



Report on City Camp | 14- November 2019 | AIC-CCMB, Hyderabad |

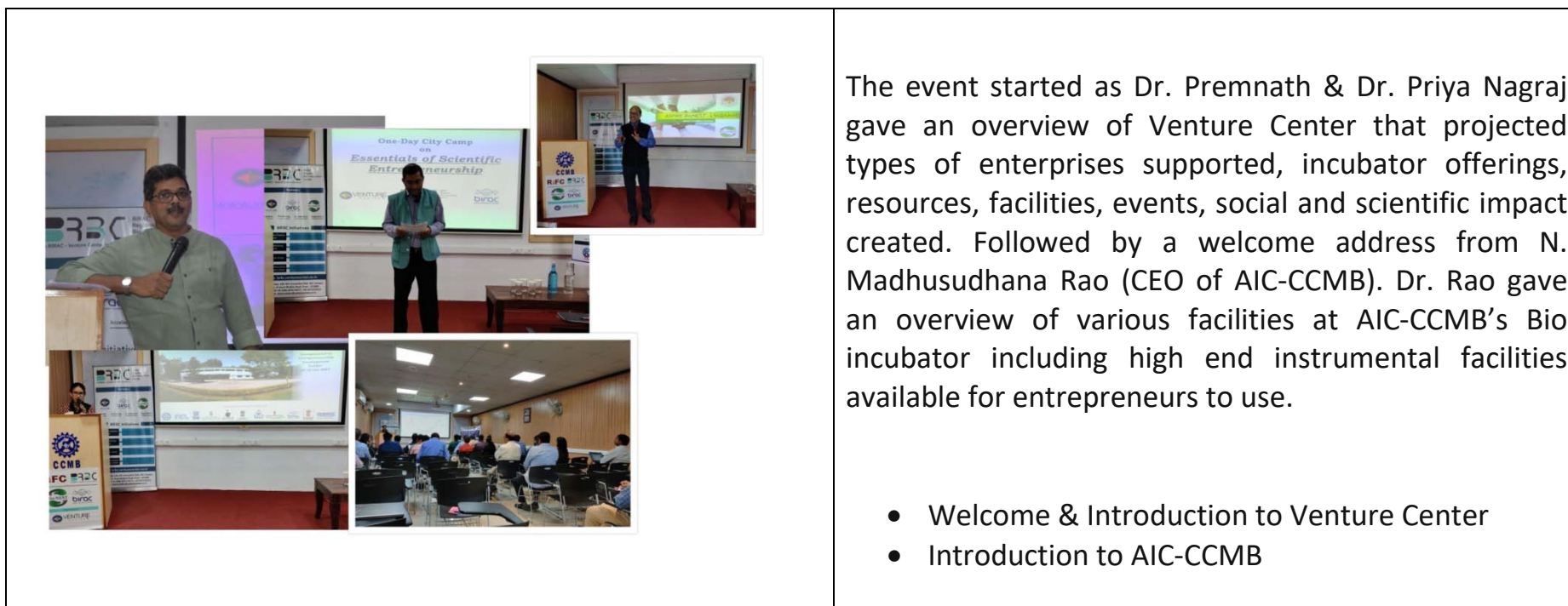


City Camp @ AIC-CCMB, Hyderabad on 14th November 2019



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BRBC'S City Camp was a one day event organized on 14th November 2019 at The Atal Incubation Centre- Centre for Cellular & Molecular Biology (AIC-CCMB), Hyderabad. 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 AIC-CCMB.



The event started as 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. Followed by a welcome address from N. Madhusudhana Rao (CEO of AIC-CCMB). Dr. Rao gave an overview of various facilities at AIC-CCMB's Bio incubator including high end instrumental facilities available for entrepreneurs to use.

- Welcome & Introduction to Venture Center
- Introduction to AIC-CCMB



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Sessions were conducted as below :

Session 1:

- Introduction to Business and Scientific entrepreneurship: by Premnath V.

Session 2:

- Essentials of a tech development plan. Tech derisking.
- Value proposition, positioning
- Pitching and elevator pitch



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The Sessions were followed by 10 minute talk by 2 senior entrepreneurs who interacted with participants and told them about their entrepreneurship journey, hurdles faced by them and different ways they took and overcame those to become successful.



