



**City Camp**  
**Essentials of Scientific Entrepreneurship**  
 - Organized by BRBC -

<b>Potential gains</b>	<ul style="list-style-type: none"> <li>• City Camps are 2 day workshops introducing key aspects of science and technology based entrepreneurship. It is aimed at aspiring entrepreneurs who wish to get a broad overview of how to start and run a technology based enterprise.</li> <li>• The City Camp organized by BRBC at PERD will be covering topics of raising money, tech transfer, company formation, inventive problem solving, IP, regulatory concerns, networking and pitching.</li> <li>• Sessions include classroom learning, Q&amp;As, discussions with mentors/experts and help desks.</li> </ul>
<b>Organized by</b>	<ul style="list-style-type: none"> <li>• BIRAC Regional BioInnovation Center @ Venture Center (BRBC)</li> </ul>
<b>Supported by</b>	<ul style="list-style-type: none"> <li>• BIRAC</li> <li>• Venture Center</li> <li>• B V Patel Pharmaceutical Education and Research Development Center (PERD) Bioincubator</li> </ul>
<b>For whom</b>	<ul style="list-style-type: none"> <li>• Incubatees at PERD</li> <li>• Open to all budding scientific startups and entrepreneurs</li> <li>• Potential entrepreneurs (Researchers, students, clinicians)</li> <li>• Inventive enterprises and science based startups</li> </ul>
<b>When</b>	<b>(Monday-Tuesday) 21-22 Jan 2019   Time: 0900-1730</b>
<b>Where</b>	B V Patel Pharmaceutical Education and Research Center (PERD) Near Sola Bridge, Sarkhej - Gandhinagar Highway, Thaltej, Ahmedabad, Gujarat 380054
<b>Contact</b>	<b>Technical queries:</b> Nikita Jhaveri   020-25865877/75/76 <a href="mailto:nikita@venturecenter.co.in">nikita@venturecenter.co.in</a>
<b>Registration</b>	<p>Registration Process:</p> <ul style="list-style-type: none"> <li>• Step 1: Interested participants need to fill the registration form at the following link. <b>Register online at: <a href="http://bit.ly/camp-perd">http://bit.ly/camp-perd</a></b></li> <li>• Step 2: Email invite will be sent post screening of registration details.</li> </ul> <p>Seats and Registration Cost: Limited seats!! Total number of seats: 45</p> <p>Courtesy of BRBC, there will be <b>NO</b> registration fees.</p>



## Introduction

Venture Center is India's largest inventive enterprises and scientific business incubator. It is the winner of the National Award for TBI, 2015 and AABI's Incubator of the Year Award 2018. Venture Center is home to the pioneering Lab2Mkt™ program that focuses on creating spinouts from publicly funded R&D organizations.

BRBC (BIRAC Regional Bio innovation Center) is a resource intensive center set up by BIRAC (Biotechnology Industry Research Assistant Council) 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. One such initiative of BRBC is conducting City Camps.

The purpose of the City Camps is to support the entrepreneurship promotion / awareness creation activities of an upcoming incubator. City Camps are focused workshops that aim to help startups and entrepreneurs achieve specific and key goals in their company. The city camps will focus on topics of Innovation & IP, Value proposition and business model, nuts and bolts of starting and running a company, business plan and financial simulation, raising money and funding landscape.

End point of this workshop: Go home with an understanding of the processes involved in setting up a company

## Workshop Outline

Workshop shall consist of:

