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Startup 101:

An Introduction to Science & Technology Entrepreneurship

- Hosted by Social Innovations @ Venture Center -

Gains	<ul style="list-style-type: none">• Learn key aspects of science and technology-based entrepreneurship• Build selected parts of a business plan• 18 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, effective storytelling, finance, legal and HR aspects, market analysis which are skills essential for entrepreneurship• Attend all sessions 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">• Mugdha Lele, Head, Social Innovations, Venture Center																		
Organized and Hosted by	<ul style="list-style-type: none">• Venture Center• Social Innovations @ Venture Center																		
Supported by	<ul style="list-style-type: none">• NIDHI – Center of Excellence (NIDHI-CoE), Department of Science and Technology• NIDHI – Entrepreneur in Residence Program (NIDHI-EIR), Department of Science and Technology																		
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: 10 days 26 Oct – 6 Nov 2023 Monday - Friday : 1600 – 1730 Saturday: 1400 - 1730																		
Where	All sessions will be held in a hybrid mode (offline at Venture Center campus and on online ZOOM platform)																		
Contact	Technical: Niruta Killedar niruta.killedar@venturecenter.co.in +91-8956226080 Registration & Payment: Vineet Joshi vineet.joshi@venturecenter.co.in +91- 9156465141																		
Cost and Registration	Registration Fees Rs 1000/- Registration Process: <ul style="list-style-type: none">• Step 1: Interested participants need to fill in registration form at the following link.• Register online at: https://tinyurl.com/startup101-2023• 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><tr><th>Category</th><th>Category name</th><th>Fees</th></tr><tr><td>1</td><td>Current Biodesign fellows of THSTI</td><td>100% waiver</td></tr><tr><td>2</td><td>Venture Center’s current Social Innovation Immersion Program Fellows, Venture Center’s current Prayas grantees</td><td>100% waiver</td></tr><tr><td>3</td><td>Current NIDHI-EIR fellows from any of the NIDHI-Project Execution Partners</td><td>100% waiver</td></tr><tr><td>4</td><td>Current NCL-RF Technology Commercialization Interns, Current NCL-TEC members</td><td>100% waiver</td></tr><tr><td>5</td><td>Others who do not fit into any of the above mentioned categories</td><td>INR 1000/-</td></tr></table>	Category	Category name	Fees	1	Current Biodesign fellows of THSTI	100% waiver	2	Venture Center’s current Social Innovation Immersion Program Fellows, Venture Center’s current Prayas grantees	100% waiver	3	Current NIDHI-EIR fellows from any of the NIDHI-Project Execution Partners	100% waiver	4	Current NCL-RF Technology Commercialization Interns, Current NCL-TEC members	100% waiver	5	Others who do not fit into any of the above mentioned categories	INR 1000/-
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- **Registration closes once 50 seats are full; Last date to register: 21 Oct 2023**
- **Fees paid are non 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 101: An introduction to Science and Technology Entrepreneurship, touches upon different aspects of entrepreneurship like: Entrepreneurship Essentials; Value Proposition; Business Planning; Company Operations; Financial Planning; Intellectual Property; Raising Money; Pitching; Marketing and few essential Skills for entrepreneurs

The training program is of total 10 days duration with 90 mins sessions daily from Monday to Friday and 180 mins sessions on Saturdays. 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. 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.

Program Structure and Format

- Program shall consist of: Sessions: 12
- Every session will be of 90 mins duration including 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 **immediately** at the end of each session. Filling up this link will be marked as your attendance for the concerned session.*
- *E-Certificates will be given to only those candidates who achieve at least 80% attendance.*

Participants attending in offline mode at Venture Center:

- Networking over tea/coffee will be arranged at the Foyer Area @ 900, NIP, 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 at least 80% sessions.
- *After each session a feedback link will be shared. This link has to be filled **immediately** at the end of each session. Filling up this link will be marked as your attendance for the concerned session.*
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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
- E-Certificates will be given to only those candidates who achieve at least 80% attendance.





