

## Five companies addressing the B2B requirements of corporates

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**Five start-ups that are disrupting technologies to enable businesses to address their integral requirements across the country**



The B2B segment is known as the rock-bed of innovation in India, and is constantly and extensively progressing with new-age groundbreaking solutions in different areas such as healthcare, pharma, biotech, fintech to name a few. Driven by an increasing focus on technological advancements, B2B start-ups in the country are steadily maturing and are adequately equipped to cater to the requirements and challenges of the entrepreneurial ecosystem. Established businesses have recognized the potential and are playing a significant role in supporting their growth through accelerators, co-innovation and collaboration programmes, and corporate investments.

In such an environment of significant organizational transformations, here are five start-ups that are disrupting technologies to enable businesses to address their integral requirements across the country.

### **ClearTax– Tax planning and compliance**

ClearTax is India's leading financial solution provider that helps corporates and individuals with tax filing, compliance, GST, and mutual fund investments. Through its tech-oriented approach, ClearTax digitizes all processes to ensure a seamless user-centric functioning. It is the largest tax-filing digital platform and GST solution provider in the country and closely works with chartered accountants and financial experts to simplify its users' experience. ClearTax helps corporates with CA-assisted filing, tax savings, tax return preparation by experts, quarterly advance tax payment services, half-yearly book-keeping services, and tax savings and planning advice by CAs and financial experts.

**Shine.com-** Shine.com is the second largest and most innovative online job portal in India. Founded in 2008, over the past decade, Shine.com has become a prominent name in the recruitment industry. It connects jobseekers and recruiters by accurately matching candidate profiles to the relevant job openings through an advanced 2-way matching technology.

## **Impactify– CSR**

Impactify is a one stop solution for Corporates and NGO's CSR requirement. A first-of-its-kind digital marketplace that brings together the main stakeholders of the social sector. A for-profit social venture, Impactify leverages advanced technologies to connect NGOs with corporates and sponsors. With over 1,000 non-profit organisations on board, and data uploaded of 2,800-plus projects, it provides a platform to facilitate interaction between the stakeholders and addresses their concerns regarding the effective execution of programmes, sourcing reliable partners, monitoring the implementation, and evaluating the final impact. For the corporates, Impactify helps in channelizing their funds towards credible projects that align with their objectives while ensuring transparency of project timelines, budget estimates, and the projected impact.

## **Coverfox– Insurance**

Coverfox is the largest digital platform for insurance in India that offers quick, simple, and hassle-free insurance broking services. The organization has been authorized by the Insurance Regulatory and Development Authority of India (IRDAI) and has partnered with 40+ insurance providers to provide policies and plans at the optimal premiums. Coverfox's algorithm provides corporates with the best health insurance plans for its employees by comparing claims settlement ratio. Moreover, it helps its clients with a seamless purchase, renewal and management of all its services, thereby relieving businesses of the inconveniences regarding insurance.

## **Vakilsearch—Legal Services and Assistance**

Vakilsearch is India's leading legal solutions provider organizing one of the largest professional services industries of the country. It is a one-stop platform providing services such as company registration, incorporation, accounting, government registrations and filings, annual compliances, and all other necessary legal documentations for both businesses and individuals. Vakilsearch promises to cater to all legal and professional needs of a business in a seamless and hassle-free manner. This way, organizations can redirect their focus more on the operational aspect of the business, without having to devote a large amount of resources towards managing the legal aspects of it.