



## 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 BBB,RCB will be covering topics of raising money, tech transfer, company formation, inventive problem solving, IP, networking and pitching.</li> <li>• Sessions include classroom learning, discussions with mentors/experts and Clinics</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>• BBB, RCB</li> <li>• Venture Center</li> </ul>
<b>For whom</b>	<ul style="list-style-type: none"> <li>• Incubatees at RCB and other incubators</li> <li>• Potential entrepreneurs (Researchers, students, clinicians)</li> <li>• Inventive enterprises and science based startups</li> </ul>
<b>When</b>	<b>Monday – Tuesday (29 – 30 July 2019)   Time: 0900-1730</b>
<b>Where</b>	Regional Center for Biotechnology (RCB) 3rd Milestone, Faridabad-Gurgaon Expressway, Faridabad, Haryana 121001
<b>Contact</b>	Technical queries: Dr Priya Nagaraj - Venture Center  020- 25865877/75/76 Nikita Jhaveri – Venture Center   nikita@venturecenter.co.in Natasha Thapa - RCB   +91-129-2848625
<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/citycamp-rcb">http://bit.ly/citycamp-rcb</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 running an incubator.

## Workshop Outline

Workshop shall consist of:

- Talks
- Q&A sessions
- Clinics

## Workshop includes

- Workshop includes tea and lunch at RCB Cafeteria
- All refreshments arranged at RCB Cafeteria



## Workshop Outline

Day 1: July 2019			
Time	Duration	Session title	Lead
0900 - 0930	30 min	Registration	
0930 - 1030	60 min	Session 1: <ul style="list-style-type: none"> <li>Welcome and introduction: (10 min)</li> <li>Introduction to RCB: (10min)</li> <li>Introduction to Venture Center: (10 min)</li> <li>Funding Schemes of BIRAC (30 min)</li> </ul>	Suman Gupta Sudhanshu Vrati Deepika Bhaskar Premnath V Chhaya Chauhan
1030 - 1100	30 min	Tea break	
1100 – 1230	90 min	Session 2: <ul style="list-style-type: none"> <li>Introduction to Business and Scientific entrepreneurship &amp; Creating spin offs from R&amp;D organization: (45 min)</li> <li>Essentials of a tech development plan, Tech de-risking, Value Proposition and Positioning (45 min)</li> </ul>	Premnath V Priya Nagaraj
1230 - 1330	60 min	Lunch break	
1330 -1415	45 min	Session 3: <ul style="list-style-type: none"> <li>Essentials of Intellectual property and IP strategy (30 min)</li> <li>Open forum (15 min)</li> </ul>	Ashutosh Prachand
1415 - 1500	45 min	Session 4: <ul style="list-style-type: none"> <li>Best practices in grant writing and fund raising (30 min)</li> <li>Open forum (15 min)</li> </ul>	Priya Nagaraj
1500 – 1530	30 min	Tea break	
1530-1730	120 min	Session 5: <ul style="list-style-type: none"> <li>One on one mentoring session (30 minutes per session)</li> </ul>	Ashutosh Prachand Priya Nagaraj Premnath V



Day 2: July 2019			
Time	Duration	Session title	Lead
0900-0930	30 min	Registration	
0930 - 1030	60 min	Session 6: <ul style="list-style-type: none"> <li>Basics of finances (30 min)</li> <li>Financial simulation (30 min)</li> </ul>	Premnath V
1030 - 1100	30 min	Tea break	
1100 - 1230	90 min	Session 7 <ul style="list-style-type: none"> <li>Insights and experiences from Entrepreneurs – Panel</li> </ul> Moderator: Premnath V	Panelists: Vivek Chandra Pawan Mehrotra Tushar Vyas
1230 - 1330	60 min	Lunch break	
1330 - 1500	90 min	Session 8: <ul style="list-style-type: none"> <li>Pitching and elevator pitch (30 min)</li> <li>Business planning and business plan (30 min)</li> <li>Open forum (30 min)</li> </ul>	Premnath V
1500 - 1530	30 min	Tea break	
1530 – 1730	120 min	Session 9: <ul style="list-style-type: none"> <li>One on one mentoring session (30 minutes per session)</li> </ul>	Premnath V Amruta Gore Mugdha Lele



A BIRAC - Venture Center Initiative



Ignite. Innovate. Incubate.



