

BRBC IMPACT REPORT

April 2018-March 2022



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BRBC OVERVIEW

BIRAC Regional Bioinnovation Center (BRBC) is a joint initiative of BIRAC and Venture Center.

OBJECTIVE: To create a regional and nodal center focused on strengthening and/or creating value networks, resources and awareness.

BRBC with its unique initiatives, has filled up some key innovation ecosystem gaps for biotech/biomed startups. Implementing its diverse activities, since its inception, BRBC has significantly impacted the translation of high quality innovative ideas across diverse ecosystems into viable and sustainable business enterprises.

BIOINCUBATION PRACTICE SCHOOL

Comprehensive hands on experiential learning for BioIncubation Managers

VENTURE MENTORING SERVICE

Comprehensive Mentor Network to enable startups to connect with suitable mentors

BRBC INITIATIVES

VENTURE BASE CAMPS

Theme based camps to facilitate and support product commercialization

REGULATORY INFORMATION AND FACILITATION CENTER

To provide a seamless personalized approach to understanding regulatory processes for biotech products

BRBC ADVISORY COMMITTEE



Mohd. Aslam, Ph.D.
*Ex-MD, BIRAC
Committee Chairperson*



L. S. Shashidhara, Ph.D.
Professor, IISER Pune



Sanjay Nene, Ph.D.
*CEO, Innovation
Biologicals Pvt. Ltd.*



G. Sabarinathan, Ph.D.
*Associate Professor,
IIM - Bangalore*



Arun Kumar Ramteke
*Ex-Joint Drugs
Controller, CDSCO,
Consultant - CDSCA*



Premnath V., Ph.D.
*Director,
Venture Center*



Manish Diwan, Ph.D.
*Head, SPED,
BIRAC*



Manisha Premnath, Ph.D.
*COO & General Manager,
Venture Center*



Smita Kale, Ph.D.
*Manager - Bioincubation,
Venture Center*

BRBC TEAM



Premnath V., Ph.D.



Manisha P., Ph.D.



Priya N., Ph.D.



Smita K., Ph.D.



Nikita J.



Meghana B.



Neha K.



Yashodhan S.



Navnath K.



Chetna D.

BRBC MENTORS



HIGHLIGHTS



7

innovative
platform
programs to
support
biotech/biomed
startups



19

states in India
reached
through BRBC
Initiatives



4

years

2800+

participants

155

events to support
entrepreneurs in
their journey

150+

unique mentors
& trainers

700+

mentees / startups
impacted by BIRAC
Regional Bio-
innovation Center

4400+

mentoring hours
contributed to
BRBC's mentoring
initiatives



6+/7

beneficiaries
feedback
(very good to
excellent)

20+

new
collaborations
with
organizations

75+

incubators
trained and
supported by
BRBC at
Venture Center



VENTURE MENTORING SERVICES

MENTOR MIXER



Through Mentor Mixers we have built an extensive interactive platform to enable startups and entrepreneurs in finding the ideal mentor-mentee match.

14

MENTOR MIXERS TILL DATE

661

PARTICIPANTS

65+

MENTORS

350+

NO. OF MENTORING HOURS

500+

NO. OF STARTUPS BENEFITTED

6.4/7

FEEDBACK RATING



THEMES COVERED

Fund Raising, Regulations, Product Development, Marketing & Sales, Pitching, Intellectual Property



INDUSTRY SECTORS COVERED

Food, Nutrition, & Agriculture, Medical Devices & Diagnostics, Biotherapeutics, Biotechnology



TESTIMONIAL

"It was a unique platform to meet many potential mentors that were highly expert in their own domain who opened our eyes to many new aspects."

VENTURE MENTORING SERVICES

M-CLINICS



M-Clinics are theme based platforms that provide an opportunity to conduct one-on-one interactive discussions between entrepreneurs and mentors.

500+

PARTICIPANTS

45

MENTORS

400+

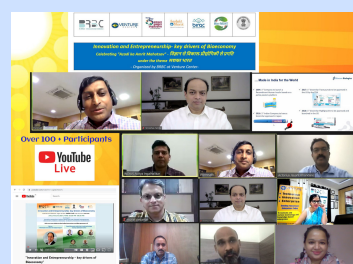
NO. OF MENTORING HOURS
FOR M-CLINIC

467

NO. OF STARTUPS BENEFITTED

6.5/7

FEEDBACK RATING



THEMES COVERED

Fund raising, Go-to-Market, Marketing & Sales, Regulations, Pitching Business Plans, Intellectual Property, Impact Reporting.



INDUSTRY SECTORS COVERED

Medical Devices & Diagnostics, Food, Nutrition & Agriculture, Industrial Biotech,



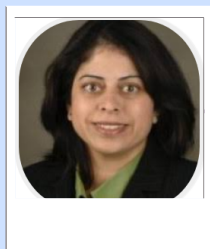
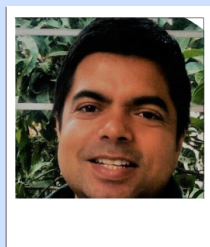
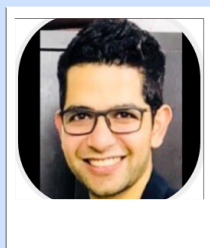
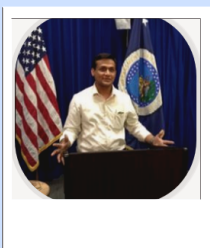
TESTIMONIAL

"A great experience in the domain of regulations for biomedical devices & drugs. Appreciated the knowledge shared during the session."

- Kranti Kiran Reddy Ealla
Malla Reddy Health City

VENTURE MENTORING SERVICES

MENTOR POOL



Mentor Pool is a curated online platform to enable effective match making between entrepreneurs and mentors.

9

MENTORS ASSOCIATED TILL DATE

32

MENTEES ASSOCIATED

100+

NO. OF MEETINGS FACILITATED



MENTOR COMMUNITIES BUILT

- Social Innovation/ Social Ventures
- Enterprises
- BioTech/MedTech/ BioMed
- Clean Energy/Sustainability
- IoT

VENTURE MENTORING SERVICES

VENTURE BASE CAMPS



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.

16

BASE CAMPS TILL DATE

400

PARTICIPANTS

85

MENTORS

300+

NO. OF STARTUPS BENEFITTED

3300+

NO. OF MENTORING HOURS

6.2/7

FEEDBACK RATING

THEMES COVERED

Ideation, Quality Management, Fund Raising, Marketing & Sales, Regulations, Intellectual Property, Prototyping

INDUSTRY SECTORS COVERED

All Sectors including Medical Device & Diagnostics

TESTIMONIAL

"Very valuable course for people who are in the field of IVD or medical device development".

- Gaurav Batra

Translational Health Science and Technology Institute

REGULATORY INFORMATION & FACILITATION CENTER

R-CLINICS



R-Clinic, an initiative of the RIFC provides an opportunity to the entrepreneurs to have a one-on-one interaction on regulations with experts & mentors.

19

R-CLINICS TILL DATE

400+

PARTICIPANTS

15

MENTORS

55+

NO. OF MENTORING HOURS

250+

NO. OF STARTUPS BENEFITTED

6/7

FEEDBACK RATING



INDUSTRY SECTORS COVERED

Medical Devices & Diagnostics, Healthcare, BioPharma



TESTIMONIAL

"The mentor has given the eye-opener for the product".

- Dr Vikram Belkhode
IRA Med Tech

REGULATORY INFORMATION & FACILITATION CENTER

INTERNATIONAL WORKSHOPS



RIFC conducts international workshops to explore regulatory & allied requirements of entrepreneurs outside India. Tata Trusts PATH Impact Lab, The Indian Society for Clinical Research (ISCR) & Drugs for Neglected Diseases initiative (DNDi) have been encouraging collaborators in conducting these workshops.