Dr. J. Venkateswara Rao, has done an extensive research in the toxicity of pesticides for more than three decades (Thirty-three years of track record) in the Council of Scientific and Industrial Research (CSIR), Govt. of India. His **company BhaPra BioSolutions Pvt. Ltd.** mainly focused on to cut down the amount of pest infestation in storage of food grains, by developing chemically treated storage bags for food warehousing and conveyance. Particularly, aimed to produce a safer and novel treatment to aged grain technology; in which the deltamethrin as a sandwich layer for increasing efficacy, and user-friendly approach by eliminating the contact with neither the grains nor the people managing them. The current proposed technology would answer all the concerns, thereby reducing the economic burden pertaining to procurement of pesticide as well as the quality assurance by non-treatment of grains. To produce a novel, reusable insect pest protection woven/ non-woven and Knitted high density Polyethylene/Polypropylene plastic bags incorporated with deltamethrin (an active ingredient) for storage and shipping of food cereals, without contact with the dynamic ingredient. Secondly, mosquito repellent textiles protect the human beings from the bite of mosquitoes and thereby promising safety from the mosquito-borne diseases. Since, there is no effective vaccine available for the control of these diseases, prevention of mosquito bites is one of the main strategies to control or minimize the incidence of these diseases. Hence, BhaPra BioSolutions aimed to develop nano-formulated mosquito repellent clothing for military/security uniforms, with impregnating microencapsulated molecules and oils through robust methodology.



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Dr Sridhar Rao is a former Chief Scientist from the Centre for Cellular and Molecular Biology, Hyderabad and with a research career spanning for more than 3 decades.

Dr Sridhar is an accomplished Scientist in the field of monoclonal antibody generation, molecular diagnostics, development of novel photodynamic sensitizers for therapeutic and diagnostic applications. His major contributions include development of DNA-based diagnostics for Ocular infections, Septicemia, Acute Encephalitic Syndrome and Antibiotic Resistance. The work on DNA-based diagnosis of ocular infections and photodynamic sensitizers has more than 25 patents. Dr. Sridhar is at present Chief Scientific Officer (CSO) at **Oncosimis Biotech Private Limited**, and is currently involved in generation of recombinant antibodies for therapeutic and diagnostic applications.

Through this interactive discussion participants could learn from 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.



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- This sessions were followed by Introduction to UoH ASPIRE-BioNEST by Dr. Sreedhara R. Voleti, and explained how ASPIRE also manages the innovation and entrepreneurial activities at the University of Hyderabad through incubation of startup companies in various disciplines of science and technology.

Session 3:

- Essentials of Intellectual property and IP strategy conducted by Ashutosh Prachand followed by an open forum of question & answers.

Session 4:

- Best practices in grant writing and fund raising by Priya Nagaraj

Session 5:

- Basics for finances
- Financial simulation
- Business planning and business plan by Premnath V



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List of participants: Total 35 people attended the city camp

Attendees represented a variety of organizations, startup Founders, budding entrepreneurs, people from technology business incubators, academic sector, not for profit hospitals, organizations and research institutes.

<u>Sr. No</u>	<u>Name</u>	<u>Affiliation</u>
1	Ajay Rawal	Agrobook
2	Anil Pande	Asp. Enterprises
3	Aritri Dutta	NA
4	Arun Kumar Durairaj	NA
5	Baaji Singh Bondili	JFC Food Incubator
6	Bhlaradwaj Vadloori	OncoSeek Bio Pvt. Ltd
7	Dr. Induru Jagadeesh	GRCP
8	Dumpala Pradeep	NA
9	Gaddam Manoj Kumar	L.V Prasad Eye Institute
10	Jagadesh Rudrapankte	L.V Prasad Eye Institute
11	Jyotsna Priyam	NA
12	K. Sreenivas Rao	Exercise & Nutrition Advisory
13	M. Vidhyadhari	Institute of Genetics & Hospital for Genetics
14	Mohamed Yahya Khan	Kalam Biotech Pvt. Ltd.
15	Mohamed Hadi	NA
16	Pratik More	NA
17	Raghavendra Y.	NA
18	Rathna Kiran	Premier Educational Technologies
19	Srisha Pemmaraju	NA

