

Organized by		In collaboration and association with		Supported by		
 A BIRAC - Venture Center Initiative	 VENTURE CENTER	 ECELL KITCOEK	 KOLHAPUR INSTITUTE OF TECHNOLOGY'S COLLEGE OF ENGINEERING (AUTONOMOUS), KOLHAPUR	 INSTITUTION'S INNOVATION COUNCIL (Ministry of HRD Initiative)	 Bio-NEST	 birac Ignite Innovate Incubate

**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**

Organized by	In collaboration and association with	Supported by	Total Participant on Day 1 & Day 2 61
 BRBC A BIRAC - Venture Center Initiative	 VENTURE CENTER	 ECELL KITCOEK	

**Online City Camp on Essentials of Scientific Entrepreneurship**  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering, Kolhapur  
- Organized by BRBC at Venture Center -

Sessions on : Grant Writing I & Funding Landscape

Sessions on : Funding Landscape

Sessions on : Technology deskling , Business Plan , Financial Simulation

Sessions on : Basic of Finances & Intellectual Property



**Entrepreneur Panel**

*Online City Camp on: Essentials of Scientific Entrepreneurship in Collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering, Kolhapur Day 1 & Day 2*

BRBC'S City Camp was a two-day online event organized on 03-04 June 2021 in Collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering, Kolhapur. The workshop introduced key aspects of science and technology-based entrepreneurship. It was aimed at aspiring entrepreneurs who wished to get a broad overview of how to start and run a technology-based enterprise.

Organized by		In collaboration and association with		Supported by		
 A BIRAC - Venture Center Initiative	 VENTURE CENTER	 ECELL KITCOEK	 KOLHAPUR INSTITUTE OF TECHNOLOGY'S COLLEGE OF ENGINEERING (AUTONOMOUS), KOLHAPUR	 INSTITUTION'S INNOVATION COUNCIL (Ministry of HRD Initiative)	 Bio-NEST	 birac Ignite Innovate Incubate

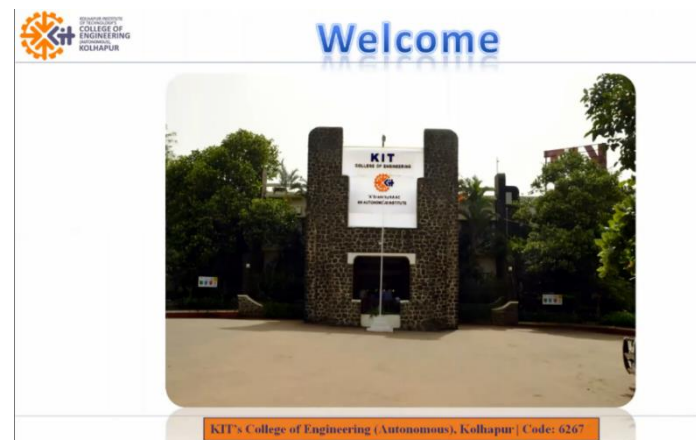
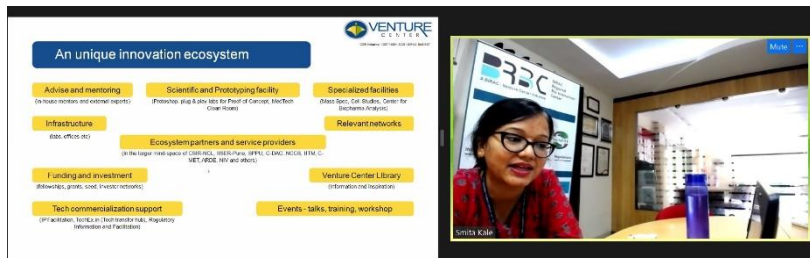
**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**



Session 1: Introductions

The event started as Dr. Premnath V & Dr. Smita Kale gave an overview of Venture Center that projected types of enterprises supported, incubator offerings, resources, facilities, events, social and scientific impact created. Followed by a welcome address from Dr. V. V. Karjinni & Dr. Pallavi S. Patil

- Welcome & Introduction to Venture Center
- Welcome address by Dr. V. V. Karjinni & Dr. Pallavi S. Patil from E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering, Kolhapur.





