



## Peer-to-Peer (P2P) Clinics

Wave 1: 20<sup>th</sup> May- 1<sup>st</sup> July 2016

<b>Potential gains</b>	<p>Peer-to-Peer Clinics are sessions offering practical and personalized guidance by a peer or a panel of peers (Peer = Fellow entrepreneur who has "seen it, done it, knows it") who are experts on a specific topic or have already "cracked" or excelled in a certain need of startups such as: funding support, grant writing, business plan, IP etc.</p> <ul style="list-style-type: none"> <li>• Get practical tips and pointers from fellow entrepreneurs</li> <li>• Get leads and referrals</li> <li>• Meet Fellow incubatees</li> <li>• Each session will cover a different topic</li> </ul>								
<b>For whom</b>	<ul style="list-style-type: none"> <li>• BIRAC scheme grantees and BIRAC social innovators</li> <li>• Resident and associate incubatees at Venture Center</li> <li>• Others strictly against invitation.</li> </ul>								
<b>Organized by</b>	<ul style="list-style-type: none"> <li>• Bioincubator at Venture Center (Bioincubator at Venture Center is supported by BIRAC, Government of India)</li> </ul>								
<b>Supported by</b>	<ul style="list-style-type: none"> <li>• Venture Center</li> <li>• BIRAC via its mentoring program for BIG grantees</li> </ul>								
<b>When</b>	<p><b>Start date: Friday, 20 May 2016 onwards</b>  <b>Every Fridays: 3.30 pm -5 pm</b>   Beverages and snacks at 4 pm  <b>For 7 Fridays</b></p> <table border="1"> <tr> <td>20 May 2016</td> <td>27 May 2016</td> <td>3 June 2016</td> <td>10 June 2016</td> </tr> <tr> <td>17 June 2016</td> <td>24 June 2016</td> <td>1 July 2016</td> <td></td> </tr> </table>	20 May 2016	27 May 2016	3 June 2016	10 June 2016	17 June 2016	24 June 2016	1 July 2016	
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<b>Where</b>	<p><b>Board Room, Venture Center,</b>  100 NCL Innovation Park, Dr. HomiBhabha Road, Pune-411008</p>								
<b>Contact</b>	<p>Lipika Biswas, 100, NCL Innovation Park,  Phone: +91-20-25865877; Email: <a href="mailto:eventsdesk@venturecenter.co.in">eventsdesk@venturecenter.co.in</a></p> <p>Incubation Team Contact: Suraj Chawla; Phone: +91-20-25865877; Email: <a href="mailto:suraj@web.venturecenter.co.in">suraj@web.venturecenter.co.in</a></p>								
<b>Cost</b>	<ul style="list-style-type: none"> <li>• Prior registration is required. Attendance only on confirmation of registration.</li> <li>• For more information: <a href="http://www.venturecenter.co.in/mclinics.php">http://www.venturecenter.co.in/mclinics.php</a></li> <li>• Register here: <a href="http://goo.gl/forms/OkxacMP4Ct">http://goo.gl/forms/OkxacMP4Ct</a></li> <li>• Seats limited to 15 per session.</li> </ul> <p>Fees:</p> <ul style="list-style-type: none"> <li>• Free registration for resident/associate incubatees and BIRAC scheme grantees and BIRAC social innovators.</li> <li>• Organizers reserve the right to select participants so as to maximize learning and networking opportunities for the group.</li> </ul>								

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## Introduction

This clinic aims to serve as a forum where fellow entrepreneurs can help other entrepreneurs by sharing their experiences, learning and pointers. The clinic also aims to connect entrepreneurs to one another. The clinic emphasizes practical, sensitive and effective tips and pointers from peers.

