



## Guidelines for eligibility and entry into incubator

(version: Feb 2008)

### ENTRY CRITERIA

1. **(EHS, ETHICS)** Must meet EHS (environment, health, safety) policies and ethical standards
  - EHS issues could include
    - Nature of activities/ products/ services and its environmental, health and safety implications for the company's employees (and other occupants of Venture Center) and customers
    - Suitability of the business in the context of waste/effluent disposal and safety facilities at the Venture Center
    - Company policies and practices relating to employee health, safety and welfare.
  - Ethical issues could include
    - Nature of activities/ products/ services and their ethical implications
    - Past history and track record of entrepreneurs and employees
    - Sources of funds (this will be examined only to the extent that the Venture Center's reputation is protected)
    - Honesty and fairness in dealings with partners especially knowledge providers
  - Guideline notes:
    - Without being too intrusive, the Venture Center shall primarily be trying to ensure that its own reputation (and that of associated companies) are not sullied by the lack of good judgement of any one company.
    - The above criteria shall apply to all associated companies (residents, affiliates and members)
    - Decision making authority: MD of Venture Center
  
2. **(SPECIALIZED KNOWHOW)** Proposals should be from early stage start-up companies wherein the proposed activities shall involve research, technology/ product or knowhow development and/or involve key steps where specialized knowledge competencies are leveraged.
  - Guideline notes:
    - The Venture Center shall be trying to ensure that any associated company shall be immediately recognized as a "knowledge intensive" company by virtue of its association with the Venture Center.
    - The above criteria shall apply to all associated companies (residents, affiliates and members)
    - Decision making authority: MD of Venture Center
  
3. **(START-UP, KEY ACTIVITIES IN VC)** Proposals should be from early stage start-up companies wherein the activities proposed to be carried out in the Venture Center by the company shall constitute key and central aspects of the business venture (as described in the business plan) (Note: Activities proposed to be carried out in the Venture Center should not be peripheral activities of the company).
  - Categories of such occupants could be:
    - An absolutely new business venture that is typically at the stage of conception, know-how development/ refinement, prototype development, scale up etc



- An independent venture of one or more established company (ies) with a clearly defined business plan
  - Companies applying for admission need to be registered, unlisted companies within the meaning of the Companies Act, 1956. (In some cases, an unregistered company may be admitted provided the promoters ensure that the company is registered within a period of 3 months from date of approval of admission. In most cases of applications from unregistered companies, the Venture Center will recommend that the company opt for the Rent-an-address scheme of the Venture Center till registration is completed.)
  - Guideline notes:
    - The Venture Center shall be trying to ensure that any associated company shall be immediately recognized as a "knowledge intensive" company by virtue of its association with the Venture Center.
    - The above criteria shall apply to only resident companies.
    - Decision making authority: MD of Venture Center
4. **(BUSINESS PLAN)** Merits of the business plan
- The Venture Center shall evaluate the general merit of the business plan especially with regards to clarity and attractiveness of the value proposition, market potential, potential to grow in scale rapidly, industry attractiveness, sustainable competitive advantages and the likelihood of the company to realize the plan (given its team and strategy).
  - Special consideration shall be given to business ideas with the potential for scalability and growth. Potential of the company to have a global footprint is an important criterion.
  - Guideline notes:
    - The above criteria shall apply to only resident companies.
    - Decision making authority: Venture Center's Admissions Committee including the MD of Venture Center
5. **(SPECIAL CONSIDERATIONS)** Further short listing (if required) may utilize the following criteria:
- Special consideration for businesses that could enhance the prestige, visibility and public perception of the Venture Center and NCL Innovation Park.
  - Special consideration for business ideas with substantial potential social and strategic national impact.
  - Special consideration for business ideas that are likely to benefit from the special facilities of the Venture Center or the environment of the NCL Innovation Park.
  - Special consideration for business ideas that are likely to leverage the knowhow, competencies and resources of NCL. Companies exploiting the know-how of CSIR shall be given special consideration. Strong identifiable involvement of NCL staff or students or alumni with or without use of NCL facilities shall be strong plus.
  - Special consideration for business ideas from Indian government research laboratories and academic institutions.
  - Guideline notes:
    - The above criteria shall apply to only resident companies.
    - Decision making authority: Venture Center's Admissions Committee including the MD of Venture Center