



Department of Biotechnology
Ministry of Science and Technology
Government of India



Enterprise Building & Innovation in Biotechnology Firms

Department of Biotechnology (DBT)-ABLE workshop for Biotech Start Ups & SMEs

23rd January 2012 at Delhi

Venue: Best Western Skycity Hotel. Gurgaon
1 Old Judicial Complex | Sector 15, Gurgaon

25th January 2012 at Bangalore

Venue: Hotel Goldfinch
32/3, Crescent Road, High Grounds,
Off Race Course Road, Bangalore

Department of Biotechnology (DBT) and Association for Biotechnology Led Enterprises (ABLE; the nodal biotechnology focussed industry organisation of India), are partnering to conduct two workshops at Delhi & Bangalore aimed at biotechnology start-ups that will be co-ordinated and conducted by world renowned expert on entrepreneurship Dr. Shailendra Vyakarnam (Director, Centre for Entrepreneurial Learning, Judge Business School, University of Cambridge, UK) and an eminent team of entrepreneurs and CEOs.

The workshops will be highly interactive and deliberate on how the biotech industry could learn to foster an innovative culture within the organisation and transition them from being a service oriented into an innovative product led company. The workshops will address the following issues:

- **IP for Growth:** How successful technology start ups firms & SMEs use IP strategically.
- **Funding for Growth:** How successful start-ups & SMEs navigate funding issues to leap into the next level?
- **Market for Growth:** How firms identify potential markets to grow?
- **Business Strategy:** How do successful technology start-ups & SMEs manage collaborative projects involving various partners, use open innovation strategies and deal with changing global dynamics?
- **Building Management Team:** How do firms build & nucleate a management team that is aligned to the vision of transitioning start-up firm into a successful innovative firm?

Who should attend: Biotech Start-up firms and SMEs that have been operational since 2005. This workshop is open to start up firms in **biopharma, bio-informatics & systems biology, clinical & contract research, chemical sciences, alternative energy, medical devices & diagnostics and industrial biotechnology.**

Registration: The maximum number of participants for each of the workshops at Delhi & Bangalore is 50. There is no registration fee. To register please send an email to **Mr. Sreejith Sreekandan** [sreejith@ableindia.org] **mobile: 09341325779** with your name, preferred workshop location (Delhi or Bangalore) and a brief description about your firm.

Tentative Agenda of the workshops (Delhi & Bangalore):

- 09:30am - 10:00am:** **Registration & Tea**
- 10:00am - 10:30am:** **Introduction: Setting the scene, objectives & expectations**

Dr. Satya Dash, COO, ABLE;
Dr. Shailendra Vyakarnam; Director Centre for Entrepreneurial Learning (CfEL), Judge Business School, Cambridge, UK [Delhi & Bangalore workshops],
- 10:30am -11:30am:** **Business Strategy & Marketing for Growth: Not a short sprint but a marathon.**
How do successful technology firms negotiate the road from lab to the market?
Chair & Chief Co-ordinator: Dr. Shailendra Vyakarnam [Delhi & Bangalore workshops],
Dr. Anand Anandkumar, Chairman & MD, Cellworks Inc. [Bangalore workshop]
- 11:45am-01:00pm:** **Strategy for IP: How do start-up firms build and use IP for growth?**

Chair & Chief Co-ordinator: Dr. Shailendra Vyakarnam [Delhi & Bangalore Workshops]
Dr. Premnath Venugopalan, Head, NCL Innovations [Delhi workshop]
Dr. Vijay Chandru (Chairman & CEO Strand Lifesciences [Bangalore workshop])
- 01:00pm-02:00pm:** **Lunch**
- 02:00pm-03:15pm:** **Funding for Growth: The route to Funding Nirvana.**
This session will address the kinds of funding sources available. How start-ups and other biotech firms seek successful funding.