Format of the P2P sessions:

- 15 minutes: General comments and pointers from the Mentor
- 45 minutes: Moderated discussions (Moderator: Suraj Chawla)

Day and Date	Topics and mentors
Friday, 20 May 2016	<b>Tips and pointers for securing CSR/corporate grant funding support</b> <ul style="list-style-type: none"> <li>• Aditya Phatak, inDNA</li> <li>• Anshuman Lath, Gram Oorja</li> </ul>
Friday, 27 May 2016	<b>How to do International business development and various Takeaways from my startup journey</b> <ul style="list-style-type: none"> <li>• Vivek Ranade, Ex-Tridiagonal Solutions (to be confirmed)</li> </ul>
Friday, 3 June 2016	<b>On planning and initiating a clinical trial started in Maharashtra</b> <ul style="list-style-type: none"> <li>• Jayant Khandare, Actorius</li> <li>• Sambuddha Ghosh, Abgenics</li> </ul>
Friday, 10 June 2016	<b>Tips and pointers for getting government recognitions: DSIR R&amp;D lab; MSME and Startup India</b> <ul style="list-style-type: none"> <li>• Aman Sharma, ExoCan (for DSIR R&amp;D Lab for biotech firms)</li> <li>• Vishal Mahale, Barefeet Analytics (for MSME)</li> <li>• Piyush Joshi, Orthocrafts Innovations (for Startup India)</li> </ul>
Friday, 17 June 2016	<b>How to crack the Grand Challenges India</b> <ul style="list-style-type: none"> <li>• Nishant Kumar, Embryo</li> </ul>
Friday, 24 June 2016	<b>Experiences with raising funding on crowd sourcing platforms</b> <ul style="list-style-type: none"> <li>• Subhojit Basu, DeeDee Labs</li> </ul>
Friday, 1 July 2016	<b>Raising funding from Venture Capital firms</b> <ul style="list-style-type: none"> <li>• Chaitanya Saxena, Shantani</li> </ul>

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### Suggested Sessions for Wave2;

(if you don't find any topic above helpful for your startup, please actively suggest topic of your interest and a 'peer' who has cracked that topic, send to [suraj@web.venturecenter.co.in](mailto:suraj@web.venturecenter.co.in) or call at 020 2586 5877)

- Cracking the US - India Science and Technology Endowment Fund
  - Ashish Gawade and AniruddhaAtre, Jeevtronics
  - Ganesh Jangir, Newndra
- Excelling in SALES and contract negotiation
  - Kaushik Gala
  - Indranath, Helium consulting
  - Amitabh Srivastava, CSIR-Tech
- Cap-tables & protecting promoter interests
  - Sujata Bogawat, Advantage Business Consulting
- How to get EU/CE and USFDA approvals for medical devices: Practical tips and best practices
  - SachinMamidwar, Orthogen Lifesciences Ltd.
- Other topics suggested by entrepreneurs
  - Business strategy on How to focus on the important & look beyond firefighting and the urgent (defining critical growth path vs firefighting operations)
  - Lessons in out-licensing

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### Mentors (in alphabetical order of last names)

