

Business Development for Science Startups



This talk will give an overview of how to monetize a B2B science-driven startup through business development - ranging from channel partnerships and direct sales, to strategic investments and acquisitions. It is targeted at founders / CXOs / scientist-entrepreneurs of early-stage B2B science/engineering startups, at the pre-revenue or Beta customer stages. It is not meant for B2C/SaaS startups.

WHEN

Saturday,
30 Jan 2016

TIME

4 PM – 5 PM

VENUE

Board room,
100 NCL Innovation Park

Who should attend



Founders of B2B
science-driven
startups



SPEAKER'S PROFILE

Mr. Kaushik Gala, Chief Business Officer, CSIR-Tech Pvt. Ltd.

Kaushik has over seventeen years of experience as a technology commercialization & venturing professional, including stints in US & India at multi-national companies, government-supported organizations and new ventures. He holds BE (Instrumentation), MS (Electrical Engineering) and MBA degrees from India & the US.

Kaushik's technology commercialization skills have been honed at Freescale Semiconductor (a US company with 5000+ patents and \$10Ms+ in annual licensing revenue) and IPVALUE (a Silicon Valley venture that has generated \$10Ms+ in licensing revenue for Xerox, PARC, British Telecom, France Telecom, etc.). This is complemented by experience in venture incubation & seed funding at Venture Center, cross-border B2B and B2G business development at AcceleratorIndia, and biz-dev engagements with several science startups in Pune.

Since September 2013, Kaushik has been Chief Business Officer at CSIR-Tech Private Limited. In this capacity, he has built a sales & marketing team, developed business with Indian R&D institutions, closed numerous B2B / B2G deals, and led the fund-raising efforts for a unique, science-focused VC fund.

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