

Venture Base Camp on

Raising money for your startup

- Organized by BIRAC Regional BioInnovation Center @ Venture Center & NIDHI - EIR – Program Implementation Partner @ Venture Center

Potential gains	<ul style="list-style-type: none"> This event is a Venture Base Camp (VBC). <i>This VBC aims to de-mystify fund raising and help startups chart out their pitch decks, financial simulations and storytelling in 4 intense days.</i> The primary goal is to reduce uncertainties and bring confidence amongst startups on raising money. Booklet of selected templates. The Mentor Mixer segment will allow startups to meet senior mentors. Winner of the Pitching Award on Day 4 will get prizes 								
Organized by	<ul style="list-style-type: none"> BIRAC Regional BioInnovation Center @ Venture Center NIDHI – EIR – PIP @ Venture Center 								
Supported by	<ul style="list-style-type: none"> BIRAC DST – NSTEDB under NIDHI EIR Venture Center 								
For whom	<ul style="list-style-type: none"> CEOs/CTOs of innovative technology startups Individual Inventors and Inventors from R&D institutes, medium/ large enterprises will be considered for Day 1 & Day 2 								
When	4 Days; 4-7 March 2019 Monday – Thursday Time: 9 am – 6 pm								
Where	Lecture Theatre, Venture Center, 100 NCL Innovation Park, Dr. Homi Bhabha Road, Pashan, Pune - 411008								
Contact	Technical queries: Nikita Jhaveri 020-25865877/76 nikita@venturecenter.co.in Logistical queries: Lipika Biswas 020-25865877/76 eventsdesk@venturecenter.co.in								
Registration Details	<p>Limited seats!! Total number of seats: 30</p> <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/VBC-Raisingmoney Step 2: Email invite will be sent post screening of registration details. Step 3: Attendance only on confirmation of payment of registration fee**. Category ‘A’ participants are eligible to get travel/stay fellowship up to 13000 INR. Reimbursement upon presenting receipts. *EIR fellows* in Category ‘A’ are NOT eligible for travel/stay fellowship <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Category</th> <th style="text-align: left;">Fees (Rs)</th> </tr> </thead> <tbody> <tr> <td>A) Venture Center Incubatees, EIR Fellow nominated by NIDHI-TBI, BIRAC Grantees who are small entities, *EIR fellows*</td> <td>1000/-</td> </tr> <tr> <td>B) Micro/small enterprises, startups; Non-profit/R&D/academic orgs; individuals</td> <td>2000/-</td> </tr> <tr> <td>C) Others including medium/ large enterprises</td> <td>10000/-</td> </tr> </tbody> </table> <p>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 27 Feb 2019(whichever comes sooner). **Fees paid is not refundable and non transferable under any circumstances.</p>	Category	Fees (Rs)	A) Venture Center Incubatees, EIR Fellow nominated by NIDHI-TBI, BIRAC Grantees who are small entities, *EIR fellows*	1000/-	B) Micro/small enterprises, startups; Non-profit/R&D/academic orgs; individuals	2000/-	C) Others including medium/ large enterprises	10000/-
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Introduction

Venture Base Camps are high intensity, focused, theme based camps intended to take a startup from point A to point B in their entrepreneurial journey, prior to their execution on key goals of the company.



The focus of this Venture Base Camp is **FUND RAISING**.

This VBC will be useful for early & late stage startups who are in the process of planning and raising funding and investments for their companies

End point of this workshop: Go home with a **roadmap and structure of supporting documents for raising money** for your innovation or startup.

This event organized by: BRBC and NIDHI-EIR PIP.

Workshop Outline

Workshop shall consist of:

- Get **basic fund raising booklet**
- **Talks, classroom sessions and Q&A sessions.**
- **Workshop mode sessions** to help participants in finalizing the roadmap.
- **One on one mentor meetings** to work on your technology.
- **Mentor mixer** to connect mentors and entrepreneurs
- **Roadmap preparation by participant and presentation to mentors**
- Best pitch deck presentations will get **awards**

Workshop includes

- Workshop includes tea, snacks and lunch at the Innovation Café.
- Free membership in mailing list to follow-up on workshop and intimation of relevant events/ funding/ opportunities from Venture Center.
- Free access to a restricted website and/or a workbook.
- One-year free reference membership to Venture Center Library (<http://www.vcenterlibrary.org/>)
- Certificate of Participation will only be given to participants who attend all 4 days of the base camp.