2

WORKSHOPS TILL DATE

50+

SPEAKERS INVITED

5+

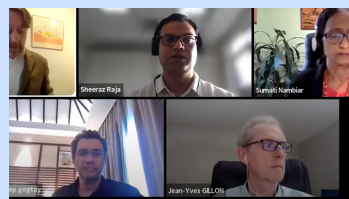
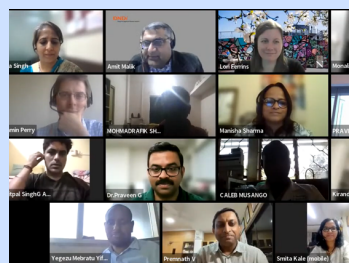
SPEAKERS INVITED FROM COUNTRIES

350+

PARTICIPANTS

12+

PARTICIPANTS ATTENDING FROM COUNTRIES



THEMES COVERED

- MedTech Products- Global Markets & Regulations
- Taking novel drugs from Lab-to-Clinic



WORKSHOPS EVENT LINK

- <http://www.brbc.venturecenter.co.in/conference/>
- <https://www.venturecenter.co.in/dndi/>

REGULATORY INFORMATION & FACILITATION CENTER SERVICES

RIFC
REGULATORY INFORMATION
& FACILITATION CENTER

RIFC efficiently assists entrepreneurs in planning, seeking, and securing regulatory approvals. Services provided by them include General Advisory, Planning Regulatory Pathway, Standards Interpretation, Document Preparation & Review (ISO 13485), Risk Management Clinical Trial Study Plan, and Clinical Trial Advice.



**ISO 13485
Certified**



With RIFC's support Venture Center obtained ISO certification for the Medtech Cleanroom Facility.

30

STARTUPS SERVED

10

APPROVALS / LICENSES ASSISTED

11

ISO CERTIFICATIONS ASSISTED

4

ISO CERTIFICATIONS RECEIVED

6.6/7

SERVICE FEEDBACK RATING

7

PRODUCT CATEGORIES
SUPPORTED



PRODUCT CATEGORIES SUPPORTED

- Implants
- Wound healing,
- Surgical Instruments
- Surface Disinfectants
- Life Supporting Device
- Electro-mechanical Device
- Diagnostic Kits/ Reagents

REGULATORY INFORMATION & FACILITATION CENTER TESTIMONIALS -SERVICES



"RIFC has helped us to: Know the regulatory status of our product. Provided the format for application of NOC. We have confidence in the team that they are capable of providing an accurate and detailed analysis and guidance in regulations for medical devices."

- Dr Lavkesh Bansal
Dzeal Pvt. Ltd.



"RIFC has been a valuable resource for us to navigate the complex world of medical device regulations. They have provided detailed guidance on the regulatory pathway to be followed for our products. They have also worked with us on our various regulatory license applications and have guided us on how to respond to queries received from the regulatory authorities. We are fully confident that RIFC will continue to play a crucial role in helping us to shape a successful regulatory strategy for our products."

- Dr. Nilay J. Lakhkar
Synthera Biomedical Pvt. Ltd.



"Venture Center itself is playing great role in nurturing and shaping up the start up in their not so easy journey. I am thankful for all the support provided. I would say it was really very informative and helpful for us to streamline our work as per the regulatory guidelines and certification required. A big thank to RIFC for their valuable inputs."

-Dr. Preeti Joshi
Fastsense Diagnostics Pvt Ltd



"BRBC at Venture Centre has been an extremely helpful mentor in guiding us on how to go about taking regulatory approvals for our medical device. From a point of us being unaware of what to do, the RIFC brought us to a point where we could confidently go to CDSCO and get our work done."

- Malay Dikshit
Piscium Health Sciences Pvt Ltd

REGULATORY INFORMATION & FACILITATION CENTER

INFORMATION RESOURCES & DATABASES



RIFC has created a comprehensive online database & library consisting of regulatory information, service providers for standard regulatory tests, certification labs and documentation processes. A separate COVID-19 resource center, for regulations & test standards relevant to products needed urgently in response to the COVID-19 crisis, has also been created by the team.

REGULATORY INFORMATION AND FACILITATION CENTER

— SUPPORTING BIO-INNOVATORS AND ENTREPRENEURS IN INDIA —

HOME · ABOUT · IMPACT · SERVICES · INFO RESOURCES · EVENTS & ANNOUNCEMENTS · TEAM · CONTACT

SERVICE PROVIDER REGISTRY · COVID19 COLLECTION

COVID19 COLLECTION

- INFORMATION

COVID19 Resource Center for Regulations and Test Standards

The following is a list of selected regulations, guidance notes and test standards relevant to products needed urgently for the national response to the COVID19 crisis.

The Regulatory Collec
Library

PPEs: MEDICAL TEXTILES, DRAPES, GOWNS, MASKS, GLOVES:

- Selected test standards (India)
 - N95 Respirators/ Masks Related Resources. [Link NEW!](#)
 - IS 15354: Part 1: 2018 / ISO 11193-1: 2008, Single-Use Medical Examination Gloves Part 1 Specification for Gloves made from rubber latex or rubber solution (First Revision) [Link](#)
 - IS 15354: Part 2: 2018 – Single-Use Medical Examination Gloves Part 2 Specification for Gloves Made from Poly (Vinyl Chloride) (First Revision) [Link](#)
 - IS 17334: Medical Textiles- Surgical Gowns and Surgical Drapes [Link](#)
 - IS 9473: Respiratory protective devices – Filtering half masks to protect against particles [Link](#)
 - IS 16288 : 2014 Medical textiles – Method for evaluation of the bacterial filtration efficiency of surgical face masks. [Link](#)
 - IS 16289: Medical Textiles – Surgical Face masks [Link](#)
 - IS 14166 : 1994 Respiratory protective devices full – Face masks – Specification. [Link](#)
 - IS 6190 : 1971 Specification for anaesthetic face masks. [Link](#)
- Selected test standards (International)
 - ISO 374-5:2016, Protective gloves against dangerous chemicals and micro-organisms – Part 5: Terminology and performance requirements for micro-organisms risk [Link](#)
 - ISO 13698:2015, Protective clothing – General requirements [Link](#)
 - ISO 17510:2015, Medical devices — Sleep apnoea breathing therapy — Masks and application accessories [Link](#)
- Testing Labs (India)
 - NABL ACCREDITED LABORATORIES FOR TESTING OF PPE FOR MEDICAL USE [Link](#)
- Selected Guidance notes (International)
 - A scientific consortium for data-driven study of N95 filtering facepiece respirator decontamination. [Link](#)
- Other useful links
 - ASTM F1494 – 14 – Standard Terminology Relating to Protective Clothing
 - ASTM F2101 – 14 – Standard Test Method for Evaluating the Bacterial Filtration Efficiency (BFE) of Medical Face Mask Materials, Using a Biological Aerosol of Staphylococcus aureus
 - ASTM F2299 / F3299M – 03(2017) – Standard Test Method for Determining the Initial Efficiency of Materials Used in Medical Face Masks to Penetration by Particulates Using Latex Spheres
 - ASTM F1962 / F1962M – 17 – Standard Test Method for Resistance of Medical Face Masks to Penetration by Synthetic Blood (Horizontal Projection of Fixed Volume at a Known Velocity)
 - EU legislation and PPE [Link](#)

26

NATIONAL / INTERNATIONAL
STANDARDS

18

LIBRARY BOOKS

150+

ISO 13485 QMS TEMPLATE

180+

DOSSIER TEMPLATE

OFFICES OR ASSOCIATES OF NOTIFIED BODIES IN INDIA

Link to MDD Directive	Link to PPE Directive	Courtesy: Anil Jauhari, Ex-CEO, NABCB
Offices or associates of Notified Bodies in India		(Ver. 01 as of 27 May 20)
Sr	Name	Notified Body
1	Aradhana Mishra	MTIC InterCert
2	Atul Bali	TUV Rheinland
3	Hariharan Sundareswara Iyer	DNV
4	Lavanya Pavan	UL
5	Maresh Gaur	TUV NORD
6	Parvinder Singh	Intertek
7	Sarita Srivastava Aaranaya Management Services P Ltd	Universal Certification & MNA Lab
8	Soumik Mondal	SGS



COVID-19 RESOURCE CENTER

<http://rffc.venturecenter.co.in/covid19/>

BIOINCUBATION PRACTICE SCHOOL IMMERSION PROGRAM

INCUBATION
PRACTICE
SCHOOL

Immersion program, an initiative of the Incubation Practice School, helps leadership of incubators and senior administrators to understand and learn about incubators in sufficient detail to be able to take decisions.

