Startup 101:An Introduction to Science & TechnologyEntrepreneurship

• •

Entrepreneur-in-Residence

- Hosted by Social Innovations @ Venture Center -

Gains	 Learn key aspects of science and technology-based entrepreneurship Build selected parts of a business plan 20+ Contact Hours 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 derisking, effective storytelling, pitching, sales and marketing, finance, legal and HR aspects, market analysis and building soft skills essential for entrepreneurship Join the network of Venture Center – the top inventive enterprise incubator in India. 			
Course Coordinator	 Mugdha 	aLele, Head, Social Innovations, Venture Center		
Organized and Hosted by		e Center nnovations @ Venture Center		
Supported by				
For whom	 Budding/ aspiring entrepreneurs (Researchers, students, engineers, clinicians etc) Early stage inventive enterprises and science-based startups 			
When	Total duration: 6 weeks Every Friday - Saturday 1530 – 1800 Start date: 15Nov 2024			
Where	All sessions	will be held in a hybrid mode (offline at Venture Center campus and ononlin	e ZOOM platform)	
Contact		lirutaKilledar niruta.killedar@venturecenter.co.in +91-8956226080 A & Payment: Vineet Joshi vineet.joshi@venturecenter.co.in +91-91564651	141	
	 Registration Fees Rs 5000/- Registration Process: Step 1: Interested participants need to fill in registration form at the following link. Register online at: https://forms.gle/2KC1LfVdVz3NKsUP9 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 			
	Category	Category name	Fees	
Cost and	1	Current Biodesign fellows of THSTI	100% waiver	
Registration	2	Venture Center's current Prayas grantees and BFI-BIOME fellows & KI awardees	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 5000/-	
	 Fees pa The org 	ation closes once 50 seats are full; Last date to register: 12 Nov 2024 id are non refundable and non transferable under any circumstances anizers reserve the right to accept or refuse or delay registrations so as to op sition of the group and hence maximize learning for all participants.	otimize the	



- 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: <u>https://www.venturecenter.co.in/socialinnovations/events/</u>

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 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. 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: 20
- 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 <u>immediately</u> 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:

- <u>Networking over tea/coffee</u> will be arranged at the Foyer Area @ 900, NIP, Venture Center beforeevery 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 MsNiruta on : <u>niruta.killedar@venturecenter.co.in</u>
- 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 feedback link will be shared. This link has to be filled <u>immediately</u> 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.*







Program Schedule

Sessio n No.	Day	Date	Time	Topics (Mode)	Mode	Speaker
11 NO.	Fri	15-Nov-24	40 min	Launch of Startup 101 – How DST is funding and	Online	Praveen Roy
	ГП	13-1100-24	40 11111	nurturing India's S&T Entrepreneurship Ecosystem	Online	Flaveen Koy
	10 min Highlights of EIR Program			Shruti Devsthali		
			40 min	Funding Landscape in India		Soma Chattopadhyay
1.	Friday	22-Nov-24	1600 - 1700	Introduction to Scientific Entrepreneurship	Offline	V Premnath
2.	Friday	22-Nov-24	1700 - 1800	Need identification and problem definition	Offline	TBD
3.	Saturday	23-Nov-24	1600 - 1700	Problem mapping and stakeholder analysis	Online	TBD
4.	Saturday	23-Nov-24	1700 - 1800	Ideation and coming up with solutions / inventions	Online	M V Shankar
5.	Friday	29-Nov-24	1600 - 1700	Essentials of Intellectual Property with emphasis on patents	Offline	Archana Joshi
6.	Friday	29-Nov-24	1700 - 1800	Technology strategy and licensing for tech startups	Offline	Vidula Walimbe
7.	Saturday	30-Nov-24	1600 - 1700	Value proposition, Positioning and Product market fit	Online	Sundara Nagarajan
8.	Saturday	30-Nov-24	1700 - 1800	Essentials of Finance	Offline	Sujata Bogawat
9.	Friday	6-Dec-24	1600 - 1700	Technology de-risking and validation	Offline	Hiran Vedam
10.	Friday	6-Dec-24	1700 - 1800	Step-by-step journey of a company launch Financial simulation of a new venture; Cost structure	Offline	Shruti Devasthali, V Premnath
11.	Saturday	7-Dec-24	1600 - 1700	Business plans and pitching	Offline	V Premnath
12.	,	7-Dec-24	1700 – 1800	Raising investments, understanding term sheets	Offline	V Premnath Shruti Devasthali
13.	Friday	13-Dec-24	1600 - 1700	Essentials of market research	Offline	Siddhesh Gawate
14.	Friday	13-Dec-24	1700 - 1800	Essentials of marketing, sales and distribution	Offline	Ravi Sarangapani
15.	Saturday	14-Dec-24	1600 - 1700	Insights in selling science based products: Engaging with KOLs	Offline	Sarika Phatak
16.	Saturday	14-Dec-24	1700 - 1800	Online marketing and Social Media	Offline	Madhuri Bogawat
17.	Friday	20-Dec-24	1600 - 1700	Essentials of law, compliance and agreements	Offline	Vivek Sadhale
18.	Friday	20-Dec-24	1700 - 1800	Assembling the human talent (HR for startups)	Offline	V Premnath
19.	Saturday	21-Dec-24	1400 - 1500	Grant Writing	Offline	Smita Kale
20.	Saturday	21-Dec-24	1500 – 1600	Networking	Offline	Soma Chattopadhyay and Amol Sheogaonkar
	Saturday	21-Dec-24	1630 - 1715	Panel Discussion: Lessons from deep tech startup journeys	Offline	Manisha Premnath
	Saturday	21-Dec-24	1715 - 1800	Closure and valedictory	Online	TBD







Speakers (in alphabe	tical order of last names)
	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 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.
	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.
	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.
	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.
	Siddhesh Gawate 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.
Archana Joshi 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).
Smita Kale 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.
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.
Sarika Phatak Sarika 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. 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 therapy, etc.
Manisha Premnath 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.

