



6 weeks Certificate Course | 24 Contact Hours

Startup 101: An Introduction to Science & Technology Entrepreneurship

- An Initiative of the Venture Center's Startup Academy -

Gains	<ul style="list-style-type: none"> Learn key aspects of science and technology-based entrepreneurship Build selected parts of a business plan via assignments 24 Contact Hours in 12 Sessions Uniqueness of this program: Focuses on Practical Insights!! No bookish gyan! Access to experts with domain expertise in building value proposition and business plans, tech de-risking, effective storytelling, pitching, sales and marketing, finance, legal and HR aspects, market analysis and building soft skills essential for entrepreneurship Complete all assignments and get a Certificate of Completion Join the network of Venture Center – the top inventive enterprise incubator in India. 																								
Course Coordinator	<ul style="list-style-type: none"> Dr Mugdha Lele, Head, Social Innovations, Venture Center 																								
Organized by	<ul style="list-style-type: none"> Startup Academy at Venture Center Social Innovations @ Venture Center 																								
Supported by	<ul style="list-style-type: none"> NIDHI Center of Excellence supported by DST-NSTEDB @ Venture Center Biotechnology Industry Research and Assistance Council (BIRAC) 																								
For whom	<ul style="list-style-type: none"> Budding/ aspiring entrepreneurs (Researchers, students, engineers, clinicians etc) Early stage inventive enterprises and science-based startups 																								
When	Total duration: 6 weeks Every Friday - Saturday 1500 – 1730 Start date: 17 June 2022																								
Where	All sessions will be held in a hybrid mode (offline at Venture Center campus and on online ZOOM platform)																								
Contact	<p>Technical: Dr Mugdha Lele mugdha@venturecenter.co.in +91-7410045652</p> <p>Registration: Ms Niruta Killedar niruta.killedar@venturecenter.co.in +91-8956226080</p> <p>Payment: Ms Lipika Biswas eventsdesk@venturecenter.co.in +91- 9156465137</p>																								
Cost and Registration	<p>Registration Fees Rs 5000/-</p> <p>Registration Process:</p> <ul style="list-style-type: none"> Step 1: Interested participants need to fill in registration form at the following link. <ul style="list-style-type: none"> Register online at: https://tinyurl.com/2022-startup101 Step 2: Email for verification of the selected category will be sent post screening of registration details. Step 3: Payment details will be shared with candidates who successfully complete the verification process. Attendance only on confirmation of payment of registration fees <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Category</th> <th>Category name</th> <th>Fees</th> </tr> </thead> <tbody> <tr> <td colspan="3">Courtesy of NIDHI-COE, 50% discount category</td> </tr> <tr> <td>1</td> <td>Current SPARSH fellows from BIRAC's other SPARSH Centers</td> <td>INR 2500/-*</td> </tr> <tr> <td>2</td> <td>Current NIDHI – EIR fellows / Prayas grantees from DST's other EIR/Prayas centers</td> <td>INR 2500/-*</td> </tr> <tr> <td colspan="3">Courtesy of NIDHI-COE, Deep discount category: 80% discount</td> </tr> <tr> <td>3</td> <td>Students with valid ID cards</td> <td>INR 1000/-*</td> </tr> <tr> <td colspan="3">Courtesy of NIDHI-COE, 100% waiver of registration fee for</td> </tr> <tr> <td>4</td> <td>Venture Center's current Social Innovation Immersion Program Fellows,</td> <td>100% waiver</td> </tr> </tbody> </table>	Category	Category name	Fees	Courtesy of NIDHI-COE, 50% discount category			1	Current SPARSH fellows from BIRAC's other SPARSH Centers	INR 2500/-*	2	Current NIDHI – EIR fellows / Prayas grantees from DST's other EIR/Prayas centers	INR 2500/-*	Courtesy of NIDHI-COE, Deep discount category: 80% discount			3	Students with valid ID cards	INR 1000/-*	Courtesy of NIDHI-COE, 100% waiver of registration fee for			4	Venture Center's current Social Innovation Immersion Program Fellows,	100% waiver
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	current NCL-RF Technology Commercialization Interns, current NIDHI-EIR fellows	
5	Founders of startups currently enrolled in the Venture Center's Associate (Virtual) Incubation Program	100% waiver
6	Members (who have valid Identity cards issued by Venture Center) of those startups enrolled in Venture Center's Resident Incubation Program.	100% waiver
7	Others who do not fit into any of the above mentioned categories	INR 5000/-