9

IMMERSION PROGRAMS TILL DATE

100+

INCUBATION MANAGERS TRAINED

40+

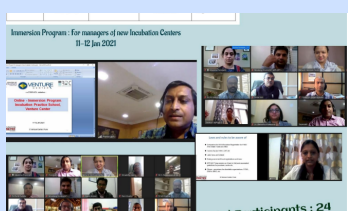
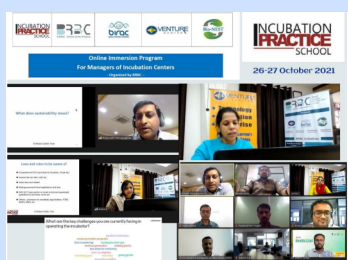
NO. OF BIONESTS IMPACTED

39

NO. OF BIONEST MANAGERS TRAINED

6.3/7

FEEDBACK RATING



SOME OF THE TOPICS COVERED

- Creating a pipeline of incubatees
- Best practices of writing proposal for TBI/BISS/AIC scheme
- Models for creating spinoff entities/Lab2Mkt
- Mentoring incubatees & helping them raise money
- Models for sustainability



TESTIMONIAL

"An extremely engaging and unique program that shall be made mandatory to all educational institutions by the Government."

BIOINCUBATION PRACTICE SCHOOL CITY CAMPS

INCUBATION
PRACTICE
SCHOOL

City Camps, an initiative of the Incubation Practice School for BIRAC nominees, intends to mentor, support entrepreneurship & carry out awareness creation activities at an upcoming incubator.

16

CITY CAMPS TILL DATE

700+

PARTICIPANTS

10+

NO. OF CITIES COVERED

6.3/7

FEEDBACK RATING



SOME OF THE TOPICS COVERED

- Essentials of building a business
- Problem or need identification and value proposition
- Planning your technology and IP
- Raising money for startups
- Soft skills
- Company operations



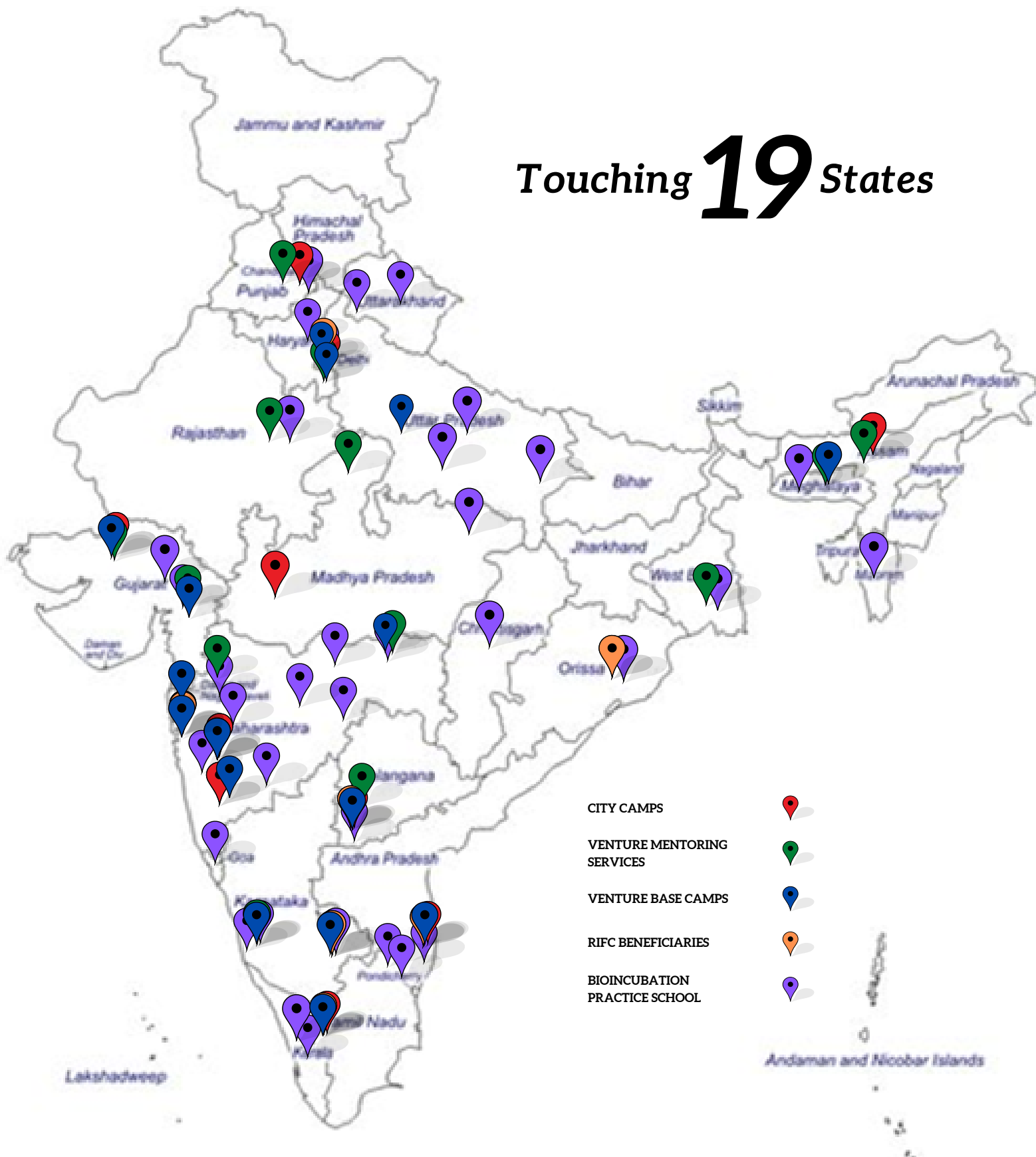
TESTIMONIAL

"Systematic Approach to Scientific Entrepreneurship covered in detail with good examples to drive the concepts. Interactive sessions with successful entrepreneurs was the highlight. Effective familiarization with the ecosystem."