United Nations Educational, Scientific and Cultural Organization



BSC BioNEST Bio-Incubator

## Speakers and organizers



### **Sudhanshu Vрати** **Executive Director, RCB**

Dr. Sudhanshu Vрати, an immunologist & microbiologist, is the Executive Director of the Regional Centre for Biotechnology. Known for his studies in the fields of RNA virus replication and vaccine development, Dr. Vрати has given a new dimension to the field of translational Biology. Dr. Vрати is an elected fellow of the National Academy of Sciences, India and the Indian Academy of Sciences. The Department of Biotechnology, Government of India awarded him the prestigious Tata Innovation Fellowship and conferred upon him the coveted National Bioscience Award for his contributions to biosciences.

Passionate about science and microorganisms, he did his M.Sc. in Microbiology from G. B. Pant University of Agriculture and Technology, DIIT in Biochemical Engineering from Indian Institute of Technology Delhi and PhD in Biochemistry from the Australian National University in Canberra. He did his postdoctoral research at CSIRO Molecular Sciences in Sydney. Dr. Vрати has been a visiting scientist at the Pasteur Institute, Paris and a Director on the Board of Bharat Immunologicals and Biologicals Corporation, a Government of India undertaking involved in the manufacture of vaccines and biologicals. Before his appointment as Executive Director, RCB, Dr. Vрати served as the founder dean at the Translational Health Science and Technology Institute (THSTI) where he was actively involved in the clinical development of an oral Rotavirus vaccine.



### **Suman Gupta** **Chief Operations Officer at RCB**

Suman Gupta is the Chief Operations Officer of the Bio-Incubator at Regional Centre for Biotechnology, an academic institution established by the Department of Biotechnology, Govt. of India under the auspices of UNESCO. She did her M.Sc in Microbiology from MSU, Baroda and B.Sc in Microbiology from Ruia college, Mumbai. Her current role is to nurture the entrepreneurs in the area of Biotechnology and provide them the required mentorship to commercialize their research ideas.

Ms. Gupta has been a prudent Drug Discovery scientist, having two decades of rewarding association with premier Pharma Industries such as Ranbaxy and Daiichi Sankyo. She has led several drug discovery projects and has played a key role in finding several clinical candidates leading to Investigational New Drug molecules. She is also an experienced project manager and an expert in managing global collaborations.



### **Malvika Garg** **Intellectual Property Manager-BSC BioNEST Bio-Incubator**

Malvika is the Intellectual property Manager at BBB. She is a registered Patent Agent and has done PG Diploma in Patent Law, NALSAR University. She did her M.Sc in Pharmaceutical chemistry and B.Sc in Biotechnology from Kurukshetra University, Kurukshetra. She is an experienced professional with almost 15 years of research experience with a comprehensive knowledge of drug discovery. She has worked with leading Pharmaceutical organization like Ranbaxy Research laboratories and Daiichi Sankyo India Pharma Pvt. Ltd.



### **Dr. Chhaya Chauhan** **Manager Incubation, BIRAC.**

Chhaya presently leads the BioNEST (Bioincubators Nurturing Enterprises for Scaling Technologies) programme at BIRAC that is mandated to establish Bioincubators across the country for providing supportive and nurturing ecosystem to the Biotech startups. She holds a Phd in Biosciences and has over five years of research experience in the field of Parasitology, Virology and Immunology and has experience of working and implementing National Programmes such as National Polio Surveillance Programme and H1N1 Outbreaks at National Centre for Disease Control, Delhi. She has worked for two years as Manager for the "Make in India" initiative of Government of India for the Biotech sector at BIRAC.



