

Venture Base Camp on Intellectual Property and Licensing Strategy

- Organized by BIRAC Regional BioInnovation Center @ Venture Center -

Potential gains	<ul style="list-style-type: none"> This event is a Venture Base Camp (VBC). The goal is to take stock of and iron out as many issues (relating to the VBC theme) as possible for start-ups before they embark on the next phase. The theme of this VBC is shall be IP and Tech Strategy. This camp will focus on three areas: <ul style="list-style-type: none"> In-Licensing; Clarity in ownership clarity; FTO IP portfolio planning and IP landscaping. Out-licensing, technology transfer and valuation Sessions include classroom learning, workshop activities, working under guidance of mentors and finally reaching tangible action points and documents. 								
Organized by	<ul style="list-style-type: none"> BIRAC Regional BioInnovation Center @ Venture Center IP Facilitation Center @ Venture Center 								
Supported by	<ul style="list-style-type: none"> BIRAC Venture Center NCL Innovations, CSIR-NCL 								
For whom	<ul style="list-style-type: none"> CEOs/CTOs of innovative technology startups Individual Inventors and Inventors from R&D institutes 								
When	Tuesday – Friday 27-30 November 2018 Time: 9 am – 5.30 pm								
Where	Venture Center, 900 NCL Innovation Park, Dr. HomiBhabha Road, Pune - 411008								
Contact	<p>Technical queries: Nikita Jhaveri 020-25865877/75/76 nikita@venturecenter.co.in</p> <p>Logistical queries: Ms Lipika 020-25865877/75/76 eventsdesk@venturecenter.co.in</p>								
Registration Details	<p>Registration Process:</p> <ul style="list-style-type: none"> Step 1: Interested participants need to fill in registration form at the following link. Register online at: http://bit.ly/IPVBC27-30NOV Step 2: Email invite will be sent post screening of registration details. Step 3: Attendance only on confirmation of payment of registration fee*or refundable deposit of Rs 500 as applicable. <p>Seats and Registration Cost: Limited seats!! Total number of seats: 30</p> <table border="1"> <thead> <tr> <th>Category</th> <th>Fees (Rs)</th> </tr> </thead> <tbody> <tr> <td>VC incubatees</td> <td>5000/-</td> </tr> <tr> <td>Micro/small enterprises, start-ups, individuals; Non-profit/R&D/academic orgs</td> <td>5000/-</td> </tr> <tr> <td>Others including medium/ large enterprises</td> <td>20000/-</td> </tr> </tbody> </table> <p>*Courtesy of BIRAC and BRBC, scholarships for eligible candidates are available:</p> <ul style="list-style-type: none"> 100% waiver of registration fee (Maximum: 20 seats) against refundable deposit Up to 5 travel-ships available on merit-cum-need basis of Rs.5000 reimbursement of travel and stay costs on actuals <p>Eligibility criteria for BRBC scholarships: All BIRAC grantees (individuals or micro/small entities; not medium or large entities) are eligible. Preference: Startup companies (LLC/PLC) vs individuals if we receive more than 30 applications. Organizers reserve the right to select participants so as to optimize the group for better interaction and ensure benefit to as many startups as possible. NOTE: Registration closes once 30 seats are full or on 24 Nov 2018 (whichever comes sooner). Fees paid is not refundable and non transferable under any circumstances</p>	Category	Fees (Rs)	VC incubatees	5000/-	Micro/small enterprises, start-ups, individuals; Non-profit/R&D/academic orgs	5000/-	Others including medium/ large enterprises	20000/-
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Introduction

BRBC is a resource intensive center set up by BIRAC at Venture Center. Through its diverse initiatives, BRBC aims to significantly impact the translation of high quality innovative ideas across diverse ecosystems into viable and sustainable business enterprises.

Venture Base Camps are focused theme based workshops that aims to help startups and entrepreneurs achieve specific and key goals in their company. The theme for this camp is IP and Licensing Strategy.