- Sreenivas Rao Kasinath
Health and Nutrition Advisory

IMPACT MAP OF BENEFICIARIES

Touching **19** States



SOCIAL MEDIA IMPACT AT BRBC



<https://www.youtube.com/c/BIRACRegionalBioInnovationCenterVentureCenter>

300+

Unique Subscribers

2.4%

Impressions Click
Through Rate

255+

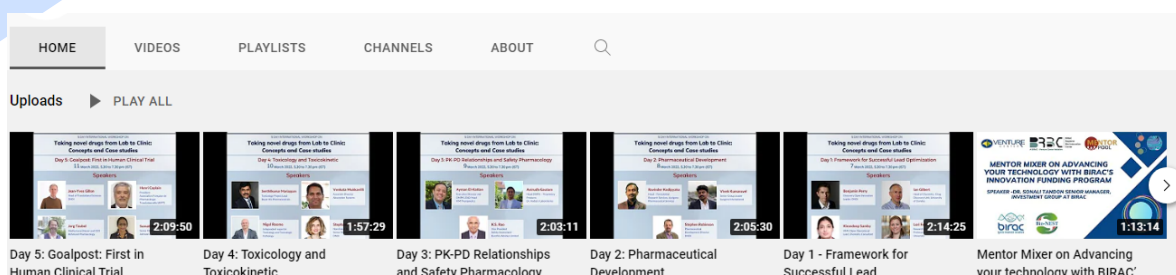
Hours of Watch Time

6:27

Average View
Duration

52K+

Video Impressions



SOCIAL MEDIA IMPACT AT BRBC



<https://twitter.com/BiracBrbc>

350+

Twitter Followers

>6%

Participant
Registrations per
event directed from
Twitter

530+

Average Profile Visits
per month

42+

Average Twitter
Engagements per
month

3.8K+

Average Twitter
Impressions per month



SOCIAL MEDIA IMPACT AT BRBC



<https://www.linkedin.com/in/birac-regional-bioinnovation-center-brbc/>

650+

LinkedIn Connections



550+

Average Views
Per Post

BIRAC Regional
Bioinnovation Center
(BRBC)

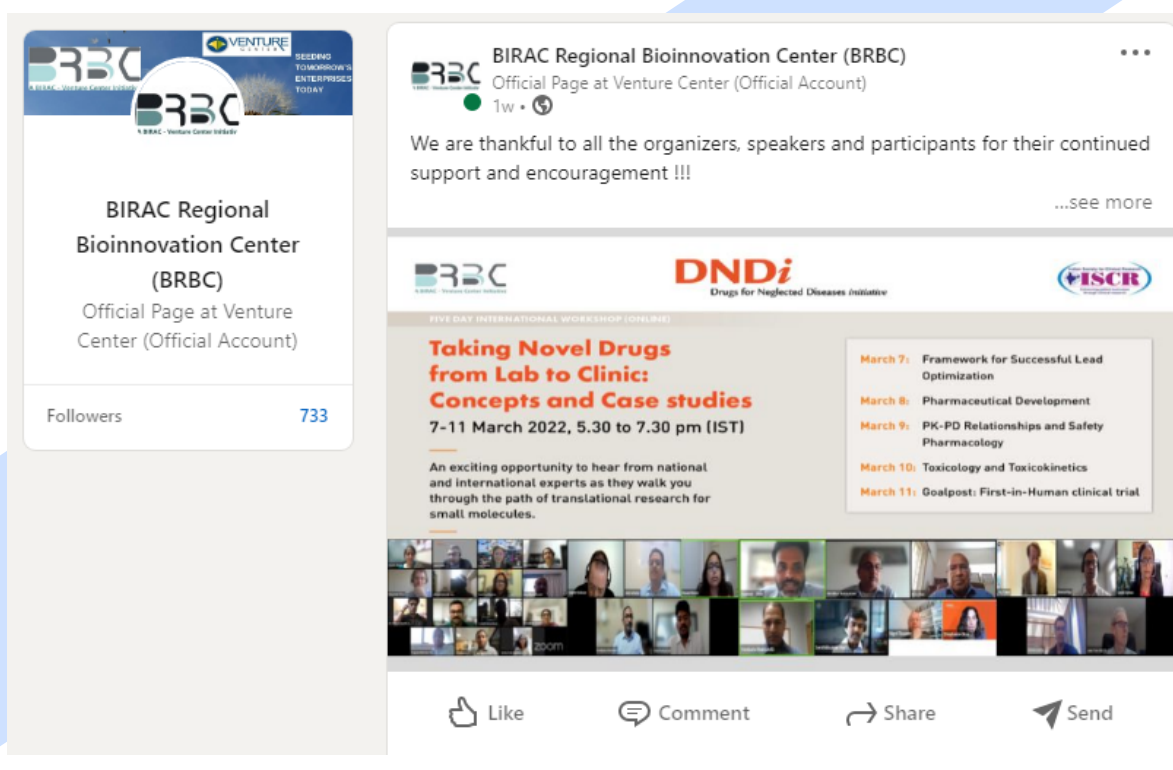
Official Page at Venture
Center (Official Account)

>25%

Participant
Registrations per
event directed from
LinkedIn

Followers

733



Analytics

Private to you



101 profile views

Discover who's viewed your profile.



3,144 post views

Check out who's engaging with your posts.



27 search appearances

See how often you appear in search results.

MEDIA IMPACT BY BRBC BENEFICIARIES

The Indian EXPRESS

Pune company behind bone, tissue repair products in hunt for global title

Serigen Mediproducts heads to the UAE for the TiE Women's Global Pitch Competition after winning the Pune round from among 58 other companies.

Written by **Dipantra Nath** | Pune |
Updated: September 21, 2021 2:58:36 pm



Serigen's products are Serioss, which is used in bone repair, Serimat, for soft tissue regeneration, and Seriderm, which causes painless healing of exuding wounds. (File)



Startup mantra: Jeevtronics' product is critical care intervention for masses

Startup Jeevtronics designed hand-cranked defibrillator that delivers bi-phasic shock to the heart with less than 15 secs of cranking



Ashish Gawade (right) and Aniruddha Atre, co-founders of Jeevtronics, with their designed defibrillator, in Pune. (PRATHAM GOKHALE/HT)

YOURSTORY

Exocan: diagnosing cancer using blood, urine, saliva

Exocan: diagnosing cancer using blood, urine, saliva

Founded in 2015 by Dr Aman Sharma

FOCUS AREA	Faster, more accurate cancer diagnosis through an assay using a patient's bio fluids (blood, urine, saliva), plus oncotology platforms that can be used in diagnosis, imaging, drug discovery and drug delivery
LOCATION	Venture Centre at NCL Innovation Park, Pune
SOLUTION STATUS	Patented technology platform; Proof-of-concept validated assay will be soon launched for trials at tertiary cancer hospitals. Commercialised R&D component of the technology for use in the R&D market
FUNDING STATUS	Grant from the BIG scheme of BIRAC, Govt of India; other government grants. Looking to raise funding for expansion

Source: Exocan

Blackfrog Technologies' Envólio to provide portable active cooling for last-mile transport of vaccines

By Eln News Bureau | Jan 7, 2021



EXPRESS
HEALTHCARE

HT Hindustan Times

Startup Mantra: A green farm does not mean healthy crop

This Pune-based agri-biotech startup is redefining agriculture and transforming lives by "bringing back profits" and a sense of pride to farmers

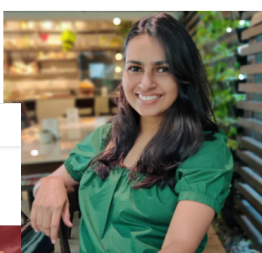


(Left to Right) Renuka Karandikar, Shekhar Bhosale, Amit Shinde, Co-founders of BioPrime AgriSolutions. (HT PHOTO)

HERSTORY

This woman entrepreneur's startup is building healthcare wearable technology to aid human mobility affected by injury or surgery

By Rekha Balakrishnan | October 24, 2021



Divyakshi Kaushik
Founder, Anatomech

HERSTORY

mint

Pune start-up all set to launch long lasting hand sanitiser



The alcohol free, aqueous, non-inflammatory and non-toxic hand sanitizer has been developed from Silver Nanoparticles

HERSTORY

This healthtech startup is enabling timely detection of cervical cancer with an easy-to-use home test

By Tenzin Norzom | January 23, 2022



Vadodra-based healthtech startup Pragmatech Healthcare Solutions aims to



India Innovation Championship (IIC) 2021
accelerating innovations for humanity

The first prize under the India Innovation Awards was won by Kishoreyia Pvt Ltd which has developed Can Scan - a VOC, volatile organic compound based breath analyser for cancer screening. It is an affordable cancer screening device that can detect early biomarkers of disease from exhaled breath. The device analyses chemical composition of breath and tells whether cancer is present or not.