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/>

*** Participants will have to get their own laptops to work on their pitch decks, presentations. (VERY IMPORTANT)**

Prizes for winners

BRBC Prize Vouchers worth Rs.50000 each for 2 candidates, 1 from each Track (Selected by Pitch Evaluation Committee on Day 4)



Workshop Schedule

DAY 1: 04 Mar 2019 – Monday

First half: Fundraising: For what? How much? From where? (0900 – 1300)

Time	Duration	Session title	Lead	Room
0900-0930	30 min	<ul style="list-style-type: none"> Breakfast & Registrations 	Nikita Jhaveri	LT
0930-1030	60 min	Session 1: The Preliminaries <ul style="list-style-type: none"> Developing and sharpening your business case. Charting your company's course and funding needs. Funding landscape and options (3Fs, Grants, Prizes, Equity investments or similar, Loans) 	Premnath V	LT
1030-1100	30 min	Session 2: <ul style="list-style-type: none"> How much money should you aim to raise? 	Srikant Sastri	LT
1100-1130	30 min	Tea break		
1130-1300	90 min	Session 3: <ul style="list-style-type: none"> Structure of a Pitch 	Srikant Sastri	LT
1300-1400	60 min	Lunch break		

DAY 1: 04 Mar 2019 – Monday

Second half: Workshops: Preparing for pitch (1400 -01730)

Time	Duration	Session title	Lead	Room
1400 - 1600	120 min	Session 4: <ul style="list-style-type: none"> Workshop on Business Outline and Financial Simulations <ul style="list-style-type: none"> ➤ Business outline ➤ Financial simulation Share progression charts 	Premnath V/ Shruti Devasthali	LT
1600 - 1630	30 min	Tea break		
1630 - 1730	60 min	Session 5: <ul style="list-style-type: none"> Workshop on "The Art of Story Telling" <ul style="list-style-type: none"> ➤ Putting together your story line Pitching skills 	Srikant Sastri	LT

DAY 2: 05 Mar 2019 – Tuesday
First half: Track based sessions (0900 – 1300)

Time	Duration	Session title	
0830 - 0900	30 min	Breakfast & Registrations (LT)	
0900 - 0930	30 min	Session 6: • “The 1 min elevator pitch” by Srikant Sastri (LT)	
		Track 1: Early stage fund raising: Ideation to Proof of concept (LT)	Track 2: Late stage funding Proof of concept to market (TR)
0930 - 1030	60 min	Session 7A: • Grant writing Priya Nagaraj	Session 7B: • How to go about raising Venture capital Amitabh Shrivastava
1030 - 1130	60 min	Session 8A: • Technology strategy & derisking Manisha Premnath/Premnath V	Session 8B: • Understanding & negotiating term sheets Vaibhav Domkundwar
1130 – 1200	30 min	Tea break	
1200 – 1300	60 min	Session 9A: • Value proposition & product – market fit and positioning Sundara Nagarajan	Session 9B: • Essentials of impact investing Arun V
1300 – 1400	60 min	Lunch break	

PLEASE NOTE THE COLOR CODING FOR YOUR NAMES IN THE SUBSEQUENT PAGES INDICATING THE TRACK YOU WILL BE ATTENDING ON DAY 2.