The VBC will have three tracks:

Tracks	For whom
TRACK 1: In-Licensing; Clarity in ownership clarity; FTO	Early stage startups inducting technology into their company. Companies planning collaborations.
TRACK 2: IP portfolio planning and IP landscaping.	Companies/innovators in the middle of their POC and prototyping work (early TRL levels) who are thinking through their IP strategy and planning their IP portfolio.
TRACK 3: Out-licensing, technology transfer and valuation	Companies/ innovators at higher TRL levels planning on out-licensing their technology or planning a technology sale.

End point of this workshop: Go home with an **IP and Technology Strategy Roadmap** for your innovation or startup.

Workshop Outline

Workshop shall consist of:

- Talks, classroom sessions and Q&A sessions
- Workshop mode sessions
- One on one mentor meetings
- Roadmap preparation by participant and presentation to mentors

Workshop includes

- Workshop includes tea, snacks and lunch at the Innovation Café
- Membership in mailing list to follow-up on workshop and intimation of relevant events/ funding/ opportunities from Venture Center.
- Access to a restricted website with links to key resources for institutes to set up incubation centers
- One-year free reference membership to Venture Center Library (<http://www.vcenterlibrary.org/>)

Workshop excludes

***Please note, the participants will have to arrange for their own travel, local transport and accommodation and dinners. For more information on Pune city, travel, transport and stay options, see <http://www.venturecenter.co.in/puneguide/>**



Workshop Outline

DAY 1: CONCEPTS | 27 Nov 2018 | Tuesday

Time	Duration	Session title	Lead
0900-0930	30 min	Registration	
0930-1100	90 min	Session 1: Overview – Practical IP and Technology Strategy for Startups	Premnath V
1100-1130	30 min	Tea break	
1130-1300	90 min	Session 2: Knowhow mapping; Technology gaps; FTO; In-licensing	Jaya Murthy
1300-1400	60 min	Lunch break	
1400-1530	90 min	Session 3: IP landscaping; IP strategy and portfolio planning	Nitin S Tewari
1530-1600	30 min	Tea break	
1600-1730	90 min	Session 4: TRLs, Technology assessment, Marketing, Valuation, Out-licensing/ sale	Kaushik Gala
1730-1900	90 min	Open house: Discovery of key needs of participating startups	Priya Nagaraj Nikita Jhaveri
1900 onwards		Dinner (hosted by Venture Center)	

DAY 2: WORKSHOP: TOOLS, METHODS, TEMPLATES (3 Tracks) | 28 Nov 2018 | Wednesday

Time	Duration	TRACK 1: Knowhow mapping; Technology gaps; FTO; In-licensing; Ownership	TRACK 2: IP landscaping; Patenting; IP strategy and portfolio planning	TRACK 3: TRLs, Technology assessment, Marketing, Valuation, Out- licensing/ sale.
0900-0930	30 min	Recap and planning for the day Aushutosh Prachand	Recap and planning for the day Archana Joshi	Recap and planning for the day Vidula Walimbe
0930-1100	90 min	Knowhow mapping; Technology gaps Mohan G Kulkarni	IP landscaping and searching Nitin Tewari	Assessing technology Vidula Walimbe Premnath V
1100-1130	30 min	Tea break	Tea break	Tea break
1130-1300	90 min	Freedom to operate Sneha Kanitkar	Patenting Srividya Ravi	Valuation Magesh Nandagopal Q &A with Premnath V
1300-1400	60 min	Lunch break	Lunch break	Lunch break
1400-1530	90 min	In-licensing technology Nihal Kothari	Planning your claims, sequence, jurisdictions Srividya Ravi	Technology Marketing Vandana Sarda
1530-1600	30 min	Tea break	Tea break	Tea break
1600-1730	90 min	Getting clarity in ownership and NBA obligations Rujuta Phadke	IP strategy and portfolio planning Jaya Murthy	Out-licensing/ sale Vandana Sarda



Workshop Outline (continued)