CanScan

THE NEWS
Minute

YOURSTORY

JioGenNext launches the Market Access Program to support the scale-up of Indian seed-stage startups

By Team YS | December 27, 2021



10. Vidcare Innovations: A startup that has developed patented, easy-to-use diagnostic test kits for home users and point of care, with its first offerings being a TSH measurement test and saliva-based COVID-19 screening test.

YOURSTORY

How this Pune-based startup is upcycling crop residue into packaging material, particle boards

By Shreya Ganguly | August 5, 2021



BRBC EXHIBITS AT GLOBAL BIO 2019



Power to Transform Lives
Bioscience to Bioeconomy-USD 100 Bn By 2025
Led by Department of Biotechnology, Govt. of India



- ~ 80 to 100 Walk-ins at the booth
- Connects with Venture Capitalists and Investors
- 10 Bio-Partnering meetings

- 61 contact cards dropped in
- 35 interest & contact back forms collected
- Connects for BRBC Activities like City Camp



Kirtee, Neha, Smita, Priya, Navnath, and Premnath V. attended Global Bio in 2019 from Venture Center

BRBC EXHIBITS AT ONLINE GLOBAL BIO 2021



- Over 50+ online meetings scheduled using 3 BioPartnering accounts for BRBC
- Connects for collaborations and events like City Camps



APPENDICES

- APPENDIX 1 – MENTOR MIXER**
- APPENDIX 2 – M-CLINIC**
- APPENDIX 3 – VENTURE BASE CAMP**
- APPENDIX 4 – R-CLINIC**
- APPENDIX 5 – IMMERSION PROGRAM**
- APPENDIX 6 – CITY CAMP**

Appendix 1 - Venture Mentoring Services - Mentor Mixer

Sr. No.	Financial Year	Date	Name of the Event	Themes	Industry Sectors	Collaborating Institute	City	Participants per event	Feedback per event (Out of 7)	No. of Mentors	No. of Mentor Hours	No. of Startups Impacted
1	2018-2019	July 27, 2018	Innovator showcase	Product Development; Marketing	All sectors	Not applicable	Pune	45	6.3	30	45	45
2	2018-2019	November 23, 2018	Innovator showcase	Product Development	Medical Devices & Diagnostics	Not applicable	Pune	55	5.9	23	34.5	55
3	2018-2019	December 01, 2018	Agriculture Technology	Marketing & Sales; Fund Raising; Regulations	Food, Nutrition, & Agriculture	Not applicable	Pune	21	6.4	5	50	21
4	2018-2019	January 23, 2019	Industrial Biotech & Secondary agriculture	Marketing & Sales; Fund Raising; Regulations	Food, Nutrition, & Agriculture	Savli Technology & Business Incubator	Hotel Starottel, Ahmedabad	20	6.7	5	45	20
5	2018-2019	March 05, 2019	Fund raising	Fund Raising; Pitching, Business Plans, Proposals	All sectors	Not applicable	Pune	40	6.4	7	11.7	40
6	2019-2020	April 05, 2019	Mentor Mixer on Fund raising & Business development for MedTech Startups	Fund Raising	Medical Devices & Diagnostics; Biotherapeutics	IKP Eden	IKP Eden, Bangalore	40	6.4	6	49.5	40
7	2019-2020	October 12, 2019	Mentor Mixer on Navigating the Early Years of a Startup: Tips for Founders	Fund Raising	All sectors	Not Applicable	Pune	33	6.3	2	4.5	33
8	2019-2020	October 15, 2019	Mentor Mixer on Regulations for Food and Nutritional Products	Regulations	Food, Nutrition, & Agriculture	Not Applicable	Pune	29	6.1	6	38.75	29
9	2019-2020	November 12, 2019	Mentor Mixer : Global Bio-India 2019 Road Show -Pune Theme - Going Global with your Med-Tech Innovations	Regulations	Medical Devices & Diagnostics; Biotherapeutics	Not Applicable	Pune	32	6.8	4	30	32
10	2020-2021	February 23, 2021	Global Bio-India 2021 Road Show- Overview of Indian Biotech Industry by Experts	Intellectual Property	Biotechnology	Not Applicable	Pune/Online	59	6.7	2	4	59
11	2021-2022	April 21, 2021- April 22, 2021	Mentor Mixer on AgriTech	Technical	Food, Nutrition, & Agriculture	Not Applicable	Pune/Online	60	6.1	4	35	60
12	2021-2022	June 10, 2021	Innovation and Entrepreneurship-Key Drivers Revolutionizing Vigyan se Vikas	Ideation	All sectors	Not Applicable	Pune/Online	125	6.2	6	12	125
13	2021-2022	September 22, 2021 - September 23, 2021	Mentor Mixer on AgriTech Innovations	Fund Raising; Pitching, Business Plans, Proposals; Regulations; Marketing & Sales	Food, Nutrition, & Agriculture	Not Applicable	Pune/Online	25	6.2	2	12	25
14	2021-2022	November 01, 2021	Mentor Mixer on Advancing your technology with BIRAC's Innovation Funding Program	Fund Raising	All sectors	Not Applicable	Pune/Online	77	6.7	3	5.25	77
								661	6.4	105	377	661