- Talks
- Q&A sessions
- Help desks

## Workshop includes

- Workshop includes tea/coffee and lunch
- All refreshments arranged at PERD



## Workshop Outline

Day 1: 21 Jan 2019			
Time	Duration	Session title	Lead
0900 - 0930	30 min	Registrations	
0930 - 1030	60 min	Session 1: <ul style="list-style-type: none"> <li>Welcome and introduction: (10 min)</li> <li>Introduction to Venture Center: (10 min)</li> <li>Introduction to PERD: (10min)</li> <li>Introduction to Business and Scientific entrepreneurship: (30 min)</li> </ul>	Premnath V Neeta Srivastava Premnath V
1030 - 1100	30 min	Tea break	
1100 - 1230	90 min	Session 2: <ul style="list-style-type: none"> <li>Essentials of a tech development plan. Tech derisking</li> <li>Value proposition, positioning</li> <li>Pitching and elevator pitch</li> </ul>	Priya Nagaraj
1230 - 1330	60 min	Lunch break	
1330 - 1500	90 min	Session 3: <ul style="list-style-type: none"> <li>Basics for finances</li> <li>Financial simulation</li> </ul>	Sujata Bogawat
1500 - 1530	30 min	Tea break	
1530 - 1600	30 min	Session 4: Best practices in grant writing and fund raising:	Priya Nagaraj
1600 - 1730	90 min	Session 5: Help desks for: <ol style="list-style-type: none"> <li>Funding Programs</li> <li>Scientific Services</li> </ol>	Priya Nagaraj Sujaya Ingle

Day 2: 22 Jan 2019			
Time	Duration	Session title	Lead
0900-0930	30 min	Registration	
0930-1000	30 min	Session 6: Funding opportunities by Gujarat State	Anand Bhadalkar
1000-1100	60 min	Session 7: Insights and experiences from entrepreneurs- Moderated Panel Discussion	Premnath V
1100-1130	30 min	Tea break	
1130-1300	90 min	Session 8: Essentials of Intellectual property and IP strategy	Archana Joshi
1300-1400	60 min	Lunch break	
1400-1445	45 min	Session 9: Introduction to Medical Products Regulations in India	Navnath Kadam
1445-1530	45 min	Session 10: <ul style="list-style-type: none"> <li>Typical journey of a new company</li> <li>Business planning and business plan</li> </ul>	Premnath V
1530-1600	30 min	Tea break	
1600-1730	90 min	Session 11: Help desks for: <ol style="list-style-type: none"> <li>IPFACE</li> <li>Regulatory Information &amp; Facilitation Center</li> </ol>	Archana Joshi Navnath Kadam



### Faculties/Speakers /Panelists/Mentors (in alphabetical order of last names)



**Anand Bhadalkar**

**Anand Bhadalkar**

**Positions held:**

- Director, Savli Technology and Business Incubator: Oct 2017 onwards
- Joint director (Business development) at GSBTM, DST, GoG (redesignated from Sector Specialist-Group A): April 2004 onwards
- Coordinator, DSIR-GSBTM\_TOCIC (centre awarded by DSIR, GoI till 12<sup>th</sup> V-Year Plan Period)

**Education:**

- B.Sc. (Microbiology), S. P. University, GOLD MEDAL
- M. Sc. (Microbiology), M. S. University of Baroda | Qualified CSIR-UGC NET
- Ph.D. (Biosciences-Microbiology) | SPGDMM | DIM |
- MBA (M) | Certif. Course in IPR, WIPO, Geneva | PGDFM

**Professional Trainings& Interests:**

- Biotechnology Entrepreneurship & Bio-Business Incubation
- Technology Management – IPR, Technology Transfer, Capacity Building
- Biotech HRD
- Reforms& Development Management

**Linkedin:** <https://www.linkedin.com/in/dr-a-n-bhadalkar-4a5bb52/?originalSubdomain=in>



**Sujata Bogawat**

**Sujata Bogawat**

**Senior Partner, Baheti & Somani**

Chartered Accountant and MBA with over 17 years of experience in consulting, managing compliance and financial matters of manufacturing and services industries; including start-ups and not-for-profit companies. Specialties:- Startup Consulting; Outsourced CFO; Financial Management & Accounting ; Legal, Taxation & Regulatory Compliance ; Venture Capital & other Fund Raising ; Operations and General Administration.



**Sujaya Ingale**

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**Lab Manager-Venture Center**

Sujaya leads scientific Initiatives team at Venture Center. She manages scientific and prototyping resources, facilities, services and ensures Environment Health and Safety compliance at Venture Center. She is M.Sc in Microbiology from Pune University. She has several years of research experience in biotechnology projects, experience in setting up and oversight of Venture Center's Lab facilities, running and assisting in proof-of-concept projects, and in creating, planning and organizing technical and scientific workshops for life sciences students and scientists.



**Nikita Jhaveri**

**Nikita Jhaveri**

**Project Associate – BRBC – BIRAC Regional Bio-Innovation Center-Venture Center**

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.



