



City Camp on:
Essentials of Scientific Entrepreneurship
- Organized by BRBC & AIC Banasthali -

Potential gains	<ul style="list-style-type: none"> • City Camps are 1–2-day workshops introducing key aspects of science and technology-based entrepreneurship. It is aimed at aspiring entrepreneurs who wish to get a broad overview of how to start and run a technology-based enterprise. • The workshop organized by BRBC at AIC Banasthali will be covering topics of business planning, raising money, tech transfer, company formation, inventive problem solving, networking, and pitching. • Sessions include classroom learning, discussions with mentors/experts and exciting competitions based on building value proposition canvas, need identification.
Organized by	<ul style="list-style-type: none"> • BIRAC Regional Bio-Innovation Center (BRBC) @ Venture Center • AIC Banasthali
Supported by	<ul style="list-style-type: none"> • Venture Center • BIRAC • Banasthali Vidyapith
When	Saturday & Sunday 20 & 21 Jan 2024 Time: 0930-1700
Where	Nav Mandir, Auditorium 2nd
For Whom	<ul style="list-style-type: none"> • Incubatees at AIC Banasthali • Potential entrepreneurs (Researchers, students, clinicians, academicians) • Inventive enterprises and science-based startups
Registration	<p>Total seats: 120</p> <p>Registration Process:</p> <ul style="list-style-type: none"> • Step 1: Interested participants need to fill the registration form at the following link. Register online at: https://rebrand.ly/citycampbanasthali • Step 2: Email invite will be sent post screening of registration details and completion of registration formalities.
Contact	<ul style="list-style-type: none"> • Venture Center: Meghana B meghana.bhandari@venturecenter.co.in • AIC Banasthali: Ayushi B ayushibishnoi@banasthali.in



Introduction

Venture Center is India's largest inventive enterprises and scientific business incubator. It is the winner of the National Award for TBI 2015, AABI's (Asian) Incubator of the Year Award 2018, National Entrepreneurship Award (in Ecosystem Builder Category) 2019 and National Award for Nurturing IP 2021. Venture Center is home to the pioneering Lab2Mkt™ program that focuses on creating spinouts from publicly funded R&D organizations.

BRBC (BIRAC Regional Bio innovation Center) is a resource intensive center set up by BIRAC (Biotechnology Industry Research Assistant Council) 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. One such initiative of BRBC is conducting City Camps.

The purpose of the City Camps is to support the entrepreneurship promotion / awareness creation activities of an upcoming incubator. City Camps are focused workshops that aim to help startups and entrepreneurs achieve specific and key goals in their company. The city camps will focus on topics of technology de-risking and innovation, value proposition, business models, nuts and bolts of starting and running a company, business plan and financial simulation, raising money and funding landscape.

End point of this workshop: Go home with an understanding of the processes involved in setting up a startup company and advancing the company.

Workshop includes

Workshop shall include:

- Talks
- Q&A sessions
- 1-on-1 Clinics
- Panel discussion featuring selected startups
- Exercises and competitions with attractive prizes

Participants shall receive:

- A few selected worksheets/ templates
- Digital certificates from Venture Center (who attend the whole City Camp and submit the feedback form)