****Special studentships (at the discretion of the organizer)***

- 5 studentships for NCL students who are members of NCL technology and entrepreneurship club.
- 5 women studentships for deserving budding women entrepreneurs

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- **Registration closes once 90 seats are full; Last date to register: 13 June 2022**
 - **Fees paid is not refundable and non transferable under any circumstances**
 - The organizers reserve the right to accept or refuse or delay registrations so as to optimize the composition of the group and hence maximize learning for all participants.
 - Sessions will be conducted using hybrid mode.
 - After completion of payment formalities / approval of studentships, seats will be confirmed. Only registered participants will be allowed to participate.
 - More details at: <https://www.venturecenter.co.in/socialinnovations/events/>

Introduction

Startup Academy is an initiative under Venture Center's NIDHI-Center of Excellence supported by DST-NSTEDB, Govt of India. This initiative is aimed to support ideation stage startups via various programs under the umbrella of Startup Academy. Startup Academy's flagship training program, **Startup 101: An introduction to Science and Technology Entrepreneurship**, is a modular program with the following 6 modules:

- Module 1: Entrepreneurship Essentials; Value Proposition; Business Planning
- Module 2: Company Operations; Financial Planning
- Module 3: Technology Strategy; Intellectual Property; Technology De-risking
- Module 4: Raising Money; Pitching
- Module 5: Market Analysis; Sales and Marketing
- Module 6: Essential Skills / Tools

The training program is of total 6 weeks duration with 2 hourly sessions on each Friday and Saturday. The talks are planned to encourage and promote first generation technology innovators and entrepreneurs to pursue their ideas.

Startup 101 series is an induction series designed for young entrepreneurs who are initiating their entrepreneurial journeys. The aim is to expose them to the basic details and requirements in this journey from aspects of human resources, financial compliances, term sheets, how to raise money, technology commercialization, networking, how to pitch, preparing a business plan, venturing basics and such related aspects of entrepreneurship. Some practical tips and pointers based on real-life experiences will be shared by the speakers in this series. The idea is to enthuse and inspire young entrepreneurs and provide them a common launch pad to take off. The Startup Academy is an initiative of the NIDHI-COE at Venture Center supported by DST-NSTEDB and intended to align with the Start-up India Mission / Skill India

Program Structure and Format

- Program shall consist of: Sessions: 12 | Assignments: 8
- Every session will be of 2 hour duration comprising 2 talks followed by Q & A after each talk.



Terms and Conditions for Participants

Participants attending in online mode:

- Shall arrange their own devices (preferably Laptop/ Tablet) and ensure good internet connectivity during the entire course duration.
- No sessions will be repeated if a participant is unable to join due to poor internet connectivity or any other reasons.
- Attendance is mandatory for at least 80% sessions.
- *After each session a feedback link will be shared. This link has to be filled latest by each Sunday evening after the sessions. Filling up this link will be marked as your attendance for the concerned session.*
- *Certificates will be given to only those candidates who complete all assignments and at least 80% attendance.*

Participants attending in offline mode at Venture Center:

- Networking over tea/coffee will be arranged at the Innovation Café @ Venture Center after each day's session. This will give an opportunity to interact with the speakers and other attendees who are coming in-person for the sessions.
- In case for any session you are not able to come in person to Venture Center, you are allowed to attend the session in online mode only after informing via email atleast 4 hours prior to the particular session to Ms Niruta on : niruta.killedar@venturecenter.co.in
- No sessions will be repeated if a participant is unable to attend due to any reasons.
- Attendance is mandatory for atleast 80% sessions.
- *After each session a session-specific feedback link will be shared. This link has to be filled latest by each Sunday evening after each session. Filling up this link will be marked as your attendance for the concerned session.*
- *Certificates will be given to only those candidates who complete all assignments and at least 80% attendance.*

Program Includes

- Free membership in mailing list to follow-up on program and intimation of relevant events/ funding opportunities from Venture Center
- Access to all presentations via a restricted website
- Certificates will be given to only those candidates who complete all assignments and at least 80% attendance.



Program Schedule

Session No.	Day	Date	Time	Topics (Mode)	Mode	Speaker
	Friday	17-Jun-22	1500	Welcome and Introduction to the program	Offline	Mugdha Lele
1	Friday	17-Jun-22	1500 - 1600	Ideation and need identification	Offline	Pushkar Ingale
2	Friday	17-Jun-22	1630 – 1730	Communication skills for Entrepreneurs	Offline	Dipti Divekar
3	Saturday	18-Jun-22	1000 - 1100	<ul style="list-style-type: none"> Introduction to Entrepreneurship and Social Entrepreneurship Step-by-step journey of a company launch 	Offline	V Premnath
4	Saturday	18-Jun-22	1100 - 1200	<ul style="list-style-type: none"> Financial simulation of a new venture; Cost structure¹ Essentials of technology strategy for startups 	Offline	V Premnath
5	Friday	24-Jun-22	1500 - 1600	Problem mapping and stakeholder analysis	Online	Satyajit Majumdar
6	Friday	24-Jun-22	1630 – 1730	How entrepreneurs can make impactful presentations	Offline	Ajay Hiraskar
7	Saturday	25-Jun-22	1500 - 1600	Essentials of Law for Startups	Offline	Vivek Sadhale
8	Saturday	25-Jun-22	1630 – 1730	Essentials of Finance for Startup Entrepreneurs ²	Offline	Sujata Bogawat
9	Thursday	30-Jun-22	1500 - 1600	Introduction to Intellectual Property with emphasis on patents ³	Offline	Archana Joshi
10	Thursday	30-Jun-22	1630 – 1730	In-licensing of technology	Offline	Vidula Walimbe
11	Saturday	02-Jul-22	1500 - 1600	Value proposition ⁴	Online	Sundara Nagarajan
12	Saturday	02-Jul-22	1630 – 1730	Technology de-risking and validation ⁵	Online	Hiran Vedam
13	Friday	08-Jul-22	1500 - 1600	Funding landscape in India	Offline	Soma Chattopadhyay
14	Friday	08-Jul-22	1630 – 1730	Best practices in grant writing	Offline	Smita Kale
15	Saturday	09-Jul-22	1500 - 1600	Preparing for raising investments, Understanding investment instruments and term sheets ⁶	Offline	Sujata Bogawat
16	Saturday	09-Jul-22	1630 – 1730	Business plan, Pitch deck ⁷ , Pitching and communicating the opportunity	Offline	V Premnath
17	Friday	15-Jul-22	1500 - 1600	Essentials of marketing	Offline	Ravi Sarangapani
18	Friday	15-Jul-22	1630 – 1730	Market research and Pricing	Offline	Magesh Nandagopal
19	Saturday	16-Jul-22	1500 - 1600	Sales and distribution	Offline	Ravi Sarangapani
20	Saturday	16-Jul-22	1630 – 1730	Insights in selling science based products: Engaging with KOLs	Offline	Sarika Phatak
21	Friday	22-Jul-22	1500 - 1600	Assembling the human talent (HR for startups)	Offline	V Premnath
22	Friday	22-Jul-22	1630 – 1730	Crucial conversations and negotiations	Offline	Protima Sharma
23	Saturday	23-Jul-22	1500 - 1600	Online marketing and Social Media	Offline	Madhuri Bogawat
24	Saturday	23-Jul-22	1630 – 1730	Networking	Offline	Soma Chattopadhyay and Amol Sheogaonkar
	Saturday	23-Jul-22	1730	Q & A, Closing remarks and Feedback	Offline	V Premnath



