



Mentor Mixer on

Fund raising & Business development for MedTech Startups

- Organized by BRBC at Venture Center-

Potential gains	<ul style="list-style-type: none"> This is an opportunity for startup founders to meet and network with Technical experts, Industry professionals, senior entrepreneurs and investors, and vice versa. This event aims to initiate contact, introduce people and catalyze mutually rewarding interactions and relationships.
Sector	<ul style="list-style-type: none"> This Mentor Mixer is focused on Fund raising for MedTech products
Stage of startup	<ul style="list-style-type: none"> Concept/ POC/ Prototype/ sharpening offerings and value propositions Post-prototype/ product ready/ early revenue/ scale-up
Organized by	<ul style="list-style-type: none"> BIRAC Regional BioInnovation Center @ Venture Center (BRBC) IKP Eden
Supported by	<ul style="list-style-type: none"> BIRAC Venture Center
For whom	<ul style="list-style-type: none"> Startup founders and CXO level team members of startups Senior entrepreneurs who have already built companies in the sector Industry and business mentors Investors with an interest in the concerned sector
When	Friday, 05 April 2019 Time: 0745 - 1600
Where	IKP Eden 16, Bhuvanappa Layout, Opp. Forum Mall Tavarekere Main Road, Bangalore 560 029
Contact	Technical queries: Ms Nikita Jhaveri 020-25865877/76 nikita@venturecenter.co.in
Registration & Cost	<p><u>Limited seats:</u> Total number of seats for Mentor Mixer: 30 Total number of slots for Mentoring clinics: 18</p> <p><u>Registration Process:</u></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/MentorMixer-Bangalore Step 2: BRBC team will screen applications and send invites to selected applicants. Step 3: BRBC team will confirm you seat via email on receipt of registrations fee/reference letter from partner letter/recommendation letter from partner incubator Up to 5 travel/stay fellowships of Rs. 5000/- available for BIRAC grantees. Reimbursement upon presenting receipts. <p>A refundable deposit of Rs 1001/- needs to be paid to Venture Center to book a confirmed slot for the Mentoring clinic.</p>



Introduction

Venture Center (<http://www.venturecenter.co.in>) 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 BIRAC Regional Bioinnovation Center (BRBC). More information at: <http://brbc.venturecenter.co.in/>. Under the aegis of the BRBC, Venture Center organizes Mentor Mixers. Mentor Mixers are usually sector focused and emphasize specific themes. Mentor Mixers are opportunities for startup founders to meet and network with senior industry professionals, senior entrepreneurs and investors. These are also opportunities senior professionals and investor to connect with the hottest startups in their field of interest. This event aims to initiate contact, introduce people and catalyze mutually rewarding interactions and relationships.



Via this initiative, Venture Center and BRBC hopes to facilitate productive mentor-mentee relationships in different sectors and different regions of the country. Venture Center plans to launch an online mentoring platform to back-end these mentor-mentee interactions and create facilitating "soft" infrastructure for the same.

Why you should attend?

For Startups:

- Meet potential mentors/ senior entrepreneurs and get advise/ inputs on various themes
- Meet other entrepreneurs/ peers in similar industry spaces

For Mentors:

- Exposure and interaction with a curated group of startups
- Meet and interact with other mentors/investors in the field