DAY 3: WORKSHOP: ONE-ON-ONE MENTORING | 29 Nov 2018 | Thursday

Time	Duration	TRACK 1: Knowhow mapping; Technology gaps; FTO; In-licensing; Ownership	TRACK 2: IP landscaping; Patenting; IP strategy and portfolio planning	TRACK 3: TRLs, Technology assessment, Marketing, Valuation, Out-licensing/ sale.
		In-house mentor: Ashutosh Prachand	In-house mentor: Archana Joshi	In-house mentor: Vidula Walimbe Sneha Kanitkar
		Senior Mentor Nitin S Tewari	Senior Mentor Srividya Ravi	Senior Mentor Premnath V
0900-0930	30 min	Recap and planning for the day	Recap and planning for the day	Recap and planning for the day
0930-1100	90 min	Mentoring slots. Work at your station when not in mentoring.	Mentoring slots. Work at your station when not in mentoring.	Mentoring slots. Work at your station when not in mentoring.
1100-1130	30 min	Tea break	Tea break	Tea break
1130-1300	90 min	Mentoring slots. Work at your station when not in mentoring.	Mentoring slots. Work at your station when not in mentoring.	Mentoring slots. Work at your station when not in mentoring.
1300-1400	60 min	Lunch break	Lunch break	Lunch break
1400-1530	90 min	Mentoring slots. Work at your station when not in mentoring.	Mentoring slots. Work at your station when not in mentoring.	Mentoring slots. Work at your station when not in mentoring.
1530-1600	30 min	Tea beak	Tea beak	Tea beak
1600-1730	90 min	Mentoring slots. Work at your station when not in mentoring.	Mentoring slots. Work at your station when not in mentoring.	Mentoring slots. Work at your station when not in mentoring.



DAY 4: ROAD MAP FINALIZATION | 30 Nov 2018 | Friday

Time	Duration	TRACK 1: Knowhow mapping; Technology gaps; FTO; In-licensing; Ownership	TRACK 2: IP landscaping; Patenting; IP strategy and portfolio planning	TRACK 3: TRLs, Technology assessment, Marketing, Valuation, Out-licensing/ sale.
		Panel: Nitin S Tewari Sneha Kanitkar Ashutosh Prachand	Panel: VV Panchanadikar Shantha Shankar Archana Joshi	Panel: V Premnath M V Shankar Vidula Walimbe
0900-0930	30 min	Recap and planning for the day	Recap and planning for the day	Recap and planning for the day
0930-1100	90 min	Presentation slots 5 X 15 min each	Presentation slots 5 X 15 min each	Presentation slots 5 X 15 min each
1100-1130	30 min	Tea break	Tea break	Tea break
1130-1300	90 min	Presentation slots 5 X 15 min each	Presentation slots 5 X 15 min each	Presentation slots 5 X 15 min each
1300-1330	30 min	Closure		
1330-1430	60 min	Lunch	Lunch	Lunch
1430-1630	120 min	Open house clinics		
		Room 1	Room 2	Room 3



Anchor Faculty and Venture Base Camp Director



Jaya Murthy

Jaya Murthy Consultant

Scientist with extensive experience of work with many technologies, including Chemicals, Energy, Materials, Catalysts, Polymers and Engineering; with transferable expertise and skills and has global experience in the diverse aspects of Innovation, Intellectual Property (IP), Contracts, Technology Commercialization, Advisory, Competitive & Market Intelligence, Strategy & Operations. Listed in 'Top 100 Powerful Women in Law' by World IP Forum. Frequent speaker at national and international conferences and events; Publications in national and international journals. Registered US Patent Agent. Contributed to humanitarian-based agricultural technologies patent landscape projects for PIPRA (at UC-Davis), which helped a member win a \$3 million funding to improve the nutritional needs in sub-Sahara countries of Africa.



Premnath V

Premnath V

Founding Director - Venture Center and Head, NCL Inovations

He holds a B.Tech. from the Indian Institute of Technology - Bombay and a Ph.D. from the Massachusetts Institute of Technology, USA. He has also been a Chevening Technology Enterprise Fellow with the Centre for Scientific Enterprises, London Business School and Cambridge University, UK. He brings with him considerable experience in technology development and commercialization, working with start-up companies (in Cambridge-UK and India) and engaging with large corporations on research and consulting projects as project leader.

Editor of Courseware



Shantha Shankar

Shantha Shankar

Ph.D in Materials Science from Indian Institute of Science, Bangalore. Her areas of expertise include advanced materials and nanotechnology. She has worked for General Electric, Global Research and is trained in patent analytics, drafting and prosecution. She has worked with various start-up companies in technology, IP and innovation consulting space.

