



## City Camp on Essentials of Scientific Entrepreneurship

- Organized by BRBC and InFED, IIM Nagpur -

Potential gains	<ul style="list-style-type: none"> <li>City Camps are 1–2-day workshops introducing key aspects of science and technology-based entrepreneurship. It is aimed at aspiring entrepreneurs who wish to get a broad overview of how to start and run a technology-based enterprise.</li> <li>The workshop organized by BRBC at InFED-IIM Nagpur will be covering topics of raising money, tech transfer, company formation, inventive problem solving, networking, and pitching.</li> <li>Sessions include classroom learning, discussions with mentors/experts</li> </ul>
Organized by	<ul style="list-style-type: none"> <li>BIRAC Regional BioInnovation Center @ Venture Center (BRBC)</li> <li>InFED, IIM Nagpur</li> </ul>
Supported by	<ul style="list-style-type: none"> <li>BIRAC</li> <li>Venture Center</li> </ul>
For whom	<ul style="list-style-type: none"> <li>Incubatees at InFED, IIM Nagpur and academic institutes at Nagpur</li> <li>Potential entrepreneurs (Researchers, students, clinicians)</li> <li>Inventive enterprises and science-based startups</li> </ul>
When	<b>Friday &amp; Saturday (23 &amp; 24 Sep 2022)   Time: 0930-1700</b>
Where	<ul style="list-style-type: none"> <li>InFED Block, IIM Nagpur (Plot No. 1, Sector-20, MIHAN, Nagpur 441108)</li> </ul>
Contact	<ul style="list-style-type: none"> <li>Venture Center: Ms. Meghana B   8956677543   <a href="mailto:meghana.bhandari@venturecenter.co.in">meghana.bhandari@venturecenter.co.in</a></li> <li>InFED-IIM Nagpur: Ms. Arisha Pandav   9158995555   <a href="mailto:infed@iimnagpur.ac.in">infed@iimnagpur.ac.in</a></li> </ul>
Registration	<p><b>Limited seats!! Total number of seats: 80 Courtesy of BRBC, there will be NO registration fees.</b></p> <p>Registration Process:</p> <ul style="list-style-type: none"> <li>Step 1: Interested participants need to fill the registration form at the following link. <b>Register online at:</b> <a href="https://tinyurl.com/CC-Nagpur-Sept22">https://tinyurl.com/CC-Nagpur-Sept22</a></li> <li>Step 2: Email invite will be sent post screening of registration details.</li> </ul>



## Introduction

Venture Center is India's largest inventive enterprises and scientific business incubator. It is the winner of the National Award for TBI, 2015 and AABI's Incubator of the Year Award 2018. Venture Center is home to the pioneering Lab2Mkt™ program that focuses on creating spinouts from publicly funded R&D organizations.

BRBC (BIRAC Regional Bio innovation Center) is a resource intensive center set up by BIRAC (Biotechnology Industry Research Assistant Council) at Venture Center. Through its diverse initiatives, BRBC aims to significantly impact the translation of high-quality innovative ideas across diverse ecosystems into viable and sustainable business enterprises. One such initiative of BRBC is conducting City Camps.

The purpose of the City Camps is to support the entrepreneurship promotion / awareness creation activities of an upcoming incubator. City Camps are focused workshops that aim to help startups and entrepreneurs achieve specific and key goals in their company. The city camps will focus on topics of Innovation, Value proposition and business model, nuts and bolts of starting and running a company, business plan and financial simulation, raising money and funding landscape.

