Leap Global Accelerator | Sustainability Bootcamp
Impact Storytelling & Fundraising for Global Market Readiness
- Organized by Leap Global Accelerator @ Venture Center -

EXPECTED OUTCOMES	• **Theme 1: Impact Storytelling & Monetization for Sustainability Startups**
	    o Measure and articulate climate impact beyond carbon capture (including air quality, water, circularity, and social co-benefits).
	    o Apply practical impact frameworks to build credible metrics.
	    o Translate verified impact into monetisation pathways (credits, circular revenue, ESG/compliance value).
	    o Craft investor-ready impact narratives backed by measurable outcomes.
	• **Theme 2: Funding Stack & Exploring Fundraising Strategy**
	    o Design a stage-wise funding stack (grants/equity/debt/blended finance) aligned with your growth model.
	    o Choose between venture finance and project finance based on business structure and capital intensity.
	    o Position your venture for Indian and international investors using impact-backed ROI
	    o Leverage non-dilutive and risk-mitigating instruments while planning founder dilution strategically
	• **One-on-one mentoring clinics with selected startups**

ORGANIZED BY	• Leap Global Accelerator @ Venture Center under NIDHI Accelerator • COE for Clean Energy & Green Hydrogen Innovations, Venture Center • Ashwatta Sustainability Ventures Pvt Ltd
SUPPORTED BY	• Venture Center, Pune • Blockchain for Impact • Department of Science & Technology, Government of India • Maharashtra State Innovation Society, Government of Maharashtra
FOR WHOM	• Sustainability startups with validated solutions • Founders preparing for fundraising • Ventures building measurable, monetizable impact • Startups targeting Indian or European impact investors
WHEN	**Friday	06 March 2026	Time: 0900 - 1800**
WHERE	**Lecture Theatre, Venture Center, 900 NCL Innovation Park, Dr. Homi Bhabha Road, Pune**
CONTACT	**Technical queries:** Soma Chattopadhyay	managerincubator@venturecenter.co.in	9172232211 **Registration queries:** Shuchi Maitraya	shuchi.maitraya@venturecenter.co.in	8956226081
REGISTRATION	**Registration Fee: None** **Registration process:** • Step 1: Interested participants need to fill in registration form at the registration link. • Step 2: Organizers reserve the right to select participants to maximize learning/ discussion/networking outcomes of the workshop and manage group size for better interaction. • Step 3: Separate confirmation email will be sent to participants post screening of registration details. **For registration:** https://forms.gle/uoYhk3RtikdmnUnx8 **Event website:** www.venturecenter.co.in/programs/nidhi-accelerator-program/aboutleapglobal

Introduction

The Leap Global Accelerator Bootcamps are designed to equip deep-tech startups in both healthcare and sustainability domains with the capabilities required to successfully expand into international markets.

Leap Global is a premium accelerator run by Venture Center for taking innovative Indian startups global. It was set up under DST's NIDHI Accelerator and enjoys generous support from BFI. These focused workshops under the Accelerator program aim to strengthen strategic thinking, enhance global readiness, and catalyze action through expert-led sessions and curated engagement.

About the Workshop: Sustainability ventures today are evaluated not only on technological strength, but on their ability to demonstrate credible, measurable and monetizable impact. While carbon reduction remains central to sustainable narratives, investors increasingly seek structured impact frameworks, multi-dimensional outcomes, and financially viable pathways to scale.

This workshop is designed to help founders move beyond generic sustainability claims and build a robust impact-to-capital strategy.

In this workshop, participants will learn to:

- Move from "impact claims" to "impact backed by measurement frameworks."
- Capture multi-dimensional outcomes (carbon + co-benefits like air quality, water, waste, livelihoods).
- Convert impact into a monetisation strategy (credits, pricing power, CSR alignment, compliance value).
- Translate verified impact into investor language (risk, ROI, defensibility, scale pathway).
- Build a stage-wise capital strategy (equity + debt + grants + blended finance).
- Understand how to access global pools of capital, including European climate/impact investors.

The session will seamlessly connect impact storytelling with capital structuring, helping founders translate environmental value into investable financial narratives.

Format of the workshop sessions:

- Lecture
- Examples & case studies
- Exercises

Workshop Includes

- Tea and snacks
- Membership of Venture Center's mailing list that announces funding calls, events and other opportunities for innovators/ entrepreneurs
- E-Certificate of Participation
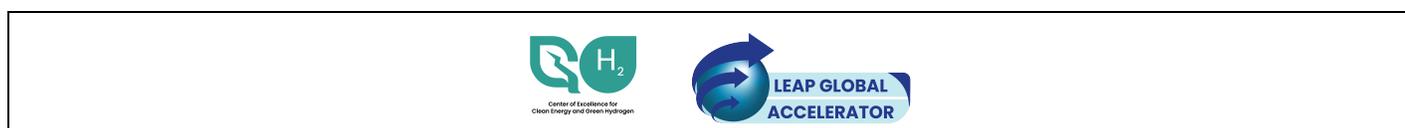- Online collection of slides

Information

- Venture Center is located in NCL Innovation Park, Dr Homi Bhabha Road, Pashan, Pune. Location pin: https://g.co/kgs/bgnzAbG
- The workshop talk sessions are open to everyone, however the 1-on-1 sessions are only against invitation
- Participants have to arrange their own travel, accommodation and transport
- **Travel Support (Leap Global Cohort):** A limited travel grant (of capped value) will be available for select startups from the Leap Global Sustainability cohort, to support outstation participation. Details will be shared directly with eligible startups.