Organized by		In collaboration and association with	Supported by
 A BIRAC - Venture Center Initiative	 VENTURE CENTER	   	 


**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
 In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
 Kolhapur**


**Examples of Scientific Entrepreneurship**


**The new role models**


  
 Frances Arnold, Cal Tech  
Nobel Prize (2018)  
Green, Protein, Award Bios

  
 Jennifer Doudna, UC-B  
Nobel Prize (2020)  
Mammals Biotechnologies

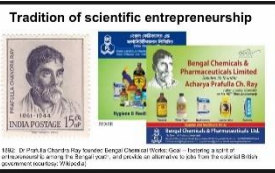
  
 Ugur Sahin & Ozlem Turek  
mRNA Vaccine for COVID-19  
BioNTech

  
 Bob Langer, MIT  
Patents: 1400; 76 Index 200  
More than 20 startups

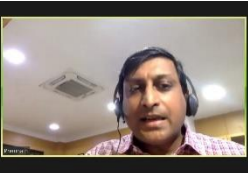
  
 Richard Friend, Cambridge  
1000 publications, 20 patents  
3 startups

  
 Anur Bose, MIT  
Bose Corporation

**Tradition of scientific entrepreneurship**



1880: Dr. Pruthi Chandra Raju founded Eceel College of Engineering - featuring a batch of 400 students, 1000+ employees, and 100+ products or services, by 1910. The college's history is documented in the book 'The History of Eceel College of Engineering'.



**Invention Process Flow:**

```

    graph LR
      A[Invention] --> B[Technology]
      B --> C[New products and services]
      C --> D[Product demonstration stage]
      D --> E[Significant milestones]
      E --> F[Commercial application]
      F --> G[Product in use]
  
```

**Entrepreneurship – The vehicle for delivering innovations in a sustainable and scalable manner!**

**Funding Landscape Table:**

US VC Funding (Annual average)	\$500K-\$2M (Rs 3-15 cr)	\$2M-10M (Rs 15-70 cr)	\$10M-50M	\$50M+	
India Sci/Tech Startup Requirement (BIRAC's Venture Capital)	Rs 5-15 lakh	Rs 15-50 lakh	Rs 50 lakh - 2 crore	Rs 2 - 10 cr (Higher for BT)	Rs > 10 cr

**Grant Writing**

*with a focus on BIRAC's Biotech Ignition Grant*

**Process Flow:** Idea → Proof of Concept → Prototype Demonstration → Rights/Trials/Approvals → Commercial Production → Product In use

Day 1 : Sessions were conducted as below:  
 Session 2:

- Introduction to Entrepreneurship  
 Value Proposition & positioning  
 : By Premnath V.

Session 3:

- The Process of developing and advancing technology  
 Tech derisking & designing studies to support claims  
 : By Premnath V.

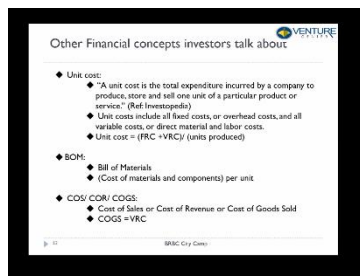
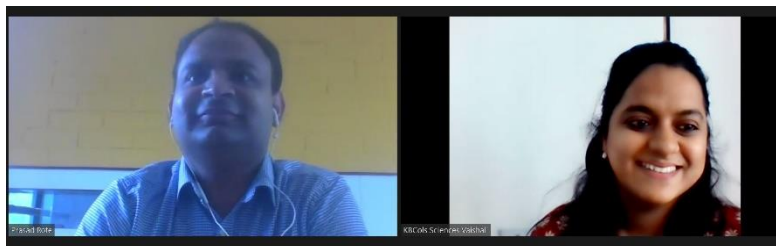
Session 4:

- Funding Landscape/ Schemes in India (30 min)  
 : By Shalini Singh
- Grant writing for Innovation Funding (with a focus on BIRAC's Biotech Ignition Grant-BIG) (30 min)  
 : By Smita Kale

Sessions were followed by an open forum of question & answers.

Organized by	In collaboration and association with		Supported by
 <p>BRBC A BIRAC - Venture Center Initiative</p>	 <p>VENTURE CENTER</p>	  <p>KOLHAPUR INSTITUTE OF TECHNOLOGY'S COLLEGE OF ENGINEERING (AUTONOMOUS), KOLHAPUR</p>  <p>INSTITUTION'S INNOVATION COUNCIL (Ministry of HRD Initiative)</p>	  <p>BIRAC Ignite Innovate Incubate</p>

**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**



Venture Center's List: Documents/ Plans to Prepare	
Purpose	What do you need?
For landing your first supporters, partners, champions	• <b>First Deck</b>
For internal strategy discussions with team and mentors	• Strategy deck (Plan A, B) (Slides)
For grant funders	• Expanded financials
For investors – prelim discussions	• <b>Business sketch</b>
	• Appetizer deck (Slides)
	• Elevator pitch
	• Cover letter/ email that draws attention
For investors – detailed discussions	• <b>Pitch deck (Slides)</b>
	• <b>Essential financials</b>
	• Confidential slides (Slides)
Deal closure and negotiations	• Term sheet/ MoA
	• Essential financials
	• Share progression chart



Day 2: Sessions were conducted as below:

**Session 5:**

- Sharing of Insights and experiences by Entrepreneurs
  - KBCols Sciences Pvt. Ltd (Dr. Vaishali Kulkarni)
  - Sarvoshadhi Biotech Pvt. Ltd (Mr. Prasad Rote)

**Session 6:**

- Basics of finances: By Shruti Devashtali

**Session 7:**

- Business plan and elevator pitch; Financial simulation of a business: By Premnath V

**Session 8:**

- Essentials of Intellectual property and IP strategy for startups: By Ashutosh Prachand

Sessions were followed by an open forum of question & answers.

