



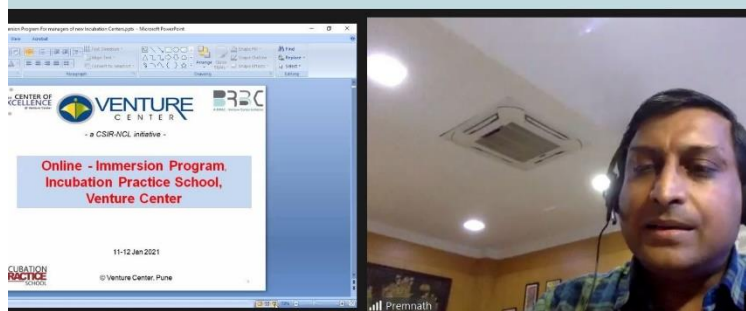
| Report on Online Immersion Program | 11-12 Jan 2021 | Venture Center, Pune |

Online Immersion Program for managers of new incubation centers – 11-12 Jan 2021

Day 1 & Day 2



Immersion Program : For managers of new Incubation Centers 11-12 Jan 2021



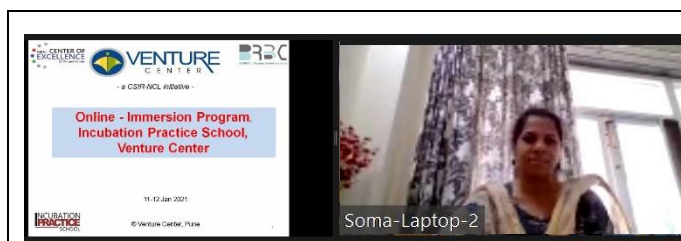
Total Participants : 24



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BRBC'S Immersion Program was organized as a 2-day event on 11-12 Jan 2021 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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Workshop Outline			
Day 1: DATE: 11 January 2021, Monday			
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: 12 January 2021, Tuesday			
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
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

Event Outline & Schedule:

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 & Recording of the same:

<https://drive.google.com/drive/folders/1JjsFCqX-XHoP0joSpkiWPUIReYUIB8PZ?usp=sharing>

Note: this is a restricted access link, access to which will be provided upon request.



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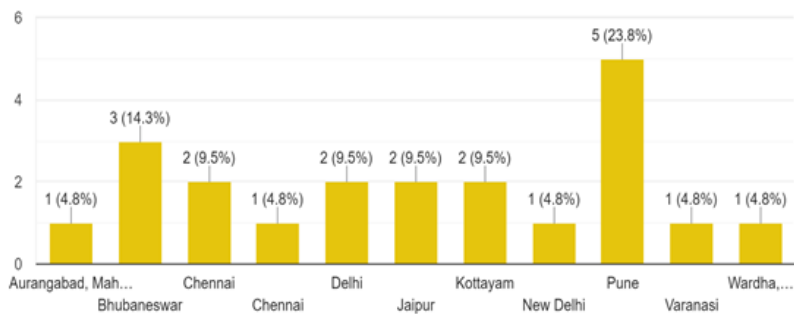
List of participants

Total 23 participants attended Online Immersion Program out of which 9 participants marked in Green were from Bionest Bio incubators.

Sr. No	Name	Affiliation
1	Saikat Sen	Banaras Hindu University, Varanasi (Bionest)
2	M. S. Narayanan	IIT Madras Bioincubator (Bionest)
3	Rishi Aditya Sharma	SIIC-FIRST IIT Kanpur (Bionest)
4	Smita srivastava	IIT Madras (Bionest)
5	Bergin S Russel	Startups Valley TBI, Amal Jyothi College of Engineering (Bionest)
6	Sherin Sam Jose	Startups Valley TBI, Amal Jyothi College of Engineering (Bionest)
7	Saket Chattopadhyay	Indigram Labs Foundation (Bionest)
8	V G Sridhar	VIT Chennai (Bionest)
9	Rani Gupta	Dept of microbiology univ of Delhi South campus (Bionest)
10	Soundhar B	Foundation for Sandboxstartup Initiatives -Deshpande Startups
11	Mohamed Rizwan	Dr. MGR Educational and Research Institute
12	Togapur Pavan Kumar	CSIR IMMT
13	Rohit Autee	NA
14	Shraddha Oza	Army Institute of technology
15	Ashok Kumar Sahu	CSIR-Institute of Minerals & Materials Technology
16	Mohd. Tanvir Qureshi	University Innovation Cluster- Biotechnology
17	Navin Kumar Gaur	Delhi Pharmaceutical Sciences and Research University
18	Shraddha Khamparia	Vishwakarma University, Pune
19	Syed Mohammed Mustakim	CSIR Institute Of Mineral And Materials Technology
20	Dipmala Patil	Vishwakarma University
21	Bhardwaj Suresh Kulkarni	Marathwada Accelerator for Growth and Incubation Council (MAGIC),CMIA
22	Punit Fulzele	Datta Meghe Institute of Medical Sciences
23	Mrudang Shukla	AIC-MIT ADT Incubator Forum,Pune



Participants attended this program Online from all the below States/Cities:



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Feedback scores and evaluation result:

(11-12 Jan 2021) 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	6.6(6,7)21
Satisfaction with Content	6.4(5,7)21
Satisfaction with Speakers/mentors etc.	6.6(5,7)21
Satisfaction with structure, design and pace of event	6.5(5,7)21
How did you hear about the event	
WhatsApp	4
Email	12
LinkedIn/Facebook/twitter	1
Others	4
Please Provide any other suggestions, comments etc. here	
I would like to suggest to include workshop on writing a research grant proposal for any of the funding agencies, if possible.	
Interactive sub-session involving participating incubation managers.	
Overall a very nice program which introduced all the elements of Incubators. A brief discussion on a particular Case study could be added as a part of immersion program which will enable New Managers to understand each level of complexity and challenges.	



I wish we had this training and program at Venture Centre so as we all could have met and could have opportunity to increase our mentor network. After all reach outs and connects is most important portfolio as Incubator Manager as a facilitator.

Virtual tour (not recorded video) of the Venture Centre's facility may be incorporated in future.

Great work. Gave me the start I was looking for. I'll be visiting soon for deeper conversation. Soma & team were very collaborative throughout the process.

Very well organized and structured program addressing grassroots level topics involved in running an incubator. Live/recorded virtual tour of the center may be included.

It should have been organized towards weekend. Joining virtual events on Monday is very difficult due to work pressure.

Very informative both for beginners and advance incubators.

Excellent program, looking forward to more such trainings.

Would like to know possible way to Collaborate with Venture Center.

Content in pdf please do email.

Thanks for arranging such an online immersion program.

Well experienced people to guide for starting Incubation Centre.

Report By- Neha K, BRBC Team