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**Report | 25-26 Nov 2024 | Monday and Tuesday**  
**City Camp on Essentials of Scientific Entrepreneurship**  
**in collaboration with**  
**Incubation Centre IIT Patna (IC-IITP) and Zero Lab Bihar**

About the Event

BRBC'S City Camp was organized on 25-26 November 2024 in collaboration with Incubation Centre IIT Patna (IC-IITP) and Zero Lab Bihar). The first day workshop, intended for budding entrepreneurs, introduced key aspects of scientific entrepreneurship such as innovation vs invention, tech de-risking and commercialization, value proposition, entrepreneur panel session and financial simulation of startup. The second day workshop included talks on funding landscape and grant writing, business plan, elevator pitch and concluded with one-on-one mentoring sessions for selected entrepreneurs from mentors.





## Session Description

### -INTRODUCTION

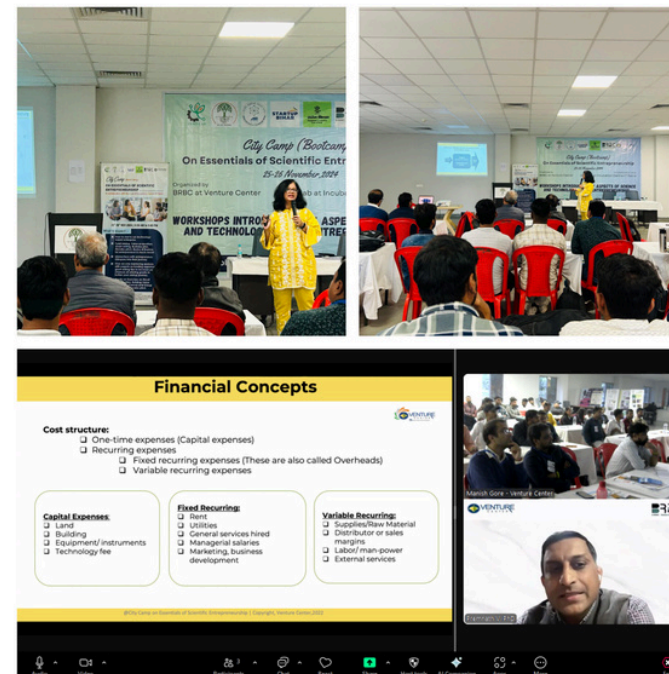
- The session commenced with an overview of activities led by IC-IITP and Zero Lab Bihar by Ms. Deepti Anand and a brief introduction to Venture Center by Dr. Manish Gore.
- The event concluded with a welcome address by Prof. T.N. Singh, Director of IIT Patna.

### -OVERVIEW OF SCIENTIFIC ENTREPRENEURSHIP

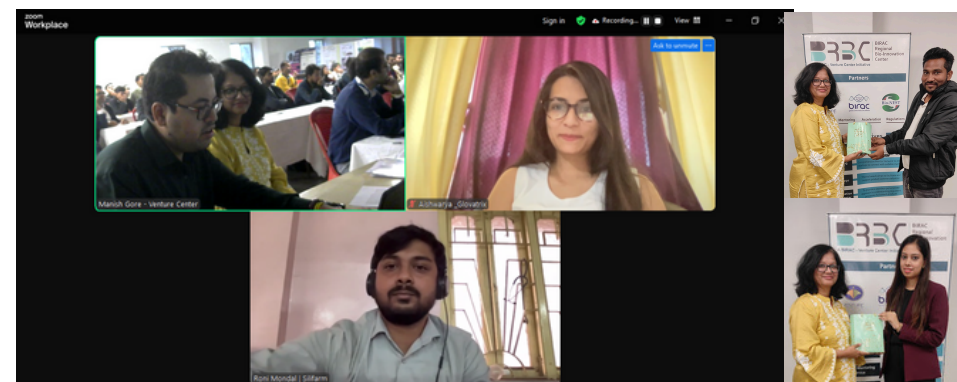
- The session conducted by Dr. Smita Kale provided an overview of scientific entrepreneurship, characteristics of deep-tech startups, and traits essential for success with real-world case studies.

### - TECH DEVELOPMENT, DE-RISKING & COMMERCIALIZATION

- The session conducted by Dr. Premnath V. discussed concepts like TRLs, positioning statement, patent strategy & product positioning.



