



Venture Base camp on:
Pitching Workshops for Startups
 - Organized by BRBC -

Potential gains	<p>This workshop is a Venture Base Camp (VBC) aimed at startups across various stages to learn exactly what you need to communicate about yourself and your business, by constructing an all-inclusive and effective pitch for your idea or Startup! This workshop is designed to train entrepreneurs and business owners how to properly organize a pitch to get investor funding.</p> <ul style="list-style-type: none"> • Stories are the best way to communicate. That is why, when it comes to emphasizing a point, leaders use stories. • Great stories have the power to engage, move, make difficult subjects easy to grasp. In this highly interactive and practical workshop, participants will learn how to tell business stories for personal impact. • Learn how to structure a story, presentation and an investor pitch 						
Organized by	<ul style="list-style-type: none"> • BIRAC Regional Bio-Innovation Center @ Venture Center 						
Supported by	<ul style="list-style-type: none"> • BIRAC • Venture Center 						
When	Monday, Tuesday 09, 10 May 2022 Time: 09:00 am – 06:00 pm						
Where	Lecture Theatre, Venture Center, 900 NCL Innovation Park, Dr. Homi Bhabha Road, Pashan, Pune - 411008						
For Whom	<ul style="list-style-type: none"> • Founders of innovative technology startups • Inventors from R&D institutes, medium/ large enterprises who already have a product ready (atleast a prototype) 						
Registration	<p>Registration Process: Step 1: Interested participants need to fill in registration form at the following link. Register online at: https://tinyurl.com/VBCMay Step 2: Email invite will be sent post screening of registration details. Seats and Registration Cost: Limited seats!! Total number of seats: 15</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Category</th> <th style="text-align: left;">Fees (Rs)</th> </tr> </thead> <tbody> <tr> <td>A: BIRAC Grantees who are DPIIT registered Startups</td> <td>BRBC Scholarship: 100% waiver of registration fee (Maximum: 10 seats)</td> </tr> <tr> <td>B: Others include Individuals from Non-profit/R&D/academic orgs.</td> <td>1000 INR/- per participant</td> </tr> </tbody> </table> <p>Limited number of travel fellowships for up to Rs. 13000 available for Category 'A' participants. Reimbursement upon presenting receipts. Eligibility criteria for BRBC scholarships: All BIRAC grantees (individuals or micro/small entities; not medium or large entities) are eligible. Preference: Startup companies (LLC/PLC) vs. individuals if we receive more than 25 applications. Organizers reserve the right to select participants so as to optimize the group for better interaction and ensure benefit to as many startups as possible. NOTE: Registration closes once 15 seats are full or on May 02, 2022 (whichever comes sooner). Fees paid is not refundable and nontransferable under any circumstances Step 3: Attendance only on confirmation of payment of registration fee or submitting proofs of BRBC scholarships</p>	Category	Fees (Rs)	A: BIRAC Grantees who are DPIIT registered Startups	BRBC Scholarship: 100% waiver of registration fee (Maximum: 10 seats)	B: Others include Individuals from Non-profit/R&D/academic orgs.	1000 INR/- per participant
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Contact	<p>Technical queries: Yashodhan Shende brbc@venturecenter.co.in +91-9172232215 Registration related Queries: Lipika Biswas eventsdesk@venturecenter.co.in</p>						



Introduction

BIRAC Regional Bio Innovation Centre (BRBC) is a joint initiative of BIRAC and Venture Center. It focuses on filling up a few key Innovation's ecosystem gaps in India for biotech/biomed startups specifically relating to mentoring, regulations, fund raising and Bio Incubation practice.

Venture Base Camps are high intensity, focused, theme-based camps intended to take a startup from point A to point B in their entrepreneurial journey, prior to their execution on key goals of the company.



The focus of this Venture Base Camp:

To train entrepreneurs and business owners how to properly organize a pitch to get investor funding.

Course Description:

Talks and insights on developing story line for investor pitch followed by individual interaction with the mentor to further refine these pitches.