Faculty/ Mentors (in order of last names; alphabetical order)



Kaushik Gala





Kaushik Gala

IP Commercialization, Tata Consultancy Services

He has twenty years of work experience as a software licensing, IP commercialization, B2B business development & technology venturing professional, including stints in US & India at multi-national companies, government-supported organizations, boutique consulting firms and tech startups. He holds a BE (Instrumentation & Control), MS (Electrical Engineering with minor in Computer Science) and MBA degrees from India and the US. His software IP, new product development & technology monetization skills have been honed at Tata Consultancy Services (Indian IT industry's pioneer in IP-led growth), Freescale Semiconductor (a US company with 5000+ patents) and IPVALUE (a Silicon Valley venture that has generated \$100Ms+ in licensing revenue for clients). This is complemented by experience in venture incubation & seed funding at the Entrepreneurship Development Center, and cross-border B2B business development at AcceleratorIndia. As CBO at CSIR-Tech, he worked closely with the BoD to conceptualize structure and lead fund-raising efforts for a unique, science-focused VC fund – besides managing P&L for technology transfer. Currently, he supports software IP valuation & licensing, new product development, business governance for non-linear initiatives, and co-innovation partnerships at TCS. With a keen understanding of technology-driven businesses and markets, I've driven

	<p>operations, sales and fund-raising for early-stage, science & software startups. I have co-founded a venture in India, built and leveraged professional networks at the CXO and Board of Director levels, and built the aptitude to work across industries such as software, semiconductors, LCDs, ICT, cleantech, biotech and advanced engineering.</p> <p>New Product Development</p> <ul style="list-style-type: none"> * Helped conceptualize & roll-out a framework for R&D-driven new product development and introduction, with focus on software - and the requisite processes, collateral, IP contracting models, IP clauses under MSAs - SoWs, management reports, etc. * Advised product teams & evaluated software assets on technology & go-to-market readiness for non-linear revenue initiatives <p>Software IP Valuation & Licensing</p> <ul style="list-style-type: none"> * Developed IP valuation / commercialization models for software IP assets of varying maturity, starting with idea/patents to full-fledged software solutions * Aided Corporate Legal in the structuring of licensing contracts for early-stage software IP assets, to enable PoC/Pilot engagements, pilot deployments, and commercial contracts * Explored novel models for software IP monetization to leverage the adoption of SaaS, AI/ML, APIs, IoT frameworks, etc. <p>IP Partnerships</p> <ul style="list-style-type: none"> * Analyzed & developed IP models for domestic & foreign co-innovation network engagements, including creation / ownership / usage / commercialization of IP and IPR * Supported Corporate Legal in the negotiation & execution of IP-led partnerships with co-innovation ecosystem, particularly top-tier academic/R&D institutions in India and globally * Drove the development of a management tool for tracking the complete IP lifecycle of academic & startup partnerships, from sponsored/collaborative research engagements to IP-led engagements with startups <p>Software IP Management</p> <ul style="list-style-type: none"> * Participated in the development & deployment of processes for IP risk management and business governance * Advised on strategic filing of software patents in foreign jurisdictions and focused technology/business areas * Assisted Corporate Finance in regulatory (OECD BEPS) reporting of IP/intangible assets
	<p>Nikita Jhaveri Project Associate – BRBC – BIRAC Regional Bio-Innovation Center</p> <p>P.S.M. (Professional Science Masters) in Biotechnology from University of South Carolina; M.Tech in Biotechnology from D.Y.Patil University, India B.Sc in Biotechnology from Mumbai University (Ruia College), India 9+ years of experience spread across Research Labs, teaching and assessments.</p>
 <p>Archana Joshi</p>	<p>Archana Joshi Asst. Manager, IPFACE</p> <p>Intellectual Property, Patent drafting, IP Training programs and workshops Registered Patent Agent at Indian patent Office Previously, Project Assistance-III at CSIR- URDIP M.Sc. in Organic Chemistry from Pune University P.G. Diploma in Patents Law from NALSAR University(Hyderabad)</p>