Day 1 Sessions by Dr. Smita Kale and Dr. Premnath V.



Day 1 - Entrepreneur Panel Session



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## Session Description

### - VALUE PROPOSITION & POSITIONING

- The session conducted by Dr. Premnath V. discussed concepts such as strengthening value proposition, and value proposition canvas.

### - ENTREPRENEUR PANEL

- The session moderated by Dr. Smita Kale had the dynamic entrepreneurs like Aishwarya Karnataki (Glovatrix), Roni Mondal (Silifarm), Dr. Nancy Singh (Cureofine) and Jitendra Parit (Ceir Mobility) on the panel, wherein they interacted with the audience, shared insights into their journey and how they did and are navigating challenges through their entrepreneurial journey.

### -FUNDING LANDSCAPE & GRANT WRITING

- The session conducted by Dr. Smita Kale discussed concepts like funding opportunities by national agencies, understanding grant writing, with added tips & pointers for writing a grant with a impactful storyline.



**Day 2 Sessions by  
Dr. Smita Kale,  
Soma  
Chattopadhyay &  
Dr. Manish Gore**

**Day 2 One-on-one  
mentoring by  
& Dr. Manish Gore**



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## Session Description

### -BASICS OF FINANCE FOR ENTREPRENEURS

- The session conducted by Dr. Premnath V. discussed concepts like capital expenses, balance sheet and cash flow statements.

### -FINANCIAL SIMULATION OF A STARTUP

- The session conducted by Dr. Premnath V. discussed several case studies & highlighted real time financial simulation of a startup on MS-Excel.

### -BUSINESS PLAN & ELEVATOR PITCH

- The session conducted by Soma Chattopadhyay. discussed concepts like pitch deck components, why pitches fail and structure of an ideal elevator pitch, followed by interesting videos to understand the concepts.

### -EXERCISES FOR PARTICIPANTS

- In order to put theory in practice. Exercises on problem definition and value proposition were conducted by Dr. Manish Gore.



**City Camp Organizers**  
Venture Center, IIT Patna  
Incubation Centre  
& Zero Lab Bihar Team



**Distribution of  
certificates to  
participants**



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## MENTORING SLOTS

	Dr. Smita Kale	Dr. Manish Gore
3.30-3.50 PM	Bipin Kumar	Sudhanshu Ranjan
3.50-4.10 PM	Raj Kumar	Priya Ranjan
4.10-4.20 PM	Karan Kumar	Gulshan Kumar
4.20-4.40 PM	Dr. Ajay Kumar	Pratyush Prashar
4.40-5.00 PM	Komal Kumari	Arshita Anand
5.00-5.20 PM	Aryan Sinha	Aman Raj
5.20-5.40 PM	Kundan Kumar	Karan Kumar

Additionally, participants were mentored by IC-IITP team members as mentioned below.

- Joseph Paul Arackalan
- Alok Kumar

## FEEDBACK SCORE

Category	Avg (Min-Max) Count
<b>SECTION 1: EVENT</b>	
Satisfaction with Speakers/mentors etc	6.3 (4,7)
Satisfaction with structure, design and pace of event	6.2 (4,7)
Overall satisfaction with the event	6.3 (3,7)
<b>SECTION 2: SESSION</b>	
Day 1 Sessions	5.8 (3,7)
Day 2 Sessions	6.4 (4,7)

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## FEATURED TESTIMONIALS

### Feedback from participants

Very naive important things I learnt here appreciate it with all means possible.

All staffs and mentors were very friendly thank you

Amazing, marvelous, commendable, we can do much improvement our startup because we have learnt this session. We can make improvements in our startup.

The two day session was very inspirational and helpful. I got to meet amazing start up founders from diverse backgrounds with innovative ideas. I have learned so much and feel more confident now thanks to your guidance.

It was a awesome event. Got to learn a lot, such events should be held once a month, special congratulations to the team for the good atmosphere.

Overall content of the workshop is very nice but you should try to increase the number of days for the workshop or should give a short break between the session.

### Please Provide any other topics you wish to suggest for a future talk/workshop?

How to do evaluation of startup on the basis of current sales and turn over keeping the future expansion?

Team building

Product development

Cash flow

IPR

Pre Sales pitching and sales pitching templates and framework .

Legal stuff and company compliances

Investor pitching option