



**Work shop on Innovation & Entrepreneurship**

**University of Hyderabad**

**Seminar Hall, School of Life Sciences**

**06-07, Sep -2016**

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## **Program Schedule**

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**Organized by: School of Life Sciences, UoH**

**Supported by: UPE - Phase-II, UoH**

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**Accelerating Partner**

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**Registration:** 9:00 am – 10:00 am

### **Inaugural Session**

10:00am – 10:05 am -Welcome address – Dean, SLS, UoH

10:06 am – 10:15 am – Presidential Address – Vice-Chancellor, UoH

10:16 am – 10:25 am – About the Workshop – Mr. Vishal Gandhi, Founder, BIORx Venture Advisors Pvt. Ltd.

10:26 am – 10:50 am– Inaugural Address – Dr. Renu Swaroop, Senior Adviser, Department of Biotechnology, Govt. of India

10.50- 11.00am - Q&A Session

// TEA BREAK //

11:30am–12:15pm –Invited Talk 1– Prof. Prasada Reddy, Lund University

12.16pm–01:00pm: Invited Talk 2 – Case Study Presentation by Dr. Piony Bhatt , IIT Mumbai

// LUNCH BREAK //

### **Session I: (2:00 pm – 4:00 pm)**

#### **Key elements of a Business Model**

(Macro view on successful Innovation led business models)

<b>Chapter</b>	<b>Title</b>	<b>Speaker</b>
1	Identifying Gaps & Refining Business Models	BIORx Venture Advisors
2	Refining & Defining Your Business Model - Working with Mentors	
3	Building a comprehensive Go to Market Strategy & Acquisition Strategy	Sai Prasad, Bharat Biotech, Hyderabad
4	Branding & Communications - Creating that Differential	
5	Sales Strategy & Execution	
6	Technology business Incubator (TBI), Univ of Hyd	Prof. Venkataramana, Coordinator, TBI-UoH
7	Molecule to Customer: Personalized Medicines	Dr. Gowthamarajan, JSS Pharmacy College, Mysuru.

// TEA BREAK //

**Session II: (04:00 pm – 5:00 pm)**

**Intellectual Property Types & Scope**

Chapter	Title	Speaker
1	Building an IP Portfolio & Monetization	Dr. S. Padmaja, iProPAT Intellectual Property Solutions, Hyderabad
2	Innovation and Protection	Prof. Anand K. Kondapi, School of Life Sciences, UoH
3	Challenges and Issues in managing IP Assets in a University Set-up	Sandeep Aggarwal , Aastra IP
4	Technology Transfer and IP Commercialization in Universities - Challenges, Opportunities and Success Stories	Kameshwar Eranki, VajraSoft Inc.

**DAY - 2**

**Session III: (10:00 am – 1:00 pm)**

**Understanding Finance & Key Elements (Cash Flows, Balance Sheet, P & L Statements)**

Chapter	Title	Speaker
1	Basics of Finance & Refining your financial model	T. Srinivas, CFO, Bharat Biotech
2	Getting Funding - Art of Fund Raising	BIORx Venture Advisors
3	Structuring Investments i.e. Terms Sheets, Valuations	

// LUNCH BREAK //

**Panel Discussion: (02:00pm – 04:00pm)**

**Various Funding Sources** – Accelerating Innovation to Marketplace with special emphasis on Academia- Industry Partnerships.

*Session Moderator:* Mr. Vishal Gandhi, Founder, BIORx Venture Advisors.

1. Dr. Ashwini Gupta, DSIR
2. Dr. Satya Prakash Dash, BIRAc
3. T. Srinivas, Bharat Biotech
4. Ramesh, Venture Fund

// TEA BREAK //

**Valedictory Session**

4:30 pm – 5:00 pm – Valedictory address – Shri. Harkesh K. Mittal

5:00 pm – 5:30 pm – Participants' feedback

5:30 pm – 5:40 pm – Vote of thanks – Dr. Prakash Prabhu, Department of Biotechnology and Bioinformatics, School of Life Sciences.

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