

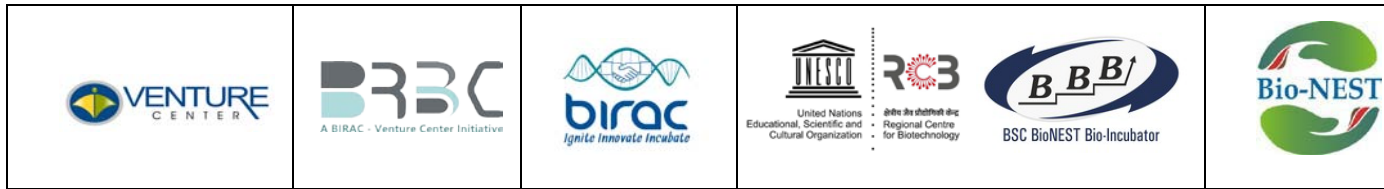


## Report on City Camp | 29-30 July 2019 | RCB, Faridabad |



*City Camp @ RCB, Faridabad on 29-30<sup>th</sup> July 2019*

BRBC'S City Camp was a two day event organized on 29th & 30th July 2019 at Regional Center of Biotechnology (RCB), Faridabad. 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. The event also promoted entrepreneurship development/awareness creation activities of RCB.



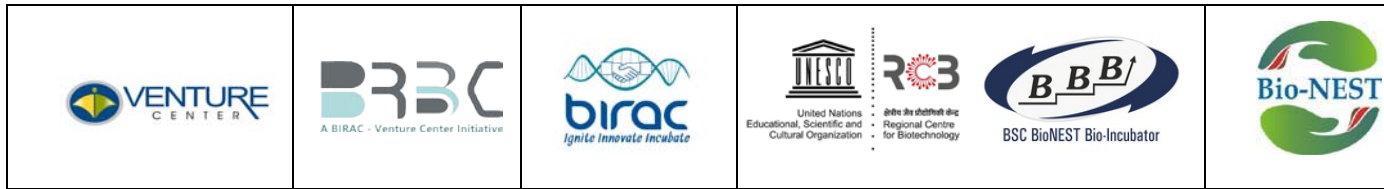
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### DAY : 1

The event started with a welcome address from Dr. Suman Gupta (Chief Operations Officer at RCB) & Dr. Deepika Bhaskar Registrar, RCB). Dr. Deepika gave an overview of various facilities at RCB's Bio incubator including high end instrumental facilities available for entrepreneurs to use.

Followed by this Dr. Premnath & Dr. Priya Nagraj gave an overview of Venture Center that projected types of enterprises supported, incubator offerings, resources, facilities, events, social and scientific impact created.



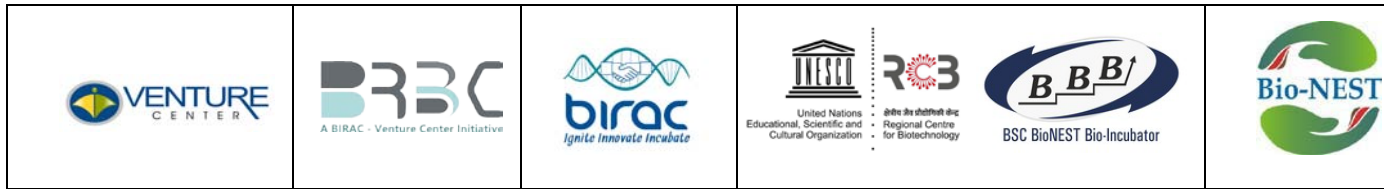


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Dr. Chhaya Chauhan (Manager Incubation, BIRAC) educated participants regarding various BIRAC initiatives created to support entrepreneurs. Participants were happy to know that BIRAC has a variety of programs at every level of the innovation process to support innovators and startups.

Dr. Premnath conducted a session – • Business planning and Business plan  
Participants learned about basics of starting a business, Technology Innovation, role of incubators and the entrepreneurial ecosystem. This session was followed by understanding essentials of a tech development plan, Tech de-risking, Value Proposition and Positioning by Dr. Priya Nagraj.



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Mr. Ashutosh Prachand conducted a session on Essentials of Intellectual property and IP strategy : Where he introduced the participants to the essentials of Intellectual Property Rights & IP Strategy. Mr. Ashutosh explained the participants why IP Protection & commercialization Strategy is a must while building up a startup. This was an interactive session where participants could clarify their queries on IP & Patent laws.

