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Startup101: 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 entrepreneurshipBuild selected parts of a business plan20 Contact HoursUniqueness 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 entrepreneurshipJoin the network of Venture Center – the top inventive enterprise incubator in India.																		
Course Coordinator	<ul style="list-style-type: none">MugdhaLele, Head, Social Innovations, Venture Center																		
Organized and Hostedby	<ul style="list-style-type: none">Venture CenterSocial Innovations @ Venture Center																		
Supported by	<ul style="list-style-type: none">ThoughtworksNIDHI – Center of Excellence (NIDHI-CoE)																		
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 1600 – 1800 Launch date: 10 Jan 2026																		
Where	All sessions will be held in a hybrid mode (offline at Venture Center campus and online via ZOOMplatform)																		
Contact	Technical: NirutaKilledar niruta.killedar@venturecenter.co.in +91-8956226080 Registration&Payment: Vineet Joshi vineet.joshi@venturecenter.co.in +91-9156465141																		
Cost and Registration	Registration Fees: INR 5000/- 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://forms.gle/67obv9UComw87DfZ7Step 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 Energy Launchpad fellows</td><td>100% waiver</td></tr><tr><td>3</td><td>Venture Center’s Climate Tech Launchpad fellows</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 5000/-</td></tr></table>	Category	Category name	Fees	1	Current Biodesign fellows of THSTI	100% waiver	2	Venture Center’s Energy Launchpad fellows	100% waiver	3	Venture Center’s Climate Tech Launchpad fellows	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 5000/-
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<ul style="list-style-type: none">Registration closes once 50 seats are full; Last date to register: 5 Jan 2026Fees paid are non refundable and non transferable under any circumstancesThe 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.																			

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- 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 6 weeks duration with 2 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. 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: 20 – 21 sessions of 1 hour each including Q & A

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 complete 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 before the start of 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 at least 4 hours prior to the particular session to MsNiruta @: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.*
- *E-Certificates will be given to only those candidates who complete 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
- *E-Certificates will be given to only those candidates who complete at least 80% attendance.*




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Program Schedule—Launch of Startup 101





Day	Date	Time	Topics (Mode)	Mode	Speaker
Sat	10 Jan 2025	1600-1605	Introduction to Venture Center	Offline	MugdhaLele
		1605-1615	Setting the stage for Launching of Startup 101 Program	Offline	Premnath V
		1615-1710	Inaugural Talk: Art of Storytelling	Offline	SrikantSastri
		1710-1755	Panel Discussion: Lessons from deep tech startup journeys	Offline	Satya Dash / Manisha P
		1755-1800	Launch of Social Innovations Report	Offline	All Invitees
		1800	Networking High tea		




Detailed Program Schedule




Session No.	Day	Date	Time	Topics	Mode	Speaker
1.	Friday	16-Jan-26	1600 - 1700	Introduction to Scientific Entrepreneurship	Offline	V Premnath
2.	Friday	16-Jan-26	1700 – 1800	Need identification and problem definition	Offline	Nishant Kumar
3.	Saturday	17-Jan-26	1600 - 1700	Ideation and coming up with solutions / inventions	Online	M V Shankar
4.	Saturday	17-Jan-26	1700 – 1800	Step-by-step journey of a company launch Financial simulation of a new venture; Cost structure	Offline	V Premnath
5.	Friday	23-Jan-26	1600 – 1700	Essentials of Intellectual Property with emphasis on patents	Offline	Archana Joshi
6.	Friday	23-Jan-26	1700 - 1800	Technology strategy and licensing for tech startups	Offline	VidulaWalimbe
7.	Saturday	24-Jan-26	1600 - 1700	Technology de-risking and validation	Online	Hiran Vedam
8.	Saturday	24-Jan-26	1700 – 1800	Essentials of Finance	Offline	Sujata Bogawat
9.	Friday	30-Jan-26	1600 - 1700	Raising investments, understanding term sheets	Offline	Shruti Devasthali
10.	Friday	30-Jan-26	1700 – 1800	Value proposition, Positioning and Product market fit	Online	SundaraNagarajan
11.	Saturday	31-Jan-26	1600 - 1700	Networking	Offline	Soma Chattopadhyay and Amol Shegaokar
12.	Saturday	31-Jan-26	1700 – 1800	Essentials of law, compliance and agreements	Offline	Vivek Sadhale
13.	Friday	06-Feb-26	1600 - 1700	Essentials of marketing, sales and distribution	Offline	Ravi Sarangapani
14.	Friday	06-Feb-26	1700 – 1800	Insights in selling science based products: Engaging with KOLs	Offline	SarikaPhatak
15.	Saturday	07-Feb-26	1600 - 1700	Essentials of market research	Offline	Siddhesh Gavate
16.	Saturday	07-Feb-26	1700 – 1800	Business plans and pitching	Offline	Soma Chattopadhyay
17.	Friday	13-Feb-26	1600 - 1700	Online marketing and social media	Offline	MadhuriBogawat
18.	Friday	13-Feb-26	1700 – 1800	Grant Writing	Offline	Smita Kale
19.	Saturday	14-Feb-26	1600 – 1700	Funding Landscape in India	Offline	Mugdha Lele
20.	Saturday	14-Feb-26	1700 - 1800	Assembling the human talent (HR for startups)	Offline	V Premnath
			1800 Onwards	Closure, feedback and High tea		