Organized by		In collaboration and association with		Supported by	
					
A BIRAC - Venture Center Initiative	VENTURE CENTER	ECELL KITCOEK	KOLHAPUR INSTITUTE OF TECHNOLOGY'S COLLEGE OF ENGINEERING (AUTONOMOUS), KOLHAPUR	INSTITUTION'S INNOVATION COUNCIL (Ministry of HRD Initiative)	BIRAC Ignite Innovate Incubate

**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**

**Additional reading and learning for those who are interested:**

Startup Finance:

<https://www.entrepreneurship.org/learning-paths/the-art-of-startup-finance>  
<https://online.hbs.edu/blog/post/accounting-skills-for-entrepreneurs>

Kauffman Founders School:

<https://www.youtube.com/channel/UC5P7TFIdQSDBd0hoqFoRWkQ>

Business plans:

<https://ocw.mit.edu/courses/sloan-school-of-management/15-s21-nuts-and-bolts-of-business-plans-january-iap-2014/>

Recordings for both days of the City Camp available at: <https://drive.google.com/drive/folders/1OvKxiGarE-vlOmH18kJeyZGa0lsfAqSH?usp=sharing>  
**(Access to be given upon request)**

**List of participants: Total 61 people attended this online city camp**

Sr. No	Name of the participant	Affiliated Institute	City
1	Rutuj Yougatarao Shejul	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Sangli
2	Deeksha Rokade	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
3	Nishigandha Mali	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
4	Mrunal Sushilkumar More	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur

Organized by		In collaboration and association with		Supported by	
					
<small>A BIRAC - Venture Center Initiative</small>	<small>VENTURE CENTER</small>	<small>ECELL KITCOEK</small>	<small>KOLHAPUR INSTITUTE OF TECHNOLOGY'S COLLEGE OF ENGINEERING (AUTONOMOUS), KOLHAPUR</small>	<small>INSTITUTION'S INNOVATION COUNCIL (Ministry of HRD Initiative)</small>	<small>BIRAC Ignite Innovate Incubate</small>

**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**

5	Shrushti Shailesh Shaha	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
6	Bhivate Divija Mahesh	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
7	Sakshi Sagar Chavan	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
8	Atharva V. Kulkarni	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
9	Girija Anant Bhalkar	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
10	Vaishnavi Santosh Deshpande	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Ajara, Maharashtra
11	Arundhatti Patil	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
12	Nehal Chaudhari	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Nagpur
13	Pranay Jadhav	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Palghar
14	Deeksha Anant Kamble	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
15	Kalyani Ketan Deshmukh	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
16	Patil Omkar Bajirao	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
17	Tirale Shital Bhairavnath	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
18	Dipika Dnyandeo Gaiwad	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Ahemadnagar
19	Poonam Suresh Parit	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
20	Guruprasad Bhandwale	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Gargoti
21	Om Manish Wakade	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	BHADRAWATI
22	Pratima Prakash Parulekar	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Gargoti
23	Anna Jogin	KLE Technological University	Hubali, Karnataka
24	Vrushabh Anil Nikhade	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Yawatmal

Organized by		In collaboration and association with		Supported by	
					

**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**

25	Mansi Ganesh Kalyankar	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
26	Guruprasad Narasinh Kulkarni	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
27	Akhilesh Chandrakant Palkar	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Satara
28	Pradnya Vivekanand Pise	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
29	Karuna Ajit Patil	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Satara
30	Nishant Kulkarni	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
31	Vaishnavi Vilas Narkar	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Ajara
32	Neha Pandurang Patil	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Nagpur
33	Shantanu Nitin Deshpande	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
34	Rashmi Shivkumar Nair	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
35	Anjali sarda	KLE Technological University	Hubali, Karnataka
36	Sadhana Patil	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Kolhapur
37	Asawari Kedari	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Pune
38	Omkar Sanjay Dod	Kolhapur Institute of Technology's College of Engineering (Autonomous), Kolhapur	Ahmednagar
39	Komal Joshi	NA	Baramati
40	Abhishek Sarkar	Protapi Organics	Guwahati, Assam
41	Rikasho Raj Deka	Protapi Organics	Guwahati, Assam
42	Mahesh Seethagari	Jawaharlal Nehru Technological Universities	Hyderabad
43	Samyuktha Sathiyarayanan	PMIST university	Tamilnadu
44	Maitree Dedhia	Trebirth	Mumbai