DAY 2: 05 Mar 2019 – Tuesday
Second half: Mentoring, Mentor mixer (1400 – 2000)

Time	Duration	Room A	Room B	Room C	Room D	Room E	Room F	
		Srikant Sastri (NPO)	Amitabh Shrivastava (CR)	Paritosh Segal (MR)	V Premnath (Office)	Priya Nagaraj (TR)	Sundara Nagarajan (LT)	Arun V (LT)
Internal Facilitator			Shruti				Soma	Smita
1400 - 1440	40 min	Janani V	Parag Muley	Suganthan N	Nikita Gupta	Bharathkumar H	Akshay Dombe	Saiprasad Poyrerkar
1440 - 1520	40 min	Amogh Deshpande	Rajneesh Prasad	Manoj Sanker	Yuvraj Patil	Jyotirmayee Dash	Shaymlal Parikh	Supriyo Sen
1520 - 1600	40 min	Sanjiban Banerjee	Yashwant Chavan	Anup Savale	Amol Jadhav	Sankhajit P	K Karthik	Ganesh Jangir
1600 - 1640	40 min	Kiran Vuppula	Ashwin Shankar	BK Periwal	Sunil Shekar	Shubhendu Dash		Anand Parikh
1640 - 1720	40 min	Mehul Baldwa	Ganesh Jangir	Aditya Kabra	Vibhusha J	Shashank Wagh		Mayur Sanas
1720 - 1740	20 min	Tea break						
1740 - 1920	100 min	Session 7: Mentor Mixer on fund raising: Moderated panel discussion with mentors and senior entrepreneurs (Please see the Mentor Mixer outline provided in the kit for more details) (LT)						
1920 onwards		Dinner at Venture Center						

PLEASE NOTE –
Names marked in green will attend TRACK 1 on DAY 2
Names marked in blue will attend TRACK 2 on DAY 2



Participants NOT in a mentoring session can:

- **Work on their pitches in E Class room**
- **Avail help desk services in Old tinkering lab next to LT**

Parallel Helpdesks (1400 – 1720)

Name	Lead
Table 1: Intellectual Property (patents, trademarks, designs etc)	Archana Joshi/ Ashutosh Prachand, IP Facilitation Center at Venture Center (http://www.ipface.org/)
Table 2: Regulations	Navnath Kadam, Regulatory Information and Facilitation Center (http://rific.venturecenter.co.in/)
Table 3: Financial compliance	Nalini Ramaswamy
Table 4: Legal, ESOPS, SARS, CGAs	Ashish Porwal
Table 5: DSIR Recognition	Priti Rathi
Table 6: Scientific Services, Prototyping	Sayali Kothmire, Edna Joseph, Sujaya Ingale
Table 7: Animation and visual presentation of value proposition, technology etc	Dhruv Paknikar



DAY 3: 06 Mar 2019 – Wednesday
First half: Mentoring (0940 – 1300)

Time	Duration	Room A	Room B	Room C	Room D	Room E
		Srikant Sastri (NPO)	Amitabh Shrivastava (CR)	Paritosh Segal (MR)	V Premnath (Office)	Priya Nagaraj (TR)
Internal Facilitator			Shruti	Soma		
0940 - 1020	40 min	Ajay Shirodkar	Mohit Virmani	Anmol Saxena	Murugan	Dilip Shankar
1020 - 1100	40 min	Mayur Sanas	Janani V	Mayur Sanas	Ritesh Vispute	
1100 - 1140	40 min	Shyamlal Parikh	Anand Parikh	Supriyo Sen	Yatee Gupta	
1140 - 1220	40 min	K Karthik	Sanjiban Banerjee	Murugan	Anmol Saxena	
1220 - 1300	40 min	Yashwant Chavan	Yuvraj Patil		Shashank Wagh	
1300 - 1400	60 min	Lunch break				

PLEASE NOTE –
Names marked in green will attend TRACK 1 on DAY 2
Names marked in blue will attend TRACK 2 on DAY 2

Participants NOT in a mentoring session can:

- **Work on their pitches in E Class room**
- **Avail help desk services in Old tinkering lab next to LT**

Parallel Helpdesks (0940 - 1300)