**Archana Joshi**

**Archana Joshi**

**Asst. Manager, IPFACE-Venture Center**

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).



**Navnath Kadam**

**Navnath Kadam**

**Asst. Manager at RIFC- Venture Center.**

Navnath Kadam provides leadership to the RIFC at Venture Center, Pune. He regularly advises startups on planning their regulatory roadmap and facility planning. He is developing a suite of services and resources of use to startups. He has multifaceted working experience in managing Quality and Regulatory operations at Medical Device startup Axio Biosolutions Pvt Ltd. He has completed PG Diploma in Entrepreneurship and Business Management from EDI, Ahmedabad and Master of Pharmacy with specialization in Quality Assurance Techniques from Poona College of Pharmacy, Pune.



**Priya Nagaraj**

**Priya Nagaraj**

**Bio incubation Manager-Venture Center**

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.



**Neeta Shrivastava**

**Neeta Shrivastava**

**Assistant Director, PERD**

Dr. Neeta completed her basic education in Plant Sciences from Dr. HS Gour University Sagar, Sagar and The MS University of Baro,da Vadodara. She retrained herself in Phytochemistry, phytopharmacology and Biotechnology during her profession. She has 65 publications to her credit which includes research articles, review articles, book chapter monographs, and general articles. She has guided more than 30 masters' students for dissertation work, and 9 students for doctoral work. She has won Rajanibhai Patel PharmaInnova award for the year 2014-15 in pharmacognosy category. Currently she is Working on Metabolic engineering, DNA Barcoding, Genetic engineering, Role of cell competition in Cancer and Nephrotoxicity.



**Premnath V**



**Premnath V**

**Director, Venture Center | Head, NCL Innovations | Head, IP Group, NCL**


Premnath V is currently the Head, National Chemical Laboratory (NCL) Innovations - the group within NCL charged with the responsibility of championing the cause of technology innovation within NCL. Dr Premnath is also the Founding Director of the Venture Center - a technology business incubator on NCL campus. Dr Premnath is also a Scientist, Polymer Science & Engineering Division at NCL with an interest in technology development for biomedical products. 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 (two successfully commercialized families of products), working with start-up companies (in Cambridge-UK and India) and engaging with large corporations on research and consulting projects as project leader. More information at: [www.premnath.org](http://www.premnath.org)



**About the Organizers**

	<p>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. BRBC Initiatives: Venture Mentoring Service; Venture Base Camps; Regulatory Information and Facilitation Centre; Bio Incubation Practice School More on: <a href="http://www.brbc.venturecenter.co.in/">http://www.brbc.venturecenter.co.in/</a></p>
	<p>PERD Bio-incubator is Biotechnology Industry Research and Assistance Council (BIRAC), Govt. Of India supported incubation facility to nurture pharma, biotechnology, life science, medical devices and healthcare based innovations and startups. PERD Bio-incubator has state-of-art facility along with the mentoring support from industry, academia and business experts. Strategically located in fast developing business area of Ahmedabad PERD Bio-incubator has strong network with hospitals and CROs to translate pharma innovations into product. PERD Bio-incubator is hosted by B.V. Patel PERD Centre - India's first multidisciplinary post graduate research institute dedicated to the pursuits of excellence in pharmaceutical sciences. This provides a perfect research ambiance and expertise to innovation driven budding enterprise. More on: <a href="http://perdcentre.com/">http://perdcentre.com/</a></p>

**Supported by**

	<p>Biotechnology Industry Research &amp; Assistance Council is a new industry-academia interface and implements its mandate through a wide range of <b>impact initiatives</b>, be it providing access to risk capital through targeted funding, technology transfer, IP management and handholding schemes that help bring <b>innovation excellence</b> to the biotech firms and make them globally competitive. For more information about BIRAC: <a href="http://www.birac.nic.in">www.birac.nic.in</a></p>
	<p>Entrepreneurship Development Center (Venture Center) – a CSIR initiative – is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by the Department of Science &amp; Technology's National Science &amp; Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center's focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences &amp; engineering. For more information, visit <a href="http://www.venturecenter.co.in">www.venturecenter.co.in</a></p>