



## City Camp

### Essentials of Scientific Entrepreneurship

- Organized by BRBC -

<b>Potential gains</b>	<ul style="list-style-type: none"> <li>• City Camp is a workshop 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, AIC-CCMB Hyderabad 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 (BRBC)@ Venture Center</li> <li>• Atal Incubation Centre - Centre for Cellular and Molecular Biology (AIC-CCMB)</li> <li>• ASPIRE-BioNEST, University of Hyderabad</li> </ul>
<b>Supported by</b>	<ul style="list-style-type: none"> <li>• BIRAC</li> <li>• Venture Center</li> </ul>
<b>For whom</b>	<ul style="list-style-type: none"> <li>• Incubatees at AIC-CCMB and ASPIRE-BioNEST</li> <li>• Potential entrepreneurs (Researchers, students, clinicians)</li> <li>• Inventive enterprises and science based startups</li> </ul>
<b>When</b>	<b>Thursday 14<sup>th</sup> November 2019   Time: 08:30-17:00hrs</b>
<b>Where</b>	<b>Lecture Hall,</b> Atal Incubation Centre - Centre for Cellular and Molecular Biology 1st Floor, Medical Biotechnology Complex, CCMB Annex 2, Genpact Road, IDA Uppal, Habsiguda, Hyderabad - 500039. Telangana. INDIA. Phone (Off.): +91-40-2719-5630
<b>Contact</b>	<b>Technical queries and registrations:</b> Neha K.   020-25865877/76; <a href="mailto:neha@venturecenter.co.in">neha@venturecenter.co.in</a> <b>Venue queries:</b> Ritika Marampalli   <a href="mailto:ritika@ccmb.res.in">ritika@ccmb.res.in</a>   040-27195609
<b>Registration</b>	Registration Process: <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/AIC-CCMBcitycamp">http://bit.ly/AIC-CCMBcitycamp</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: 50            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 AIC-CCMB Cafeteria
- All refreshments arranged at AIC-CCMB Cafeteria



Workshop Outline			
Time	Duration	Session title	Lead
08:30 – 09:00	30 min	Registrations	
09:30 – 10:30	60 min	Session 1: <ul style="list-style-type: none"> <li>Welcome &amp; Introduction to Venture Center: (10 min)</li> <li>Introduction to CIIC: (10min)</li> <li>Introduction to UoH ASPIRE-BioNEST (10 min)</li> <li>Introduction to Business and Scientific entrepreneurship: (30 min)</li> </ul>	Premnath V N. Madhusudhana Rao Sreedhara R. Voleti  Premnath V
10:30 – 10:45	15 min	Tea break	
10:45 – 12:10	85 min	Session 2: <ul style="list-style-type: none"> <li>Essentials of a tech development plan. Tech derisking (30 min)</li> <li>Value proposition, positioning (30 min)</li> <li>Pitching and elevator pitch (25min)</li> </ul>	Premnath V  Priya Nagaraj
12:10 – 12:30	20 min	<ul style="list-style-type: none"> <li>10 minute talk by senior entrepreneurs</li> </ul>	
12:30 – 13:30	60 min	Lunch break	
13:30 – 14:15	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
14:15 – 15:00	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
15:00 – 15:15	15 min	Tea break	
15:15 – 16:45	90 min	Session 5: <ul style="list-style-type: none"> <li>Basics for finances (30 min)</li> <li>Financial simulation (30 min)</li> <li>Business planning and business plan (30 min)</li> </ul>	Premnath V
17:00 – 18:30	90 min	Session 6: <ul style="list-style-type: none"> <li>One on one Mentoring clinics (3 slots per mentor, 30 min each slot)</li> </ul>	Premnath V Ashutosh Prachand Priya Nagaraj




