



## Online City Camp on Essentials of Scientific Entrepreneurship

*In collaboration with IIIM-Technology Business Incubator (TBI), Jammu*

*- Organized by BRBC at Venture Center -*

<b>Potential gains</b>	<p>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.</p> <p>The City Camp organized by BRBC in Collaboration Indian Institute of Integrative Medicine (IIIM)-Technology Business Incubator (TBI), CSIR- IIIM, Jammu (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.</p>
<b>Organized by</b>	<ul style="list-style-type: none"> <li>• BIRAC Regional Bio Innovation Center @ Venture Center (BRBC)</li> <li>• IIIM-TBI, Jammu</li> </ul>
<b>Supported by</b>	<ul style="list-style-type: none"> <li>• BIRAC</li> <li>• Venture Center</li> <li>• CSIR-IIIM Jammu</li> </ul>
<b>For whom</b>	<ul style="list-style-type: none"> <li>• Aspiring entrepreneurs from IIIM-TBI &amp; J &amp; K Region</li> <li>• Incubatees from other incubators in J&amp;K Region &amp; North India</li> <li>• Potential entrepreneurs (Researchers, students, clinicians)</li> <li>• Inventive enterprises and science-based startups</li> </ul>
<b>When</b>	<b>Thursday – Friday, 18-19 Feb 2021   Time: 09:30 am – 1:30pm</b>
<b>Where</b>	<ul style="list-style-type: none"> <li>➤ Participants who wish to attend physically can attend the event at : Government College for Women, Gandhi Nagar, Old Heritage City, Jammu, Jammu and Kashmir 180001.</li> <li>➤ This Event will also be available to attend Online   Link to the Event will be shared with selected participants.</li> <li>➤ Kindly Choose option as suitable in registration form</li> </ul>
<b>Contact</b>	<p>Technical queries:</p> <p>Neha K – Venture Center   <a href="mailto:neha@venturecenter.co.in">neha@venturecenter.co.in</a>   +91-8956677543</p> <p>Ankush Varma – IIIM-TBI   <a href="mailto:iiim.tbi@iiim.res.in">iiim.tbi@iiim.res.in</a>   +91-7840028444</p>
<b>Registration</b>	<p>Registration Process:</p> <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="https://tinyurl.com/feb-citycamp">tinyurl.com/feb-citycamp</a></b></li> <li>• Step 2: Email invite will be sent post screening of registration details.</li> </ul> <ul style="list-style-type: none"> <li>➤ Seats: Limited seats!!</li> <li>➤ Total number of seats: 80</li> <li>➤ Courtesy of BRBC, there will be <b>NO</b> registration fees.</li> </ul>



## 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.

**CSIR- Indian Institute of Integrative Medicines (IIIM)** offers state of the art infrastructure and scientific support for drug discovery and development of products of high values for the national & international markets. Since its inception in 1942 as Drug Laboratory (now CSIR-IIIM), the national laboratory is playing an important role in nation building by developing a strong R&D base in Jammu & Kashmir.

**IIIM-Technology Business Incubator (TBI)** is an established bio-tech based incubator at CSIR-Indian Institute of Integrative Medicines (IIIM), Jammu. Its prime objective is to supports entrepreneurs, new start ups, researchers, students, institutes / universities, scientists, small or medium companies of Jammu & Kashmir who plan to incubate their ideas or budding technologies into commercially successful ventures.

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 starting an inventive startup.

## Workshop Outline

Workshop shall consist of:

- Talks
- Q&A sessions
- Visit to CSIR-IIIM facilities

## 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: 18 February 2021, Thursday			
Time	Duration	Session title	Lead
10:00-10:30	30 min	<b>Session 1:</b> <ul style="list-style-type: none"> <li>Welcome &amp; Overview of the event (10min)</li> <li>Welcome remarks &amp; Introduction to IIM-TBI: (10 min)</li> <li>Introduction to Venture Center: (10min)</li> </ul>	Premnath V Saurabh Saran  Smita Kale
10:30-11:30	60 min	<b>Session 2:</b> <ul style="list-style-type: none"> <li>Introduction to Entrepreneurship</li> <li>Value Proposition &amp; positioning</li> </ul>	Premnath V
11:30-11:45	15 min	Tea Break	
11:45-12:30	45 min	<b>Session 3:</b> <ul style="list-style-type: none"> <li>The Process of developing and advancing technology</li> <li>Tech derisking &amp; designing studies to support claims</li> </ul>	Premnath V
12:30-13:30	60 min	<b>Session 4:</b> <ul style="list-style-type: none"> <li>Funding Landscape/ Schemes in India (30 min)</li> <li>Grant writing for Innovation Funding (with a focus on BIRAC's Biotech Ignition Grant-BIG) (30 min)</li> </ul>	Soma Chattopadhyay Shalini Singh  Smita Kale
13:30-14:00	30 min	Virtual tour of IIM-TBI & its facilities Followed by high tea	Ankush Varma

Day 2: DATE: 19 February 2021, Friday			
Time	Duration	Session title	Lead
9:30-10:30	60 min	<b>Session 5:</b> Sharing of Insights and experiences by Entrepreneurs  KBCols Sciences Pvt. Ltd. Hempstreet Medicare Pvt Ltd GloBiL's Agro & Food Enterprises Serigen Mediproduct	Moderator : Premnath V  Arjun Bajwa Ram Kumar Shabbir Ahmed Swati Shukla
10:30-11:00	30 min	<b>Session 6:</b> Basics of finances	Shruti Devasthali
11:00-11:15	15 min	Tea Break	
11:15-12:00	45 min	<b>Session 7:</b> Essentials of Intellectual property and IP strategy for startups	Ashutosh Prachand
12:00-13:00	60 min	<b>Session 8:</b> <ul style="list-style-type: none"> <li>Business plan and elevator pitch</li> <li>Financial simulation of a business</li> </ul>	Premnath V
13:00-13:30	30 min	Open forum (15 min) & Closing remarks Followed by high tea	Premnath V Ankush Varma



### Speakers and organizers (alphabetical order of last name)



**Ms. Soma Chattopadhyay**  
**Incubator Manager, Venture Center**

Soma leads the incubation & mentoring vertical of Venture Center as Senior Manager Incubation & Mentoring. She is recipient of Chevening Gurukul Fellowship for Leadership and Excellence from DPIR, Oxford University. At Venture Center she is responsible for managing the overall incubation activities starting with identification of potential start-ups, providing in-depth technical & business mentoring, facilitating creating a conducive ecosystem, conceptualizing and implementing relevant programs. She serves as the nominee director on the boards of Module Innovations Pvt. Ltd., Genrich Membranes Pvt. Ltd & Dee Dee Labs Pvt. Ltd. She has >9 years of industrial R& D experience in a MNC, along with M.Sc in chemistry from Calcutta University. She is a certified internal auditor for ISO 9001:2008, trained for ISO 17025 standard and certified Six-Sigma Green Belt. She was also winner of DST award “Star Gazing award for Incubation Managers 2016”.



**Ms. Shruti Devasthali**  
**Manager – Equity and Grant Portfolio, Venture Center**

She is a Chartered Accountant and a certified Financial Risk Manager. She is currently operating seed fund activities for Venture Center and monitoring the investments in Venture Center’s portfolio companies. She is responsible for mentoring investee companies on corporate governance and monitoring their progress in the capacity of Board observer. She is also responsible for monitoring the fund disbursements under various grant programs run by Venture Center. She is the Project Manager for the DST’s NIDHI EIR program implemented by Venture Center through 20+ TBIs. During her previous work engagements Shruti has worked with CRISIL Limited and Dun and Bradstreet Information Services India Private Limited in the areas of credit and financial analysis.



**Dr. Smita Kale**  
**Associate Manager- Incubator Operations, Venture Center**

Smita is working as an Associate Manager at Venture Center, Pune. As a part of Incubation team, she facilitates incubator operations by interacting with incubatees, infrastructure and facilities creation and development of the ecosystem. She is leading Bio-incubation activities at Venture Center. She is Ph. D in Pharmaceutical Chemistry from Institute of Chemical Technology, Mumbai and has academic experience of 12 years which includes research experience of 3.6 years.



