



Online City Camp on Essentials of Scientific Entrepreneurship - Organized by BRBC -

Potential gains	<ul style="list-style-type: none"> • 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. • The City Camp organized by BRBC at Shri G. S. Institute of Technology & Science, Indore (will be covering topics of raising money, tech transfer, company formation, inventive problem solving, IP, networking and pitching. • Sessions include online learning, discussions with mentors/experts.
Organized by	<ul style="list-style-type: none"> • BIRAC Regional BioInnovation Center @ Venture Center (BRBC)
Supported by	<ul style="list-style-type: none"> • BIRAC • Shri G. S. Institute of Technology & Science, Indore (SGSITS) • Venture Center
For whom	<ul style="list-style-type: none"> • Incubatees at SGSITS and other incubators • Potential entrepreneurs (Researchers, students, clinicians) • Inventive enterprises and science-based startups
When	Thursday – Friday, 27-28 August 2020 Time: 09:30 am – 1:30 pm
Where	This is an Online Event Link to the Event will be shared with selected participants post registration
Contact	Technical queries: Neha K – Venture Center neha@venturecenter.co.in +91-8956677543 SGSITS Contact: Vinay Manurkar vinaymanurkar@gmail.com
Registration	Registration Process: <ul style="list-style-type: none"> • Step 1: Interested participants need to fill the registration form at the following link. Register online at: https://bit.ly/citycampAug2020 • Step 2: Email invite will be sent post screening of registration details. Seats and Registration Cost: Limited seats!! Total number of seats: 80 Courtesy of BRBC, there will be NO registration fees.



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

Terms and Conditions for Participants

- Participants shall arrange their own devices (preferably Laptop/ Tablet) and ensure the good internet connectivity during the online course.
- Attendance is mandatory for all sessions once registration is confirmed.
- No sessions will be repeated if a participant is unable to join due to poor internet connectivity or any other reasons.



Workshop Outline

Day 1: DATE: 27 August 2020, Thursday			
Time	Duration	Session title	Lead
0930: 10:15	45 min	Session 1: <ul style="list-style-type: none"> Welcome and introduction (15 min) Introduction to Venture Center (15 min) Introduction to SGSITS Incubator (15 min) 	Premnath V Priya Nagaraj Rakesh Saxena
10:15-11:00	45 min	Session 2: <ul style="list-style-type: none"> Introduction to Scientific Enterprises: Basics of a Business 	Premnath V
11:00 -11:15	15 min	Break	
11:15 -12:00	45 min	Session 3: <ul style="list-style-type: none"> Essentials of a tech development plan, Tech de-risking, Value Proposition and Positioning 	Priya Nagaraj
12:00 – 12:45	45 min	Session 4: <ul style="list-style-type: none"> Best practices in grant writing and fund raising 	Priya Nagaraj
12:45 – 13:00	15 min	Open forum (15 min) & Close for DAY 1	

Day 2: DATE: 28 August 2020, Friday			
Time	Duration	Session title	Lead
0930 - 1030	60 min	Session 5: <ul style="list-style-type: none"> Basics of finances (30 min) Financial simulation (30 min) 	Premnath V/Shruti D
10:30 – 11:15	45 min	Session 6: <ul style="list-style-type: none"> Pitching and elevator pitch (30 min) Business planning and business plan (15 min) 	
11:15 – 12:15	60 min	Session 7: <ul style="list-style-type: none"> Essentials of Intellectual property and IP strategy for startups 	Ashutosh Prachand
12:15 -13:00	45 min	Session 8: <ul style="list-style-type: none"> Sharing of Insights and experiences by Entrepreneurs 	Siddharth Sethi Pankaj Parashar
13:00 -13:15	15 min	Open forum (15 min) & Close for DAY 2	



Speakers and organizers (alphabetical order of last name)



Mr. Apurva Gaiwak
Industry Academia Coordinator
C.E.O. SGSITS Incubation Forum

Apurva has extensive teaching experience in Department of Electronics and Telecommunication engineering of Shri G.S. Institute of Technology and Science, Indore. His current role in SGSITS is Industry Academia Coordinator with responsibilities to maintain/manage and coordinate activities of Centre for Innovation, Design & Incubation (CIDI) and he is also designated as C.E.O. of SGSITS Incubation Forum, the official incubator with SGSITS as the parent institute. His role is instrumental in interfacing Institute with MSME-Govt. of India DI Indore, MSME-Govt. of M.P., and industries in and around Indore. He holds master's degree in Electrical Engineering from IIT Kanpur and has 32 years of teaching and industry experience.