**Day 1: Saturday, 20th January 2024 | Venue: Nav Mandir, Auditorium
2nd**

Time	Duration	Session Details	Lead
0930- 1000	30 mins	Registration	
1000-1115	75 min	Session 1: Introduction and overview <ul style="list-style-type: none"> Welcome & Introduction to City Camp Introduction to AIC Banasthali Introduction to Venture Center Overview of scientific entrepreneurship <i>Exercise A: Need identification (Participants in the competition need to submit response by 2 pm)</i> 	Meghana Abhishek P. Meghana Premnath V. Meghana
1115-1130	15 mins	Time to work on exercises	
1130-1300	90 min	Session 2: Tech De-risking and Value proposition <ul style="list-style-type: none"> Tech development, de-risking & commercialization Value proposition & positioning <i>Exercise B: Value proposition canvas (Participants in the competition need to submit response by 2 pm)</i> 	Premnath V. Premnath V. Meghana
1300-1400	60 mins	Lunch break	
1400 - 1530	90 min	Session 3: Glimpses of entrepreneurial journeys (Panel discussion) <ul style="list-style-type: none"> Vanita Prasad, Revy Environmental Solutions (Online) Vaishnavi Kulkarni, Intignus Biotech (Online) Arpana Kumari, Robofly Technology (Online) Kunjpreet Arora, Angirus (In-person) 	Moderator: Manisha P.
1530-1600	30 mins	Time to work on exercises	
1600- 1730	90 min	Session 4: Fund raising <ul style="list-style-type: none"> Funding landscape in India for science-based startups Tips and pointers for grant writing Announcement of winners and prizes of Exercise A and Exercise B 	Manisha P. Manisha P. Meghana
1730-1830	60 min	Session 5: One-on-one mentoring clinics <ul style="list-style-type: none"> Room A (VP) <ul style="list-style-type: none"> 1730-1800: Slot A1 1800-1830: Slot A2 Room B (MP) <ul style="list-style-type: none"> 1730-1800: Slot B1 1800-1830: Slot B2 	Meghana





Day 2: Sunday, 21 January 2024 | Venue: TBC

Time	Duration	Session Details	Lead
1000-1100	75 min	Session 6: Pitching a business plan <ul style="list-style-type: none"> Business planning and the art of pitching <i>Exercise C: Elevator pitch (Participants in the competition need to submit response by 2 pm) (Team exercise)</i> 	Premnath V. Premnath V. Meghana
1115-1130	15 mins	Time to work on exercises	
1130-1300	90 min	Session 7: Financial planning	Premnath V.






		<ul style="list-style-type: none"> • Basics of finance for entrepreneurs • Financial simulation of startup • 15 minutes for teams to work on Exercise C 	
1300-1400	60 mins	Lunch break	
1400 - 1530	90 min	Session 8: Pitching competition (Results of Exercise C) <ul style="list-style-type: none"> • 1 min rapid pitches by teams 	Jury: Premnath V. Manisha P. Lathika D. Binny K.
1530-1630	60 min	Session 5: One-on-one mentoring clinics <ul style="list-style-type: none"> • Room A (VP) <ul style="list-style-type: none"> ○ 1730-1800: Slot A3 ○ 1800-1830: Slot A3 • Room B (MP) <ul style="list-style-type: none"> ○ 1730-1800: Slot B3 ○ 1800-1830: Slot B4 	Meghana



Speakers & Panelists at Venture Base Camp: (In order of last names; alphabetical order)	
	<p>Kunjpreet Arora Co-founder & CEO, Angirus</p> <p>Kunjpreet is a Civil Engineer graduate and Co-Founder at Angirus. She comes from a construction business background and has three years of experience in product development and market research. She has represented her company on global platforms such as the World Economic Forum, Switch Asia, TIE Global, and Clinton Global Initiative. She has also been featured in prominent media channels such as Forbes India, CGTN, DNA, and The New Indian Express.</p>
	<p>Lathika Dhuria, PhD Asst. Vice President, AIC Banasthali</p> <p>Dr. Latika is Ph.D in area of Training & Development from University of Rajasthan. She is a Trained Entrepreneurship Educator from Wadhvani Foundation and Ministry of Skill Development & Entrepreneurship. She has 10 years of experience in entrepreneurship, HR and Marketing.</p>
	<p>Binny Khanna, Program Manager, AIC Banasthali</p> <p>Experienced Assistant Professor with a demonstrated history of working in the education management industry. Skilled in programming languages like C, C++, Java, Python, courses like computer Networks, mobile computing, AI, Cloud computing, Linux, and Algorithms. Strong education professional with a M.Tech. focused in Comp.Sc. from Banasthali Vidyapith.</p>
	<p>Vaishnavi Kulkarni, PhD Founder & CEO, Intignus Biotech</p> <p>Dr. Vaishnavi Kulkarni is the founder and the CEO of Intignus Biotech Pvt Ltd. Vaishnavi holds M.Sc. and PhD degrees from Pune University, with expertise in molecular biology, nanotechnology and 3D mammalian cell culture. Vaishnavi had developed a microfluidic cell culture device during her PhD, and it was patented. The said technology had garnered interest for tech-transfer from industries at that time, and this generated her interest in entrepreneurship leading her to starting her own company - Intignus Biotech. Intignus is a biotechnology company focused on developing simple and accessible solutions for diagnosis and therapeutics of human diseases with special interest in maternal health care, and they are currently working on addressing detection of pregnancy-related disorders in women. Intignus aims to better clinical, operational, and economic outcomes by using point-of-care tests that allow on the spot decision-making for the clinicians.</p>



