









Online M Clinic on Sales, Marketing & Regulations						
- Organized by BRBC -						
Potential gains	The event is an online M Clinic organized by BRBC.  BRBC  Mentoring  Clinic					
Organized by	<ul> <li>BIRAC Regional BioInnovation Center (BRBC) @ Venture Center</li> <li>BIRAC (Biotechnology Innovation Research Assistant Council)</li> <li>Venture Center</li> </ul>					
Supported by						
For whom	Entrepreneurs, early stage startups, Venture Center incubatees					
Mentors	Mr. Ravi Sarangpani - Sales and Marketing Expert					
When	• Tuesday   09 June 2020   02.30 pm – 04:30 pm					
Where	This is an online Clinic - to be held on online platform; Link to the event will be shared with selected participants					
Contact	Technical queries: Neha K   020-25865877/75/76; 7410045657 brbc@venturecenter.co.in					

# Slots for Mentoring Clinic (02: 30 pm - 04:30 pm)

1	#	Date	Time Slot	Name of Participant	Company Name
,	1	09-June-2020	02.30 pm - 03.30 am	Dr.Arumugam Muruganandam	Affigenix Biosolutions Pvt Ltd
,	3	09-June-2020	03.30 pm – 04.30 pm	Swati Shukla, Anuya Nisal	BiolMed Innovations













#### Mentor:

### Mr. Ravi Sarangapani

### **Consultant Medical Devices Product Development**



Mr. Ravi Sarangapani

Mr. Ravi has previously held senior positions for Sushrut / Adler in Product Development, Sales and Marketing, Regulatory affairs. Accomplished professional with over 25 years in the medical device industry encompassing leadership roles in New Product Development, Quality Management and Regulatory affairs, Marketing, Sales and Business Development. Proven track record of managing the new product development process from conceptualization and market analysis through development, risk management, pre-clinical evaluation, verification and validation, test marketing to commercialization. Outstanding communication talents with proven ability to build and lead highly efficient teams, train technical professionals and to convey complex concepts in understandable terms. Especially skilled at problem analysis and resolution, strategic planning and budget controls. Strong background of interactions with Key Opinion Leaders, customers and trade channels throughout Asia, Middle ast, Africa and some areas of Europe.

transfer, IP management and handholding schemes that help bring innovation

excellence to the biotech firms and make them globally competitive.

# **About the Organizers** BIRAC Regional Bio-Innovation Center (BRBC) is a resource intensive center set up by BIRAC at Venture Center. Through its diverse initiatives, BRBC aims to significantly impact the translation of high quality innovative ideas across diverse ecosystems into viable and sustainable business enterprises. BRBC Initiatives: Venture Mentoring Service; Venture Base Camps; Regulatory Information and Facilitation Center; **BioIncubation Practice School** A BIRAC - Venture Center Initiative For more information, visit www.brbc.venturecenter.co.in Supported by Venture Center is India's largest inventive enterprises and scientific business incubator. Venture Center is a technology business incubator hosted by CSIR-NCL and supported ENTURE by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB) and BIRAC. For more information, visit www.venturecenter.co.in Biotechnology Industry Research & Assistance Council (BIRAC) is a new industryacademia interface and implements its mandate through a wide range of impact initiatives, be it providing access to risk capital through targeted funding, technology



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