Assignments (1-8 in program schedule table above):

No.	Assignment (Google docs)	Faculty	Submission date
1.	Financial simulation	Shruti Devasthali	Sunday, 26 Jun 2022
2.	Comparing financial statements of 2 listed companies	Priti Rathi	Sunday, 3 Jul 2022
3.	IP strategy for 1 or 2 examples	Archana Joshi, Vidula Walimbe	Sunday, 10 Jul 2022
4.	Value Proposition Canvas	Smita Kale	Sunday, 10 Jul 2022
5.	Design a sequence of studies to validate claims	Smita Kale	Sunday, 10 Jul 2022
6.	Simulate a term sheet	Shruti Devasthali	Sunday, 17 Jul 2022
7.	Build a pitch deck	Soma Chattopadhyay	Sunday, 17 Jul 2022
8.	1 min elevator pitch as voice over PowerPoint presentation	Soma Chattopadhyay	Sunday, 17 Jul 2022

- **Submission time for each assignment is up to 1 week.**
- **Detailed comments will be communicated to participants over email in 2 weeks time after submission of assignments.**
- **Please note, late submissions will not be evaluated.**



Speakers (in alphabetical order of last names)



Madhuri Bogawat

Madhuri heads Strategy, Creatives and Business Development at CrimsonCobalt Digital. She is Post-Graduate in International Marketing from Symbiosis Institute of International Business. She has worked with some of the largest National & International brands such as Zee Entertainment, Inox Leisure, Loop Mobile, Cimatron Technologies amongst others in a career spanning over 14 years. Madhuri has hands-on experience in Marketing ROI, Brand Communications, Media Planning & Buying, PR & Digital Marketing She conducts conferences, seminars & courses on a gamut of topics including – Digital Marketing, Media, Entertainment, Business Management, Macro-Economics, Solid Waste Management & Renewable Energy Sources.



Sujata Bogawat

Sujata is a Chartered Accountant by training and also holds a Business Management degree. She has diverse experience spanning two decades across manufacturing, services, not-for-profits, start-ups and consulting companies. She specializes in advising VC funded startups and startups incubators across the country. She founded Avant Edge Business Consulting in 2012 to provide startups and emerging businesses with quality management of their non-core functions on a consistent basis. The company also provides investment advisory, equity structuring, business valuation, virtual CFO, compliance, and pre-funding support and services.

She has strong eco-system connects with start-up incubators such as Venture Center, Villgro Foundation, CIBA Mumbai and Goa and academic institution incubators like RISE Foundation-IISER Kolkata, and serves on various committees of these incubators. Previously, she has worked as a Vice President-Finance at Firstcry.com, GM at Venture Center and Finance Controller at Thermax Ltd.

Sujata is an angel investor and startup mentor. She was the founding Program Leader of Startup Leadership's Pune chapter and frequently speaks at startup events on subjects of startups, funding, business valuation, etc.



Soma Chattopadhyay

Soma is currently associated with Venture Center as Head for Incubation and Mentoring. In her present role she is the first point of contact for the innovators, understanding their business and connecting them to the right resources. She is also responsible for the entire incubation process for the start-ups and for any support required during the course of incubation period.



Shruti Devasthali






Shruti is currently Head for Equity and Grant Portfolio at Venture Center. She is a Chartered Accountant and a certified Financial Risk Manager. She is currently operating seed fund activities for Venture Center and monitoring the investments in Venture Center's portfolio companies. She is also responsible for mentoring lab2mkt companies on corporate governance; and management of financial and legal matters relating to grant programs. During her previous work engagements Shruti has worked with CRISIL Limited and Dun and Bradstreet Information Services India Private Limited in the areas of credit and financial analysis.