Name	Lead
Room 1: Intellectual Property (patents, trademarks, designs etc)	Archana Joshi/ Ashutosh Prachand, IP Facilitation Center at Venture Center (http://www.ipface.org/)
Room 2: Regulations	Navnath Kadam, Regulatory Information and Facilitation Center (http://rifc.venturecenter.co.in/)
Room 3: Financial compliance	Nalini Ramaswamy
Room 4: Legal, ESOPS, SARS, CFAs	Ashish Porwal
Room 5: DSIR Recognition	Priti Rathi
Room 6: Scientific Services, Prototyping	Sayali Kothmire, Edna Joseph, Sujaya Ingale
Room 7: Animation and visual presentation of value proposition, technology etc	Dhruv Paknikar

DAY 3: 06 Mar 2019 – Wednesday
Second half: Workshops – Preparing for the pitch (1400 – 1730)

Time	Duration	Session title	Lead	Room
1400 - 1530	90 min	Session 9: Workshop <ul style="list-style-type: none"> • Finalizing your pitch documents & Mini-workshop on simulating a term sheet <ul style="list-style-type: none"> ○ Storyline ○ Pitch deck ○ Financial simulation ○ Share progression chart • 	Premnath V/ Priya Nagaraj/ Shruti Devasthali/ Soma Chattopadhyay/	LT
1530 - 1600	30 min	Tea break		
1600 - 1800	120 min	Preparation of pitches		E Class room



DAY 4: 07 Feb – Thursday

Pitching, closure & prize distribution (0900 – 1700)

Time	Duration		
		Track 1: Early stage fund raising: Ideation to Proof of concept (TR) Panel 1: Priya Nagaraj Manisha Premnath Shruti Devasthali Soma Chattopadhyay	Track 2: Late stage funding Proof of concept to market (RMR) Panel 2: Tushar Gore Sujata Bogawat Paritosh Segal Premnath V Manesh Bhandari (Expected)
0900 - 1200	150 min	Presentation slots 10 X 15 min each (7 min presentation, 8 min comments)	Presentation slots 10 X 15 min each (7 min presentation, 8 min comments)
1200 - 1300	60 min	Lunch	
1300 -1600	150 min	Presentation slots 10 X 15 min each (7 min presentation, 8 min comments)	Presentation slots 10 X 15 min each (7 min presentation, 8 min comments)
1600 -1630	30 min	Review by Panelists	
1630 - 1700	30 min	Closure of VBC and announcement of winners and prize distribution (TR)	



Anchor Faculty and Venture Base Camp Director



Srikant Sastri

Entrepreneur with 2 exits. Board member/Advisor/ Mentor. Digital innovation & Social Enterprise evangelist

Summary

- Successful entrepreneur: Built & sold two large services ventures in India & SE Asia. Presently, Co-founder of AI & Big Data product company.
- Rich experience in incubating new-age ideas & technologies (digital, AI, IoT, biotech), working with young talent and new-age consumers
- Board & leadership experience: Successful M&A strategy as India Chairperson of global corporation. Hands-on experience in building businesses at scale, fund-raising, restructuring, global expansion, and partnerships
- Deep interest in socially-relevant initiatives: Mentoring & angel investing with range of for-profit social enterprises. Grassroots experience of running own not-for-profit

Present Roles

- Co-Founder, *CrayonData, Singapore*
- Chairman, *IIM Calcutta Innovation Park*
- Director, *F.I.R.S.T, IIT Kanpur* (Foundation for Innovation & Research in Science and Tech) Member, *NIDHI Centre of Excellence* Monitoring Committee, CSIR-NCL Venture Center
- Creator, *ChaloStartUp* web series

Education

- B.Tech, Chemical Engineering, IIT Kanpur (1983)
- PGDM (MBA), IIM Calcutta (1985)
- Graduate Certificate in Public Policy, Takshashila Institution (2013)
- Certificate Coursera in Customer Analytics, University of Pennsylvania (2016)

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


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.



Vaibhav Domkundwar
Founder & CEO of Better Inc. | Entrepreneur & Seed Investor | Growth Hacker | Product Geek | Marathoner

I'm a career entrepreneur and have been lucky to have started 2 successful companies - one venture backed startup (Roamware) that was acquired for 9 figures and one bootstrapped (BETTER) that I built from ground up into a profitable tech venture firm with a diverse portfolio of product businesses & angel investments. I've worked on lot of product ideas, failed many times and succeeded a few times where we built customers around the world with a very strong NPS for each of our product companies. I'm a huge fan of growth hacking & am continuously learning how to become an even better marketer. Scale is at the core of everything that we do.