**End point of this workshop: Go home with an understanding of the processes involved in setting up a company**

## Workshop Outline

- Workshop shall consist of:
- Talks
- Q&A sessions

## Workshop includes

- Workshop includes Tea and Lunch at InFED, IIM Nagpur
- All refreshments arranged at InFED, IIM Nagpur






Workshop Outline				
Time	Duration		Session title	Lead
			Day 1 (23 September 2022)	
0930 - 1000	30 min	Registration		
1000–1030	30 min	<b>Session 1:</b> <ul style="list-style-type: none"><li>• Welcome Address: (10 min)</li><li>• Introduction to Venture Center: (10min)</li><li>• Introduction to InFED: (10min)</li></ul> <ul style="list-style-type: none"><li>• Premnath V</li><li>• Smita Kale</li><li>• Shivaji Dhawad</li></ul>		
1030–1200	90 min	<b>Session 2:</b> <ul style="list-style-type: none"><li>• Overview of Scientific Entrepreneurship: (45min)</li><li>• Value Proposition &amp; Positioning (45 min)</li></ul> <ul style="list-style-type: none"><li>• Premnath V</li></ul>		
1200 - 1215	15 min	Tea Break		
1215 - 1330	75 min	<b>Session 3:</b> <ul style="list-style-type: none"><li>• Tech development and Commercialization (45min)</li><li>• Tech Derisking&amp; Project planning (30 min)</li></ul> <ul style="list-style-type: none"><li>• Premnath V</li><li>• Manisha Premnath</li></ul>		
1330 – 1430	60 min	Lunch break		
1430- 1530	60 min	<ul style="list-style-type: none"><li>• Funding landscape (15 min)</li><li>• Grant writing (45 min)</li></ul> <ul style="list-style-type: none"><li>• Smita Kale</li></ul>		
1530 - 1545	15 min	Tea Break		
1545 - 1715	90 min	<b>Session 4:</b> <ul style="list-style-type: none"><li>• Entrepreneur’s Panel (Sharing of Insights &amp; Experiences)</li></ul> <b>Panelists</b> <ul style="list-style-type: none"><li>- Milind Choudhari (Weinnovate Biosolutions)</li><li>- Ajinkya Dhariya (Padcare Labs)</li><li>- Mehul Baldwa (Utopic Tech)</li><li>- Piyush Ukey (Nu Ossa Mediquip)</li></ul> <b>Moderator:</b> Manisha Premnath		
1715- 1730	15 min	<b>Day 1- Wrap up</b>		
Day 2 (24 September 2022)				
1000-1130	90 min	<b>Session 5:</b> <ul style="list-style-type: none"><li>• Basics of finances for entrepreneurs (45min)</li><li>• Financial simulation of a startup (45 min)</li></ul> <ul style="list-style-type: none"><li>• Premnath V.</li></ul>		
1130 - 1145	15 min	Tea Break		
1145-1300	75 min	<ul style="list-style-type: none"><li>• Business Plan, Elevator Pitch (45 min)</li><li>• Closing remarks (30 min)</li></ul> <ul style="list-style-type: none"><li>• Premnath V.</li></ul>		
Lunch Break				



1400-1700	180 min	One on one mentoring (M Clinic) for at least 15 selected startups/budding entrepreneurs with 3 mentors (5 each)			<b>Mentors:</b> <ul style="list-style-type: none"> <li>• Premnath V</li> <li>• Manisha Premnath</li> <li>• Smita Kale</li> </ul>
		<b>Slot 1:</b> Dr. Premnath V	<b>Slot 2:</b> Dr. Manisha P.	<b>Slot 3:</b> Dr. Smita K	