Dipti Divekar

Dipti offers specialised training in Cultural Diversity, Public Speaking, Professional Email Writing, Business Dressing, Leadership via her consulting firm Perceptions 360. Her natural ability plus accreditation regarding interpersonal communication, presentation and articulation enables her to apply her knowledge and skills to the Indian market. Dipti has experienced many walks of life and picked up a genuinely global perspective on people and the power of their perceptions. She has facilitated more than three hundred training programs for corporates and individuals in communication and behavioural competencies for team building and leadership roles. Her clients include Bentley Systems, Syngenta, Tieto, Mecc Alte, KPIT, Mercedes Benz, SAS, Fleetguard Filters, BDO, Digitalzone Business Consulting, Atlas Copco, Cummins, Golds Gym, Barclays, Fiserv, Mercedes Benz International School (now Mahindra International School), TEDxPune, and more.



	<p>Ajay Hiraskar</p> <p>Ajay is a globally certified Scaling Up Coach working with mid-size companies in technology, manufacturing & services domains. He is also the Governing Council Member of the Pune chapter of The Indus Entrepreneurs (TiE). He managed various corporate roles for 27 years & in his last assignment, he ran a global IT services business with team members across India, China, Australia, UK & the USA. He started pursuing his passion for Mentoring & investing in start-ups since 2015. Ajay has been a Toastmaster for 7 years & volunteered for various leadership roles. He has contributed to the efforts for chartering 9 clubs for Entrepreneurs over the last 4 years in Pune, Hubballi, Hyderabad, Mumbai, Kolkata, Hong Kong & California.</p>
	<p>Pushkar Ingale</p> <p>Pushkar is design director at Cohesive Labs - a design & research consultancy based out of Pune. He leads design and research activities for the lab's clients, helping them strategize their approach for projects led by on-the-ground research and later implemented by design. Over the last decade and half, he has designed several solutions impacting healthcare at a device and system level. Earlier he was heading the India operations of Laerdal Global Health, a Norway headquartered organization working towards helping save lives on the day of birth. Several of his innovations and design solutions have earned international recognition and awards for their impact in global health. Pushkar is M.Des. from IDC, IIT Bombay, and followed up his interests for design in healthcare with the Stanford India Biodesign Fellowship at AIIMS, New Delhi. He has worked across several industries including manufacturing engineering, automotive styling, electronics and iot, medical devices and more recently petcare. Pushkar is passionate about design methodologies, entrepreneurship and learning from nature and occasionally dabbles in academics at design, engineering and management schools.</p>
	<p>Archana Joshi</p> <p>Archana is Associate Manager for TechEx services at Venture Center, where she is responsible for activities related to Intellectual Property, Patent drafting, IP Training programs and workshops. She is a registered Patent Agent at Indian Patent Office. Previously, she was Project Assistant-III at CSIR- URDIP. M.Sc. in Organic Chemistry from Pune University and has a P.G. Diploma in Patents Law from NALSAR University (Hyderabad).</p>
	<p>Smita Kale</p> <p>Smita as part of incubation 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.</p>
	<p>Mugdha Lele</p> <p>Mugdha is currently Head for Social Innovations at Venture Center. She has done Ph.D from School of Health Sciences, University of Pune and has teaching and research experience in a State Government medical university. At Venture Center, she is responsible for driving the Social Innovations and related activities and is responsible for providing technical mentoring for incubatees at Venture Center. Mugdha has been a Fellow of the Chevening Rolls Royce Science, Innovation, Policy and Leadership Programme (CRISP) at the Said Business School, University of Oxford, UK in 2016. In 2018 she has also been part of the Aritra Accelerator Program for Leadership in the Social Sector at IIM Bangalore with Phicus Solutions and Dr. Reddy's Foundation. She is interested to drive programs which support development of novel technology solutions for impact in the social sector.</p>
	<p>Satyajit Majumdar</p> <p>Majumdar is Professor at Center for Social Entrepreneurship of the School of Management and Labour Studies at Tata Institute of Social Sciences (TISS), Mumbai. He is an Electrical and Industrial Engineer, and later obtained post-graduate degree in Management and PhD. He is also a Fellow of Institution of Engineers (India). In his current position at TISS, Mumbai, he teaches social entrepreneurship, strategic management, strategic human resource</p>