Our angel investment portfolio has grown from a few early bets to a set of 15+ companies with 2 successful exits and several Series A milestones. If you are looking at raising your pre-seed or seed round, please reach out to me via email or ideally a referral.

Linkedin: <https://www.linkedin.com/in/better/>



Tushar Gore

Dr. Gore completed his B.Tech. in Chemical Engineering from the Indian Institute of Technology (IIT) Bombay. He graduated at the top of his class and joined the Ph.D. program at the University of Minnesota. Tushar worked at McKinsey & Company in the US and subsequently headed the marketing strategy group at Novo Nordisk, US, for the Diabetes, Growth Hormone, and Clotting factors businesses. He started and managed the US office of Resonance Laboratories - a niche, private, generic API manufacturer - for 4 years before moving to India to manage the operations in Bangalore till Mar 2018. Presently, he is a Director on the company's board.



Sundara Nagarajan
Managing Director at IndusAge ScaleUp Advisors

Nagarajan is Managing Director of IndusAge ScaleUp Advisors, an advisory platform and practice that helps innovators and investors scale-up technology-based businesses and monetize innovation, globally. He is also Venture Partner with IndusAge Partners, a technology venture capital firm, investing to accelerate the monetization and scaling of disruptive companies. Nagarajan deeply relates to the challenges involved in scaling ideas to deliver business value, owing to his career in computer systems development engineering for over three decades. He is an accomplished senior

technologist with experience in startup initiatives of large global enterprises and early-stage companies. He has performed director-level technical leadership and executive management roles in product development and deployment serving Customers worldwide. His subject matter expertise is in computer systems architecture, data management, and systems/software engineering. As a Technical Director at NetApp and as Distinguished Technologist at HP Enterprise, he contributed to the architecture development of enterprise-class products and solutions. As a member of the founding management team of Philips Innovation Campus and as Director (Systems) at HP, delivered high-volume consumer and enterprise-class products, managing large teams of R&D engineers. As Director-Technology at IPValue, he developed deep knowledge and expertise in the business aspects of innovation and commercializing intellectual property. He co-founded Bluefont Technologies to develop technology for high-bandwidth short-range wireless. Started his career at Wipro, during the early days of Information Technology in India and grew through different roles. Nagarajan holds M.S. (By Research) from the Indian Institute of Technology, Madras and graduate degree in Electrical Engineering from the University of Calicut, India.



Vinay Nathan
CEO of Altizon Systems

Through my professional career I have held multiple roles in engineering, product management, marketing and sales. My areas of interest in technology are Sensor Networks, Mobile Computing, RFID, short range wireless networks and multimedia streaming frameworks. Specialties: Sales, Product Management. My current role as CEO of Altizon Systems helps me dabble in all these areas.






Dhruv Paknikar
Principal Designer at Dhruva Paknikar Luxury Design Pvt. Ltd.

Dhruva specializes in Product Design, Model Making, Concept Generation, Experience Design, and Sketchbook Pro. Earlier he has been Creative Director at Dominix Strategic Design Pvt Ltd. He has graduated from MIT Institute of Design.



Ashish Porwal
Founder and Principal of HREEM LEGAL





Ashish Porwal is a Founder of HREEM LEGAL, a law firm focussed on corporate and transactions practice. He is a practicing Advocate and a non-practicing Certified Investment Banker. Ashish is also a registered Insolvency Professional (registered with the Insolvency and Bankruptcy Board of India) and a member of the Indian Institute of Insolvency Professionals of ICAI.