	<p>Her role was focused at facilitating and promoting investments in the Indian Biotechnology sector. She was also responsible for the implementation of the Startup India Action Plan for the Biotechnology sector that endeavors to nurture biotech focused startups in India.</p>
<p><b>Vivek Chandra</b> CEO and Co-founder NGIVD</p>	<p>Vivek brings over 20 years of professional experience in the field of Chemicals, Diagnostics, Pharma and Healthcare. He has a diverse management and leadership experience in Sales and Marketing, Product Development, Strategy and M&amp;A in companies like Ranbaxy, Avantor and Sentiss Pharma. With a strong desire to create a novel company which uses Innovation to create Impact in the healthcare community of the country, Vivek is leading Nextgen Invitro Diagnostics which is developing and marketing diagnostic products for the bottom-of-the-pyramid population using advanced technologies of Multiplexing and Microfluidics.</p>
	<p><b>Pawan Mehrotra</b> Founder and Managing Director Aarna Biomedical Products Private Limited</p> <p>Transition from a “Cancer Researcher” to an “Engineer” and finally a “Manufacturer-Salesman”</p> <p>Pawan Mehrotra holds a Ph.D. in Cancer Sciences sponsored by Cancer Research UK which involved inter disciplinary work at Cambridge, Oxford, Dundee and Manchester. He was an independent research fellow below the age of 30 years in the context of Centre for Chemical Biology and Therapeutics, a joint initiative of University of Cambridge and Department of Biotechnology (DBT) at National Centre for Biological Sciences, Bangalore before foraying into affordable healthcare product development for unmet user-centric medical needs. His team has successfully developed and launched their nascent social enterprise’s first two products – Sampoori and Poorti which aims at post-surgical rehabilitation of breast cancer patients supported by BIRAC, Tata Trusts and Translational Health Science and Technology Institute – DBT. He has the unique experience of having publications, patents and products to his credit in the field of oncology.</p>
	<p><b>Tushar Vyas</b> CTO at Nanoclean</p> <p>Tushar is CTO at Nanoclean Global from past 3 years, lead the fast track development of products and technology, IP generation and consequentially received "Startup National Award" 2017 by the President of India, Entrepreneur Innovator Award by INAE, other international recognitions like in Hong Kong, Korea and Singapore for commercial nanofibers, as well as many academic accolades including Excellence Award for Best Project, Summer Undergraduate Research Award, IIT Delhi for his work in HVACs. He is an epitome of young and successful entrepreneurs of growing India, as covered by channels CNBC, NDTV and Times Now.</p>
	<p><b>Premnath V</b> Director, Venture Center   Head, NCL Innovations   Head, IP Group, NCL</p> <p>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 &amp; 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: <a href="http://www.premnath.org">www.premnath.org</a></p>



	<p><b>Dr. Priya Nagaraj</b>  <b>Bio incubation Manager, Venture Center</b>  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><b>Ashutosh Prakash Prachand</b>  <b>Assistant Manager – IP &amp; Tech Transfer at IPFACE, Venture Center</b>  He has completed PG Diploma in Patents Law, NALSAR University, prior to that he pursued PGDM Biotechnology Management and has a bachelor’s degree in Biotechnology from University of Pune. He has 4 years of experience in the field of Intellectual Property Rights. Currently his profile includes drafting patent applications, Prior art and patentability Search and analysis. He has worked on inventions relating to Biotechnology, Biopharmaceuticals, Medical devices, Material Sciences and E&amp;TC domain. His interest lies in applied biotechnology and biopharmaceuticals.</p>
	<p><b>Dr. Mugdha Lele</b>  <b>Sr. Manager - Social Innovations</b>  She is Ph.D in Health Sciences from University of Pune. Her areas of interests include epidemiological profiling and molecular diagnostics for diseases of public health importance. 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 2016, where her focus was on Social Innovations and entrepreneurship.</p>
	<p><b>Amruta Gore</b>  <b>Asst. Manager – Impact Projects.</b>  She is responsible for Planning, pitching and operating CSR projects. Assisting in mentoring activities and organizing events. Collecting relevant data and produce reports for marketing collateral that support project. Staying abreast of CSR best practices and collaborates with other breweries to enhance impact. Develops strategic plan and helps to discern initiatives. Builds and fosters relationships with CSR stakeholders.</p>
	<p><b>Navnath Kadam</b>  <b>Asst. Manager at RIFC - Venture Center, Pune.</b>  Navnath 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><b>Neha Khaladkar</b>  <b>Asst. Manager at BRBC – BIRAC Regional Bio-Innovation Center</b>  Neha is responsible for planning &amp; co-coordinating activities of BRBC. She studied MSc. in Microbiology from Modern college, Ganeshkhind - University of Pune &amp; BSc. in Microbiology from Sinhgad college Pune. During her Masters she did her project work in National Chemical Laboratory, Pune. Neha is a qualified healthcare/Lifescience expert with cross functional expertise. She is an experienced professional in Business Development and has 7+ years of experience working with a Healthcare IT.</p>