**Speakers and organizers (in alphabetical order of last names)**

	<p><b>Ms. Neha Khaladkar</b>  <b>Asst. Manager at BRBC – BIRAC Regional Bio-Innovation Center</b></p> <p>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>Ms. Ritika Marampalli</b>  <b>Program and Communications Manager</b></p> <p>Ms Ritika Marampalli has a rich career in managing organizations digital presence through websites, social media, online portals and third party blogs. She holds a MBA from Symbiosis Institute for Management Studies, Pune specializing in Marketing &amp; Branding. She is the Program and Communications Manager at AIC-CCMB, responsible for events, ATL and BTL activities, social media engagement and marketing communications.</p>
	<p><b>Dr. Priya Nagaraj</b>  <b>Bio incubation Manager, Venture Center</b></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><b>Mr. Ashutosh Prakash Prachand</b>  <b>Assistant Manager – IP &amp; Tech Transfer at IPFACE, Venture Center</b></p> <p>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 Ramjee Pallela</b>  <b>Chief Operating Officer AIC-CCMB</b></p> <p>Dr Ramjee Pallela is a seasoned mentor and enabler in the life sciences innovation ecosystem. He holds a PhD from CSIR-IICT, Hyderabad, post doc from Pusan National University, South Korea as well as IPR (NALSAR university, Hyderabad) &amp; MBA (Pondicherry University). Ramjee was the Chief Manager, Grants Management Division at IKP Knowledge Park, Hyderabad, working closely with Biotechnology Ignition Grant (BIG) of Biotechnology Industry Research Assistance Council (BIRAC), a Govt. of India enterprise, besides managing various national and international grants that support biotechnology R&amp;D startups as well as academicians and individuals.</p>



	<p><b>Mr. Seshu V Prasad</b>  <b>Manager, Instrumentation</b></p> <p>Seshu Prasad is a veteran in the field of instrumentation. He holds a B.S. (Engg. Technology) from BITS, Pilani and served the nation for 17 years in Navigational Electronics for the Indian Air Force. He has 27 years of experience in Analytical Instrumentation at CSIR-CCMB. With his vast experience, he has helped set up this incubation centre and mentors startups for their own instrument purchases and installations.</p>
	<p><b>Dr. N. Madhusudhana Rao</b>  <b>CEO AIC-CCMB</b></p> <p>Dr. N. Madhusudhana Rao is a senior research fellow at CSIR-CCMB as well as the coordinator of the CSIR network program on nanomaterials and nanodevices, involving several institutions. A PhD in Biochemistry from National Institute of Nutrition, Hyderabad, Dr Rao also holds a Master' in Agriculture from Punjab. His has rich career in protein engineering and cell biology of gene delivery. Rao' lab has developed, using in vitro evolution methods, a number of thermostable proteins.</p>
	<p><b>Dr. Sreedhara R. Voleti</b>  <b>CEO, ASPIRE-BioNEST</b></p> <p>As CEO of ASPIRE-BioNEST, Sree promotes, popularizes, and presents the plug-and-play life science incubator to individual entrepreneurs with startups focusing on innovating technologies, R&amp;D, and Products. As a scientist, researcher, and entrepreneur in drug design and discovery with industrial and academia background for over 20 years, Sree helps the cause of nurturing students and faculty taking up entrepreneurial journey as alternate career.</p>
	<p><b>Dr. Premnath V</b>  <b>Director, Venture Center   Head, NCL Innovations   Head, IP Group, NCL</b></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>



About the Organizers	
	<p><b>BIRAC Regional Bio-Innovation Center (BRBC)</b> 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 Center; BioIncubation Practice School</p> <p>For more information, visit : <a href="http://www.brbc.venturecenter.co.in/">http://www.brbc.venturecenter.co.in/</a></p>
	<p><b>The Atal Incubation Centre- Centre for Cellular &amp; Molecular Biology (AIC-CCMB)</b> is a premier technology business incubator supporting deep science startups. Established at CSIR-CCMB, Hyderabad under the Atal Innovation Mission of NITI Aayog, GoI in 2017, this incubation centre has become a hub for life-sciences and biotechnology startups and MSME's in a very short time. AIC-CCMB has been actively working with its host institution, CSIR – Centre for Cellular &amp; Molecular Biology to create a physical space for startups to work and creating a high impact ecosystem with policy makers, mentors, alumni, fund providers, experts, consultants and industry.</p> <p>More on: <a href="http://aic.ccmb.res.in/">http://aic.ccmb.res.in/</a></p>
	<p><b>BioNEST at the University of Hyderabad (UoH)</b> is a life sciences incubator, set-up with the Support of the Biotechnology Industry Research Assistance Council (BIRAC), a Government of India Enterprise under Department of Biotechnology, Ministry of Science &amp; Technology of the size of 20000 sq.ft size, located on the 3rd floor of the School of Life Sciences, University of Hyderabad. Formed as a knowledge-base incubator in life sciences, it nurtures innovation and entrepreneurship in scaling technologies of Agriculture, Biotechnology, Healthcare, Pharmaceutical, IT, and allied areas. In association with UoH, it provides a plug-and-play life science ecosystem of incubation.</p> <p>More on: <a href="http://bionest.uohyd.ac.in/">http://bionest.uohyd.ac.in/</a></p>





**Supported By :**



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](http://www.birac.nic.in)



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