	<p>Nalini Ramaswamy Nalini Ramaswamy & Co. Chartered Accountants</p> <p>Self-employed in private practice since 1992 in Mumbai, Pune and Hyderabad handling the following activities: Statutory and Tax Audits of small and medium sized Companies, Corporate and Individual Taxation matters, Tax planning for Individual and Corporates, Internal Audits, compliances under the various Acts, handholding for start-ups with respect to their financial requirements, preparing project reports, carrying out due diligence.</p>
	<p>Paritosh Segal Co founder, Sahyog foundation</p> <p>Helping businesses scale rapidly through innovative approaches. Compliment the leadership teams in various areas – from strategic planning to operational execution while constantly focusing on value creation. Bring unique perspectives & value through extensive and deep experience in Sales, Marketing, Services, Business Partner Management, Product & Offerings Management, Innovation and Technology</p> <p>Currently advise few start-ups which are Product & Technology companies. Helping these companies in various areas including visioning, strategic planning, refining and innovating on their offerings, developing business models for revenue, validating market needs, getting initial adopters, development of business plan, fund raising, managing large opportunities, etc.</p> <p>Linkedin: https://www.linkedin.com/in/paritosh-segal-45a611b/</p>
	<p>Amitabh Srivastava Venture Capitalist, Angel Investor, Entrepreneur</p> <p>30+ years as a serial entrepreneur, angel investor, venture capitalist, and as a senior executive with MNCs. Currently, Managing Partner at IAN Fund. Led a nation building initiative to commercialize IP of Indian R&D institutions. Created a SEBI registered AIF Category I fund (India Science Venture Fund). Built a IP/technology transfer company - first of its kind in India.</p> <p>As an entrepreneur, built value for shareholders, and successfully exited several businesses. Raised investments from institutional investors, HNIs and self. Been an independent angel investor, a member of the IAN, and invested in start-ups across varied sectors. Entrepreneur-in-Residence – on behalf of VCs into their portfolio companies, helped derive value with multi-bagger exits. Track record for identifying the right team, the right time to invest and exit in start-ups. Witnessed several deal cycles from investments to exits, with multiple returns. Senior Executive with large MNCs – intra-preneurially built greenfield businesses, in several new geographies, new product lines, etc. Well networked in the entrepreneurial eco-system on, both, the sell and the buy side.</p> <p>Linkedin: https://www.linkedin.com/in/amitabhshrivastava/</p>





**Arun Venkatesan****Social Enterprise Product Enabler**

Arun Venkatesan is the CTO & Health Practice Lead at Villgro Innovations Foundation, leading their health sector investments. He has over 15 years of experience in materials R&D, device development and forward integration of technology into tangible, marketable entities. He has a Ph.D. in Chemical Engineering and has done post-doctoral research in fuel-cell materials development and micro-fuel-cell fabrication. After about 2 decades of product development work in the US, he has been working in the Chennai Area for the last 5 years. He has worked for various small-scale and start-up companies both in the US and India, in a product development capacity leveraging academic research groups and independent development teams. He has extensive experience coordinating development projects using external vendors for rapid turn-around of various product components. His current focus is the development of affordable and sustainable products for BoP. More recently, his teams have successfully commercialized 'Brilliance - A low cost phototherapy device for premature babies' and 'SmartCane - An affordable navigation aid for the visually impaired'. He is also part of three projects in assistive devices funded by Wellcome Trust. He is part of Judging and Design review panels for CII and ASME iShow to evaluate companies and their ideas