management, growth and technology strategy, corporate social responsibility and service operations management. With more than 33 years of experience, he is also consultant and corporate trainer in these fields and mentors' entrepreneurs and start-up organizations. He has been the National Lead of the Core Team constituted by the Ministry of Skill Development and Entrepreneurship, GoI for National Entrepreneurship Award. He has been actively engaged in expert groups at national and international levels to provide guidance in academic program design and implementation including teaching and research, skill development, entrepreneurship development, livelihood creation and micro and small business management. In 2009, he was conferred Galpin International Research Fellowship by the Quinnipiac University, USA. Satyajit has many research papers and award-winning case studies to his credit, published in national and international journals and edited volumes. His research interest area is growth strategy in entrepreneur managed small and medium business organization and strategic CSR.



Sundara Nagarajan

Nagarajan is Managing Director at InnovationScaleUp Advisors (ISA) Private Limited, an advisory platform and practice that helps innovators and investors scale-up technology-based businesses and monetize innovation, globally. ISA helps accelerate the monetization and scaling of disruptive companies. Nagarajan deeply relates to the challenges involved in scaling ideas to deliver business value, owing to his career in computer systems development engineering for over three decades. He is an accomplished senior technologist with experience in startup initiatives of large global enterprises and early-stage companies. He has performed director-level technical leadership and executive management roles in product development and deployment serving Customers worldwide. His subject matter expertise is in computer systems architecture, data management, and systems/software engineering.

As a Technical Director at NetApp and as Distinguished Technologist at HP Enterprise, he contributed to the architecture development of enterprise-class products and solutions. As a member of the founding management team of Philips Innovation Campus and as Director (Systems) at HP, delivered high-volume consumer and enterprise-class products, managing large teams of R&D engineers. As Director-Technology at IPValue, he developed deep knowledge and expertise in the business aspects of innovation and commercializing intellectual property. He co-founded Bluefont Technologies to develop technology for high-bandwidth short-range wireless. Started his career at Wipro, during the early days of Information Technology in India and grew through different roles. Nagarajan holds M.S. (By Research) from the IIT-Madras and graduate degree in Electrical Engineering from the University of Calicut, India.



Magesh Nandagopal

Magesh heads the Technology Management Group at CSIR-National Chemical Laboratory (Pune), and works with partners in taking technologies to the market, formulating technology strategy and innovation management at NCL. The group also works on policy recommendations in climate change and solid waste management. Magesh has over 20 years of experience in research, innovation management and technology commercialization. He has a PhD (in Polymer Science) and an MBA (in Finance) - both from the University of Connecticut, USA. He was awarded the Chevening Rolls-Royce Science Innovation Leadership Fellowship to study at the University of Oxford, UK. He has been instrumental in creating over ten technology spinoffs, and has mentored innovators on early stage business planning and fund raising.



