

## Mentor Mixer on AgriTech Innovation - Organized by BRBC at Venture Center-

<b>Potential gains</b>	<ul style="list-style-type: none"> <li>This is an opportunity for startup founders to meet and network with Industry professionals, senior entrepreneurs and investors, and vice versa. This event aims to initiate contact, introduce people and catalyze mutually rewarding interactions and relationships.</li> </ul>
<b>Sector</b>	<ul style="list-style-type: none"> <li>This Mentor Mixer is focused on New Age Agricultural Technology</li> <li>Scope of ideation in Agriculture</li> <li>Smart Farming/Smart Agriculture Technologies</li> <li>Funding opportunities for Agriculture Startups</li> </ul>
<b>Stage of startup</b>	<ul style="list-style-type: none"> <li>Startups at Concept/POC/Prototype Stage</li> <li>Post-prototype/ product ready/ early revenue/ scale-up</li> </ul>
<b>Themes</b>	<ul style="list-style-type: none"> <li>➤ Early-stage fund raising/ grants</li> <li>➤ Early as well as large stage validations/ trials</li> <li>➤ Business strategy/ planning/value proposition/ story telling/ pitching</li> <li>➤ Market entry/ regulations/ certifications/ approvals</li> <li>➤ Sales/ distribution/ marketing/ packaging/branding/ partnerships</li> <li>➤ Raising seed/venture financing/ Angel investments/ referrals</li> </ul>
<b>Organized by</b>	<ul style="list-style-type: none"> <li>BIRAC Regional BioInnovation Center @ Venture Center (BRBC)</li> </ul>
<b>Supported by</b>	<ul style="list-style-type: none"> <li>BIRAC</li> <li>Venture Center</li> </ul>
<b>For whom</b>	<ul style="list-style-type: none"> <li><b>Startup founders and CXO level team members</b> of startups</li> <li>Senior entrepreneurs who have already built companies in the sector</li> <li>Industry and business mentors</li> <li>Investors with an interest in the concerned sector</li> </ul>
<b>When</b>	<b>Wednesday-Thursday, 22-23 Sept 2021   Time: Day 1: 10:00 am - 12:00 pm Day 2: 10:00am – 01.00 pm (Please refer page no. 3)</b>
<b>Where</b>	This is an Online Event   Link to the Event will be shared with selected participants post registration
<b>Contact</b>	<b>Technical queries:</b> Neha Khaladkar     <a href="mailto:neha@venturecenter.co.in">neha@venturecenter.co.in</a>   +91-8956677543 <b>Logistics queries:</b> Lipika Biswas   <a href="mailto:eventsdesk@venturecenter.co.in">mailto:eventsdesk@venturecenter.co.in</a>
<b>Registration</b>	Register here: <a href="https://bit.ly/Sept-MM">https://bit.ly/Sept-MM</a>  <ul style="list-style-type: none"> <li><b>Free!</b> Acceptance on confirmation by organizers after registration. [Limited seats for Day 2 – One-to-One M Clinics]</li> <li>- Selected participants will be informed via email</li> </ul>

## Introduction

Venture Center (<http://www.venturecenter.co.in>) 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 BIRAC Regional Bioinnovation Center (BRBC). More information at: <http://brbc.venturecenter.co.in/>. Under the aegis of the BRBC, Venture Center organizes Mentor Mixers. Mentor Mixers are usually sector focused and emphasize specific themes. Mentor Mixers are opportunities for startup founders to meet and network with senior industry professionals, senior entrepreneurs and investors. These are also opportunities for senior professionals and investors to connect with the hottest startups in their field of interest. This event aims to initiate contact, introduce people and catalyze mutually rewarding interactions and relationships.



Via this initiative, Venture Center and BRBC hopes to facilitate productive mentor-mentee relationships in different sectors and different regions of the country. Venture Center plans to launch an online mentoring platform to back-end these mentor-mentee interactions and create facilitating "soft" infrastructure for the same.