	<p>Arpana Kumari, Director & CEO, Robofly Technology</p> <p>Arpana has pursued her B.Tech in Electrical, Electronics & Communication Engineering from Banasthali Vidyapith. She's the director & CEO of Robofly Technology Pvt. Ltd. At Robofly Technology are working on providing drone-based solutions to different market sectors. Our major focus currently is on providing aerial solutions to India's forest fire detection system. Our goal is to provide a quick detection process to prevent environmental, economic, and loss of livelihood due to forest fire occurrences within and outside India.</p>
	<p>Abhishek Pareek, PhD CEO, AIC Banasthali</p> <p>Dr. Abhishek is CEO of Atal Incubation Centre at Banasthali Vidyapith. It is India's first & largest Business Incubator solely supporting women-led startups (www.aicbanasthali.org). The Incubator is supported by NITI Aayog, Ministry of Electronics & IT (MeitY), Department of Science & Technology (Govt), Ministry of MSME and Ministry of Commerce & Industry under the DPIIT Startup India initiative. He has over 17 years of experience including senior level position in a top-rated private bank in India. His wide exposure in Risk Management & Working Capital Finance across sectors/geographies gives him good understanding of different businesses.</p> <p>Dr. Abhishek mentors and is on advisory board of startups. He was Chair Professor for 'Centre for Research in MSME and Promotion of Entrepreneurship in Women' supported by State of India at Banasthali and also drives Innovation & Collaborations at the University. He is instrumental in end to end setting up of Incubator at Banasthali, sits on Jury of various Government initiatives and contributes as an expert in Innovation & Entrepreneurship committees.</p>
	<p>Vanita Prasad, PhD Founder, Director & CTO, Revy Environmental Solutions</p> <p>Dr. Vanita Prasad - a scientist turned into an Entrepreneur, is a New Age Environmental Instrumentalist providing Biotech solutions. Having done her Ph.D. in Environmental Biotechnology and with her extensive experience of 28 years in waste bioremediation with various academic and Industrial institutions, she floated her own company REVY Environmental Solutions Pvt. Ltd. with a vision to solve the global crisis of food, water, and energy and to make our mother earth cleaner and greener. Her mission is to strive for innovation and provide economically feasible, eco-friendly & sustainable solution to the world.</p> <p>She is leading this company as a Founder, Director and CTO. Her core expertise is in anaerobic digestion technology and innovation of customized Bio-cultures. At REVY, they have developed an indigenous product Granulated Sludge, a micro flora of carefully chosen and embedded Anaerobic Bacteria, an innovation that act as a very cost effective solution for High rate Anaerobic Digesters for its commissioning as well as work as a medicine for many sick units of STPs & ETPs. She is now focusing on developing a biological process of Biohythane production: Next generation Clean and Renewable Energy to be used as Future Fuel.</p> <p>She is a DBT - BIRAC – BIG & SPARSH Grantee and holds various patents for specific innovation in the field of Waste management and Renewable energy (Bio hydrogen and Bio</p>



methane). She herself and her company has won many awards and accolades at National and International forums for the work being recognised as Low energy, cost effective and sustainable solutions for waste / wastewater treatment.

To name some of these awards are –
 BRICS Mulan Award, by BRICS China under BRICS Women’s Business Alliance Initiative;
 Winner of India-Israel Innovation Challenge 2017 organized by Invest India;
 Winner of “ICONIC WOMEN LEADER AWARD” by ASIA – GCC Conclave;
 BIRAC-TiE WinER Award 2019 by DST, GOI.
 Finalist for ‘Women in Biogas’ Award By World Biogas Association in 2022

COMPANY PROFILE:



REVY Environmental Solutions Pvt. Ltd. is established in 2017 and is a DPIIT recognized start up supported by BIRAC, Social Alpha, Venture Centre and Savli Technology and Bio Incubator. REVY provides Economical and Sustainable Solutions for Waste/Wastewater Treatment by providing its products (innovative Bacterial Consortia and their health tonic) and to support these product application and to create a better user experience the company has developed an App, called R-EMAPP which helps in tracking day to day performance of these biologicals’ reactors remotely.