				 
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Speakers, Organizers & Entrepreneurs (In Alphabetical Order of Last Name)	
	<p><b>Mehul Baldwa</b> <b>CEO, Utopic Tech</b></p> <p>Mehul Baldwa, is an engineering physics graduate from IIT Bombay with a deep commitment to the cause of democratizing healthcare and education in India. He is founder and CEO of Utopic Tech Private Limited, where a team of passionate engineers and researchers is trying to change the lives of millions of kidney disease patients by inventing a point of care device for kidney testing. Their innovation on creatinine measurement has been granted a patent and their vision has been supported by esteemed grants including BIRAC's BIG grant. Apart from that he is also an independent musician and we know him for his inspiring songs and poetry.</p>
	<p><b>Meghana Bhandari</b> <b>Associate- Bioincubation, Venture Center</b></p> <p>Meghana is responsible for planning &amp; co-coordinating activities of BRBC. She is actively involved in curating the content for all BRBC activities. 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.</p>
	<p><b>Milind Choudhari</b> <b>Founder &amp; CEO, WeInnovate Biosolutions</b></p> <p>Dr. Milind Choudhari is currently Founder and CEO of WeInnovate Biosolutions Pvt. Ltd. a startup incubated at NCL Innovation park, Pune. He has previously worked with Serum Institute of India, Pune Ranbaxy Labs Ltd., Mumbai, Reamatrix Pvt. Ltd., Bangalore and Thomas Baker Pvt. Ltd, Mumbai. He has obtained his Masters in Biotechnology from GHRIT, Nagpur and PhD Microbiology from CNB, Agharkar Research Institute, University of Pune. He is a microbiologist at heart and works in the area of technology development. He has previously developed technologies like UTIRAP; a rapid UTI detection kit and DNARAP; a one-step DNA isolation method. He has several papers and patents to his credit in the area of nanotechnology and microbiology.</p> <p>He is the recipient of prestigious Biotechnology Ignition Grant award and Small Business Innovation research initiative grant from Biotechnology Industry Research Assistance Council (BIRAC). Owing to success of the startup he has been provided assistance from National science and technology entrepreneurship development board (NSTEDB) Govt. of India. Dr. Milind Choudhari has also won the Healthcare accelerator competition organized by CIIE, IIM-A and is a cohort of CIIE. Milind is also a NIDHI Prayas Grantee and a finalist of National Bio-entrepreneurship competition. He has recently been awarded AABI torch award 2018 for best entrepreneur in Asia for Internationalization, first one from India to win AABI award.</p> <p>Owing to his passion for teaching, he actively involves himself in teaching to school kids. He also works for spreading the knowledge of apiculture among the farmers in Vidharba region of Maharashtra. When not working he spends his time reading fiction, writing blogs and penning down his emotions in the form of poems.</p> <p>Dr. Milind Choudhari is currently Founder and CEO of Weinovate Biosolutions Pvt. Ltd. He has been working passionately for more than 10 years in the area of diagnostic microbiology and nanobiotechnology interface and has already rolled out two technologies including UTIRap and DNARap. Currently he is involved in developing technologies for infection prevention and rapid diagnostics.</p>



**Ajinkya Dhariya**  
**Founder & CEO, PadCare Labs**

Ajinkya Dhariya, Founder and CEO at PadCare Labs, He is a Mechanical Engineer and Sanitation Entrepreneur. He graduated in 2017, and then started PadCare Labs in 2018 with a vision to shape sustainable societies by enhancing hygiene standards. He is a product enthusiast and loves to solve consumer centric problems with design thinking approach. He is Curious and courageous. Ajinkya's Curiosity drives him to forge new paths and develop Bold, Innovative, and Progressive solutions like Sanitary Napkin Disposal and recycling. His courage empowers the challenge vested interests, pursue unconventional ideas and fight for the health of our planet and its people to bring prosperity.

He is pursuing the dream for a sustainable society with his 3P's, Passion, Perseverance, and Persistence. His efforts were recognized by Forbes 30 U 30, WIPO, TBC, WSSCC, UnLTD India, Dassault, UK- Royal Engineering Academy and Government of India. He is acting as a young ambassador to inspire social actions for healthier people and the planet.

LinkedIn - <https://www.linkedin.com/in/ajinkya-dhariya-71469789/>



**Shivaji Shriram Dhawad**  
**COO, InfED-IIM Nagpur**

Shivaji Shriram Dhawad, Ph.D. specializes in forging strategic partnerships, facilitating linkages, and programme management. He has worked extensively with MSMEs, NGOs, Food & Agriculture organizations, and Government departments for the facilitation of various projects steering the Field Immersion Module of IIM Nagpur. An MBA in Marketing and a Ph.D. in Commerce, he is passionate about the promotion and development of entrepreneurship. He is a trained and experienced professional in Incubation management.



