



**Venture Base Camp on:**  
***Writing winning grant proposals!***  
*(for innovation funding schemes with BIRAC Biotech Ignition Grant as Case Study)*  
 - Organized by BRBC -

<b>Potential gains</b>	<p>This workshop is a Venture Base Camp (VBC) aimed at early-stage startups &amp; young entrepreneurs with a startup idea, to learn the skill of grant writing. With Biotechnology Ignition Grant (BIG's) new call open, empowering young entrepreneurs with the skill to write a good grant proposal, will increase their chances of winning this prestigious grant!</p> <ul style="list-style-type: none"> <li>• A poorly written proposal is one of the main reasons for its failure. The key to a good proposal is to be able to convey your BIG storyline in a precise and impactful manner.</li> <li>• Participants of the workshop will get a free membership of Venture Center's ignition program.</li> </ul>
<b>Organized by</b>	<ul style="list-style-type: none"> <li>• BIRAC Regional Bio-Innovation Center @ Venture Center</li> </ul>
<b>Supported by</b>	<ul style="list-style-type: none"> <li>• BIRAC</li> <li>• Venture Center</li> </ul>
<b>When</b>	<b>Thurs-Sat   09-11 May 2024   Time: 10.00 – 05:00 pm</b>
<b>Where</b>	Conference room (Third day final ppt) Lecture Theatre, Venture Center, 900 NCL Innovation Park, Dr. Homi Bhabha Road, Pashan, Pune – 411008
<b>For Whom</b>	<ul style="list-style-type: none"> <li>• Early-stage startups</li> <li>• Entrepreneurs with a startup idea</li> <li>• BIG first time applicants</li> </ul>
<b>Registration</b>	<p><b>Registration Process:</b>  <b>Step 1:</b> Interested participants need to fill in the registration form at the following link.  <b>Register online at: <a href="https://rebrand.ly/Grant-writing-May24">https://rebrand.ly/Grant-writing-May24</a></b>  <b>Step 2:</b> Email invite will be sent post screening of registration details.  <b>Limited seats!! Total number of seats: 12</b>  <b>Registration fees: 3000</b></p> <p><b><i>Fees once paid won't be refunded under any circumstances!!</i></b>  <b><i>Registration for the workshop is only complete upon payment of registration fees.</i></b></p> <ul style="list-style-type: none"> <li>• <b>Please note: All participants are required to carry their own laptops; internet connection will be provided by us!!</b></li> </ul>
<b>Contact</b>	<p><b>Technical queries: Meghana B   <a href="mailto:meghana.bhandari@venturecenter.co.in">meghana.bhandari@venturecenter.co.in</a></b>  <b>Registration related Queries: Vineet J   <a href="mailto:eventsdesk@venturecenter.co.in">eventsdesk@venturecenter.co.in</a></b></p>



## Introduction

Venture Base Camps are high intensity, focused, theme-based camps intended to take a startup from point A to point B in their entrepreneurial journey, prior to their execution on key goals of the company.



With its experience being the BIG Partner for more than 10 years, Venture Center through this workshop aims to deliver clear cut understanding of good grant writing practices with an intent to empower early-stage startups and BIG first-time applicants build their own good grant proposals.

## Workshop includes

- Workshop includes tea, snacks and lunch at the Innovation Café, Venture Center.
- Free membership in mailing list to follow-up on workshop and intimation of relevant events/ funding/ opportunities from Venture Center.
- Certificate

## Workshop excludes

Please note that the participants will have to arrange for their own travel\*, local transport and accommodation and dinners. For more information on Pune city, travel, transport and stay options, see <http://www.venturecenter.co.in/puneguide/>



### Day 1: Thursday, 09 May 2024 | Venue: Lecture Theatre




Time	Duration	Session Details	Faculty
1000-1100	60 mins	Session 1: <ul style="list-style-type: none"> <li>Introduction to Venture Center and BIRAC BIG</li> <li>Grant writing for innovation funding: Overview and best practices; Case study of BIRAC BIG</li> </ul>	Pallavi B Smita K
<b>1100-1130</b>	<b>15 mins</b>	<b>Tea break</b>	
1130-1300	90 mins	Session 2: <ul style="list-style-type: none"> <li>Need identification and problem definition</li> <li>Proposing your solution and comparing with alternatives; Value proposition</li> <li>Discussing novelty in context of literature/ prior art</li> </ul>	Premnath V Premnath V  Premnath V
<b>1300-1400</b>	<b>60 mins</b>	<b>Lunch break</b>	
1400-1530	90 mins	Session 3: <ul style="list-style-type: none"> <li>Introduction to intellectual property</li> <li>Understanding patentability and freedom to operate</li> </ul>	Archana J  Archana J
<b>1530-1600</b>	<b>15 mins</b>	<b>Tea break</b>	
1600-1800	120 mins	Session 4: <ul style="list-style-type: none"> <li>Participants will work on their own proposals using templates provided to them by Venture Center; Mentors will guide (Templates: Hard copy and soft copy)</li> </ul>	Meghana B (Mentors: SK, PB, ML, SC, VP, MP)