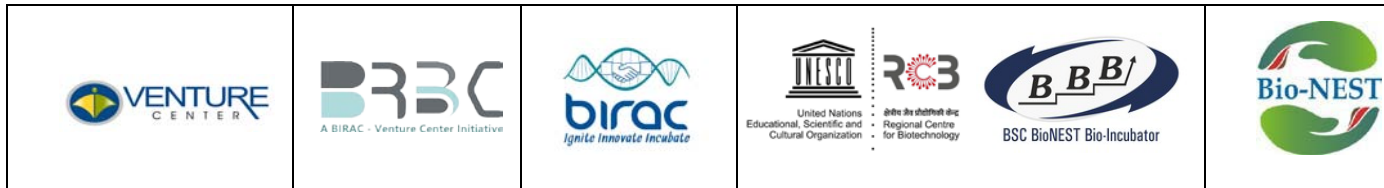




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Next session was conducted by Dr. Priya Nagraj on Grant Writing & Fund Raising (with a focus on BIRAC's Biotech Ignition Grant).



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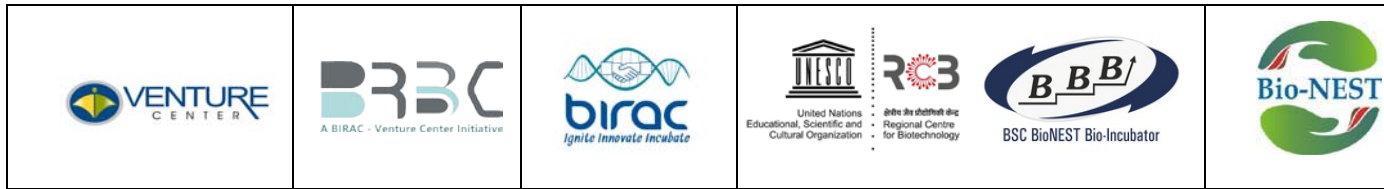
### DAY 2:

Day 2 started with session on basics of finances, financial simulation where new entrepreneurs understood how to manage and analyze their finances and balance sheets and identify risk to reward ratio. Later Dr. Premnath also enlightened the participants about preparing their first pitch, pitch deck implementing go to market strategies.

This session was followed by a panel discussion with budding entrepreneurs about their startup journeys. Through this interactive discussion participants could learn from first generation entrepreneurs about their experience in getting a product to market. Various challenges faced by entrepreneurs were discussed; some of them related to: investments, regulations, acquiring lab/office space, market penetration, and process involved in forming a company, rules, regulations and guidelines to follow.

Advice to entrepreneurs, from entrepreneurs:

- Identify the correct need of market and perform market analysis beforehand
- Networking is the key
- Prioritize tasks
- Plan your funds
- Locating your startup in an incubator always has an added advantage.
- Do not wait to sell your product as you thought it will shape out. Keep on updating and upgrading your products so that they are up to date.
- Most importantly, do not stop. Pursue your Idea and move in the direction to build a startup.
- Identify different business models.



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This discussion was followed by Dr. Premnath's session on how to spin-off companies from academic/ R&D institutes. He gave an overview on enabling policies & processes. This session was attended by several faculty members of RCB.





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### Feedback scores and evaluation result:

<b>(29-30 July 2019) 2-Day city camp on Essential Entrepreneurship at regional centre for biotechnology(RCB) Faridabad,Haryana</b>					
<b>Evaluation Results</b>					
<b>Category</b>	<b>Avg (Max-Min) Count</b>				
<b>Section 1 - Event</b>		<b>Rating Scale</b>			
Overall Satisfaction	6.6(5,7)31	1	Bad	2	Well below average
Queries Answered	6.7(5,7)31	3	Below average	4	Average
Quality of discussion	6.6(5,7)32	5	Good	6	Very Good
Contents	6.5(4,7)32	7	Excellent		
One-on-One Mentoring sessions	6.5(5,7)32				
Pace	6.2(4,7)30				
Quality of facility(venue etc)	6.8(5,7)31				
<b>Please Provide the following information</b>					
<b>You are a:</b>			<b>You became know of this event via:</b>		
Student	6	E-mail		12	
Entrepreneur	10	Social Media		3	
Employed	11	Advt		6	
Other	3	Other		8	
Not mentioned	1	Not mentioned		2	
<b>Please Provide any other suggestions, comments etc here</b>					
More info on company Incorporation.					
It was quite Informative session.Really looking forward for such session-more into IP tech & transfer.					





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Extremely satisfactory, However, should have been for 3 days. Many to pics needed to go slow.

The facility is great, however mine is a healthcare robotic device. It would be helpful if I can find development support at your facility.

City camp event by VC explain many concepts entrepreneurship very loudly & very informative, with energetic way.

It was good, But I wish we can compare MBA students as well as PHD students in the same way.

Research & development incubation facility is there but equally good support is needed for manufacturing. Also, Instrument design support is something which we are looking for.

Keep up the good work.

Excellent initiative, more advertisement for the event is required.

Some angel investors should also be invited.

It was great experience, listening to the successful entrepreneurs.

Excellent training & Mentorship.

I got the answer of all my questions. Nicely organized event. Keep it up.

It was very useful & exploring opportunity.

It would be great if some reading resource/links can be provided after workshop.

**Neha K**

**BRBC Team**