



City Camp
Essentials of Scientific Entrepreneurship
 - Organized by BRBC -

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|------------------------|---|
| Potential gains | <ul style="list-style-type: none"> • 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. • 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. • Sessions include classroom learning, Q&As, discussions with mentors/experts and help desks. |
| Organized by | <ul style="list-style-type: none"> • BIRAC Regional BioInnovation Center @ Venture Center (BRBC) |
| Supported by | <ul style="list-style-type: none"> • BIRAC • Venture Center • B V Patel Pharmaceutical Education and Research Development Center (PERD) Bioincubator |
| For whom | <ul style="list-style-type: none"> • Incubatees at PERD • Open to all budding scientific startups and entrepreneurs • Potential entrepreneurs (Researchers, students, clinicians) • Inventive enterprises and science based startups |
| When | (Monday-Tuesday) 21-22 Jan 2019 Time: 0830-1730 |
| Where | B V Patel Pharmaceutical Education and Research Center (PERD) Near Sola Bridge, Sarkhej - Gandhinagar Highway, Thaltej, Ahmedabad, Gujarat 380054 |
| Contact | Technical queries: Nikita Jhaveri 020-25865877/75/76 nikita@venturecenter.co.in |
| Registration | <p>Registration Process:</p> <ul style="list-style-type: none"> • Step 1: Interested participants need to fill the registration form at the following link. Register online at: http://bit.ly/camp-perd • Step 2: Email invite will be sent post screening of registration details. <p>Seats and Registration Cost: Limited seats!! Total number of seats: 45</p> <p>Courtesy of BRBC, there will be NO 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"> Welcome and introduction: (10 min) Introduction to Venture Center: (10 min) Introduction to PERD: (10min) Introduction to Business and Scientific entrepreneurship: (30 min) | Premnath V Neeta Srivastava Premnath V |
| 1030 - 1100 | 30 min | Tea break | |
| 1100 - 1230 | 90 min | Session 2: <ul style="list-style-type: none"> Essentials of a tech development plan. Tech derisking Value proposition, positioning Pitching and elevator pitch | Priya Nagaraj |
| 1230 - 1330 | 60 min | Lunch break | |
| 1330 - 1500 | 90 min | Session 3: <ul style="list-style-type: none"> Basics for finances Financial simulation | 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"> Funding Programs Scientific Services | Priya Nagaraj Sujaya Ingale |

| Day 2: 22 Jan 2019 | | | |
|--------------------|----------|--|--|
| Time | Duration | Session title | Lead |
| 0830-0900 | 30 min | Registration | |
| 0900-0930 | 30 min | Session 6: Funding opportunities by Gujarat State | Anand Bhadalkar |
| 0930-1100 | 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"> Typical journey of a new company Business planning and business plan | Premnath V |
| 1530-1600 | 30 min | Tea break | |
| 1600-1730 | 90 min | Session 11: Help desks for: <ol style="list-style-type: none"> IPFACE Regulatory Information & Facilitation Center -Certificate collection | Archana Joshi Navnath Kadam Nikita Jhaveri |



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 12th 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

Sujaya Ingale

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.



Jitendra Kaila

Jitendra Kaila, Ph.D

Founder Director at SynZeal Research Private Limited

Completed PhD and Post Doctoral Studies from B. V. Patel PERD Centre, Ahmedabad, and a well known multidisciplinary institute in the country. Possess strong understanding of Pharmaceutical Research and requirements at various phases of development. Expertise in redesigning systems, processes, and products to reduce costs and increase efficiency. Turning around the business, customer development and retention for entering emerging markets and new business applications.

Areas of interest:

- Process Development of Advanced Pharmaceutical Intermediates and API
- Technology Transfer from gm scale to Kg scale
- Design and synthesis of novel heterocycles of biological interest
- New synthetic methodologies for structurally novel and biologically interesting compounds.

Specialties: Organic Chemist, Medicinal Chemist



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.



Ketan Patel

Ketan Patel

Chairman & Managing Director at Troikaa Pharmaceuticals Ltd.

Experienced Chairperson with a demonstrated history of working in the pharmaceuticals industry. Skilled in Pharmaceuticals, Venture Capital, Patent Law, Biotechnology, and Market Research. Strong business development professional with a M.Pharm; Ph.D focused in Medicinal Chemistry and Pharmaceutical Technology from L. M. College of Pharmacy.

More on: <https://www.linkedin.com/in/dr-ketan-patel-10328a43/>



Ravindra Patel

Ravindra Patel

Founder & CEO OmniBRX Biotechnologies Pvt. Ltd.

Ravindra has >10 years of enriched experience in cell culture techniques and process development: adherent & suspension cultures and culture in disposable devices & stirred bioreactors. He is well-versed in operations and troubleshooting of various bioreactor systems. His key skills include designing of disposable bioreactor systems, in-house cell culture media development, Process validation, Risk analysis, Equipment qualification, GMP documentation etc. His core competencies include Cell culture Media Development, Process Development & Process optimization, Design of media and feed screening experiments using DOE tools (JMP 11.0), Bioreactor operating parameter optimization, Process Scale up, characterization and validation, Process technology transfer (TTD) and cGMP manufacturing, implementation of forward integration technologies, etc



Vanita Prasad

**Vanita Prasad
Founder, Revy Environmental Solutions**

Dr. Vanita Prasad is an Environmental Biotechnologist with more than 25 yrs. of experience in related field. Having graduated in Science from University of Delhi, she completed her Master's and Ph.D. in Biotechnology under Department of Biotechnology and Central Scientific Industrial Research fellowships. Dr. Prasad has a long association with the industry as Consultant Scientist while heading R&D functions of various waste management companies. She holds patents for specific innovation in the field of Waste management and Renewable energy. In Aug 2017 she has started her own company "REVY Environmental Solutions Pvt. Ltd."



Prashant Shah

**Prashant Shah
Founder & CEO Oxygen healthcare**

A serial entrepreneur having begun a career with the Strategy group of at Accenture followed by co-founding two companies in the technology and life sciences sector. The second of these companies focused on drug discovery was acquired by a public company. Prashant co-founded o2h Ventures which is involved in seeding, incubating and investing in early stage life science and technology companies. Prashant has a BEng, MSc and an MPhil in Management.



Viranchi Shah

**Viranchi Shah
MD, Saga Laboratories**

Pharm, MBA, PhD. He has a remarkable 22 years experience in Management and QA. A proficient and vigilant visionary; whose efforts propel the firm into a progressive future.



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



About the Organizers

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|  | <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: http://www.brbc.venturecenter.co.in/</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: http://perdcentre.com/</p> |

Supported by

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|  | <p>Biotechnology Industry Research & Assistance Council is a new industry-academia interface and implements its mandate through a wide range of impact initiatives, be it providing access to risk capital through targeted funding, technology transfer, IP management and handholding schemes that help bring innovation excellence to the biotech firms and make them globally competitive. For more information about BIRAC: www.birac.nic.in</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 & Technology's National Science & 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 & engineering. For more information, visit www.venturecenter.co.in</p> |