<p>Subhojit Basu</p> 	<p>Subhojit Basu, Founder DeeDee Labs</p> <ul style="list-style-type: none"><li>- IIT KGP B.Tech(H), M.Tech'04</li><li>- Indian National Math Olympiad Awardee '98, CNBC-TV18 Young Turks'13</li><li>- Component Design Engg., Intel India ['04-'05]</li><li>- Research Consultant, VLSI, IIT KGP ['06-'07]</li><li>- Ph.D. Student, University of Maryland, College Park, ['07-'08]</li><li>- Founder ANTFarm Robotics</li><li>- Multicore processor, Mixed Signal, MRI processing, Image Processing, WSN, Swarm robotics, Data Science.</li></ul>
<p>Sambudha Ghosh</p> 	<p>Dr. Sambudha Ghosh is the founding director of AbGenicsLifeSciences Pvt. Ltd. And ABEL Biosolutions Pvt Ltd. , Pune, India. Dr. Ghosh has worked as a senior scientist at Hoechst Roussel Vet and Intervet (AkzoNobel). He has functioned in senior management positions of various other multinational organizations and vaccine operations for more than 20 years. He is a doctorate in Veterinary Virology, with experience in vaccine production, quality control as well as developmental and translational research. His major focus area has been vaccine research, production and quality control with proficiency in areas of vaccine development, CMC submission, planning and development, including composition requirements and strategic options.</p>
<p>Piyush Joshi</p> 	<p>Piyush is Co-Founder at Orthocrafts Innovations - a material science focused start-up catering to healthcare market of India. In this entrepreneurial role Piyush looks after fund raising for start-up, new products development, team expansion and marketing. Piyush brings with him a unique experience of commercializing technology from Public funded research via spin-off route. He is currently project manager at Venture Center and charged with a responsibility of creating technology based start-ups. In his current role, He actively scouts for the technologies that has potential to create several products and facilitates the process of injecting these technologies into start-ups. In his prior tenure at NCL, He has worked on medical device development, patent landscaping for security features.</p>
<p>Jayant Khandare</p> 	<p>Jayant Khandare , Co Founder and Chief Scientific Officer (CSO) at Actorius Innovations and Research Pvt Ltd</p> <p>He received Ph.D. in Chem. Eng. from National Chem. Lab., Pune, India.</p> <p>His research interests are at the interface of macromolecular chemistry, targeted drug delivery, 3D cancer cell scaffolds, and 3D surfaces. He was a senior research scientist, heading Polymer Chemistry Grp., in Drug Discovery Company- Piramal Healthcare Ltd India and has published 45 research papers.</p> <p>During Alexander Von Humboldt experienced researcher at Freie University, Berlin, Germany, he worked on nano-imaging of near infra-red-polyglycerol-dendrimer probes for cancer and inflammation imaging.</p>

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	<p>Dr. Khandare has filed 11 US/PCT patent applications. His PCT patent application on creating in vitro 3D cancer scaffolds of 2 mm size correlates in vivo- as a drug discovery tool. He regularly writes science blogs for 'Human Touch of Chemistry' and has been part of outreach events for Royal Society of Chemistry, West India. He has published 2 books on popularization of science.</p> <p>His research based start-up, Actorius Innovations and Research (AIR) is involved in designing multicomponents for cancer diagnostics. He is also a founder of Right to Research Foundation, a non- profit researcher's entity in Pune.</p>
<p>Nishant Kumar</p> 	<p>Nishant Kumar, Founder and CeO, Embryyo Embryyo is a medical devices and healthcare solutions company. We are doing our bit towards building a healthier planet by constantly pushing the frontiers of medical technology with novel, need-based and human-centric ideas. Our products and solutions are integral pieces of our larger vision of advancing healthcare with affordable technologies and breakthrough research Innovator, Social innovation program for Products affordable and relevant to societal health (SPARSH) Grand Challenges Exploration Award Round 14, Bill and Melinda gates foundation One of the top 55 awardees globally.</p>
<p>Vishal Mahale</p> 	<p>Vishal Mahale, Founder at Barefeet Analytics Pvt. Ltd. and M.Tech at Institute of Bioinformatics and Biotechnology Vishal Mahale obtained his M.Tech. from Pune University (Integrated 6-years program in Biotechnology). He developed analytical methods for the detection of pesticide residues from produce and food as a part of his dissertation research at NCL. He has extensive experience working and managing his family grape vineyards in the Nashik area. He brings along grass root level understanding and insights into the working of the Agri Exports sector in India. He currently oversees the day-to-day functioning and operations at Barefeet Analytics.</p>
<p>Anshuman Lath</p> 	<p>Anshuman Lath Director at Gram Oorja Solutions Private Limited He is an IIMB and IIT graduate with 17 years experience working in rural electrification, SMEs, tribal education organisations and investment banking About GramOorja; Gram Oorja sets up rural energy systems in biogas, solar, wind and hydro - mostly for captive uses. Primary target is kerosene, LPG, firewood and diesel mitigation.</p>
<p>Aditya Phatak</p>	<p>Aditya Phatak, Co-Founder and CEO M.Tech. Computer Sci (IIT Bombay) 17 years of business &amp; technology experience Previous: VP Life Sciences and Health care at Persistent Systems</p>