	<p><b>Nikita Jhaveri</b>  <b>Project Associate – BRBC – BIRAC Regional Bio-Innovation Center</b>  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>
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### 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</p> <p>More on: <a href="http://www.brbc.venturecenter.co.in/">http://www.brbc.venturecenter.co.in/</a></p>
	<p><b>Brief about RCB:</b>  Regional Centre for Biotechnology (RCB) is an academic institution established by the Department of Biotechnology, Govt. of India with regional and global partnerships synergizing with the programmes of UNESCO as a Category II Centre. The primary focus of RCB is to provide world class education, training and conduct innovative research at the interface of multiple disciplines to create high quality human resource in disciplinary and interdisciplinary areas of biotechnology in a globally competitive research milieu. In 2016, RCB was recognised as an Institution of National Importance by the Parliament of India.</p> <p>More on: <a href="https://www.rcb.res.in/">https://www.rcb.res.in/</a></p> <p><b>Brief about BBB:</b>  To foster innovation and entrepreneurship in biotechnology related areas, RCB has established BSC BioNEST Bio-Incubator (BBB). The mission of BBB is to stimulate the establishment and growth of biotechnology based start-up companies. It helps emerging companies gain access to mentors, training, shared space, professional assistance, capital and other critical services that will move them on to the fast track to success. BBB is funded by the BIRAC under the BioNEST (Bioincubators Nurturing Entrepreneurship for Scaling Technologies) scheme. By fulfilling its mission, BBB contributes to enhancing the economic health in the region.</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.</p> <p>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</p>






 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](http://www.venturecenter.co.in)

### Slots for Mentoring Clinic (16:30 – 18:00)

Serial #	Entrepreneur	Time slot	Focus Area for Mentoring Session	Mentor
<b>DAY-1</b>				
1	Kuldeep Dalal	3.30 PM -4.00 PM	Intellectual Property	Ashutosh Prachand
2	Abhay deep Pandey	4.30 PM -5.00 PM	Intellectual Property	Ashutosh Prachand
1	Jimmy Bhambra	3.30 PM -4.00 PM	Funding schemes	Priya Nagraj
2	Nitin Guru	4.30 PM -5.00 PM	Funding schemes	Priya Nagraj
3	Puneet Gupta	5.00 PM -5.30 PM	Funding schemes	Priya Nagraj
1	Sabiha Imran	3.30 PM -4.00 PM	Funding schemes/opportunities	Premnath V
2	Shailendra Vyas	4.30 PM -5.00 PM	Funding schemes/opportunities	Premnath V
3	Gaurav Bhatra	5.00 PM -5.30 PM	Funding schemes/opportunities	Premnath V
<b>DAY-2</b>				
1	Pritika + Sabiha Imran	3.30 PM -4.00 PM	Information regarding different Grants / Funding Opportunities	Mugdha Lele
2	Kuldeep Dalal	4.30 PM -5.00 PM	Information regarding different Grants / Funding Opportunities	Mugdha Lele
1	Gaurav Bhatra	3.30 PM -4.00 PM	Information regarding different Grants / Funding Opportunities	Amruta Gore
2	Kanchan Bhardwaj	4.30 PM -5.00 PM	Information regarding different Grants / Funding Opportunities	Amruta Gore
3	Mashhood Alavi/ John Kujur	5.00 PM -5.30 PM	Information regarding different Grants / Funding Opportunities	Amruta Gore
1	Sumit Mediratta	3.30 PM -4.00 PM	Funding schemes/opportunities	Premnath V
2	Kanchan Bhardwaj	4.30 PM -5.00 PM	Funding schemes/opportunities	Premnath V



3	Kuldeep Dalal	5.00 PM -5.30 PM	Funding schemes/opportunities	Premnath V
4	Arshdeep Singh + Sabiha Imran	5.30 PM -6.00 PM	Funding schemes/opportunities	Premnath V
1	Priyanka	3.30 PM -4.00 PM	Information on Regulatory Processes	Navnath Kadam
2	Abhilansh Pandey	4.30 PM -5.00 PM	Information on Regulatory Processes	Navnath Kadam