

Commercialisation of Technology and Promotion of Small and Medium Scale Enterprises

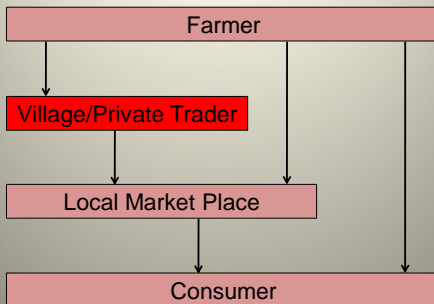
Research Training Workshop on Facilitating uptake by SMEs of Research on New Processing Technologies for Underutilised Fruits. 13th
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Challenges / Constraints

- Non-commercial cultivation
- Seasonality variations
- Domestic Markets
unregulated
informal
minor-league income approach
- Poor market information and access

The Supply Chain for Underutilized Fruits



Technology as a Business Venture

- Wax coating
- Rapping
- Packing
- Breeding / Variety development

The Case of Veralu (*Elaeocarpus serratus*)

- Mini collection centres
- Mini processing plant
 - Seed remover/extractor
 - Cleaning and washing unit
 - semi-automated packing
- New variety development

The Case of Veralu (*Elaeocarpus serratus*)

➤ Identification of Market Niches

- Product niches
- Service niches
- Industry niches
- Geographical niches
- Personality niches

Research Ventures

- Shampoo
- Energy drink
- Dessert [Ready-to-Serve; low sugar]

Examples

Cooling Chambers and Antifreeze Containers



Plastic mobile zero-energy cooler



Antifreeze Container

Environmentally Degradable Food Packaging Materials



Photodegradable LDPE films after 75 days of direct sunlight Exposure



Photodegradable LDPE films after 100 days of direct sunlight exposure

Thank you