Appendix 2 - Venture Mentoring Services - M - Clinic

Sr. No.	Financial Year	Date	Name of the Event	Themes	Industry Sectors	Collaborating Institute	City	Participants per event	Feedback per event (Out of 7)	No. of Mentors	No. of Mentor Hours	No. of Startups
1	2018-2019	July 27, 2018	Technical aspects & fundraising	Fund raising	All Sectors	Not applicable	Pune	15	6.3	5	12	15
2	2018-2019	August 17, 2018 - August 18, 2018	Technical aspects & fundraising	Fund raising	Medical Devices & Diagnostics	PSG - STEP	Coimbatore	23	6.2	2	7.5	10
3	2018-2019	November 02, 2018	Intellectual property	Intellectual Property	All Sectors	Not applicable	Pune	3	NA	1	2.75	3
4	2018-2019	November 20, 2018	Fund raising	Regulations	All Sectors	Not applicable	Pune	5	NA	1	4.5	5
5	2018-2019	December 01, 2018	Agriculture Technology	Entrepreneurship	Food, Nutrition & Agriculture	Not applicable	Pune	21	6.5	5	13.5	18.0
6	2018-2019	January 14, 2019	Regulatory aspects	Regulations	Bio-Sector	Not applicable	Pune	6	6.8	1	3.5	6
7	2018-2019	January 23, 2019	Industrial Biotech & Secondary agriculture	Entrepreneurship	Industrial Biotech; Food Nutrition & Agriculture	Savli Technology & Business Incubator	Hotel Starotell, Ahmedabad	20	6.7	5	14.25	19
8	2018-2019	February 16, 2019	Strategic initiatives to maximize social impact : Gurumukh Das Maheshwari	Planning Social Impact Strategies	All Sectors	Not applicable	Pune	9	6	1	3	9
9	2018-2019	February 21, 2019 - February 23, 2019	Flow cytometry	Flow Cytometry	Bio-Sector	Not applicable	Pune	5	7	1	2.5	5
10	2019-2020	April 05, 2019	Fund raising for Medtech startups	Fund raising	Medical Devices & Diagnostics	IKP Eden	IKP Eden, Bangalore	20	6.3	7	15	20
11	2019-2020	May 11, 2019	M Clinic on "Regulatory concerns" at Venture Center, Pune	Regulations	All Sectors	Not Applicable	Pune	8	6.4	1	9	8
12	2019-2020	May 28, 2019	M Clinic at CIIC, Chennai	Entrepreneurship	Healthcare, BioPharma,	CIIC- Chennai	Chennai	20	6.9	4	6.5	13
13	2019-2020	June 18, 2019	M Clinic at Venture Center on "Sales and Marketing strategy"	Marketing & Sales; Regulations	All Sectors	Not Applicable	Pune	5	NA	1	5.5	5
14	2019-2020	June 26, 2019	M Clinic at Venture Center on "Sales and Marketing strategy"	Marketing & Sales; Regulations	All Sectors	Not Applicable	Pune	4	NA	1	6	4
15	2019-2020	July 02, 2019	M Clinic at Venture Center on "Sales and Marketing strategy"	Marketing & Sales; Regulations	All Sectors	Not Applicable	Pune	3	NA	1.0	4.5	3
16	2019-2020	July 02, 2019	M Clinic at Venture Center on "Impact Measurement and Reporting for Social Enterprises"	Impact Reporting	Social Sector	Not Applicable	Pune	8	5.8	1	4	8
17	2019-2020	July 10, 2019	M Clinic at Venture Center on "Sales and Marketing strategy"	Marketing & Sales; Regulations	All Sectors	Not Applicable	Pune	4	NA	1	5.5	4
18	2019-2020	July 25, 2019	M Clinic at Venture Center on "Sales and Marketing strategy"	Marketing & Sales; Regulations	All Sectors	Not Applicable	Pune	5	NA	1	7.5	5
19	2019-2020	July 29, 2019 - July 30, 2019	M Clinic at RCB, Faridabad	Fund Raising; Intellectual Property; Regulations	Medical Devices & Diagnostics; Food, Nutrition & Agriculture; Healthcare; Waste Management	RCB- Faridabad	Faridabad	19	6.5	7	9.5	19
20	2019-2020	August 07, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	7	NA	1	5	7
21	2019-2020	August 17, 2019	M Clinic on "Sharpening Your Business Plan" by Dr. Satya Dash	Pitching, Business plans, Proposals	All Sectors	Not Applicable	Pune	7	6.6	1	3.5	7
22	2019-2020	August 28, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	2	NA	1	2.5	2
23	2019-2020	August 29, 2019	M Clinic on "Technical Textiles based Solutions" by Dr.Ashok Desai	Quality Management	Industrial Biotech	Not Applicable	Pune	6	NA	1	5.25	6
24	2019-2020	September 03, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	2	NA	1	7.5	2
25	2019-2020	September 06, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	1	NA	1	4	1
26	2019-2020	September 11, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	2	NA	1	3	2
27	2019-2020	September 26, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	4	NA	1	6.5	4
28	2019-2020	September 27, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	2	NA	1	3.75	2
29	2019-2020	September 30, 2019	M Clinic on – "Fundraising" by Dr. Anand Govindaluri	Fund Raising	All Sectors	Not Applicable	Pune	3	NA	1	1.5	3
30	2019-2020	October 03, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	3	NA	1	6.5	3
31	2019-2020	October 12, 2019	M Clinic on Navigating the Early Years of a Startup: Tips for Founders	Entrepreneurship	All Sectors	Not Applicable	Pune	9	6.8	2	4.5	9
32	2019-2020	October 15, 2019	M Clinic on Regulations for Food and Nutritional Products	Regulations	Food, Nutrition & Agriculture	Not Applicable	Pune	24	6.1	4	12	24
33	2019-2020	October 16, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	8	NA	1	7	4
34	2019-2020	October 22, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	1	NA	1	3.75	1

Appendix 2 - Venture Mentoring Services - M - Clinic

Sr. No.	Financial Year	Date	Name of the Event	Themes	Industry Sectors	Collaborating Institute	City	Participants per event	Feedback per event (Out of 7)	No. of Mentors	No. of Mentor Hours	No. of Startups
35	2019-2020	October 23, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	1	NA	1	5.75	1
36	2019-2020	November 02, 2019	M Clinic on Regulatory approvals	Regulations	All Sectors	Not Applicable	Pune	8	6.6	1	4.5	8
37	2019-2020	November 14, 2019	M Clinic at AICC-CCMB, Hyderabad	Entrepreneurship	All Sectors	AICC-CCMB, Hyderabad	Hyderabad	9	6.5	3	4.5	9
38	2019-2020	November 28, 2019	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	2	NA	1	2.5	2
39	2019-2020	December 06, 2019	M Clinic at Guwahati Biotech Park (GBP), Guwahati, Assam.	Entrepreneurship	All Sectors	GBP- Guwahati	Guwahati	8	7	1	1.67	8
40	2019-2020	January 09, 2020	M Clinic at Venture Center with Dr. Shona Nag	Entrepreneurship	All Sectors	Not Applicable	Pune	4	NA	1	1.33	4
41	2019-2020	January 30, 2020	M Clinic at Centre for Innovation, Incubation & Enterprise (CIIE)- Savitribai Phule Pune University (SPPU), Pune	Fund Raising; Intellectual Property; Social Innovation; Company Formation	All Sectors	SSPU	Pune	24	6.2	6	11	24
42	2019-2020	March 11, 2020	M Clinic at Venture Center on "Sales and Marketing strategy" by Mr. Ravi Sarangapani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Pune	4	NA	1	6	4
43	2020-2021	April 22, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	5	NA	1	7	5
44	2020-2021	April 28, 2020	e- M Clinic for Startups on Managing Resources & Funds in Times of Crisis by Mr. Sachin Oswal (Talk)	Fund raising	All Sectors	Not Applicable	Online	13	NA	1	1.5	13
45	2020-2021	May 12, 2020 - May 13, 2020	e- M Clinic for Startups with Mr. Sachin Oswal : Mentoring Session for Managing Resources & Funds in Times of Crisis	Fund raising	All Sectors	Not Applicable	Online	6	NA	1	4.5	6
46	2020-2021	May 14, 2020 - May 15, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	5	NA	1	5	5
47	2020-2021	May 26, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	3	NA	1	3	3
48	2020-2021	May 29, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	5	NA	1	7.25	6
49	2020-2021	June 09, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	2	NA	1	2	2
50	2020-2021	June 23, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to- Market	Healthcare	Not Applicable	Online	3	NA	1	3	3
51	2020-2021	July 18, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	NA	1	3	3
52	2020-2021	July 25, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	NA	1	3	3
53	2020-2021	July 28, 2020 - Jly 29, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	6	NA	1	8	6
54	2020-2021	August 10, 2020	Online M Clinic on:Best Practices in Grant Writing for Bioentrepreneurs by Dr. Shirshendu Mukherjee (Talk)	Fund raising	Bio-Sectors	Not Applicable	Online	44	NA	1	1.5	
55	2020-2021	August 12, 2020 - August 13, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	6	NA	1	7	6
56	2020-2021	August 21, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	NA	1	2.5	3
57	2020-2021	August 29, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	NA	1	3	3
58	2020-2021	September 17, 2020 - September 18, 2020	e-Mentoring Clinic for Agri Based Startups by - Mr. Ashwin Kashikar	Project Management	Food, Nutrition & Agriculture	Not Applicable	Online	4	NA	1	4	4
59	2020-2021	September 26, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	2	NA	1	3	3
60	2020-2021	September 29, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	3	NA	1	3.5	3
61	2020-2021	October 19, 2020 - October 20, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	3	NA	1	4.5	3
62	2020-2021	October 23, 2020 - October 24, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	6	NA	1	6	6
63	2020-2021	November 21, 2020 November 28, 2020	e-M on Planning and Conducting Clinical Evaluation Studies for Medical Devices and Diagnostics by Dr. Madhur Motwani	Regulations	Medical Devices & Diagnostics	Not Applicable	Online	7	7	1	6.6	8

