION

Motivation, integrity, constraints, capability gaps and the support that would be useful.

03

AGREE THE ENGAGEMENT

Milestones, service schedule, allocations and commercial terms. Allow time for independent review.

04

ONBOARD + ACTIVATE

Access, safety orientation, dietary needs, portal setup and your first focused venture plan.

Initial application is not acceptance. Programme availability, process timing and live portal access are confirmed by the team.

Included. Allocated. Approved separately.

CORE MEMBER BENEFITS

24x7 access to approved facilities; complimentary vegetarian breakfast, lunch and dinner; unlimited beverages through the designated service; programme coordination and community access.

ALLOCATED SHARED RESOURCES

Specialist time, mentor sessions, rooms, AI credits, VPS capacity and approved fabrication access. The service schedule sets the team entitlement, allowances, duration and booking rules.

QUOTED OR EXTERNAL COSTS

Production materials, larger batches, external testing, government fees, specialist legal work, travel, advertising and resource overages. Scope and cost are approved before commitment.

24x7 campus access does not mean 24x7 staffed services or unrestricted machine operation. Investor introductions do not guarantee funding. Final signed terms govern the engagement.

Graduate with your own momentum.



01

REVIEW

Assess customer, product, team and financial readiness. Funding is not the only valid graduation outcome.

02

HAND OVER

Confirm access to code, designs, documents and credentials. Export records and plan infrastructure migration.

03

STAY CONNECTED

Explore alumni events, peer mentoring and relevant introductions. Any ongoing service gets its own defined arrangement.

Equity and contractual rights continue according to the signed documents. Residency, support access and ownership are separate questions.

Good questions. Straight answers.

Can I join with only an idea?

Yes, you can apply. Explain the problem, your evidence and your commitment. Incorporation is not needed for the first conversation.

Can I contribute without founding a startup?

Yes. Explore the developer, designer, researcher, mentor or partner pathway. Engagement terms depend on the role and assignment.

Is a score a shortcut to funding?

No. Scores guide coaching. Investors and financial institutions make independent decisions and perform their own diligence.

Is the portal already live?

The screens in this book are product concepts. The team will confirm launch availability, activated modules and submission channels.

Is the same equity taken from everyone?

No universal percentage is specified. Startup incubation terms are negotiated. Contributor and ecosystem-partner arrangements are separate.

Your move.



**FOR THE PEOPLE
WHO BUILD
WHAT COMES NEXT.**

Firstlight.my

1800 1234 678

TOLL-FREE

+91 95005 91111



RMZ Millenia Business Park / Tower 2, 3rd & 10th Floors
No. 143, Dr. M.G.R. Road, Kandanchavadi, Perungudi
Chennai - 600096. Visits by appointment.