### Day 2: Friday, 10 May 2024 | Venue: Lecture Theatre

Time	Duration	Session Details	Faculty
1000-1100	60 mins	Session 5: <ul style="list-style-type: none"> <li>Establishing your credentials for running this project (team, advisors, past experiences/ track record, past work, literature evidence of "knowns")</li> <li>Preliminary work done, current status, desired end point, goals</li> </ul>	Smita K  Smita K
<b>1100-1130</b>	<b>15 mins</b>	<b>Tea Break</b>	
		Session 6: <ul style="list-style-type: none"> <li>Project/ study design; POC study; Staging prototypedevelopment; Validation studies</li> <li>Pointers for project management:               <ul style="list-style-type: none"> <li>Objectives, activities, indicators of progress</li> <li>Milestones, targets/ deliverables, timelines</li> <li>Budget</li> </ul> </li> </ul> Risks/ uncertainties/ barriers and mitigation plan	Premnath V  Pallavi B
<b>1300-1400</b>	<b>60 mins</b>	<b>Lunch break</b>	
1400-1530	90 mins	Session 7: <ul style="list-style-type: none"> <li>Go to market strategy; business plan overview</li> <li>Understanding &amp; building a regulatory pathway</li> </ul>	Soma C Chetna D
<b>1530-1600</b>	<b>15 mins</b>	<b>Tea break</b>	
1600-1800	120 mins	Session 8: <ul style="list-style-type: none"> <li>Participants will work on their own proposals using templates provided to them by Venture Center; Mentors will guide</li> </ul>	Meghana B (Mentors: SK, PB,





Speakers at Venture Base Camp: (In order of last names; alphabetical order)	
	<p><b>Pallavi Bawaskar</b>  <b>Manager – Grant Programs, Venture Center</b></p> <p>Pallavi holds a Master’s Degree in Project Management from The George Washington University, USA. and has her PMP certification from PMI, USA. She is Polymer engineer from University of Pune, India. Pallavi has over 20 years of experience in urban local bodies &amp; IT companies, and has worked in India and the United States of America. She worked with the US Patent &amp; Trademark office in the capacity of program management consultant.</p> <p>She is currently managing the Grants Program at Venture Center and is actively involved in BIG program management through program promotion, creating awareness of BIG Scheme, proposal due diligence, contract management, project monitoring, mentoring of grantees and stakeholder relationships.</p>
	<p><b>Soma Chattopadhyay</b>  <b>Head, Incubation and Mentoring, Venture Center</b></p> <p>Soma is currently the Head- Incubation &amp; 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 &amp; business mentoring, conceptualizing and implementing relevant incubation programs &amp; building a conducive innovation ecosystem at the center. She is recipient of Chevening Gurukul Fellowship for Leadership and Excellence from DPIR, Oxford University. She has &gt;9 years of industrial R&amp;D experience from an MNC in the field of specialty materials post her Masters in Chemistry from Calcutta University. She serves as the nominee director on the boards of 3 startups; is a certified internal auditor for ISO standards and certified Six-Sigma Green Belt. She was also winner of DST &amp; ISBA award “Star Gazing award for Incubation Managers 2016”</p>
	<p><b>Chetna Dharmavat Dabi</b>  <b>Asst. Manager, Regulatory Services, Venture Center</b></p> <p>Chetna works for the Regulatory Information Facilitation Center (RIFC) at venture Center and assists various medical device startups in planning regulatory pathways, interpreting standards, and establishing and implementing a quality management system for medical devices. She is a certified lead auditor for ISO 9001 and ISO 13485 QMS by BSI Academy.</p>
	<p><b>Archana Joshi</b>  <b>Associate Manager, TechEx services at Venture Center</b></p> <p>Archana is a Registered Patent Agent at Indian Patent office. She holds M.Sc. Organic Chemistry, University of Pune and has completed her P.G. Diploma in Patents Law from NALSAR University(Hyderabad)</p> <p>Completed training on Technology Transfer and Commercialization with 57 RTTP (Registered Technology Transfer Professional) CE credits</p> <p>At Venture Center, her responsibilities include: Patent drafting, filing &amp; prosecution, conducting IP Training programs and workshops, Trademark filing &amp; prosecution, Industrial design filing &amp; prosecution, MOU, NDA, Licensing agreements drafting &amp; vetting etc.</p> <p>Prior to joining Venture Center, she worked as a Project Assistance-III at CSIR- URDIP.</p>



**Smita Kale**  
**Advisor- Bioincubation, Venture Center**

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.



**Premnath Venugopalan**  
**Director, Venture Center | Head, NCL Innovations**

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.



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: <a href="http://www.brbc.venturecenter.co.in/">http://www.brbc.venturecenter.co.in/</a></p>
	<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 &amp; Technology's National Science &amp; Technology Entrepreneurship Development Board (DST-NSTEDB) and BIRAC.</p> <p>For more information, visit <a href="http://www.venturecenter.co.in/">http://www.venturecenter.co.in/</a></p>
	<p>Biotechnology Industry Research &amp; 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: <a href="http://www.birac.nic.in">www.birac.nic.in</a></p>