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	<p>Over 15 years of business, management and technology experience in life sciences, health care IT and software product development. Passionate about developing information management systems &amp; tools to help biomedical researchers effectively manage and analyze large volumes of data. Currently exploring how to bring next generation genomic technologies to India that will help enable personalized and cost-effective patient care.</p>
<p>Vivek Ranade</p>	<p>VivekRanade, Scientist at National Chemical Laboratory and member of the Board of Directors of VIVIRA Process Technologies Currently lead Chemical Engineering and Process Development research at National Chemical Laboratory. My responsibilities include: identifying important research problems, formulating project proposals, leading and executing projects to achieve the set objectives, identifying needs of industry and providing appropriate solutions, creating facilities for experimental and computational research on key areas of chemical and process engineering, supervising research students and project assistants. The focus was on creating synergy among scientists working on chemistry, catalysis and process and reactor engineering to create greater value and greater impact on industry. Earlier I was leading a dynamic team of more than 25 professionals at Tridiagonal Solutions to develop computational models and software products for providing engineering solutions</p>
<p>Chaitanya Saxena</p>	<p>With 10+ years of experience in utilizing biophysical techniques to solve the relevant problems in life sciences, Chaitanya is a seasoned professional and bring successful experience of developing technologies for drug-target deconvolution and drug-target interaction measurements in intact biological systems from his tenure at Eli Lilly &amp; Company. Chaitanya earned a Ph.D. from The Ohio State University, Columbus, OH, USA. Along with technical expertise Chaitanya also brings a solid experience of conceptualizing, developing and managing start-up and nascent organizations. Earlier he served as the Board of Director for 'Kshitiz Inc.' from 2004-2007. He also directly handled project management efforts of several internationally reputed non-profit organizations. These transferable managerial skills are playing a key role in shaping Shantani.</p>
<p>Aman Sharma</p>	<p>Aman Sharma, Founder, Director: He has worked in the oncology research space for the last 6 years and is dedicated to create value based solutions to the end users. He is trained in cell biology, and cancer biology during his PhD tenure .Aman has a sight for technology identification, value generation in life science sector, and translational oncology research for impacting the mass. He is highly active in bringing the interdisciplinary skill sets to the development of novel oncotchnologies to change the cancer diagnosis, therapeutics approach. He is responsible for overall company management and overlook company's R&amp;D.</p>

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### About the organizers



BioIncubator at Venture Center was created with support from DBT-BIRAC under the BioIncubator Support Scheme. It has been conceptualized to help innovators in the spectrum of biomass, bioengineering, bio informatics, biomed & agro based industries to ease their enterprises into the ecosystem. Along with infrastructural support in the form of biosciences labs & office spaces, the BioIncubator also provides advisory services, referrals, scientific support, library and information services, Intellectual property services, seed funding & access to talks, workshops & technical training programs.

**For more information about BioIncubator at Venture Center, visit [www.bioincubator.venturecenter.co.in](http://www.bioincubator.venturecenter.co.in)**

### Supported by



Biotechnology Industry Research & Assistance Council is a new industry-academia interface and implements its mandate through a wide range of **impact initiatives**, be it providing access to risk capital through targeted funding, technology transfer, IP management and handholding schemes that help bring **innovation excellence** to the biotech firms and make them globally competitive.

**For more information about BIRAC: [www.birac.nic.in](http://www.birac.nic.in)**



Entrepreneurship Development Center (Venture Center) – a CSIR initiative – is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center's focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering.

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