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



**Mr. Ashutosh Prachand**  
**Assistant Manager – IP & Tech Transfer at IPFACE, Venture Center**

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&T domain. His interest lies in applied biotechnology and biopharmaceuticals.



**Dr. Saurabh Saran**  
**Sr Scientist, CSIR-IIIM & Principal Investigator, IIIM-TBI.**

Dr. Saurabh Saran has over ten years of experience of working with entrepreneurs & start-ups and he is taking care of the IIIM-TBI since its inception. Under his leadership, IIIM-TBI has incubated 12 startup companies and imparted industrial skill & entrepreneurship training to over 125 candidates from July 2017 to March 2020. He is also Microbiologist & Fermentation Scientist with 15 years of experience in Basic Research, technology development & in Industrial Microbiology, Biotechnology and Fermentation Technology. He has developed technologies and successful in technology transfer to various industries.



**Ms. Shalini Singh**  
**Consultant- Grant Program, Venture Center**

Dr. Shalini Singh holds Ph.D in Chemistry from University of Pune. She has done her Post-doctoral training from RMIT University, Melbourne. Her research experience includes work on synthesis and characterization of II- VI compound semiconductor Nanomaterials various applications in field of optoelectronic devices, biolabelling etc. Currently working with Venture Center on developing funding database website.



**Dr. Premnath V**  
**Director, Venture Center | Head, NCL Innovations | Head, IP Group, NCL**

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](http://www.premnath.org)





**Mr. Ankush Varma**  
**Project Coordinator, IIIM-TBI**

Mr. Ankush has over ten years of experience in education industry, skill development and strategic partnerships & collaborations at national and international level. He has good hand in business development of the existing technology of the incubators. Prior joining IIIM TBI as Coordinator, he has worked as International Officer for De Montfort University, England and was handling operations of the institution in South Asia. He has worked with Ed-Tech based startup company for 5 years and promoted its business (especially vocational training) in SAARC region. He is also associated with United Nations information Centre for India & Bhutan for promoting SDGs and Sports & Development in Jammu & Kashmir.



**Organized By :**

 <p>A BIRAC - Venture Center Initiative</p>	<p>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: <a href="http://www.brbc.venturecenter.co.in/">http://www.brbc.venturecenter.co.in/</a></p>
 <p>IIIM-TBI</p>	<p>IIIM-Technology Business Incubator (TBI) is a Section 8 company, technology based incubator which is located in CSIR-IIIM Jammu. Its prime objective is to promote entrepreneurship, nurture early stage startups and impart manpower training programs in the field of Life Sciences and Biotechnology. TBI provide in-house State-of-Art National Facility for small and medium scale manufacturers from North India and the UT of Jammu &amp; Kashmir in particular to get their prototype ready under GMP/GLP conditions. In addition, TBI also offer facilities to incubatees like QA-QC, Fermentation Technology, Animal House, cGMP, Kilo &amp; Toxicology labs. More on: <a href="http://www.iiimtbi.com/">http://www.iiimtbi.com/</a></p>

**Supported by :**

 <p>Ignite Innovate Incubate</p>	<p>Biotechnology Industry Research &amp; Assistance Council is a new industryacademia 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: <a href="http://www.birac.nic.in">www.birac.nic.in</a></p>
	<p>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 &amp; Technology’s National Science &amp; 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 &amp; engineering. For more information, visit : <a href="http://www.venturecenter.co.in">www.venturecenter.co.in</a></p>
 <p>CSIR-IIIM</p>	<p>CSIR- Indian Institute of Integrative Medicines (IIIM), Jammu offers state of the art infrastructure and scientific support for drug discovery and development of products of high values for the national &amp; international markets. Since its inception in 1942 as Drug Laboratory (now CSIR-IIIM), the national laboratory is playing an important role in nation building by developing a strong R&amp;D base in Jammu &amp; Kashmir. More on: <a href="https://iiim.res.in/">https://iiim.res.in/</a></p>