REVY has developed a process for development of 'Anaerobic Granulated Sludge', 'Aerobic Biomass' as well as 'Biomass Growth Enhancement Formulations (BGEF)' for Both Anaerobic as well as Aerobic processes. REVY’s Seed Biomass will support faster start of aerobic / anaerobic reactor as well as quick solution for any ailing unit. Their Granulated Sludge can withstand higher loading rate. It has a capability to reduce higher COD/BOD load while giving better biogas yield in comparison to flocculent systems. BGEFs have been developed keeping in view the nutritional requirement of the biomass to remain healthy and active (through continuous enhancement of MLVSS). These formulations have been researched to provide desired result in the lowest possible dosage.

REVY as a firm has achieved various awards. Below are the list of some of them:

Winner of 15th Sankalp Global Award 2023
 Best Anaerobic Digestion/Biogas Support Service O&M company by WBA 2023
 Winner of ‘Innovation Agora Pod Recognition’ Programme” announced at India Energy Forum by CERAWEEK & IHSMARKIT. Invited to present our Clean Energy solution at CERAWEEK Houston in Mar’22
 Winner of National Start Up Awards 2021 under environmental Biotechnology company
 Awarded as ‘ Frontrunner’ in Cleantech sector by ITC Go Global Awards 2021
 REVY Conferred Global Technology Innovation Award in MSME Category by GITA in 2022
 Startup winner award of Amrut -2.0 in 2022
 Winner of “Swachh Bharat Grand Challenge” organized by Start-up India in 2019
 Winner of Social Alpha Urban Liveability Challenge,2019 under Cleantech category
 Winner of “Integrate to Innovate Challenge” organized by Invest India in 2019
 Winner of YESSCALE under cleantech category and is being funded by Villgro in 2019.



	<p>Manisha Premnath, PhD General Manager & COO, VentureCenter</p> <p>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>Premnath Venugopalan, PhD Director, Venture Center Head, NCL Innovations</p> <p>Dr Premnath is Head, NCL Innovations at CSIR-NCL and Founder Director, Venture Center (National award-winning inventive enterprises and deep tech incubator). Dr Premnath is a technology developer, innovation and incubation manager, startup mentor and a co-founder of 2 medical implant 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>

About the Organizers	
	<p>BIRAC Regional Bioinnovation Centre (BRBC) is the third regional centre of BIRAC and is located in Venture Center. BRBC aims to fill up key innovation ecosystem gaps for bio-based industry sectors and thus significantly impact the translation of high-quality innovative ideas into viable and sustainable business enterprises. Some key BRBC initiatives are Venture Mentoring Service; Venture Base Camps; Regulatory Information and Facilitation Centre; Bio Incubation Practice School.</p> <p>More on: http://www.brbc.venturecenter.co.in/</p>
	<p>AIC Banasthali is India’s largest women centric business incubator. We are “Dream Enablers” who help women-led Startups achieve their dreams via right Mentorship, funding, networking & hand-holding support. AIC Banasthali creates a conducive environment for women startups of all stages and sectors, providing them with the confidence, vision & wherewithal to scale their ventures.</p> <p>More on: https://aicbanasthali.org/</p>



About the Supporters	
	<p>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 by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB) and BIRAC.</p> <p>For more information, visit http://www.venturecenter.co.in/</p>
	<p>Biotechnology Industry Research Assistance Council is a non-profit company created by the Department of Biotechnology (Government of India) with a mandate to develop the national ecosystem for biotechnology innovation and entrepreneurship and provide targeted support to innovators and entrepreneurs.</p> <p>For more information about BIRAC: www.birac.nic.in</p>
	<p>Banasthali Vidyapith, the dream that started with educating the girl child in 1935 has not only made it big to 'the world's largest residential university for women's education' but also aims at the synthesis of spiritual values and scientific achievements of both the East and the West. Its educational programme is based on the concept of "Panchmukhi Shiksha" and aims at all round harmonious development of personality.</p> <p>Website: http://www.banasthali.org/banasthali/wcms/en/home/</p>