 <p>Sneha Kanitkar</p>	<p>Sneha Kanitkar Registered Patent Agent</p> <p>Sneha holds a B.Pharm from Pune University and later was conferred a Post Graduate Diploma in IPR. She has worked at CSIR-NCL as a Scientist Fellow in the IP Group and as an IP Associate at IPFACE at Venture Center, Pune.</p> <p>She is a registered patent agent and has vast experience in Patent Analytics, Patent Drafting, Patent Informatics & Data Management Systems. She has a good understanding on the topical themes in Intellectual Property.</p>
 <p>Nihal Kothari</p>	<p>Nihal Kothari Associate Partner, LegaLogic Consulting</p> <p>Nihal has eleven years of hands on experience with an expertise spread over numerous fields including international technology and commercial contracts, having worked with reputed organizations. Nihal has negotiated wide range of international and domestic commercial contracts, negotiating intellectual property licensing deals, and has advised on various legal aspects related to human resources, real estate and dealing with issues related to intellectual property right.</p> <p>Nihal leads the global commercial contracts team and advisory practice at LegaLogic. Nihal previously worked with Persistent Systems Ltd., based in Pune and Geometric Limited, based in Mumbai and Pune for more than six years. He also has experience of working with a solicitors' firm. Nihal has acted as a judge in various law schools and colleges in Pune and has presented workshops on Right to Information Act (RTI), international privacy laws at national level.</p>
 <p>Priya Nagaraj</p>	<p>Dr. Priya Nagaraj Bio incubation Manager, Venture Center</p> <p>Priya holds a Ph.D. in Cell Biology from University of Virginia, USA. She worked with Advinus Therapeutics Ltd, a pharmaceutical drug discovery company for over 5 years. She has research experience in biochemistry, cell biology, developmental biology, molecular biology and drug discovery.</p>
 <p>Magesh Nandagopal</p>	<p>Magesh Nandagopal Scientist, NCL Innovations, CSIR-NCL, Pune</p> <p>Magesh works as a Scientist and Technology Manager in NCL Innovations – a division of CSIR's National Chemical Laboratory, Pune. He manages the large pool of technologies resulting from this lab, works with partners in taking technologies to the market, and is involved in creating technology based start-ups. He has advised over 100 innovators and entrepreneurs in funding, start-up creation, business planning and other issues. Magesh has a PhD (in Polymer Science) and an MBA (in Finance) - both from the University of Connecticut, USA. And recently attended the Chevening Rolls-Royce Science and Innovation Leadership Fellowship (CRISP) 2017.</p>
 <p>Vinita Panchanadikar</p>	<p>Vinita Panchanadikar Scientist, NCL Innovations</p> <p>Dr. Vinita obtained a PhD in Microbiology and later obtained a Post Graduate diploma in IPR from NALSAR. Previously she has worked as a Project Leader for Biotechnology related projects at NCL and RRL-Bhubaneshwar. Currently she works at NCL-Innovations and Scientist and oversees IP-related activities of CSIR-NCL.</p>
 <p>Rujuta Phadke</p>	<p>Rujuta Phadke Senior Legal Advisor & Patent Attorney, LegaLogic Consulting</p> <p>Education: Bachelor of Laws; Bachelor of Pharmacy; Post Graduate Diploma in Law on Intellectual Property Rights; Certification in Intellectual Property Rights Law, Singapore</p> <p>Certified Patent Agent (India)</p> <p>Rujuta has over five years of experience in Patent Law and Practice. She is a registered patent agent of India and an advocate. Her core work areas include drafting and filing provisional and complete applications in India and abroad; conducting prior art searches, novelty searches, patentability searches; carrying out</p>