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

	<p>Soma Chattopadhyay Incubation Manager</p> <p>Education: M. Sc in Chemistry from Calcutta University Experience: 9+ yrs of industrial research exp (Ex- R&D Division of Cookson Electronics); 6 –Sigma Green belt; ISO9001:2008 auditor Mentoring entrepreneurs and innovators. Business development of various incubation services. Plan events for entrepreneurs,. Plan and operate various networks of advisors/mentors etc. Creating mechanisms to track, report and make visible the impact of Venture Center, Utilization of lab and office space Managing income from services (AIP, Ignition, KickStart)</p>
	<p>Shruti Devasthali Manager – Equity and Grant Portfolio.</p> <p>She is a Chartered Accountant and a certified Financial Risk Manager. She is currently operating seed fund activities for Venture Center and monitoring the investments in Venture Center’s portfolio companies. She is also responsible for mentoring lab2mkt companies on corporate governance; and management of financial and legal matters relating to grant programs. During her previous work engagements Shruti has worked with CRISIL Limited and Dun and Bradstreet Information Services India Private Limited in the areas of credit and financial analysis.</p>
	<p>Sujaya Ingale Lab Manager-Venture Center</p> <p>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.</p>
	<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>Edna Joseph Associate Manager – Analytical Services, Venture Center</p> <p>Edna manages the Analytical Services Facility at Venture Center. She is M.Sc in Organic Chemistry (Pune University) and holds PG Diploma in Patents Law. She has demonstrated knowledge and understanding of many analytical instruments (e.g. Elemental analysis, thermal analysis, chromatography etc.) She has run and assisted in proof-of-concept projects. Many technical and scientific workshops, especially those with hands-on lab exercises with lab instruments have been conceptualized, planned and organized by her.</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>Navnath Kadam Asst. Manager, RIFC</p> <p>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.</p>
	<p>Sayali Kothmire Senior Associate -Protoshop at Venture Center</p> <p>Sayali is Senior Associate -Protoshop at Venture Center. She is B.E.(Instrumentation & Control Engineer) from University of Pune. She is running current facilities in Tinkering Lab. She operates all the instruments in lab, provides training, Plans & executes setting up & maintenance work in Tinkering Lab also involved in creating, planning and organizing technical and scientific workshops & hands-on lab exercises with Tinkering lab instruments.</p>
	<p>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>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>Manisha Premnath General Manager and COO</p> <p>Manisha holds a Ph.D in Biotechnology from University of Pune and Post-doctoral training from University of Cambridge, UK. She has been a Chevening Rolls Royce Science, Innovation, Policy and Leadership Programme (CRISP) Fellow at the Said Business School, University of Oxford, UK during 2015 where she had the opportunity to study technology innovation ecosystems. She has research experience in biotechnology, microbiology, fungal biotechnology, molecular biology and molecular virology. She has experience in planning and setting up of advanced scientific facilities and program management.</p>
	<p>Priti Rathi Manager- Finance & Compliance</p> <p>Chartered Accountant, ICAI; M.Com, University of Pune; Relevant Experience: Finance, accounts and tax compliance; Company Law & other statutory compliance; Project accounts and funds utilization; Financial planning, budgets, financial management; Formal reporting to stakeholders Inputs on strategic decisions</p>
	<p>Premnath Venugopalan Head - NCL Innovations; Director – Venture Center</p> <p>Dr V Premnath is currently the Head, NCL Innovations – the group within National Chemical Laboratory (NCL) charged with the responsibility of championing the cause of technology innovation within NCL. Dr Premnath also provides leadership for the Intellectual Property Group at NCL – one of India’s leading IP management groups based out of research institutions. Dr Premnath is also the 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. Dr Premnath has helped found and be the first Director of Venture Center, CSIR-Tech (a technology commercialization company), Orthocrafts Innovations (degradable synthetic polymer based biomed products start-up) and BiolMed Innovations (silk based biomaterials start-up). Dr. V. Premnath holds a B.Tech. from the Indian Institute of Technology - Bombay and a Ph.D. from the Massachusetts Institute of Technology, USA.</p>



About the Organizers



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/>



Department of Science and Technology (DST) has announced **National Initiative for Developing and Harnessing Innovations (NIDHI)** as an umbrella programme for nurturing ideas and innovations (knowledge-based and technology-driven) into successful startups. **Entrepreneurs-in- Residence (EIR) Programme** is one of the programs introduced under NIDHI to inspire the best talents to be entrepreneurs, to minimise the risk involved in pursuing start-ups, and to partially set off their opportunity costs of high paying jobs. The NIDHI-EIR programme provides tremendous opportunities for innovative entrepreneurs to expand their networks and get critical feedback on their ventures in order to promote their entrepreneurial career goals and aspirations

More on: <http://www.venturecenter.co.in/eir/>

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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



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.

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