## Why you should attend?

For Startups:

- Meet potential mentors/ senior entrepreneurs and get advice/ inputs on various themes
- Meet other entrepreneurs/ peers in similar industry spaces

For Mentors:

- Exposure and interaction with a curated group of startups
- Meet and interact with other mentors/investors in the field

## Workshop structure and outline

- Open sessions (in LT)
  - Non-confidential elevator pitches by startups
  - Introductions of mentors and moderated panels
- Brief talk and interaction with an Industry Leader
- Networking
- Private mentoring clinics

## 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.

Schedule			
DAY 1 – 22 Sept 2021			
Time	Duration	Session title	Speaker
10:00 am - 10.10 am	10 min	<ul style="list-style-type: none"> <li>Introduction to Venture Center</li> <li>Introduction to the Mentor Mixer &amp; Mentors</li> </ul>	Smita Kale
10:10 am -10.25 am	15 min	<ul style="list-style-type: none"> <li>Introduction to Social Innovation Immersion Program: Agri-Tech Call 2021</li> </ul>	Mugdha Lele
10.25 am – 10.55 am	30 min	<ul style="list-style-type: none"> <li>Tips and pointers on raising funds for food/Agri Startups</li> </ul>	Nilesh Lele
10.55 am – 11.55 am	60 min	<ul style="list-style-type: none"> <li>Startups working on Innovative Agriculture Technology               <ul style="list-style-type: none"> <li>- BioPrime AgriSolutions</li> <li>- Sense It Out</li> <li>- Agrograde</li> </ul> </li> </ul>	Moderator: Smita Kale, Mugdha Lele Renuka Diwan Jasveer Singh Kshitij Thakur
11:55 am – 12:00 pm	5 min	<ul style="list-style-type: none"> <li>Q &amp; A – Final Notes</li> </ul>	Smita Kale Neha K
DAY 2 – 23 Sept 2021			
10:00 am – 01.00 pm	180 mins	<ul style="list-style-type: none"> <li>One-One Mentoring Sessions</li> <li><b>* By Invite only</b></li> </ul>	45 mins slot per mentee

**Slots for Mentoring Clinic (10:20 am – 03:45 pm)**

#	Entrepreneur	Time (hrs.)	Time (Min)	Mentor	Meeting Link
1				Nilesh Lele	Zoom Meeting Room 1 VC Coordinator – Neha Khaladkar
2					
3					
				Mugdha Lele	Zoom Meeting Room 2 VC Coordinator – Mugdha Lele

**About Organizers & Mentors (in alphabetical order of last names)**



**Ms. Renuka Diwan**  
**Chief Executive Officer - BioPrime AgriSolutions Pvt Ltd**

First generation entrepreneur, having doctorate and post doctorate in plant sciences with 17 years of research experience. She was also a visiting faculty at various institutes - Department of Botany, University of Pune, IBB and NIV to name a few. As CEO, she focuses on developing sustainable strategies for achieving long term goals of the company by developing key partnerships and collaborations for rapid penetration in the market. Renuka is also in charge of finance and fund-raising with a focus on building profitability with long term growth.



**Dr. Smita Kale**  
**Manager –Bioincubation, Venture Center**

Smita as part of incubation team, facilitates incubator operations by interacting with incubatees, infrastructure and facilities creation and development of the ecosystem. She is leading Bio-incubation activities, Center for Biopharma Analysis (CBA) and BIRAC's Regional Bioinnovation Center (BRBC) projects at Venture Center. She is actively involved in mentoring startups at Venture Center. She is Ph. D in Pharmaceutical Chemistry from Institute of Chemical Technology, Mumbai and prior to joining Venture Center has had 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**

Neha is responsible for planning & co-coordinating activities of BRBC. She studied MSc. in Microbiology. During her Masters she did her project work in National Chemical Laboratory, Pune. 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.