Program Schedule

Time	Session Title	Lead
0845 – 0900	**Registration**	Venue: 900 NIP, Lecture Theatre
0900-1300	**Session Theme: Impact Storytelling & Monetization for Sustainability Startups**	
0900 – 1030 (90 min)	**Session 1: Impact Assessment & Reporting** **Objective**: Equip startups to measure and communicate multi-dimensional impact credibly (GHG, pollution/PM, water, circularity, social co-benefits) using structured frameworks. - Lecture & Examples / Case studies Exercise- Sample case + discussion	Hiran Vedam
1100 – 1130 (30 min)	Networking Tea/Coffee	Venue: 900 NIP, Foyer area
1130 – 1300 (90 min)	**Session 2: Impact Monetization & Impact Storytelling** **Objective:** Enable startups to connect verified impact to monetization pathways and build an investor-ready impact story. - Lecture & Examples / Case studies - Exercise- Sample case + Poster	
1300 – 1400 (60 min)	Lunch Break and Group Photograph Tour of Venture Center	Venue: Innovation Café, NIP
1400-1530	**Session Theme: Funding Stack & Fundraising Strategy**	
1400 – 1530 (90 min)	**Session 3: Funding Stack & Fundraising Strategy** **Objective:** Help startups design a stage-wise funding plan and understand instruments, investor expectations, and global fundraising pathways (including Europe). - Lecture & Examples / Case studies - Exercise- Share progression chart	Hiran Vedam Co-speaker: Premnath V
1530 – 1600 (30 min)	Networking Tea/Coffee	Venue: 900 NIP, Foyer area
1600 – 1800 (120 min)	**One-on-One sessions- (~ 16 slots)** Format: 30-minute curated 1:1 session for selected startups (by invitation), focusing on: • Refining impact framework + data gaps • Monetisation pathway validation • Fundraising plan and investor targeting (including global pathways)	Mentors - Hiran Vedam - Premnath V - Sanjay Kanvinde - Kiran Deshpande (TBC) - Exim Bank (TBC) Facilitators: Soma Chattopadhyay & Shuchi Maitraya

Lead Faculty & Speaker	
	Dr. Hiran Vedam, **Co-founder and CEO at Ashwatta Sustainability Ventures** Hiran is the co-founder and CEO of Ashwatta, a venture studio building scalable companies for a sustainable industrial future from breakthrough science. 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. 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". Hiran has a Ph.D. in Chemical Engineering from Purdue University, MBA from INSEAD, M.S. from Washington University and a B.Tech from IIT-M.
Session Experts & Strategic mentors	
	Premnath Venugopalan, **Founder Director, Venture Center, Head, NCL Innovations at CSIR-NCL** Dr. Premnath is the Founder Director, Venture Center and Head, NCL Innovations at CSIR-NCL. He is a technology developer, innovation and incubation manager, startup mentor and a co-founder of 2 med-tech 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 trained as a chemical engineer from IIT-Bombay and a PhD from MIT in the US. He has received the IIT-Bombay Distinguished Alumnus award in 2022 and has been a Chevening Technology Enterprise Scholar in Cambridge, UK.
	Sanjay Kanvinde, **Co-founder & General Partner at Lavni Ventures** Sanjay is the co-founder & general partner at Lavni Ventures, a deep-tech-driven impact investment firm. Sanjay also serves as a board advisor, mentor, or trustee for several startups, charities, and social organizations. Before his current role, Sanjay had a full career in the Oil & Gas Industry with SLB (formerly known as Schlumberger). Over different international assignments, he has worked in the functional areas of Research & Development, Knowledge Management, Corporate IT Management, Business Development, and Operations. Sanjay has an MSEE degree from the University of Texas, Austin, and a BE degree from the College of Engineering, Pune.
	Kiran Deshpande, (TBC) Co-founder Mojo Networks| Board Advisor-Saankhya Labs, Quality Kiosk| Angel Investor-GigIndia, ExtraEdge, Bombay Shaving Company|Former President, TiE Pune **(To be confirmed)**

Official from Exim Bank	TBC

Organizing Team & Facilitators (in alphabetical order of last names)