Appendix 2 - Venture Mentoring Services - M - Clinic

Sr. No.	Financial Year	Date	Name of the Event	Themes	Industry Sectors	Collaborating Institute	City	Participants per event	Feedback per event (Out of 7)	No. of Mentors	No. of Mentor Hours	No. of Startups
64	2020-2021	November 24, 2020	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	2	NA	1	3.5	2
65	2020-2021	November 28, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	NA	1	3	3
66	2020-2021	December 24, 2020	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	NA	1	3	3
67	2020-2021	January 07, 2021	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	2	NA	1	3.5	2
68	2020-2021	January 29, 2021	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	NA	1	3	3
69	2020-2021	March 11, 2021	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	3	NA	1	2.5	3
70	2021-2022	April 23, 2021	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	NA	1	3	3
71	2021-2022	May 14, 2021	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	3	NA	1	5.5	3
72	2021-2022	July 12, 2021	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	6	NA	1	7	6
73	2021-2022	July 24, 2021	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	4	NA	1	4	4
74	2021-2022	July 26, 2021	e- M Clinic for Startups with Mr. Kaushik Gala for Technology Commercialization & Go-to-Market Strategies	Go-to-Market	All Sectors	Not Applicable	Online	4	5.8	1	4	4
75	2021-2022	September 07, 2021	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	1	NA	1	1	1
76	2021-2022	September 13, 2021	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	3	NA	1	3.25	3
77	2021-2022	September 23, 2021	M Clinic with Nilesh Lele	Regulations	Food, Nutrition & Agriculture	Not Applicable	Online	4	NA	1	4	4
78	2021-2022	October 09, 2021	e- M Clinic for Startups with Ms. Sarika Phatak for Healthcare Product Commercialization	Go-to-Market	Healthcare	Not Applicable	Online	3	6	1	3	3
79	2021-2022	December 20, 2021	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales; Pitching, Business plans, Proposals; Regulations	Medical Devices & Diagnostics	Not Applicable	Online	3	6.3	1	3	3
80	2021-2022	January 21, 2022	M Clinic with Nilesh Lele	Regulations	Food, Nutrition & Agriculture	Not Applicable	Online	4	6.5	1	4	4
81	2021-2022	January 24, 2022	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales	Medical Devices & Diagnostics	Not Applicable	Online	3	6.8	1	3	3
82	2021-2022	January 27, 2022	e-M Clinic on Sales, Marketing & Regulations with Mr. Ravi Sarangpani	Marketing & Sales	Medical Devices & Diagnostics	Not Applicable	Online	2	6.8	1	1.75	2
								538	6.5	121	404	469

Appendix 3 - Venture Base Camp

Sr. No.	Financial Year	Date	Name of the Event	Themes	Industry Sectors	City	Participants per event	Feedback per event (Out of 7)	No. of Mentors	No. of Mentor Hours	No. of Startups
1	2018-2019	November 27, 2018 - November 30, 2018	Intellectual property and licensing strategy	Intellectual Property Strategy	All Sectors	Pune	24	6.5	17	84	24
2	2018-2019	February 05, 2019 - February 07, 2019	Regulatory processes and certifications	Regulations	Medical Devices & Diagnostics	Pune	24	6.1	13	50	14
3	2018-2019	March 04, 2019 - March 07, 2019	Raising money for your startup	Fund Raising; Pitching, Business Plans, Proposals	All Sectors	Pune	41	6.4	25	81	41
4	2019-2020	May 28, 2019 - May 30, 2019	2019 3 Day Venture Base Camp on "Internal Auditor Training Course" 2 15 6.4	Regulations	Medical Devices & Diagnostics	Pune	15	6.4	2	26	15
5	2019-2020	July 19, 2019 - July 21, 2019	2019 Venture Base Camp on "Medtech Ideation" 9 35 6.5	Ideation	Medical Devices & Diagnostics	Pune	35	6.5	9	35	35
6	2019-2020	August 08, 2019 - August 10, 2019	Venture Base Camp On "Clinical Study Design For Medical Devices and In Vitro Diagnostics"	Technical; Regulations	Medical Devices & Diagnostics	Pune	47	6	16	41	33
7	2019-2020	September 17, 2019 - September 19, 2019	Venture Base Camp on "ISO 13485: 2016 Medical Devices Quality Management-Introduction & Internal Auditor Training Course"	Quality Management; Regulations	Medical Devices & Diagnostics	Pune	20	6.1	1	28	20
8	2019-2020	March 03, 2020 - March 05, 2020	Venture Base Camp On "Medical Devices Design and Risk Management- Methods, Techniques, Tools"	Technical; Regulations	Medical Devices & Diagnostics	Pune	30	6	5	26	30
9	2020-2021	June 23, 2020 - June 25, 2020	e-VBC on ISO 13485:2016 Medical Devices Quality Management - Internal Auditors & Risk Management Training Course	Quality Management; Regulations	Medical Devices & Diagnostics	Online	17	6.4	1	26	17
10	2020-2021	September 09, 2020 - September 10, 2020	eVBC on : "Designing a Project Management Plan for Your Startup" - by Mr. Ravi Sarangapani	Project Management	All Sectors	Online	21	6.6	1	8	21
11	2020-2021	October 26, 2020 - October 28, 2020	e-Venture Base Camp on : ISO 13485: 2016 Medical Devices Quality Management(Introduction & Internal Auditors Training Course)	Quality Management; Regulations	Medical Devices & Diagnostics	Online	18	6.3	1	26	18
12	2021-2022	May 17, 2021 - May 18, 2021	eVBC on: Designing a Project Management Plan & Business Development Strategies for Your Startup	Project Management; Marketing & Sales	All Sectors	Online	26	6.1	2	8	26
13	2021-2022	June 07, 2021 - June 09, 2021	e-VBC on ISO 13485:2016 Medical Devices Quality Management -Introduction & Internal Auditors Training Course	Quality Management; Regulations	Medical Devices & Diagnostics	Online	11	6.5	1	26	11
14	2021-2022	October 20, 2021 - November 20, 2021	Venture Base Camp on : Proto α Product Realization Accelerator for Early Prototype Development Wave1	Product Development	All Sectors	Online	6	NA	6	2920	6
15	2021-2022	January 28, 2022	VBC on Digital Marketing for Beginners, Branding & Public Relations (PR)	Marketing & Sales	All Sectors	Online	35	6	1	3	35
16	2021-2022	February 19, 2022	VBC on Digital Marketing for Beginners, Branding & Public Relations (PR)	Marketing & Sales	All Sectors	Online	30	5.7	1	2	30
							400	6.2	102	3388	376

