



## Event Report on BRTC Training Workshop Series: 2 Patna University, Patna, Bihar

**Event Topic:** Two-Day Training Workshop on “Building & Translating Innovative Ideas”.

**Date:** 11<sup>th</sup> - 12<sup>th</sup> November 2019    **Time:** 09:00-16:00    **Venue:** Patna University, Patna

BIRAC Regional Techno-entrepreneurship Promotion Center (BRTC) established at KIIT-TBI-Bio-NEST, vision is to promote innovation and entrepreneurship across East and North East.

**Goal:** The goal of the two-day structured training program was to impart bio-entrepreneurs necessary knowledge and skill sets for transforming innovative ideas into successful & sustainable ventures. The sessions will enable and empower bio-entrepreneurs through business and technology advice and mentorship covering wide aspects of ideation, prototyping, product development, business plan, investment strategies & Go-to Market.

**Participating Institutes:** Patna University, AKU Patna, RMRIMS Patna, Patliputra University, B.R. Ambedkar Bihar University.

**Participants:** Around 140 young minds from Patna University and other participating institutes along with few faculties and enterprises.

### **Mentors:**

- Mr. Pankaj Thakar, Founder, Padup Ventures
- Mr. Amit Singal, CEO, Startup Buddy
- Dr. Neel Bhavesh, Group Leader, Transcription Regulation Group, ICGEB
- Dr. Jitendra Thakur, Scientist, NIPGR

# Agenda

## Day 1: 11<sup>th</sup> November 2019

<b>Time</b>	<b>Sessions</b>
0900-0930h	Registration
0930-1000h	About BRTC program by Dr. Mrutyunjay Suar, CEO, KIITBBI  Address by Prof. Dolly Sinha, Pro-VC, Patna University  Inaugural Address by Prof. (Dr.) Rash Bihari Pd Singh, Vice-Chancellor, Patna University, Patna, Bihar
1000-1100h	Fostering Innovations & Entrepreneurship in East Dr. Mrutyunjay Suar, CEO, KIIT-TBI
1100-1130h	Tea break and Networking
1130-1300h	Define Problem Statement & Ideation Mr. Pankaj Thakar, Founder, Padup Ventures
1300-1400h	Lunch
1400-1530h	Fundamental in Entrepreneurship and Story-telling Mr. Amit Singal, CEO, Startup Buddy
1500-1545h	Business Plan & Effective Pitching Mr. Pankaj Thakar, Founder, Padup Ventures
1545-1615h	Tea & Networking
1615-1730h	Idea Pitching & Open discussion

## Day 2: 12<sup>th</sup> November 2019

Time	Sessions
1000-1100h	Different Funding Schemes of BIRAC for Translational Research Projects Dr. Mrutyunjay Suar, CEO, KIIT-TBI
1100-1130h	Tea & Networking
1130-1200h	Encouraging Innovative & Translational Research Dr. Neel Bhavesh, Group Leader, Transcription Regulation Group, ICGEB
1200-1230h	Opportunities in Agri-entrepreneurship & Innovative Practices in Agri-Biotech Dr. Jitendra Thakur, Scientist, NIPGR
1130-1330h	Investment strategies & Go-to-Market Mr. Amit Singal, CEO, Startup Buddy
1330-1430h	Lunch
1400-1530h	Activity Based Session (Idea Pitching & One to one Mentoring)

### Brief on the sessions:

The two-day training workshop was inaugurated by Prof. (Dr.) Rash Bihari Pd Singh, Vice-Chancellor, Prof. Dolly Sinha, Pro-VC and Dr. Mrutyunjay Suar, CEO, KIIT-TBI with an aim to transform and boost the entrepreneurial ecosystem of Patna.

## Day 1

### Session 1:

- **Fostering Innovations & Entrepreneurship in East with Dr. Mrutyunjay Suar**  
Starting with the current trends of lacking innovation and non-entrepreneurial way of approach in the research world, Dr. Mrutyunjay Suar stated to think beyond boundaries. With a small insight on what a Technology Business Incubator (TBI) is, he explained the various support system that a TBI can provide to startups, researchers and students. Followed to it he portrayed what BRTC is all about and how it is priming for an inclusive ecosystem in East
- **Define Problem Statement & Ideation with Mr. Pankaj Thakar**  
Mr. Pankaj Thakar started with the basic definition of an “idea” rightly to be mentioned as THE PROBLEM STATEMENT with its essentials like ideating, identifying, quantifying, contextualizing and digging deep by going beyond symptoms. Suggesting that every problem has a societal and commercial impact, he connected few real-life challenges as examples to it and for more clarity, depicted a case study as well.

## Session 2:

- **Fundamental in Entrepreneurship and Story-telling with Mr. Amit Singal**

Mr. Amit Singal talked on the basics of the startup world and the challenges that most startups face during its lifecycle with few statistics on the success ratio. He mentioned how important it is to create a real business by identifying the key metrics and figuring out right investors, mentors and Go-To-Market strategy.

- **Business Plan & Effective Pitching with Mr. Pankaj Thakar**

In this session, Mr. Pankaj Thakar talked on crafting a business model that will be sustainable and scalable at the same time. Mentioning on the right ingredients needed for an effective elevator pitch, he specifically pointed out the essentials to be kept in mind while designing a business plan.

## Day 2

### Session 1:

- **Different Funding Schemes of BIRAC for Translational Research Projects with Mrutyunjay Suar**

The various funding opportunities of different government agencies like BIRAC, DST, TDB, DST etc. available for each stage of product development process starting from ideation, to proof of concept and up to pilot scale demonstration and manufacturing were discussed.

- **Encouraging Innovative & Translational Research with Dr. Neel Bhavesh**

Dr. Neel Bhavesh explained how important it is to be an enterprising researcher through translating technologies grown in the laboratories to the market. He gave emphasis on innovation and technology as the prime movers for any startup to scale up and solve more real-life problems.

- **Opportunities in Agri-entrepreneurship & Innovative Practices in Agri-Biotech with Dr. Jitendra Thakur**

In this session, Dr. Jitendra Thakur mentioned how critically important it is to have a clear idea of science & technology behind your idea. He also mentioned about the various regulatory concerns that come into picture while creating something novel. He discussed about the various work that has been done in his lab in the field of Agri-Biotech.

- **Investment strategies & Go-to-Market with Mr. Amit Singal**

Mr. Amit Singal conducted an interactive activity on Go-To-Market Strategy for a given product. He mentioned about the various marketing strategies that big shot

companies implement and gave tips to the aspiring students and researchers on how to kick-off with their own ventures in future.

### Idea Pitching and Refinement:

- 20 aspiring students pitched their innovative ideas to the mentors. The ideas were broadly on different areas of biotechnology encompassing agriculture, Health care devices and diagnostics, waste management, etc. Subsequently, the mentors guided them on effective pitching and how to come up with a good business plan.

### Impact:

- Five innovative ideas based on the pitching session were recommended for applying the DST NIDHI-PRAYAS Prototype Grant.
- Opening an Incubation Center right there at Patna University in near future.

## Glimpses of the Training workshop