	Soma Chattopadhyay **Head, Incubation and Mentoring | Venture Center** Soma is currently the Head- Incubation & Mentoring at Venture Center. At Venture Center she is responsible for managing the overall incubation activities starting with identification of potential start-ups, providing in-depth technical & business mentoring, conceptualizing and implementing relevant incubation programs & building a conducive innovation ecosystem at the center. She is the recipient of the Chevening Gurukul Fellowship for Leadership and Excellence from DPIR, Oxford University. She has >9 years of industrial R&D experience from an MNC in the field of specialty materials post her Masters in Chemistry from Calcutta University. She is a certified internal auditor for ISO standards and certified Six-Sigma Green Belt. She was also winner of DST & ISBA award "Star Gazing award for Incubation Managers 2016".
	Shuchi Maitraya **Senior Associate, Incubation and Mentoring | Venture Center** With an academic background in Entrepreneurship Education and Physics, and a keen interest in Psychology, Shuchi employs a multidisciplinary approach to comprehend novel technologies. She is adept at stakeholder mapping and relishes engaging in meaningful discussions on leadership within organisations. At Venture Center, she mentors startups, assisting them in advancing their fundraising endeavours.

Organized by

	Leap Global is an equity-free, cohort-based, accelerator program of Venture Center supported by DST NIDHI aimed at empowering deep tech startups with the tools, networks, and expertise they need to scale globally and make an international impact. Designed for deep tech startups in the healthcare, environment and sustainability sectors, the accelerator focuses on enabling these startups to break through domestic barriers and unlock global opportunities.

LEAP GLOBAL ACCELERATOR	Many Indian deep-tech startups face barriers to international expansion due to limited access to global markets, regulatory insights, and strategic partnerships. Leap Global is a comprehensive, structured program that bridges this gap by providing tailored, specialized support and strategic pathways to navigate these challenges, ultimately preparing startups for global success. More details: https://www.venturecenter.co.in/programs/nidhi-accelerator-program/aboutleapglobal
Ashwatta	Ashwatta is a venture studio built to translate breakthrough science into industrial-scale solutions. The constraint on a sustainable future is not invention, but deployment. In systems governed by scale, cost, and industrial realities, technologies fail not because the science falls short, but because manufacturability, capital intensity, and economics determine the path from laboratory demonstration and real-world adoption. Ashwatta operates at this inflection point. Ashwatta partners at the co-founder level with researchers and operators to build companies around defensible IP, designed for industrial adoption from the outset. They are selective by design, committing only where scientific strength, market demand, and scale logic align. Their involvement is hands-on and long-term, with studio leadership operating at the co-founder level and capital deployed until the technology is de-risked and the startup is ready to scale. Alongside studio-built ventures, they also partner on co-building and consulting engagements that support translation and generate revenue. More: https://www.ashwatta.earth
COE for Clean Energy & Green Hydrogen Innovations	The Center for Clean Energy & Green Hydrogen Innovations, supported by MSInS, Government of Maharashtra is being established as a specialized open-access facility to support early-stage testing, validation, characterization, and benchmarking of emerging clean energy and green hydrogen technologies. The Center aims to accelerate commercialization-ready innovations and drive socio-economic impact across sectors such as agriculture, mobility, power, and urban sustainability. It will cater to startups, individual innovators, and institutional researchers by providing shared infrastructure, technical support, and structured incubation programs tailored to different stages of technology development.

Supported by	
विज्ञान एवं प्रौद्योगिकी विभाग **DEPARTMENT OF SCIENCE & TECHNOLOGY**	Department of Science & Technology (DST) was established in May 1971, with the objective of promoting new areas of Science & Technology and to play the role of a nodal department for organizing, coordinating and promoting S&T activities in the country. More : https://dst.gov.in/

BFI	'Blockchain for Impact' drives equitable healthcare in India by supporting high-impact research, tech innovation, and cross-sector collaboration to co-create next-gen solutions with transparency and grassroots focus. More: https://www.blockchainforimpact.in/
Maharashtra State Innovation Society	Maharashtra State Innovation Society (MSInS) is the nodal government agency established under the Department of Skill Development and Entrepreneurship, Government of Maharashtra, with a mandate to strengthen and scale the state's innovation and startup ecosystem. It fosters innovation-led entrepreneurship by providing platforms, programmes, and support mechanisms for entrepreneurs, researchers, academics, and industry. More: https://msins.in/
VENTURE CENTER	Venture Center is a national award winning deep tech and science-based business incubator approved by the Ministry of Science and Technology, Government of India. It aims to nucleate and nurture knowledge based enterprises. It does this by creating and maintaining a rich and supportive ecosystem for inventive enterprises that includes a large mentor network, funding options including 4 seed funds, scientific/ analytical/ prototyping facilities, specialized advisory capabilities and numerous events. It empowers scientists, engineers, clinicians and other knowledge workers to take their ideas from lab to market. It is structured as an independent, non-profit company and charitable organization that is hosted by CSIR-National Chemical Laboratory, Pune. Venture Center was founded in 2007. Venture Center has been recognized with the National Award for Technology Business Incubators (2015), AABI (Asian) Incubator of the Year Award (2018), National Entrepreneurship Award under Ecosystem Builder Category (2019), Biospectrum No 1 Bioincubator of India (2022) and National Award for Incubators for Nurturing IP (2021 & 2022). More: http://www.venturecenter.co.in/