Organized by		In collaboration and association with		Supported by	
					
A BIRAC - Venture Center Initiative		ECELL KITCOEK		KOLHAPUR INSTITUTE OF TECHNOLOGY'S COLLEGE OF ENGINEERING (AUTONOMOUS), KOLHAPUR	
				INSTITUTION'S INNOVATION COUNCIL (Ministry of HRD Initiative)	
					
				Bio-NEST	
				BIRAC Ignite Innovate Incubate	

**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**

45	Swapnil Arawade	NA	Pune
46	Akshay Jain	Develop Train Maintain LLP	Pune
47	Bhavesh Manojkumar Jain	Department of Technology, SPPU	Pune
48	Mistry Ronak Yogesh	NA	Pune
49	Ashish Kumar	Central University of Punjab	New Delhi
50	Laxmi Behere	NA	Pune
51	Sudarshan Sainath Dongare	NA	Pune
52	Mukund Choudhary	Trebirth	Kolkata, West Bengal
53	Nirmal Punjabi	IIT Bombay	Mumbai
54	Gautami Chati	Greenovate Solutions Pvt. Ltd.	Pune
55	Adityakumar Shrimali	NA	Pune
56	Pranita Shivaji Shedage	Green Pyramid Biotech Pvt Ltd	Pune
57	Manisha Sagar Karale	NA	Ahmednagar
58	Anwasha Dutta	NA	Bangalore
59	Samadhan Nagane	CSIR-NCL	Pune
60	Nageswar Reddy	Syri Research Pvt Ltd	Vadodara
61	Chanhorngam Hongchui	International Center for Genetic Engineering and Biotechnology	Delhi



Organized by		In collaboration and association with		Supported by		
 A BIRAC - Venture Center Initiative	 VENTURE CENTER	 ECELL KITCOEK	 KOLHAPUR INSTITUTE OF TECHNOLOGY'S COLLEGE OF ENGINEERING (AUTONOMOUS), KOLHAPUR	 INSTITUTION'S INNOVATION COUNCIL (Ministry of HRD Initiative)	 Bio-NEST	 birac Ignite Innovate Incubate

**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**

### Feedback Scores and Evaluation Result:

(03-04 June 2021) Online City Camp on Essentials of Scientific Entrepreneurship In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering, Kolhapur	
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
<b>Section 1 - Event</b>	
Overall Satisfaction with Event	6.6(5,7)53
Satisfaction with Content	6.5(5,7)53
Satisfaction with Speakers/mentors etc	6.7(5,7)53
Satisfaction with structure, design and pace of event	6.3(4,7)53
<b>Please Provide any other suggestions, comments etc here</b>	
Session for term sheet, revenue model	
Commercialization of the product	
Would love to know more in terms of how can design thinking help in business development	
Please give some more time for break.	
The event was excellent! No loopholes found	
Yes, It is very good event I wish topic is on molecular biology	
More detailed talks for a longer period of time	
The sessions were very nice and informative	
co-founder search	
It was really helpfull and so informative. Really learned a lot. Thank You Venture Center and KIT Kolhapur.	

Organized by		In collaboration and association with		Supported by		
 A BIRAC - Venture Center Initiative	 VENTURE CENTER	 ECELL KITCOEK	 KOLHAPUR INSTITUTE OF TECHNOLOGY'S COLLEGE OF ENGINEERING (AUTONOMOUS), KOLHAPUR	 INSTITUTION'S INNOVATION COUNCIL (Ministry of HRD Initiative)	 Bio-NEST	 birac Ignite Innovate Incubate

**| Report on Online City Camp | 03-04 June 2021 | Online City Camp on Essentials of Scientific Entrepreneurship  
In collaboration with E-cell KITCoEK & IIC KITCoEK in association with Department of Biotechnology Engineering,  
Kolhapur**

Can include 3 minutes break every one hour, if possible.	
I just wish that if there are any opportunities for internship or jobs....so I want you to make something to make it accessible and easy to approach.	
Finance and Data management in bussiness specially for science students	
The session was very informative. Thank you.	
I liked the part where entrepreneurs share their experiences. I would like it very much if we had more of that.	
Internship programs	
Excellent information and answers by speakers, wish to attend more seminars on finance basics	
No suggestions blt was very good seminar.	
can you make 3 days sessions so that you guys can give us more important information	
It was great experience learned a lot about scientific entrepreneurship. Looking forward to attend more such sessions.	
I would like to know more about the technology transfer aspects and IP related talks in the field of biosciences	
Please provide a long Bio break of atleast half an hour for the event. It would be interesting to have a session on environmental norms for a startup business.	
<b>Category wise attendees</b>	
Student	35
Employed	1
Entrepreneur	12
Others	5

**Report By -Neha K. (BRBC Team), Venture Center, Pune**