Appendix 4 - R - Clinic

Sr. No.	Financial Year	Date	Name of the Event	Themes	Industry Sectors	City	Participants per event	Feedback per event (Out of 7)	No. of Mentors	No. of Mentor Hours	No. of Startups
1	2018-2019	July 10, 2018	R Clinic	Regulations	Medical Devices & Diagnostics	Chennai	14	5.9	2	4	14
2	2018-2019	July 27, 2018	R Clinic	Regulations	Medical Devices & Diagnostics; Biopharma	Pune	21	6.3	2	2	21
3	2018-2019	January 14, 2019	R Clinic	Regulations	Biopharma	Pune	17	5.9	2	2	17
4	2018-2019	February 22, 2019	R Clinic	Regulations	Medical Devices & Diagnostics	Coimbatore	40	6.1	2	2	40
5	2018-2019	March 25, 2019 - March 26, 2019	International workshop	Regulations	Medical Devices & Diagnostics	Delhi	80	6.2	13		
6	2019-2020	August 14, 2019	R clinic on "New European Medical Device Regulation" by Mr. Atonu Dutta	Regulations	Medical Devices & Diagnostics	Pune	4	5.4	1	3	4
7	2019-2020	September 21, 2019	R Clinic on - "Clinical Validation of Health Tech Products" by Dr. Anant Bhan	Regulations	Medical Devices & Diagnostics	Pune	8	5.8	1	2	8
8	2019-2020	September 27, 2019	R Clinic on - "Sterile Medical Device Packaging Development" by Mr. Ravi Sarangpani	Regulations	Medical Devices & Diagnostics	Pune	27	6.7	1	2	27
9	2019-2020	October 23, 2019	R Clinic at KIIT-Technology Business Incubator, Bhubaneswar	Regulations	Medical Devices & Diagnostics	Bhubaneswar	18	6.6	2	3	18
10	2019-2020	November 15, 2019	R Clinic on Medical Devices and Diagnostics at AIC-CCMB, Hyderabad	Regulations	Medical Devices & Diagnostics	Hyderabad	21	6	2	3	21
11	2019-2020	December 07, 2019	R Clinic on Regulatory Pathway & Clinic Study Design for Medical Devices & Diagnostics At Villgro Unconvention 2019, Bengaluru	Regulations	Medical Devices & Diagnostics	Bengaluru	9	6.1	2	3	9
12	2020-2021	April 20, 2020	e-Regulatory Clinic on Products for COVID19 Approvals and Testing	Regulations	Healthcare	Online	9	NA	1	6	9
13	2020-2021	July 22, 2020	e-Regulatory Clinic on Regulations, Standards and Certifications for PPEs and Medical Devices	Regulations	Medical Devices & Diagnostics	Online	100	NA	6	14	
14	2021-2022	November 15, 2021	Online R Clinic On : Essential Requirements For Regulatory Compliance & Regulatory Landscape For For Medical And In-Vitro Diagnostic Devices	Regulations	Medical Devices & Diagnostics	Online	59	6.4	2	6	59
15	2021-2022	November 15, 2021	R Clinic meeting with Atonu Dutta	Regulations	Medical Devices & Diagnostics	Online	1	4.5	1	1	1
16	2021-2022	November 15, 2021	R Clinic meeting with Atonu Dutta	Regulations	Medical Devices & Diagnostics	Online	1	4.5	1	1	1
17	2021-2022	November 15, 2021	R Clinic meeting with Atonu Dutta	Regulations	Medical Devices & Diagnostics	Online	1	4.5	1	1	1
18	2021-2022	November 15, 2021	R Clinic meeting with Ravi S	Regulations	Medical Devices & Diagnostics	Online	1	7	1	1	1
19	2021-2022	November 15, 2021	R Clinic meeting with Ravi S	Regulations	Medical Devices & Diagnostics	Online	1	7	1	1	1
							432	6	44	57	252

Appendix 5 - Bio Incubation Practice School - Immersion Program

Sr. No.	Financial Year	Date	Name of the Event	Themes	Industry Sectors	City	Participants per event	No. of Bionest Incubaors Managers	Feedback per event (Out of 7)	No. of Mentors	No. of Mentor Hours
1	2018-2019	August 13, 2018	Fractal Immersion Program	Management	Business incubation	Pune	9	5	6.3	6	9
2	2018-2019	February 15, 2019	Fractal Immersion Program	Management	Business incubation	Pune	10	3	6.3	6	9
3	2019-2020	June 15, 2019	Fractal Immersion Program	Management	Business incubation	Pune	11	1	NA	5	9
4	2019-2020	October 11, 2019	Fractal Immersion Program	Management	Business incubation	Pune	9	1	6.3	5	9
5	2020-2021	July 22, 2020 - July 23, 2020	Fractal Immersion Program	Management	Business incubation	Pune/Online	23	6	6	5	7
6	2020-2021	January 11, 2021 - January 12, 2021	Fractal Immersion Program	Management	Business incubation	Pune/Online	23	9	6.6	5	7
7	2021-2022	June 22, 2021 - June 23, 2021	Fractal Immersion Program	Management	Business incubation	Pune/Online	15	7	6.6	5	7
8	2021-2022	October 26, 2021 - October 27, 2021	Fractal Immersion Program	Management	Business incubation	Pune/Online	11	5	6.3	4	7
9	2021-2022	February 23, 2022 - February 24, 2022	Fractal Immersion Program	Management	Business incubation	Pune/Online	9	2	NA	4	7
							120	39	6.3	45	71

Appendix 6 - Bio Incubation Practice School - City Camp

Sr. No.	Financial Year	Date	Name of the Event	Themes	Collaborating Institute	City	Participants per event	Feedback per event (Out of 7)	No. of Mentors	No. of Mentor Hours	No. of Startups
1	2018-2019	August 17, 2018 - August 18, 2018	City Camp	Entrepreneurship	PSG – STEP	Coimbatore	45	6.2	6	17.5	45
2	2018-2019	January 21, 2019 - January 22, 2019	City Camp	Entrepreneurship	PERD	Ahmadabad	59	5.9	6	17	59
3	2019-2020	May 28, 2019	City Camp	Entrepreneurship	CIIC	Chennai	55	6.3	4	15	55
4	2019-2020	July 29, 2019 - July 30, 2019	City Camp	Entrepreneurship	RCB	Faridabad	35	6.6	9	17	35
5	2019-2020	November 14, 2019	City Camp	Entrepreneurship	AICC-CCMB	Hyderabad	35	6.3	4	13	35
6	2019-2020	December 06, 2019	City Camp	Entrepreneurship	GBP	Guwahati	43	6.4	2	9	43
7	2019-2020	January 30, 2020 - January 31, 2020	City Camp	Entrepreneurship	SPPU	Pune	46	6.6	4	22	46
8	2020-2021	June 26, 2020 - June 27, 2020	City Camp	Entrepreneurship	PSG-STEP	Online	51	6.5	6	7	51
9	2020-2021	August 27, 2020 - August 28, 2020	City Camp	Entrepreneurship	SGSITS - Indore	Online	31	6.2	6	7	31
10	2020-2021	November 05, 2020 - November 06, 2020	City Camp	Entrepreneurship	BBB - Faridabad	Online	31	6.1	6	7.5	31
11	2020-2021	December 03, 2020 - December 04, 2020	City Camp	Entrepreneurship	YMT - Mumbai	Online	46	6.3	6	7.5	46
12	2020-2021	February 18, 2021 - February 19, 2021	City Camp	Entrepreneurship	IIIM-Technology Business Incubator (TBI), Jammu	Online	44	6	6	8	44
13	2021-2022	June 03, 2021 - June 04, 2021	City Camp	Entrepreneurship	KIT, Kolhapur	Online	61	6.6	6	7	61
14	2021-2022	August 26, 2021 - August 27, 2021	City Camp	Entrepreneurship	AISSMS, Pune	Pune	40	6.5	6	7	40
15	2021-2022	October 07, 2021 - October 08, 2021	City Camp	Entrepreneurship	MIT ADT Uni, Pune	Pune	75	6.1	6	7	75
16	2021-2022	December 16, 2021 - December 17, 2021	City Camp	Entrepreneurship	ACIC RISE, Chandigarh, Mohali	Online	40	6	6	7	40
							737	6.3	89	175	737

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