**Smita Kale**  
**Manager, Bioincubation, Venture Center**

Smita as part of Bioincubation 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.








**Manisha Premnath**  
**GM & COO, Venture Center**

Manisha Premnath is COO & General Manager at Venture Center. Manisha holds a Ph.D in Biotechnology from University of Pune and Post-doctoral training from University of Cambridge, UK. She has been a Chevening Rolls Royce Science, Innovation, Policy and Leadership Programme (CRISP) Fellow at the Said Business School, University of Oxford, UK during 2015 where she had the opportunity to study technology innovation ecosystems. She has research experience in biotechnology, microbiology, fungal biotechnology, molecular biology and molecular virology. She has experience in planning and setting up of advanced scientific facilities and program management.

 A BIRAC - Venture Center Initiative	 15 years of service to the Nation		 Ignite Innovate Incubate	 
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	<p><b>Piyush D. Ukey</b> <b>Founder &amp; Director, Nu Ossa Mediquip</b></p> <p>Piyush's company is incubated at VNIT Nagpur and mentored by Venture Center Pune. He has an experience of more than Five years in the domain of 3D printing for biomedical applications. He has completed his M.Tech in CAD/CAM from PDPM Indian Institute of Information Technology Design and Manufacturing Jabalpur. He mainly focuses on the design and development of biomedical products in collaboration with doctors and engineers. He is technically sound in design, anatomical modelling and product development. He is also actively working towards educating youth with latest cutting edge technologies. He has conducted and coordinated various workshops, seminars, short term courses related to 3D Printing. Moreover, Piyush has received highly competitive BIRAC BIG Award for developing POC for artificial temporal bone in 2020, and also AIM PRIME fellow (flagship program from NITI Aayog to mentor young entrepreneur). He is passionate to work in the field 3D Printing and other advance technologies, assure Nu Ossa is working in proper and focused way.</p>
	<p><b>Premnath Venugopalan</b> <b>Director, Venture Center   Head, NCL Innovations</b></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 start-up companies (in Cambridge-UK and India) and engaging with large corporations on research and consulting projects as project leader.</p>

About the Organizers	
 A BIRAC - Venture Center Initiative	<p><b>BRBC</b> is a resource intensive center set up by BIRAC at Venture Center. Through its diverse initiatives, BRBC aims to significantly impact the translation of high-quality innovative ideas across diverse ecosystems into viable and sustainable business enterprises. BRBC Initiatives: Venture Mentoring Service; Venture Base Camps; Regulatory Information and Facilitation Centre; Bio Incubation Practice School. More on: <a href="http://www.brbc.venturecenter.co.in/">http://www.brbc.venturecenter.co.in/</a></p>
 	<p>InFED (IIMN Foundation for Entrepreneurship Development) is the business incubator hosted by the Indian Institute of Management Nagpur (IIM Nagpur). InFED works with important stakeholders at regional, state, national and international level to create an enabling ecosystem for entrepreneurs and associated stakeholders. InFED works as a bridge between potential entrepreneurs, academia and researchers, R &amp; D institutions, domain experts, businesses, investors, and the government. For more information, visit: <a href="http://www.infed.in">http://www.infed.in</a></p>

Supported by	
 Ignite Innovate Incubate	<p><b>Biotechnology Industry Research &amp; Assistance Council</b> is a new industry - academia interface and implements its mandate through a wide range of impact initiatives, be it providing access to risk capital through targeted funding, technology transfer, IP management and handholding schemes that help bring innovation excellenceto the biotech firms and make them globally competitive. For more information about BIRAC: <a href="http://www.birac.nic.in">www.birac.nic.in</a></p>
	<p><b>Entrepreneurship Development Center (Venture Center)</b> – a CSIR initiative – is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a</p>





the areas of materials, chemicals and biological sciences & engineering. For more information, visit [www.venturecenter.co.in](http://www.venturecenter.co.in)