



## M Clinic on Sales, Marketing & Regulations


- Organized by BRBC -

<b>Potential gains</b>	<ul style="list-style-type: none"> <li>The event is an M Clinic organized by BRBC.</li> </ul>
<b>Organized by</b>	<ul style="list-style-type: none"> <li>BIRAC Regional BioInnovation Center (BRBC) @ Venture Center</li> </ul>
<b>Supported by</b>	<ul style="list-style-type: none"> <li>BIRAC (Biotechnology Innovation Research Assistant Council)</li> <li>Venture Center</li> </ul>
<b>For whom</b>	<ul style="list-style-type: none"> <li>Entrepreneurs, early stage startups, Venture Center incubatees</li> </ul>
<b>Mentors</b>	<ul style="list-style-type: none"> <li>Mr. Ravi Sarangpani - Sales and Marketing Expert</li> </ul>
<b>When</b>	<ul style="list-style-type: none"> <li>Tuesday , 6 September 2019 12:00 – 16:00 (Please be present atleast 15 minutes prior to your slot at the reception)</li> </ul>
<b>Where</b>	Venture Center Reception meeting room 100 NCL Innovation Park, Dr Homi Bhabha Rd, Pashan, Pune, Maharashtra 411008
<b>Contact</b>	<b>Technical queries:</b> Neha K   020-25865877/75/76; 7410045657 <a href="mailto:brbc@venturecenter.co.in">brbc@venturecenter.co.in</a>




### Slots for Mentoring Clinic (12:00 - 16:30)

Serial #	Entrepreneur	Time slot
1.	Nilay Lakkhar	12.00-16:00



<b>Mentors</b>	
 <p style="text-align: center; margin-top: 10px;"><b>Mr. Ravi Sarangapani</b></p>	<p><b>Mr. Ravi Sarangapani</b>  <b>Consultant Medical Devices Product Development</b></p> <p>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</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">www.brbc.venturecenter.co.in</a></p>
Supported by	
	<p><b>Venture Center</b> 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 &amp; Technology's National Science &amp; Technology Entrepreneurship Development Board (DST-NSTEDB) and BIRAC.</p> <p>For more information, visit <a href="http://www.venturecenter.co.in">www.venturecenter.co.in</a></p>
	<p><b>Biotechnology Industry Research &amp; Assistance Council (BIRAC)</b> 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.</p> <p>For more information, visit : <a href="http://www.birac.nic.in">www.birac.nic.in</a></p>