Ms. Neha Khaladkar
Asst. Manager at BRBC – BIRAC Regional Bio-Innovation Center

Neha is responsible for planning & co-coordinating activities of BRBC. She studied MSc. in Microbiology from Modern college, Ganeshkhind - University of Pune & BSc. in Microbiology from Sinhgad college Pune. During her Masters she did her project work in National Chemical Laboratory, Pune and has also published a research paper for the same. 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.



Dr. 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.



Dr. Pankaj Parashar
Founder, Cutting Edge Medical Devices Pvt. Ltd

Dr. Pankaj Parashar carries an experience of looking at healthcare industry from close corners and different capacities for more than last 17 years. He is a rare academic combination; he is a qualified physician with an MBBS degree and for his passion for medical technology, he is also pursuing his PhD in Biomedical Engineering from IIT Delhi, and is in his last phase of research. He has been associated with various Government organizations and Departments working on Healthcare policy and services. He worked with National Health Systems Resources Centre – NHSRC, Ministry of Health and Family Welfare Government of India, as an Associate Consultant and was instrumental in the laying down of more than 5 health

	<p>Policies that the Government of India has implemented, including the Biomedical Equipment Maintenance Model which has been implemented pan India and the much talked about price capping of Cardiac stents. He also worked with the Government of Madhya Pradesh as Equipment procurement specialist for the Department of Health. Apart from quality procurement his biggest contribution was in increasing and institutionalizing transparency in the procurement system.</p>
	<p>Mr. Ashutosh Prakash Prachand Assistant Manager – IP & Tech Transfer at IPFACE, Venture Center</p> <p>Ashutosh 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&TC domain. His interest lies in applied biotechnology and biopharmaceuticals.</p>
	<p>Dr. Rakesh Saxena Director SGSITS, Indore</p> <p>Dr. Rakesh has completed his BE (Electrical) from MITS, Gwalior and ME (Power Electronics) from, SGSITS, Indore. He has completed his Ph.D. (Electrical Egg.) from DAVV, Indore with IIT, New Delhi. He presently serves as Director, SGSITS, Indore since 11th April, 2016. He has over total 34 years of teaching & Research experience. He also has been coordinator of Industry-Institute Partnership Cell for over 20 years. He has also headed Electrical Eng. Dept. For 4 years. His field of specialization include Power Electronics, High Voltage Eng., Electrical Driver, Industrial automation, Energy Audit. He has research papers published in over 30 journals & 35 conference papers. Dr. Rakesh has guided over 80 UG & 60 PG project, 2 Ph.D. & 8 are under progress. He has been part of many national and international conferences. He has also acted as a consultant for industries related to Core Electrical Engineering like High Voltage, Scada, Cables, Complete substation installation & Lighting and has been member of IE India, IEEE USA, ISTE, ISLE, IWRS.</p>
	<p>Mr. Siddharth Sethi Co-Founder, MD & CEO, Infobeans Technologies Ltd.</p> <p>Mr. Siddharth is an entrepreneur, with 20 years of experience in software engineering. Helped found 4 companies in high technology products and services. Currently MD & CEO of InfoBeans Technologies Ltd. Active investor in new age technology companies. A keen worker on the social front, helping out in many impactful social ventures. He also serves as member of the board of governors IIM & IMA, Indore. Mr. Siddharth also Co-founded a healthcare startup to help search, tag, rate and discover healthcare services using artificial intelligence, big data and mobile technologies and successfully exited in 2015. He built a high technology software and hardware product used to control digital signage in public areas. Successfully exited in 2009. He is also partner in Seed Enterprises a firm that invests in early stage startups in India. A notable investment is in Sapience Analytics, Pune amongst half a dozen others.</p>



	<p>Dr. Premnath V 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 & 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: www.premnath.org</p>
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About the Organizers



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

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



Shri Govindram Seksaria Institute of Technology and Science, Indore, established in 1952. SGSITS is recognized as a leading institute in the state of Madhya Pradesh and central India offering UG, PG and Doctoral degrees in 09 Engineering, 03 Applied Sciences, MBA and Pharmacy disciplines. Recently SGSITS has launched SGSITS Incubation Forum (SIF), an incubator company with the active support and involvement of its alumni. The objectives are to create a vibrant ecosystem to foster Technology Incubation and entrepreneurship. SIF aims to create jobs, wealth and business aligning with national priorities by providing platform for speedy commercialization of technologies, knowledge and support innovation-based start-ups. SIF, housed in SGSITS campus, is well placed to be supported by the pre-existing eco system in the institute with various excellence centres (like Centre for Innovation, Design & Incubation), cells (like E-Cell and Start up cell), and well-established laboratories of various departments are well placed to support SIF.

Website (SGSITS): <http://www.sgsits.ac.in/>

Website (SIF): <http://www.sgsitsincubationforum.com/>

LinkedIn (SIF): <https://www.linkedin.com/in/sgsits-incubation-forum-872a001a2/>



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



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