Workshop includes

- Workshop will include tea and lunch at



Schedule

Time	Duration	Session title	Speaker
0745 - 0830	30 min	Registration & breakfast	
0830 - 0950	100 min	Session 1: <ul style="list-style-type: none"> • Introduction to the Mentor Mixer (10min) - Priya • Breaking the ice: 2 min elevator pitch by entrepreneurs (2 min X 25 – 50 min) – Priya • Introduction by Mentors (40min) 	Priya Nagaraj
0950 - 1010	20 min	Networking and tea break	
1010 - 1230	140 min	Session 2: <ul style="list-style-type: none"> • Art of pitching and Storytelling (30 min) • Sales & marketing – Practical Insights(20min) • Experience of investing in Life Science Companies (30min) • Moderated panel discussion (60 min) <ol style="list-style-type: none"> 1. Rema Subramanian 2. Amitabh Shrivastava 3. Anand Govindaluri 4. Ravi Sarangapani 5. Kailash Nath Moderated by Srikant Sastri	Srikant Sastri Ravi_Sarangapani_ Anand Govindaluri
1230 - 1300	30 min	Session 3: Tour of IKP Eden facility	
1300-1400	60 min	Lunch break	
1400 - 1600	120 min	Session 4: Mentoring clinics (40 min per slot X 3 slots per room X 6 rooms) <ul style="list-style-type: none"> • Room 1 - Rema Subramanian • Room 2 - Amitabh Shrivastava • Room 3 - Anand Govindaluri • Room 4 - Ravi Sarangapani_ • Room 5 - Srikant Sastri • Room 6 – Kailash Nath 	



Slots for Mentoring Clinic (1400 - 1600)

Serial #	Entrepreneur	Time slot	Mentor	Theme
1		1400 – 1440	Rema Subramanian	Fund raising through investments
2		1440 – 1520		
3		1520 - 1600		
1		1400 – 1440	Amitabh Shrivastava	Fund raising through investments
2		1440 – 1520		
3		1520 - 1600		
1		1400 – 1430	Anand Govindulari	Fund raising through investments
2		1430 - 1500		
3		1500 - 1530		
1		1400 – 1440	Ravi Sarangapani	Sales & distribution
2		1440 – 1520		
3		1520 - 1600		
1		1400 – 1440	Srikant Sastri	Value proposition & business development
2		1440 – 1520		
3		1520 - 1600		
1		1400 – 1440	Kailash Nath	Fund raising through investments
2		1440 – 1520		
3		1520 - 1600		



Speaker Profiles

**Anand Govindaluri****Founder & Chief Executive Officer of Govin Capital, a Singapore-based investment company**

The company focuses on Digital Health, IOT & Technology. He is also the Founder of Govin Academy, Singapore-based company in Entrepreneurship Education & Startup Accelerator India, a venture accelerator in India. Anand has 19 years of active investment management experience in healthcare, life sciences and technology. He has led or co-led more than 55 investments and has 2 Unicorn exits. Anand is a currently member of Singapore-India Chambers of Commerce, Singapore Business Federation & Charter Member of TiE Singapore. He serves as Chairman of the Board of Cialfo (Singapore), Greenline Labs (India), CellBeans Healthcare Informatics (India) & an Advisory Board member of TIE-U University of Hyderabad (India), Right Walk Foundation (India), Dr Kalam Centre (India). He was an Innovation Advisory member (Biomedical Sciences) of the Singapore-MIT Alliance for Research & Technology (SMART), Singapore (2011-2015). Anand is also a recipient of Dr A.P.J. Abdul Kalam Award for Innovation & Entrepreneurship (2016), by the Honourable Governor of Uttar Pradesh, India. Prior to GOVIN, Anand served as the Senior Vice President & Head of the Investment & Spin-Off Management Division at A*ccelerate, Innovation & Commercialisation arm of A*STAR, Singapore (2009-2012). Prior to A*ccelerate, Anand was a member of the Direct Investments Life Sciences team at Temasek Holdings, Singapore (2001-2009). At Temasek Holdings, Anand was active across the value- chain of investments in the healthcare arena - from deal sourcing, to conducting on-site due-diligence, negotiating term-sheets, serving on the boards of companies for strategic development and planning exit strategies. Some of the investments that he executed &/or served on the Board of Directors include - Merlion Pharma (Singapore), Biosensors International (Singapore), TauRx (Singapore), Quintiles (USA), Aptuit Inc (USA), Idun Pharma (USA; acquired by Pfizer), Agilix (USA; acquired by Perkin), Vical (USA), Intercell (Austria), Arpida (Basel), Elbion (Germany), BioVex (USA; acquired by Amgen), Renovo (Manchester), Dr Reddy Labs (India), Medreich (India; acquired by Meji Group, Japan), Matrix Labs (India; acquired by Mylan Labs). Anand received a Doctorate degree in Management (Honoris Causa) from KEISIE International University, South Korea; Master's degree in Business Administration from California State University, East Bay, USA; Master of Science degree from The National University of Singapore, Singapore (NUS Overseas Post-Graduate Research Scholarship) and Master of Science degree in Molecular Biology & Biotechnology from G B Pant University, India (Department of Biotechnology, Government of India Scholarship). He also has a Certificate in IP Commercialization from The Global CONNECT-University of San Diego, USA.

