



| Report on Online Immersion Program | 22-23 July 2020 | Venture Center, Pune |

**One-Day Immersion Program,
Incubation Practice School,
Venture Center**

Laws and rules to be aware of

- ◆ Companies Act 2013 (Society Act 1860 / Indian Trust Act 1882 etc)
- ◆ Income Tax Act 1961, GST Act etc
- ◆ Labor laws and related
- ◆ State government/ local registrations and laws
- ◆ GFR 2017 (esp Chapter 9 on Grants in Aid) and associated guidelines for purchase, works etc
- ◆ Others – provisions for charitable organizations, FCRA, DSIR's SIRO etc

Two Day Online Immersion Program

INCUBATION PRACTICE SCHOOL

: Incubation Practice School, Venture Center, Pune

Funds flow terminology

- ◆ **Capital**
 - ◆ Equity
 - ◆ Debt
 - ◆ Loans
 - ◆ Grants
- ◆ **Revenue**
 - ◆ Sales
 - ◆ Royalties
 - ◆ License fees
 - ◆ Service fees
 - ◆ Interest
 - ◆ Dividends
 - ◆ Grants
 - ◆ Subsidies
 - ◆ Donations
 - ◆ Gifts
 - ◆ In-kind contributions
 - ◆ Other income
- ◆ **Expenses**
 - ◆ Salaries
 - ◆ Rent
 - ◆ Utilities
 - ◆ Insurance
 - ◆ Depreciation
 - ◆ Interest
 - ◆ Taxes
 - ◆ Other expenses
- ◆ **Profit**
 - ◆ Gross Profit
 - ◆ Net Profit
 - ◆ Earnings Before Tax
 - ◆ Earnings After Tax
 - ◆ Dividends
 - ◆ Reserves
 - ◆ Retained Earnings

Interactive Q & A Session

Online Immersion Program for managers of new incubation centers – 22-23 July 2020

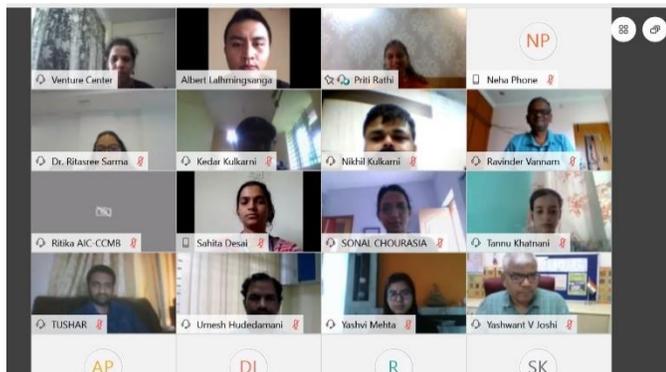
Day 1 & Day 2



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BRBC'S Immersion Program was organized as a 2-day event on 22-23 July 2020 on an online platform. The Program catered to managers of incubation centers to help them understand the structure, functioning and finances of an incubator. Managers/Senior leaders from incubators across India attended the Program.

The event started with an overview of Venture Center that projected work carried out by the company, types of enterprises supported, company statistics and offerings, resources, facilities, events, startups harbored, social and scientific impacts. Introduction was followed by virtual tour of Venture Center that gave participants a perspective of an Incubator set up, office space & design.



Program highlighted knowledge of basic infrastructure the incubator must offer to attract incubatees:

- Desk space
- Internet connection
- Advanced offerings like access to analytical instruments, specialized facilities like cell and tissue culture lab
- Elemental lab space
- Security
- Access to library at subsidized rates
- Networking opportunities & Events
- Mentoring sessions by external mentors as well as in-house mentors
- Easy entry and exit policies
- Advice on Intellectual property rights, patent filing, drafting claims
- Advice on different regulations required to for faster market entry
- Help with business development strategies, sales and marketing



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Event Outline & Schedule:

Workshop Outline			
Day 1: DATE: 22 July 2020, Wednesday			
Time	Duration	Session title	Lead
09:30 – 11:00	90 min	Session 1: <ul style="list-style-type: none"> • Introduction to Venture Center (15 min) • Virtual Tour and overview (30 min) • Expectations/topics (45 min) 	Soma Chattopadhyay
11:00 – 12:30	90 min	Session 2: <ul style="list-style-type: none"> • Incubator model and focus areas • Legal structure • Designing ecosystem 	V Premnath Priti Rathi
12:30 -13:00	30 min	Q & A and Discussions - Close for DAY 1	V Premnath, Priti Rathi
Day 2: DATE: 23 July 2020, Thursday			
09:30 – 11:00	90 min	Session 3: <ul style="list-style-type: none"> • Creating incubation pipeline and mentoring • Service offerings • Funding avenues for startups 	Soma Chattopadhyay Priya Nagaraj
11:00 – 12:30	90 min	Session 4: <ul style="list-style-type: none"> • Raising money for incubators, sustainability, funding schemes (NIDHI, TBI, AIM) 	Manisha Premnath Soma Chattopadhyay
12:30 – 13:00	30 min	Q & A and Discussions - Close for DAY 2	V Premnath, Manisha Premnath, Soma Chattopadhyay Priya Nagaraj

The program also talked about the requisites an incubator must have in place in order to function smoothly:

Legal structure (policies, agreements, terms and conditions), Strong HR team, in house mentors, pre incubation and fellowship programs, key personnel to carry out daily activities, a roadmap to cater funding needs and be cognizant of various funding schemes offered by the government.



