

Report on Mentor Mixer | 05 Apr 2019 | IKP Eden, Bangalore |

*Mentor Mixer on Fund raising and Business development
held at IKP Eden, Bangalore on 05 April 2019*



*Organized by BIRAC Regional Bioinnovation Center (BRBC) &
IKP Eden*

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BRBC's sixth Mentor Mixer was organized on 05th April 2019 at IKP Eden, Bangalore. The mixer was focused on Fund raising and Business development for Medtech startups.

The mixer provided a convergent platform for mentors and entrepreneurs to gather and exchange thoughts.

The Mentor Mixer provided a base for entrepreneurs to have peer to peer conversations and to interact with experts from various backgrounds. 2 minute elevator pitch by entrepreneurs proved very useful in conveying the product/technology to other entrepreneurs/mentors.

Some of the topics covered:

- Elevator pitch
- Art of story telling
- What investors look for in a company
- How to go about fund raising through different avenues
- How much money to raise at what stage
- Major challenges faced by entrepreneurs during fund raising



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Some key take aways from mentors:

Rema Subramanian

It is important for scientific startups to file intellectual property and publish results so that there is an independent assessment of soundness. Many things decide how seriously investors take the claims of the entrepreneur --- these can include background of the entrepreneur, association with institutions/ companies known for rigour and thoroughness etc

Amitabh Shrivastava

Entrepreneurs can learn the essentials of business and finance quite easily to function effectively
Keep your shareholding/ cap table simple and clean
Investors need to know how they will make money by betting on you

Srikant Sastri

Art of pitching = Ingredients + Recipe + Presentation

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Ravi Sarangpani

Be clear who your customer is. Customer is the one taking the buying decision. This can be very different for different medical products

Anand Govindulari

Startups should leverage international fund buckets especially from Singapore. There is a great synergy between Singapore and India. Early association with strategic partners and foresight into potential buyers of the company helps

Kailash Nath

We do not invest in technology de-risking but in the phase after that when the company has demonstrated its product and identified customers, and wants to build the company further

Going further, mentor mixers will facilitate towards building a streamlined nationwide mentor network which will enable effective connection and matching for prospective and experienced entrepreneurs with skilled volunteer mentors.



Delighted to see investors representing almost 50% of the early stage medtech investment corpus in India present in the the room today! (Bharat Innovation Fund + IAN + IAN Fund + Ankur Capital + Incubator driven Seed Funding)

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Feedback and evaluation result**

(05-Apr 2019) Mentor mixer on fund raising & Business development of Medtech startups

Evaluation Results

Category	Avg (Max-Min) Count	Rating Scale			
Section 1 - Event		Rating Scale			
Overall Satisfaction	6.3(5,0)23	1	Bad	2	Well below average
Satisfaction with Content	6.3(5,0)23	3	Below average	4	Average
Satisfaction with Speakers/mentors etc	6.5(6,0)22	5	Good	6	Very Good
Satisfaction with srtructure,design and pace of event	6.1(5,0)23	7	Excellent	4	Average
Satisfaction with networking opportunities	6.1(4,0)22				
satisfaction with event logistics,arrangements	6.2(5,0)22				

Please Provide the following information

You are a:

Student	1
Entrepreneur	10
Employed	8
Other	3
Not mentioned	1

You became know of this event via:

E-mail	12
Social Media	1
Advt	3
Other	2
Not mentioned	5

Please Provide any other suggestions,comments etc here

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Please organize such events frequently.
The session was great.
Conduct more events and more frequently.
May be preparation CV as a founder can be included. Some basic legal compliances information can be included.
More time & space for networking please.
We would like to know about other participants also. So please share co-innovators & Mentors contacts to all.
It was great. Looking for follow-up events.
Excellent workshop. Please keep conducting.
Very good arrangement.

Nikita Jhaveri
BRBC
Venture Center, Pune