Anand is passionate about art & social service. In his free time Anand helps organise food camps (Annadhan) across Singapore & India.

**Nikita Jhaveri****Project Associate – BRBC – BIRAC Regional Bio-Innovation 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.



Kailash Nath

Senior Associate at Bharat Innovation Fund

Experience:

Bharat Innovation Fund
Unitus Sees Fund
Narayana Hrudayalaya Hospital

Education:

Masters of Business Administration from IIM Bangalore
B Tech in Electronics and communication engg from National Institute of Technology, Karnataka



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.



Ravi Sarangapani

Director, Adler Mediequip (a Smith and Nephew company)

Previously held senior positions for Sushrut / Adler in Product Development, Sales and Marketing, Regulatory affairs.

Accomplished professional with over 25 years in the medical device industry encompassing leadership roles in New Product Development, Quality Management and Regulatory affairs, Marketing, Sales and Business Development. Proven track record of managing the new product development process from conceptualization and market analysis through development, risk management, pre-clinical evaluation, verification and validation, test marketing to commercialization. Outstanding communication talents with proven ability to build and lead highly efficient teams, train technical professionals and to convey complex concepts in understandable terms. Especially skilled at problem analysis and resolution, strategic planning and budget controls. Strong background of interactions with Key Opinion Leaders, customers and trade channels throughout Asia, Middle East, Africa and some areas of Europe.



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



	<p>Education</p> <ul style="list-style-type: none"> • 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)
	<p>Amitabh Srivastava Venture Capitalist, Angel Investor, Entrepreneur 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. 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. Linkedin: https://www.linkedin.com/in/amitabhshrivastava/</p>
	<p>Rema Subramanian Co-Founder, Managing Partner of Ankur Capital Rema cofounded Ankur with a vision to use her multi decade CXO and entrepreneurial experience to bring the tools to young startups to become game changers. She has worked across education and IT/ITES taking young companies from scratch to midsize ventures. She is a cost accountant from ICFAI and when she has spare time she likes to travel and try her hand at growing plants. Ankur Capital is an India focused early stage fund. We invest in startup businesses in agritech, health and education. We are looking at ventures which are at an intersection of technology and solutions, which have a wide market with low income communities. We provide financial and intensive hands on support to create sustainable and scalable ventures. The angel fund will build an eco-system of businesses providing innovative solutions for underserved communities in India.</p>
	<p>Premnath Venugopalan Head - NCL Innovations; Director – Venture Center 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/>



IKP EDEN helps startups build world class products faster. IKP EDEN is a startup incubator for hardware product startups, with a DIY prototyping shop and a wet laboratory, spread across a 25,000 sft building opposite Forum Mall in Koramangala, Bangalore. IKP EDEN is supported under BIRAC's BioNEST program and DST's NIDHI-TBI program. Since 2015, IKP EDEN has supported over 80 startups with product development, and funded 25. Currently, IKP EDEN houses 40 startups working on Med Tech, Biotech, Automation, Renewables, IoT etc.

Supported by



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.

For more information, visit www.venturecenter.co.in