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The Question and Answer session was very interactive & covered:

Questions related to:

- 1. Service offerings**
- 2. Mentoring**
- 3. Funding for startups**
- 4. Sustainability & growth**

Some advice given to managers:

- Try not to overlap functionalities of 2 companies
- Leverage and align with (grant) funding schemes
- Concentrate first on sustaining the incubator, then growing.
- Offer mentoring on topics like early stage fund raising, proposal writing, pitching, value propositions, elevator pitch, negotiating agreements
- Have all agreements and policies in place.

The event was followed by a question & answer session between participants & the mentors which clarified most of the doubts that participants had during the course event.

Link to download the course presentation & question & answer session:

<https://drive.google.com/drive/folders/1KXom3fph8kn2a49vgPLY8ua5BKgLBi8H?usp=sharing>



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List of participants

Total 23 participants attended Online Immersion Program out of which 6 marked in Green were Bionest Bio incubators.

Sr. No	Name	Affiliation
1	CEng Nikhil Kulkarni	SANDIP INCUBATOR ASSOCIATION
2	Sumati Mishra	Bangalore Bioinnovation Centre
3	Sudha Rajagopalan	VIT Technology Business Incubator
4	Dr. Shashi Pandey	Institute of Science, Banaras Hindu University
5	Tannu Khatnani	Savli Technology and Business Incubator
6	Dr. Santhosha Rao	Manipal Universal Technology Business Incubator
7	Sahita Desai	BITS BIRAC BioNEST, BITS, Pilani K. K Birla Goa Campus
8	Rohini Chawla	Indian Institute of Technology, Kanpur
9	Sonal Chourasia	Indira Gandhi Krishi Vishwavidyalaya rkvy raftaar agribusiness Incubator
10	Tushar Sharad Savane	IIT Delhi
11	DT Ingole	Sant Gadge Baba Amravati University
12	Albert Lalhmingsanga	Mizoram University Incubation Centre
13	RITASREE SARMA	BANGALORE BIOINNOVATION CENTRE
14	Aditya Pandey	a-IDEA, NAARM-TBI
15	Vijay Shinde	VSAS Automation Services Pvt Ltd
16	Sonali Roy	NIPER Guwahati
17	Umesh Hudedamani	ICAR-NAARM
18	Shubham Kumar	a-IDEA, TBI-NAARM
19	Ritika Marampalli	Atal Incubation Centre - CCMB
20	Kedar Kulkarni	Deshpande Startups
21	Yashvi Mehta	Deshpande Startups
22	Yashwant V Joshi	Shri Guru Gobind Singhji Institute of Engineering and Technology, Nanded
23	Ravinder Vannam	Bharat Rapier Loom & Attachment MFg.co



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Feedback scores and evaluation result:

(22-23 July 2020) Online Immersion Program for Managers of Incubation Centers	
Rating Scale	
1 Bad 2 Well below average 3 Below average 4 Average 5 Good 6 Very Good 7 Excellent	
Category	Avg (Max-Min) Count
Section 1 - Event	
Overall Satisfaction with Event	6(5,7)23
Satisfaction with Content	6(5,7)23
Satisfaction with Speakers/mentors etc	6(5,7)23
Satisfaction with structure,design and pace of event	6(5,7)23
How did you hear about the event	
Whatsapp	10
Email	8
LinkedIn/facebook/twitter	1
Others	4
Please Provide any other suggestions,comments etc here	
Share the contact details of the speakers	
Examples and case studies would be appreciated	
Fantastic. Thank you very much	
Very comprehensive session	
If you can send pre-event reading material, that will be helpful.	
The session can also be done in depth regarding sustainability of the Incubation Centre. Over all very enlightened session.	
Overall Good. Thanks for all speakers for providing necessary insights. Pl share the contents as discussed. If possible, kindly share the the session recording.	
It was a good learning session both in terms of hosts and content. I am amazed by the openness shown by hosts to share their resources for the good cause. Some sessions such as regulatory & accounting practices would need more time and visual information when it comes to online sessions. It would have helped if you would have recorded the sessions and shared since we miss out on few important conversations due to network issue.	
The training program can be more detailed so that the already existing incubators and employees with 2-3 years of experience can get an in-detail understanding of the operations and find the loophole to improve their offerings and skill-set. Thanks for organizing such training programs.	
Necessary template sharing would be helpful so that it can be taken to next level by respective managers of incubate in the due course of time	



Very meticulously planned and executed program during Covid scenario.

Excellent session, good content and presentation. Internet bandwidth related issues may need little attention.

1. Include basics of Incubation center
2. Turn key guidance on establishment of Incubation Centre.

These information about the incubator structure must be given to the HI also.

The session was quite interesting and informative. More graphical representation in the slides. Secondly, compiling the questions asked in the session as FAQs and Ans. These can be useful for the participants and also for future purposes.

The sessions were very informative & helpful. We shall definitely try to involve all the learning for our incubator. Thank you for the event.

The overall program was fine with a deep insight about different functionality of incubators. Learned about the funding sources available for incubators but I believe it would have been better if some dedicated session would be there on startup funding options(national and international) In a nutshell, it was a great learning experience and kudos to VC team for arranging the program.

Report By-

Neha K, BRBC Team