Program Schedule





Session#	Day	Date	Time	Topics	Mode	Speaker
	Thu	26-Oct-23	1600	Welcome and Introduction to the program	Offline	Mugdha Lele
1	Thu	26-Oct-23	1600 - 1730	Value proposition, positioning and product-market fit	Online	Sundara Nagarajan
2	Fri	27-Oct-23	1600 - 1730	Ideation and coming up with solutions / inventions	Online	M V Shankar
3	Sat	28-Oct-23	1400 – 1530	Introduction to Entrepreneurship and Step-by-step journey of a company launch	Offline	V Premnath
4	Sat	28-Oct-23	1600 - 1730	Need identification and problem definition	Offline	Pushkar Ingale
5	Mon	30-Oct-23	1600 - 1730	Protecting your Intellectual Property	Offline	Archana Joshi
6	Tue	31-Oct-23	1600 - 1730	Assembling the human talent	Offline	V Premnath
7	Wed	01-Nov-23	1600 - 1730	Essentials of law, compliance and agreements	Offline	Vivek Sadhale
8	Thu	02-Nov-23	1600 - 1730	Essentials of Finance for Startups	Offline	Sujata Bogawat
9	Fri	03-Nov-23	1600 - 1730	Raising investments, understanding term sheets	Offline	Shruti Devasthali, V Premnath
10	Sat	04-Nov-23	1400 - 1530	Essentials of market research	Offline	Siddhesh Gawate
11	Sat	04-Nov-23	1600 - 1730	Effectively communicating your business plan	Online	Srikant Sastri
12	Mon	06-Nov-23	1600 - 1730	Lessons from deep tech startup journeys	Offline	Manisha Premnath
	Mon	06-Nov-23	1730	Q & A, Closing remarks and Feedback	Offline	V Premnath




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Speakers (in alphabetical order of last names)





	<p>Sujata Bogawat</p> <p>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.</p> <p>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.</p> <p>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.</p>
	<p>Soma Chattopadhyay</p> <p>Soma leads the Incubation & mentoring vertical of Venture Center as Head Incubation & Mentoring. She is recipient of the Chevening Gurukul Fellowship from Oxford University, UK. At Venture Center she is responsible for managing the incubation activities - identification of potential innovators & entrepreneurs and early stage start-ups, conducting in-depth technical & business mentoring, raising various funds for the incubator.</p> <p>Soma serves as the nominee director on the board of Dee Dee Labs Pvt. Ltd that works in medical & assistive device domain. She was the winner of "Star Gazing award for Incubation Managers 2016" awarded by Indian STEP and Business Incubator Association (ISBA) & DST.</p> <p>Soma joined Venture Center with >9 years of experience as Team Leader-in the R&D division of an MNC named Cookson Electronics where she built novel materials for electronics. Soma has a Masters degree in Physical Chemistry and is a certified internal auditor for ISO 9001:2008, trained for implementing ISO 17025 standard and certified Six-Sigma Green Belt.</p>
	<p>Shruti Devasthali</p> <p>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.</p> <p>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.</p>
	<p>Siddhesh Gawate</p> <p>Siddhesh has been working in the field of market research, consulting, and strategy for more than 7 years. His first three years of experience involved working with multiple fortune 500 clients by offering them market and competitor insights in the form of well-synthesized reports & presentations. Recent four years with several leading MNCs and startups, where he led a team of market analysts and contributed to strategic decision-making within the company. Overall, Siddhesh has exposure to a multitude of industries such as Chemicals & Materials, Power & Utilities, Oil & Gas, Automotive, Testing, Inspection & Certification (TIC), Advanced Information Technology (AI/ML/Cloud), Technology</p>

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	Research etc.
	<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.</p> <p>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>Sundara Nagarajan</p> <p>Nagarajan is Managing Director at Innovation ScaleUp 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.</p> <p>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.</p>
	<p>Manisha Premnath</p> <p>Manisha is General Manager and Chief Operations Officer, Venture Center. She 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</p>