	<p>infringement analysis and prosecuting patent applications in geographies such as India, USA, Europe, China, Japan, Korea, Chile, Columbia, Israel, Portugal and Saudi Arabia.</p> <p>Over the years, Rujuta has gathered the competence in dealing with inventions belonging to technologies as diverse as polymers, mechanical devices, chemicals, software, herbaceuticals, architecture, engineering and construction, food products, medicine, alternative medicine and medical devices, besides pharmaceuticals.</p> <p>Rujuta is also actively involved in filing and prosecuting copyrights, designs and trademark applications for the firm. Her current role in the firm includes driving the patents practice and managing the overall intellectual property practice of the firm.</p>
 <p>Ashutosh Prachand</p>	<p>Ashutosh Prachand IP Analyst at IP Facilitation Center, (IPFACE), NCL Innovation Park</p> <p>Pursuing “Introductory Course on IPR” from WIPO (World Intellectual Property Organization), Geneva and has completed PG Diploma in Patents Law from NALSAR University, Hyderabad prior to that completed PGDM Biotechnology Management from MITCON Institute of Management, Pune and holds B.Sc. Biotechnology from University of Pune.</p>
 <p>Srividya Ravi</p>	<p>Srividya Ravi IP Attorney, Gnanlex, Pune</p> <p>Srividya Ravi is a Masters in Pharmaceutical Sciences and a PG Diploma in Patents Law, and is currently pursuing a Doctoral degree. She has worked in the pharmaceutical industry for over 12 years in various sectors such as QC, QA, Formulation Development, Projects, Audits, Documentation and so on. She is serving in the field of IPRs for the last nearly ten years, mainly in an inventor facing role. Currently she handles the CSIR-NCL account of the Pune office of Gnanlex. She has been a resource person for various IPR seminars and lectures at both national and international levels.</p>
 <p>Nitin S Tewari</p>	<p>Nitin Tewari Scientist, Intellectual Property Group, NCL and Mentor, IP Facilitation Center, Venture Center.</p> <p>Dr Nitin S Tewari is Scientist at the Intellectual Property Group at CSIR-National Chemical Laboratory, Pune, India, The IP Group is one of India’s leading IP management groups with around 120 new filings a year and a portfolio of 1500 patents. At NCL, she is responsible for all agreements governing IP ownership, IP portfolio planning and drafting/ prosecution of special cases. Dr Nitin Tewari hold a PhD in Biomedical research, a registered Indian Patent agent and is a WoS-C Fellow of DST.</p>
 <p>Vidula Walimbe</p>	<p>Vidula Walimbe Intellectual property, Patents, IP commercialization.</p> <p>Ph.D in Law from Symbiosis International. Her areas of expertise include Intellectual property, Patents, IP commercialization. She worked as IP Associate at IP-Facilitation Center. Holds Post Graduate Diploma in IPR and is a Biologist by training. She was associated with CSIR's URDIP and worked as IP-manager for an Indian Pharma Company.</p>



About the Organizers

	<p>BIRAC Regional Bioinnovation Centre (BRBC) is the third regional centre of BIRAC and is located in Venture Center. BRBC aims to fill up key innovation ecosystem gaps for bio-based industry sectors and thus significantly impact the translation of high quality innovative ideas into viable and sustainable business enterprises. Some key BRBC initiatives are Venture Mentoring Service; Venture Base Camps; Regulatory Information and Facilitation Centre; Bio Incubation Practice School More on: http://www.brbc.venturecenter.co.in/</p>
	<p>IPFACE aims to promote awareness and adoption of intellectual property rights amongst entrepreneurs and MSMEs in India while also making accessible high-quality IP services and resources. IPFACE is a project of the Venture Center supported by the Ministry of Micro, Small and Medium Enterprises, Government of India and National Chemical Laboratory, Council of Scientific and Industrial Research, India. More on: http://www.ipface.org</p>

Supported by

	<p>Biotechnology Industry Research & Assistance Council is a non-profit company created by the Department of Biotechnology (Government of India) with a mandate to develop the national ecosystem for biotechnology innovation and entrepreneurship and provide targeted support to innovators and entrepreneurs. For more information about BIRAC: www.birac.nic.in</p>
	<p>Venture Center is India's largest inventive enterprises and scientific business incubator. Venture Center is a technology business incubator hosted by CSIR-NCL and supported by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB) and BIRAC. For more information, visit www.venturecenter.co.in</p>
	<p>The National Chemical Laboratory, India is a research, development and consulting organization with focus on chemistry and chemical engineering. It has a successful record of research partnership with industry. NCL Innovations is resource center of NCL that supports, promotes and champions the cause of technology innovations within NCL. More on: http://www.nclinnovations.org/</p>