Organised by		Hosted by	Supported by
		Social Innovations at Venture Center	VIDHI CENTER OF EXCELLENCE © Venture Center Entrepreneur-in-Residence
	Fellow at opportuni biotechno experience	the Said Business School, Unity to study technology inno logy, microbiology, fungal biotect e in planning and setting up of ad	ence, Innovation, Policy and Leadership Programme (CRISP) iversity of Oxford, UK during 2015 where she had the ovation ecosystems. She has research experience in chnology, molecular biology and molecular virology. She has dvanced scientific facilities and program management.
	expertise successful venture a Multinatio worked or IPR-relate loans, M8 companie Secretary	bunder Partner, LegaLogic Law Fir spread over numerous fields inc I IPO, top tier venture capital inve agreements, managing Investor onal organizations, with exposure n negotiating international comm d issues, employment law, desig &A, PE and VC deals, Restructurin s. Vivek worked with Persistent	rm. He brings over 24 years of extensive experience with an cluding international technology and commercial contracts, estment and private equity funding, M&A / takeovers, joint r Relations, having worked with reputed Indian and e to Finance and Treasury functions. Vivek has extensively hercial contracts, negotiating IP Licensing deals, dealing with gning Employee Stock Option negotiating foreign currency ng matters and establishing domestic/overseas offices and Systems Ltd. for thirteen and half years as Company nvestor Relations. He also has working experience Siemens.
	Ravi Sarar Ravi is a Co (Sushrut) F professiona developme proven tra- analysis thr to commer Ravi has ar technical p problem ar interaction	ngapani onsultant in Medical Devices Product Pvt Ltd in Product Development, S al with over 25 years in the medica ent, quality management, regulatory ck record of managing the new pro rough development, risk managemen rcialization. In outstanding communication talent professionals and to convey comple nalysis and resolution, strategic plan	tt Development. He has previously held senior positions for Adler Sales, Marketing & Regulatory affairs. He is an accomplished al device industry encompassing leadership roles in new product y affairs, marketing, Sales and Business Development. He has a roduct development process from conceptualization and market nt, pre-clinical evaluation, verification & validation, test marketing with proven ability to build and lead highly efficient teams, train ex concepts in understandable terms. He is especially skilled at nning and budget controls. He also has a strong background of hers and trade channels throughout Asia, Middle East, Africa and
	featured in issued US technolog excels in n He has mo GE, Dow, I for scoutin record in I	the Vice-President, Technology I n the top 50 Innovative Leaders b Patents and 10 Indian Patent App y innovation leader, he is passion nentoring inventors to grow their ore than 25 years of experience in Honeywell and Cummins. With hi ng new technologies for potential Materials Innovation and New Pro	Innovation at Mahindra and Mahindra Group and has by World Innovation Congress 2020. He is Co-Inventor on 10 plications and has coached over 1000+ innovators. A nate about facilitating technology innovations in India. He r ideas into innovations. In Corporate R&D and Global Technology Organizations like is rich experience in visioning future technologies, passion I business opportunities, Dr. Shankar has an excellent track oduct Development. He has managed global cross- nat are critical to business growth. Shankar is a Ph.D. from
	Amol Shee Amol is a experience Banking, fir HDFC Bank making, Bu	Distinguished Toastmaster, Sales t in Sales, Leadership, Channel Mar nancial services, insurance and IT pro x, Axis Bank, LIC, M&M, and Citi Cor usiness Communication, etc. He has a	turned Learning & Development professional with 18 years of hagement and facilitation. He has been training and facilitating ofessionals. He has trained for some prominent organisations like rp on aspects of Sales, Leadership, Problem-solving and decision also been a part of social forums like Toastmasters International, nect him with communities and bring a positive change in society

Organised by	Hosted by	Supported by
	Social Innovations at Venture Center	VIDHI CENTER OF EXCELLENCE © Venture Center Entrepreneur-in-Residence

at large. Amol also delivers talks on personal finance & investing among common individuals.
Premnath V Premnath is Head, NCL Innovations at CSIR-NCL and Founder Director, Venture Center. DrPremnath 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. Dr. Hiran Vedam
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.
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".

In-house team (in alphabetical order of last names)			
	Niruta Killedar		
	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.		
	Mugdha Lele		
	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.		









Organized and Hosted by	Y
Social Innovations at Venture Center	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. For more information: <u>http://www.venturecenter.co.in/socialinnovations</u>
	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 enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering. For more information, visit: <u>http://www.venturecenter.co.in/</u>

Supported by	
NIDHI CENTER OF EXCELLENCE © Venture Center	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. For more information visit: http://nidhicoe.venturecenter.co.in/
Entrepreneur-in-Residence	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. For more information, visit: https://www.nidhi-eir.in/