**Dr. Mugdha Lele**  
**Senior Manager – Social Innovations**

Mugdha is currently Sr. Manager for Social Innovations at Venture Center. She has done Ph.D from School of Health Sciences, University of Pune and has teaching and research experience in a State Government medical university. At Venture Center, she is responsible for driving the Social Innovations and related activities and is responsible for providing technical mentoring for incubatees at Venture Center. Mugdha has been a Fellow of the Chevening Rolls Royce Science, Innovation, Policy and Leadership Programme (CRISP) at the Said Business School, University of Oxford, UK in 2016. In 2018 she has also been part of the Aritra Accelerator Program for Leadership in the Social Sector at IIM Bangalore with Phicus Solutions and Dr. Reddy's Foundation. She is interested to drive programs which support development of novel technology solutions for impact in the social sector.



**Mr. Nilesh Lele**  
**Founding Partner RampUp Advisory LLP**

Nilesh Lele is a Founding Partner of RampUp Advisory LLP which provides Investment Banking Advisory services and is working closely with 100+ startups across India to help them achieve the next level, primarily by helping them raise funding (debt, equity – angel investments, VC / PE funding). Nilesh holds a Chemical Engineering Degree from ICT (formerly called UDCT, Mumbai) and MS and MBA (Finance) from USA. He is also CFA and FRM Charter holder. He has worked as Vice President at MNC Banks such as Barclays

	<p>Capital and Deutsche Bank in USA and India. Nilesh is currently holding the position of President at the Chamber for Advancement of Small &amp; Medium Businesses (CASMB) He is also Hon. Secretary of Board of Governors for UDCT Alumni Association.</p>
	<p><b>Mr. Jasveer Singh</b> <b>Founder - Sense it Out</b></p> <p>Jasveer Singh is an IIT Bombay Alumnus and founder of an Agri-tech startup – Sense it Out, passionate to solve the water crisis problem that connects Agriculture &amp; Environment using his expertise in Sensors, IoT &amp; AI technologies. He has been instrumental in getting many startup grants, accolades and recognition from the Govt of India (DBT &amp; DST), UNIDO (United Nations Industrial Development Organization), and premier institutions like IIM-A, IIM-C, ICAR-IARI, CSIR-NCL and NASSCOM.</p>
	<p><b>Kshitij Thakur</b> <b>Co-Founder at Agrograde</b></p>
	<p><b>Dr. Premnath V</b> <b>Director, Venture Center   Head, NCL Innovations</b></p> <p>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 &amp; 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: <a href="http://www.premnath.org">www.premnath.org</a></p>



**About the Organizers**

 <p>A BIRAC - Venture Center Initiative</p>	<p>BIRAC Regional Bioinnovation Centre (BRBC) is the third regional centre of BIRAC and is located in Venture Center. BRBC aims to fill up key innovation ecosystem gaps for bio-based industry sectors and thus significantly impact the translation of high quality innovative ideas into viable and sustainable business enterprises. Some key BRBC initiatives are Venture Mentoring Service; Venture Base Camps; Regulatory Information and Facilitation Centre; Bio Incubation Practice School</p> <p>More on: <a href="http://www.brbc.venturecenter.co.in/">http://www.brbc.venturecenter.co.in/</a></p>
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**Supported by**

 <p>Ignite Innovate Incubate</p>	<p>Biotechnology Industry Research &amp; Assistance Council is a non-profit company created by the Department of Biotechnology (Government of India) with a mandate to develop the national ecosystem for biotechnology innovation and entrepreneurship and provide targeted support to innovators and entrepreneurs.</p> <p>For more information about BIRAC: <a href="http://www.birac.nic.in">www.birac.nic.in</a></p>
 <p>VENTURE CENTER</p>	<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 &amp; Technology's National Science &amp; Technology Entrepreneurship Development Board (DST-NSTEDB) and BIRAC.</p> <p>For more information, visit <a href="http://www.venturecenter.co.in">www.venturecenter.co.in</a></p>