Sarika Phatak

Sarika Phatak is Vice President-Strategic Initiatives, Karkinos Healthcare. She is a veteran in healthcare technologies with extensive experience in R&D, product design, product management and business development for a number of healthcare product and service offerings. She has global experience in defining solutions for diagnostic and therapeutic products and connected care at large. Her areas of interest include innovation in medical devices, connected care and population health management, using advanced technologies and design led strategies. Sarika has wide experience in Fortune 500 companies such as Philips, Harman and Bell Helicopter Textron. After completing her Master's degree in Electrical Engineering from University of Texas, she worked in avionics design in Bell Helicopter Textron. She has extensive hands on experience on working on all aspects of end to end product design and development including hardware, software and industrial design. Sarika



worked in haptic technology and surgery simulation for her master’s thesis. She has been working with teams in building innovative healthcare products and solutions throughout her career. She has deep experience of product life cycle engineering. She has managed several projects through the entire life cycle of the project especially developing a product concept into viable, scalable designs and taking them through prototyping and manufacturing phase. She has worked in the areas of connected healthcare, patient engagement, minimal invasive diagnostic medical devices, care coordination, image guided therapy, etc. Sarika has served in various leadership roles in program management, product management, solution architecture and business analysis. She has also served as Head of Partnerships and Head of Solutions responsible for designing the solutions using across various companies. She was also actively involved in mergers and acquisition strategy to form differentiated solution offering. She has deep knowledge of international markets and has expertise about product design and customization for global markets.



Priti Rathi

Priti is Head for Finance & Compliance at Venture Center. She is a Chartered Accountant. She is responsible for finance, accounts and tax compliance, company law & other statutory compliance, project accounts and funds utilization, financial planning, budgets, financial management, formal reporting to stakeholders, contributor to strategic decisions. She has worked with Choksi & Choksi, Chartered Accountants as Manager-Audit & Assurance and has handled various assignments including statutory, internal, concurrent audits of banks, statutory audits of company’s etc.



Vivek Sadhale

Vivek is Founder Partner, LegaLogic Law Firm. He brings over 24 years of extensive experience with an expertise spread over numerous fields including international technology and commercial contracts, successful IPO, top tier venture capital investment and private equity funding, M&A / takeovers, joint venture agreements, managing Investor Relations, having worked with reputed Indian and Multinational organizations, with exposure to Finance and Treasury functions. Vivek has extensively worked on negotiating international commercial contracts, negotiating IP Licensing deals, dealing with IPR-related issues, employment law, designing Employee Stock Option negotiating foreign currency loans, M&A, PE and VC deals, Restructuring matters and establishing domestic/overseas offices and companies. Vivek worked with Persistent Systems Ltd. for thirteen and half years as Company Secretary and Head – Legal and Investor Relations. He also has working experience with Kirloskar Group, Bombay Dyeing and Siemens.



Ravi Sarangapani

Ravi is a Consultant in Medical Devices Product Development. He has previously held senior positions for Adler (Sushrut) Pvt Ltd in Product Development, Sales, Marketing & Regulatory affairs. He is an accomplished professional with over 25 years in the medical device industry encompassing leadership roles in new product development, quality management, regulatory affairs, marketing, Sales and Business Development. He has a proven track record of managing the new product development process from conceptualization and market analysis through development, risk management, pre-clinical evaluation, verification & validation, test marketing to commercialization.





Ravi has an outstanding communication talent with proven ability to build and lead highly efficient teams, train technical professionals and to convey complex concepts in understandable terms. He is especially skilled at problem analysis and resolution, strategic planning and budget controls. He also has a strong background of interactions with Key Opinion Leaders, customers and trade channels throughout Asia, Middle East, Africa and some areas of Europe.



Protima Sharma

Protima is a Chemical Engineer and MBA from IISc, Bangalore. After a stint with Thermax in HR, she worked for TCS as a Change Management Consultant. She now heads PeopleWiz consulting, a firm specializing in Organization Design. Under her leadership, the firm has established offices in Pune, Bangalore and Singapore serving clients that range from startups to MNCs across APAC and Middle East region. In her capacity as an advisor at NCL’s Innovation Centre, she mentors start-ups in achieving their HR and culture goals. Her interests include Entrepreneurship, Intrapreneurship and Organization design.