Workshop includes

- Workshop includes tea, snacks and lunch at the Innovation Café.
- Free membership in mailing list to follow-up on workshop and intimation of relevant events/ funding/ opportunities from Venture Center.
- One-year free reference membership to Venture Center Library (<http://www.vcenterlibrary.org/>)
- ***Note to Participants:** Please submit your pre-workshop assignment to the Mentor on or before May 05, 2022 at brbc@venturecenter.co.in
- ***Note to Participants:** Assignment by Mentor on Day 1 needs to be submitted by 23:59 hrs to the Mentor on May 09, 2022

Workshop excludes

Please note that the participants will have to arrange for their own travel*, local transport and accommodation and dinners. For more information on Pune city, travel, transport and stay options, see <http://www.venturecenter.co.in/puneguide/>

*travel fellowship will be provided to Category A participants



Workshop Schedule

Day 1: Monday, May 09, 2022

Time	Duration	Session title	Lead
09:00-10:00 am	60 mins	Registrations & Breakfast	Srikant Sastri
10:00-10:15 am	15 mins	Introduction to Venture Center	
10:15-01:30 pm	195 mins	Plenary Session 1 (including Tea Break)	
01:30-02:30 pm	60 mins	Networking & Lunch	
02:30-05:00 pm	150 mins	Individual Assignment Session 1 (including Tea Break)	
05:00-06:00 pm	60 mins	Review Session and Day 1 Closure	

Day 2: Tuesday, May 10, 2022

09:00-09:30 am	30 mins	Breakfast	Srikant Sastri
09:30-12:30 pm	180 mins	Plenary Session 2 (including Tea Break)	
12:30-01:30 pm	60 mins	Networking & Lunch	
01:30-03:00 pm	90 mins	Individual Assignment Session 2	
03:00-04:00 pm	60 mins	Review Session and Day 2 Closure	
04:00-04:15 pm	15 mins	Tea Break	
04:15-04:45 pm	30 mins	Tour of Venture Center	
04:45-05:30 pm	45 mins	Interaction with VC staff for services offered at VC	



A BIRAC - Venture Center Initiative



ignite Innovate Incubate



Speakers at Venture Base Camp: (In order of last names; alphabetical order)



Srikant Sastri

Srikant Sastri is a seasoned entrepreneur and bridge-builder. He provides strategic leadership as the co-founder of Crayon Data, the ambitious Singapore-headquartered start-up, which aims to build a global business around a Big Data platform and products. This is his third start-up. As a successful entrepreneur, Srikant had founded India and Southeast Asia's largest CRM & Digital agency, Solutions – Digitas, in 1995. The business achieved scale (2000 employees) and market leadership before being acquired by the Publicis Groupe. In his most-recent role as VivaKi India Chairperson, Srikant led an ambitious M&A strategy to help the Publicis Groupe establish digital leadership in India, through three cutting-edge acquisitions. Srikant is the Chairman of the Board of IIM Calcutta Innovation Park. He also serves as the board member, advisor and mentor to several emerging corporations, university incubators and startups. This includes IIT Kanpur F.I.R.S.T as Board Member, member of Project Evaluation & Monitoring Committee of NIDHI Center of Excellence at NCL Venture Center, mentor to BIRACsupported incubators & programs like BioAngels Network. Respected as a leading marketing & CRM practitioner, Srikant started his career at Unilever and McCann – Erickson, and was recently inducted into the DMAi 'Hall of Fame'. He has been on the jury at Cannes Advertising Festival. At Crayon Data, Srikant loves being in the midst of crazy ideas, energetic people, and ambiguity. Srikant works closely with, and nurtures several tech start-ups, and is an active angel investor. He earned an Engineering degree from IIT, Kanpur and a Post-Graduate qualification in Management from IIM, Calcutta. Some interesting videos https://www.youtube.com/watch?v=ksQU_IXH5U ; <https://www.linkedin.com/in/srikantsastri1>

Organizers (in order of last names; alphabetical order)



Meghana Bhandari

Associate- Bioincubation, Venture Center

Meghana is responsible for planning & co-coordinating activities of BRBC. She studied M.Tech in Biomedical engineering from IIT Ropar. During her Masters she did her project work on intranasal drug delivery system for treating Alzheimer's Disease. Previously she has worked as a medical writer for a biopharma company.



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.



	<p>Yashodhan Shende Senior Executive – Business Development, Venture Center</p> <p>Yashodhan holds a B.Tech. from the University of Pune and is currently pursuing Masters in Management at ESCP Business School specializing in Management Consulting and Business Development. Also, he has been a Recipient of Kennedy-Lugar Youth Exchange and Study Scholarship to the U.S. He is a leadership trainer with a focus on intercultural leadership. Yashodhan is involved in Business Development and Social Media activities at Venture Center.</p>
	<p>Premnath Venugopalan Director, Venture Center Head, NCL Innovations</p> <p>Premnath 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, working with startup companies (in Cambridge-UK and India) and engaging with large corporations on research and consulting projects as project leader.</p>

About the Organizers

	<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: http://www.brbc.venturecenter.co.in/</p>
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Supported By

	<p>Biotechnology Industry Research & 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: www.birac.nic.in</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 & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB) and BIRAC.</p> <p>For more information, visit http://www.venturecenter.co.in/</p>