



Online M Clinic on Technology Commercialization & Go-to-Market Strategies with Mr. Kaushik Gala

- Organized by BRBC -

Potential gains	<ul style="list-style-type: none"> The event is an online M Clinic organized by BRBC.
Organized by	<ul style="list-style-type: none"> BIRAC Regional BioInnovation Center (BRBC) @ Venture Center
Supported by	<ul style="list-style-type: none"> BIRAC (Biotechnology Innovation Research Assistant Council) Venture Center
For whom	<ul style="list-style-type: none"> Entrepreneurs, early stage startups, Venture Center incubatees
Mentor	<ul style="list-style-type: none"> Mr. Kaushik Gala - Technology commercialization consultant
When	<ul style="list-style-type: none"> Monday 26 July 2021 01.30 pm – 05:30 pm
Where	This is an online Clinic - to be held on online platform; Link to the event will be shared with selected participants
Registration	Register at : https://bit.ly/26JulM
Contact	Technical queries: Neha K 020-25865877/75/76; 7410045657 brbc@venturecenter.co.in

Slots for Mentoring Clinic (10:30 am - 04: 00 pm)

Date	Time	Name Of Participant	Name of Company	Designation	Company Website
26-July-21	01:30 - 02:30 pm	Mukund Choudhary	TreBirth	Founder	NA
26-July-21	02:30 - 03:30 pm	Ganesh Ram Jangir	Newndra Innovations Pvt Ltd	Founder & CEO	https://www.linkedin.com/company/newndrainnovations/
26-July-21	03:30 - 04:30 pm	Manoj Sanker	Nemocare	Co-Founder	https://www.linkedin.com/company/nemocare/about/
26-July-21	04:30 - 05:30 pm	Riyaz Rafique	Riyotics Products And Systems Private Limited	Founder & Director	https://www.linkedin.com/company/riyotics/about/



Mentor :



Kaushik Gala

Business Development, Sales & Marketing at FlytBase,Inc.; GTM Consultant for B2B Tech Startups

Kaushik has 20+ years of experience as a B2B business development and technology venturing professional, including stints in US & India at tech startups, multi-national companies, boutique consulting firms, and incubator-accelerators. With a keen understanding of technology-driven businesses and markets, he has driven sales, marketing, and fund-raising for early-stage, B2B startups. He has built and leveraged professional networks at the CXO and Board of Director levels - across industries such as software, semiconductors, ICT, cleantech, biotech, robotics, and advanced engineering. His IP and technology monetization skills have been honed at Tata Consultancy Services (Indian IT industry’s pioneer in IP-led growth), Freescale Semiconductor (a US company with 5000+ patents), and IPVALUE (a Silicon Valley venture that has generated \$1B+ in licensing revenue). This is complemented by experience in venture incubation and seed funding at the Entrepreneurship Development Center and cross-border B2B business development at AcceleratorIndia. As CBO at CSIR-Tech, he worked closely with the BoD to conceptualize, structure, and lead the fund-raising efforts for a unique, science-focused VC fund – besides managing P&L for technology transfer. As CBO at FlytBase, he led the Series Seed fund-raise, US market entry for flagship products, and GTM partnerships. He holds BE (Instrumentation & Control), MS (EE + CS) and MBA degrees from India & the US.

About the Organizers



BIRAC Regional Bio-Innovation Center (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 Center; BioIncubation Practice School

For more information, visit www.brbc.venturecenter.co.in

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	<p>Venture Center is India's largest inventive enterprises and scientific business incubator. Venture Center is a technology business incubator hosted by CSIR-NCL and supported by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB) and BIRAC.</p> <p>For more information, visit www.venturecenter.co.in</p>
	<p>Biotechnology Industry Research & Assistance Council (BIRAC) 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.</p> <p>For more information, visit : www.birac.nic.in</p>