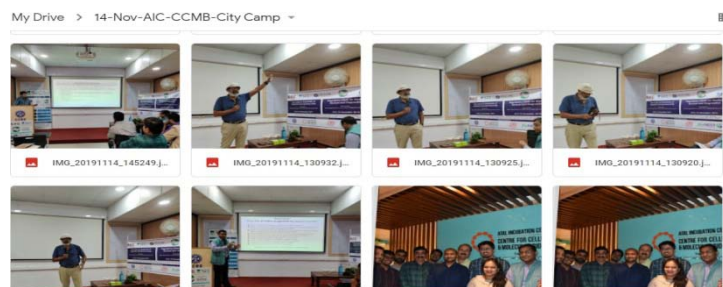


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20	Srinivas Somala	NA
21	Subba Rao D.	Isansys Healthcare India Pvt. Ltd.
22	Suresh Kapiti	Kapiti Overseas Pvt. Ltd.
23	Vikas Tiwary	AMZ Blast
24	Dr. Kranti Reddy	Malla Reddy Health City (MRHC)
25	Dr. G. Sudhir	Malla Reddy Health City (MRHC)
26	M. Saikiran	Skryptorz Pvt. Ltd.
27	Dr. Vikas Sahu	Malla Reddy Health City (MRHC)
28	Jagannadh	Sri Jaitra Associates Private Limited
29	Dr. Vimal Kishore	NA
30	Dr. Labanyamoy Kole	RR Animal Care Pvt. Ltd.
31	Gaddam Kiranmai	AIC-CCMB
32	Ravi Teja Gupta	Prewento
33	Amitabh Bhatnagar	Gavya Chetna
34	Dr. V. Lakshman	IP Innovations
35	N. Sarath Kumar	NA

Photo Gallery :

<https://drive.google.com/open?id=1bupHv6F9WSe99WyXZCYxds2O0bk7zLYy>





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Feedback scores and evaluation result:

(14 Nov 2019)City Camp,Essentials of Scientific Entrepreneurship at AICC CCMB, Hyderabad					
Evaluation Results					
Category	Avg (Max-Min) Count	Rating Scale			
Section 1 - Event					
Overall Satisfaction with Event	6.3(5,7)25	1	Bad	2	Well below average
Satisfaction with Content	6.1(5,7)25	3	Below average	4	Average
Satisfaction with Speakers/mentors etc	6.2(5,7)25	5	Good	6	Very Good
Satisfaction with srtucture,design and pace of event	6(4,7)25	7	Excellent		
Satisfaction with networking opportunities	5.5(3,7)25				
satisfaction with event logistics,arrangements	5.5(3,7)25				
Please Provide the following information					
You are a:		You became know of this event via:			
Student	6	E-mail		5	
Entrepreneur	8	Social Media		5	
Employed	8	Advt		6	
Other	2	Other		5	
Not mentioned	1	Not mentioned		4	
Please Provide any other suggestions,comments etc here					
It was good.					
Everything you covered is good for startup.					
Provided good info for the starters, but its required to give him to talk with the speakers personally.					
Case studies/checklists/presentations can be provided.					



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Well conducted event. Hassle free right from the registration to the facilities in the lecture hall. Informative and speaker selection for the event is good. Inviting 2 speakers of startups is good and very encouraging
Increase networking opportunity. Provide details about participants so that there can be collaboration within.
Innovative session
Useful and very encouraging workshop
A very well organized event. The practical side and small business side needs a little more conduct. The two key speakers spoke with clarity and conveyed knowledge
It was a great learning opportunity, would like to know more volunteer opportunities in future to come in contact with likeminded people for exchange of ideas.
Many more sessions like these helps the country to be transformed. Thank You.
It would be great to have sessions of case studies dealing with initial struggle of start ups. Legal studies outlining IP and their infringement.
Speakers are really good Ms. Priya is a fantastic speaker and holds good knowledge of the subject. Mr.Premnath is too good a knowledgeable man.
Good to overall conference. Helping to Independent Entrepreneurship. Interested in Agriculture & Food processing.
If you give any material (printed) about Fund raising it is better & process of start a start up

-Neha K.

BRBC Team