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Tentative

Speakers (in alphabetical order of last names)	
	<p>Madhuri Bogawat</p> <p>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.</p>
	<p>Sujata Bogawat</p> <p>Sujata Bogawat is a chartered accountant with a business management degree. She has over two decades of experience across diverse sectors. Her expertise lies in providing strategic and practical business advice, particularly to funded startups in Fintech, Deep-tech, SaaS, and E-commerce. Acting as a Virtual CFO, she has supported companies like India's largest online ticketing platform and an IoT mobility startup through successful acquisitions.</p> <p>In 2012, Sujata established Avantedge Business Consulting, offering specialized services in investment advisory, equity structuring, and financial management for startups. She maintains strong connections within the Indian startup ecosystem, serving on investment committees of various incubators. She actively engages as an angel investor and holds board positions in companies like Firstcry.com, leveraging her expertise in corporate governance and financial management.</p>
	<p>Soma Chattopadhyay</p> <p>Soma leads the Incubation & mentoring vertical of Venture Center as Head Incubation & Mentoring. She is recipient of the CheveningGurukul 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. She was the winner of “Star Gazing award for Incubation Managers 2016” awarded by Indian STEP and Business Incubator Association (ISBA) & DST. 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 Head of Funding and Investment vertical at Venture Center. She is a Chartered Accountant and a certified Financial Risk Manager. As part of her role 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.</p>




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	<p>SiddheshGawate</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 Research etc.</p>	
	<p>Archana Joshi</p> <p>Archana is Associate Manager for TechEx.in 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 is an Advisor for the Bioincubation vertical, the Center for Biopharma Analysis (CBA) and BIRAC's Regional BioinnovationCenter (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. She is now leading her own services startup in the domain of Pharmaceutical Chemistry called Sanovaskale Pvt Ltd in Pune.</p>	
	<p>Nishant Kumar</p> <p>Nishant is Co-Founder and CEO of Embryyo Technologies Private Limited. He has a Dual Degree (BTech + MTech) in Mechanical Engineering, Mechanical Engineering with specialization in Thermal & Fluid Engineering from IIT-B. His startup Embryyo is a med-tech innovation studio designed to help the medical devices industry in identifying and developing growth assets. They specialize in front-end innovation, new opportunity research, IP creation and product engineering.</p>	
	<p>SundaraNagarajan</p> <p>Sundara Nagarajan ("SN") is the Managing Director of Innovation Scaleup Advisors (ISA), an enterprise development firm that helps innovation-driven enterprises grow business outcomes. ISA's clients are digital businesses, enterprises in digital transformation, deep tech startups, incubators, and investors. SN is an accomplished technologist with over three decades of experience in large global enterprises and early-stage companies. Recently, he became an author, publishing his first book for first-time technologist entrepreneurs, "This Book is Not for Edison." Nagarajan holds M.S. (By Research) from the IIT-Madras and graduate degree in Electrical Engineering from the University of Calicut, India. Earlier, SN performed director-level technical leadership and executive management roles in product development and deployment, serving customers worldwide at global technology majors, including NetApp, HP, Philips, and Wipro. In addition, as Director-Technology at IPValue, he developed deep knowledge and expertise in the business aspects of innovation and commercializing intellectual property. Before starting ISA, he worked as an operating partner at IndusAge Partners, a venture fund investing in innovation-led technology firms. SN is an alumnus of IIT Madras, the Adjunct Faculty at IIIT-Bangalore, a TiE Charter Member, a Senior Member of IEEE, a member of ACM, and a certified Coach.</p>	

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	<p>Sarika Phatak</p> <p>Sarika is Vice President-Products, Velsera. 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. 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 worked in the areas of connected healthcare, patient engagement, minimal invasive diagnostic medical devices, care coordination, image guided</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 experience in planning and setting up of advanced scientific facilities and program management.</p>
	<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>Ravi Sarangapani</p> <p>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.</p> <p>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.</p>




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	<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>Premnath V</p> <p>Premnath is Head, NCL Innovations at CSIR-NCL and Founder Director, Venture Center. He 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. 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>
	<p>Hiran Vedam</p> <p>Hiran is the co-founder of Ashwatta, a venture studio building high-impact climate tech start-ups in India. Prior to this, she was a business fellow with the Breakthrough Energy Fellows Program. As part of the program, she supported the progression of early-stage industry-transforming climate solutions of the BE innovator fellows towards global markets. Specifically, she supported them with their technology de-risking, piloting and demonstration, supply chain mapping, IP strategy and startup financing.</p> <p>Earlier in her career, she was the managing director - Asia for Nanoholdings LLC investing in early-stage advanced material-based solutions for energy efficiency, environmental sustainability and water. She has considerable experience in different areas of the lab-to-market journey in the US, Canada, UK, Singapore and India. She was the chief editor of "AIM Prime Playbook: A Practical Guide to science-based entrepreneurship"</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 has been accredited with the status of RTTP (Registered Technology transfer professional). She is a Biologist by training and has expertise in patent search, analysis and technology market assessment. Currently, she is working with the Innovation Management team: Venture Center and is engaged in developing technology transfer services for R&D/Academic Institutions in the western region of India, facilitation of IP and technology transfer services and facilitating IP analytics. 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>



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In-house team (in alphabetical order of last names)

	<p>Niruta Killedar Assistant Manager– Preincubation& Learning, Venture Center</p> <p>Niruta is Assistant Manager - Pre-incubation and Learning is primarily responsible for assisting in the implementation of all the pre-incubation initiatives at Venture Center. She also 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, PhD Head – Preincubation& Learning, Venture Center</p> <p>Mugdha is Head – Preincubation& Learning 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. She has also been part of the Aritra Accelerator Program for Leadership in the Social Sector at IIM Bengaluru.</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>Thoughtworks is a global technology consultancy that combines design, engineering, and AI expertise to help businesses. Founded in 1993, it employs over 10,000 people across numerous offices and specializes in digital innovation, software development, and data engineering. The company is known for its focus on engineering excellence, agile development practices like clean code and pair programming, and a people-first approach.</p> <p>For more information, visit: https://www.thoughtworks.com/en-in/about-us</p>