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	experience in planning and setting up of advanced scientific facilities and program management.
	<p>Vivek Sadhale</p> <p>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.</p>
	<p>M V Shankar</p> <p>Shankar is the Vice-President, Technology Innovation at Mahindra and Mahindra Group and has featured in the top 50 Innovative Leaders by World Innovation Congress 2020. He is Co-Inventor on 10 issued US Patents and 10 Indian Patent Applications and has coached over 1000+ innovators. A technology innovation leader, he is passionate about facilitating technology innovations in India. He excels in mentoring inventors to grow their ideas into innovations.</p> <p>He has more than 25 years of experience in Corporate R&D and Global Technology Organizations like GE, Dow, Honeywell and Cummins. With his rich experience in visioning future technologies, passion for scouting new technologies for potential business opportunities, Dr. Shankar has an excellent track record in Materials Innovation and New Product Development. He has managed global cross-functional teams to deliver technologies that are critical to business growth. Shankar is a Ph.D. from IISc, Bengaluru and has a Management degree from IIM, Bengaluru.</p>
	<p>Srikant Sastri</p> <p>Srikant is the President of the TIE Delhi-NCR Chapter, the chairman of the i3g Network and the co-founder of Crayon data. As an entrepreneur himself with 2 successful exits, he now is a mentor on a mission to help startups become successful. Srikant is a Board member of Venture Center and is Advisor and Mentor in Digital innovation & a Social Enterprise evangelist.</p> <p>He is a seasoned entrepreneur and bridge-builder. He provides strategic leadership as the co-founder of Crayon Data, the ambitious Singapore-headquartered start-up, which aims to build a global business around a Big Data platform and products third start-up. As a successful entrepreneur, Srikant had founded India and Southeast Asia's largest CRM & Digital agency, Solutions – Digitas, in 1995. The business achieved scale (2000 employees) and market leadership before being acquired by the Publicis Groupe</p> <p>Srikant is the Chairman of the Board of IIM Calcutta Innovation Park. He also serves as the board member, advisor and mentor to several emerging corporations, university incubators and startups. This includes the board of Venture Center and IIT Kanpur's incubator SIIC and is a mentor to BIRAC-supported incubators & programs like BioAngels Network. Respected as a leading marketing & CRM practitioner, Srikant started his career at Unilever and McCann – Erickson, and has been inducted into the DMAi 'Hall of Fame'. He has been on the jury at Cannes Advertising Festival. He works closely with, and nurtures several tech start-ups, and is an active angel investor. He earned an Engineering degree from IIT, Kanpur and a Post-Graduate qualification in Management from IIM, Calcutta.</p>

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	<p>Premnath V</p> <p>Premnath is Head, NCL Innovations at CSIR-NCL and Founder Director, Venture Center. Dr Premnath is a technology developer, innovation and incubation manager, startup mentor and a co-founder of 2 medtech startups. One of his inventions -- a breakthrough material for hip and knee joint replacements — has been implanted in more than a million patients worldwide. Another technology for porous maxillo-facial implants has been implanted in thousands of patients in India and abroad. He has provided leadership for teams that have won National awards for technology development, intellectual property management and business incubation.</p> <p>He is chemical engineer and an alumnus of MIT in the US, IIT-Bombay (Distinguished Alumnus, 2022) and has been a Chevening Technology Enterprise Scholar in Cambridge, UK.</p>
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In-house team (in alphabetical order of last names)



	<p>Niruta Killedar</p> <p>Niruta is Senior Associate for Social Innovations at Venture Center. She is primarily responsible for assisting in the implementation of the Social Innovation Immersion Program at Venture Center. Overall she assists in driving the Social Innovations portfolio at Venture Center and coordinates events and related mentoring activities. She is a Microbiologist by training and has more than 7 years of experience in interdisciplinary areas of science. She has been passionately working in border areas for the last 15 years as a volunteer through the NGO Aseem Foundation, which adds value to the Social Innovations portfolio at Venture Center.</p>
	<p>Mugdha Lele</p> <p>Mugdha is Head – Social Innovations at Venture Center. She is a 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.</p>

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	<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>
	<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>

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	<p>In September 2016, the National Science and Technology Entrepreneurship Development Board (NSTEDB), Department of Science and Technology, Government of India decided to award Venture Center with the status of a NIDHI Center of Excellence. NIDHI is the acronym for National Initiative for Developing and Harnessing Innovations — an umbrella programme conceived by DST. This award is accompanied by a grant for 5 year duration to help Venture Center scale-up its activities and demonstrate greater success. Via NIDHI COE Venture Center has built a high density cluster of inventive enterprises in Pune with significant global connectivity, reach and footprint.</p> <p>For more information visit: http://nidhicoe.venturecenter.co.in/</p>
	<p>Department of Science and Technology (DST) has announced National Initiative for Developing and Harnessing Innovations (NIDHI) as an umbrella programme for nurturing ideas and innovations (knowledge-based and technology-driven) into successful startups. Entrepreneurs-in-Residence (EIR) Programme is one of the programs introduced under NIDHI to inspire the best talents to be entrepreneurs, to minimise the risk involved in pursuing start-ups, and to partially set off their opportunity costs of high paying jobs. The NIDHI-EIR programme provides tremendous opportunities for innovative entrepreneurs to expand their networks and get critical feedback on their ventures in order to promote their entrepreneurial career goals and aspirations.</p> <p>For more information, visit: https://www.nidhi-eir.in/</p>