	<p>Amol Sheogaonkar</p> <p>Amol is a Sales turned Learning & Development professional with 18 years of experience in Sales, Leadership, Channel Management and facilitation. He has been training and facilitating for Banking, financial services, insurance and IT professionals from HDFC Bank, Axis Bank, LIC, M&M, Citi Corp on aspects of Sales, Leadership, Problem solving and decision making, Business Communication, Conflict Management etc. He has also been a part of social forums like Toastmasters International, Rotary International and SPIC MACAY that connects him with communities and brings a positive change in society at large.</p>
	<p>Hiran Vedam</p> <p>Hiran is a Business Consultant for investors and start-ups in climate tech. She is also Senior Advisor for Innovation and Entrepreneurship at IIT Tirupati. She has considerable experience in different areas of the lab-to-market journey from research to entrepreneurship, technology transfer and early stage investments in the US, UK, Singapore and India. She has a YouTube channel - WorldofDeeptech - to familiarise young researchers on various aspects of commercializing advanced technologies. She also developed a 'Mentoring Framework' for guiding mentors of science-based start-ups in collaboration with a seasoned angel investor. Hiran has a Ph.D. in Chemical Engineering from Purdue University, MBA from INSEAD, M.S. from Washington University and a B.Tech from Indian Institute of Technology, Madras.</p>
	<p>Premnath V</p> <p>Premnath is currently the Head, National Chemical Laboratory (NCL) Innovations - the group within NCL charged with the responsibility of championing the cause of technology innovation within NCL. Premnath is also the Founding Director of the Venture Center. He is a Scientist at Polymer Science & Engineering Division at NCL with an interest in technology development for biomedical products. He holds a B.Tech. from the IIT Bombay and a Ph.D. from the MIT, 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 (two successfully commercialized families of products), working with start-up companies (in Cambridge-UK and India) and engaging with large corporations on research and consulting projects as project leader.</p>
	<p>Vidula Walimbe</p> <p>Vidula holds a PhD in Law, from Symbiosis International and has completed Post Graduate Diploma in IPR from NALSAR. She is a Biologist by training and has expertise in patent search, analysis and technology assessment. Currently she is working with Venture Center and is responsible for facilitation of IP services and technology transfer services, Intellectual Property Management System (IPMS) for managing information flows, providing analytical reports for portfolio management of intellectual property and patentability assessments of POC projects. Previously she was involved in the role of patent analysis of chemical entities to facilitate generic drug introduction in US market at Ajanta Pharma (Mumbai). She has also worked with CSIR- URDIP and her responsibilities involved patent search and analysis.</p>



Organized by

<p>STARTUP ACADEMY at </p>	<p>The Startup Academy is an umbrella program of the NIDHI-COE focused on training budding entrepreneurs in the larger National ecosystem. The aim is to prepare, equip and build confidence in budding entrepreneurs for the Nation.</p> <p>The flagship activity of the Startup Academy is the Startup 101 course.</p> <p>For more information, visit: http://nidhicoe.venturecenter.co.in/</p>
<p> Social Innovations at Venture Center</p>	<p>Venture Center is committed to Social innovation and entrepreneurship. We actively nucleate and nurture enterprises that focus on solving socially important problems and build sustainable entities (for profit or not-for-profit) to deliver the solutions to society. Focus areas at Venture Center include affordable health and nutrition, empowering farmers, clean energy, sustainable resource utilization, environment and circular economy, water, sanitation, hygiene and any other social sectors that can leverage Venture Center’s innovation ecosystem.</p> <p>For more information: http://www.venturecenter.co.in/socialinnovations</p>

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<p></p>	<p>Biotechnology Industry Research & Assistance Council 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 excellence to the biotech firms and make them globally competitive. For more information, visit: www.birac.nic.in</p>
<p></p>	<p>Entrepreneurship Development Center (Venture Center) – 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 technology business incubator supported by the Department of Science & Technology’s National Science & Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center’s focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering.</p> <p>For more information, visit: http://www.venturecenter.co.in/</p>