Chair & Chief Co-ordinator: Dr. Shailendra Vyakarnam [Delhi & Bangalore workshops]
Ms. Deepanwita Chattopadhyay, MD & CEO, IKP Knowledge Park. [Delhi workshop]
Dr. Anand Anandkumar, MD & Chairman, Cellworks, [Bangalore workshop]
Dr. Vijay Chandru [Bangalore workshop]
- 3:15pm-3:45pm:** Tea
- 3:45pm-5:00pm:** **Building effective teams: what lessons have been learnt from successful firms?**

Chair & Chief Co-ordinator: Dr. Shailendra Vyakarnam [Delhi & Bangalore workshops]
Mr. Kaushik Gala, Associate Principal, Accelerator India [Delhi & Bangalore workshops]
Mr. Shyam Suryanarayanan, CEO C-Drive [Delhi & Bangalore workshops]

5:00pm-5:15pm:

Close

About ABLE: Association of Biotechnology Led Enterprises (ABLE) is the nodal, pan-Indian biotechnology industry body with more than 200 members from all across the country that belong to all verticals of the sector including biopharma, bio-services, agri-biotech, industrial biotechnology & bio-informatics.

More details at <www.ableindia.in>

About **Centre for Entrepreneurial Learning (CfEL), University of Cambridge, UK:**

The Centre for Entrepreneurial Learning (CfEL) was launched on 1 September 2003 with a mission to "spread the spirit of enterprise" by providing educational activities to inspire and build skills in the practice of entrepreneurship. It was originally part of the Cambridge Entrepreneurship Centre (established in 1999), which subsequently divided into two separate organisations - CfEL and Cambridge Enterprise. CfEL is a not-for-profit organisation based at Cambridge Judge Business School, one of the departments of the University of Cambridge's School of Technology.

CfEL focus is on the practice of entrepreneurship, unlock entrepreneurial potential of individuals, share best practice with the wider community through networks and collaboration and deliver excellence.

CfEL's innovative programmes range from elective modules in University of Cambridge undergraduate and postgraduate programmes to open programmes for aspiring entrepreneurs such as Enterprise Tuesday, Ignite and Enterprisers.

More details about CfEL at <www.cfel.jbs.cam.ac.uk/>.

Speaker's profile, Delhi – 23rd Jan'2012:

Dr. Shailendra Vyakarnam: Dr. Vyakarnam is Director of the Centre for Entrepreneurial Learning (CfEL), Judge Business School at the University of Cambridge. Over the last 10years, he has been developing the curriculum for a practitioner-led approach to education in entrepreneurship at the University of Cambridge. He has advised entrepreneurs and policymakers and recently co-authored two books, one on entrepreneurship education for the World Economic Forum and more recently another book titled "Unlocking the Enterpriser Inside" with his co-author Neal Hartman from MIT. Dr. Vyakarnam holds several Board positions and is co-founder of AcceleratorIndia as well as several early stage start-up companies. He is a Board member of UKIndia Business Council and of Enterprise Educators UK.

Ms. Deepanwita Chattopadhyay: CEO & Managing Director, IKP Knowledge Park.

Ms. Chattopadhyay is responsible for developing the first Life Science Research Park in India and establishing a sustainable innovation cluster around a science park and incubator. She serves as a Director on the Boards of IKP Investment Management Company Pvt. Ltd., National Research Development Corporation, Government of India and the International Association of Science Parks (IASP). She is also a member of the Governing Councils of the Society for Technology Managers (STEM), Indian STEPs & Business Incubators Association (ISBA) and Lucknow Biotech Park, and a member of the Committee on Biotech Parks of the Department of Biotechnology, GoI and the Andhra Pradesh State Biotech Council.

Dr. Premnath Venugopalan: Dr V Premnath is currently the Head, NCL Innovations – the group within NCL charged with the responsibility of championing the cause of technology innovation within NCL. Dr Premnath is also the Founding Director of the Venture Center – a technology business incubator on NCL campus. Dr Premnath is also a Scientist in the Complex Fluids and Polymer Engineering Group at NCL.

Dr. V. Premnath holds a B.Tech. from the Indian Institute of Technology – Bombay and a Ph.D. from the Massachusetts Institute of Technology, USA. He has also been a Chevening Technology Enterprise Fellow with the Centre for Scientific Enterprises, London Business School and Cambridge University, UK.

He brings with him considerable experience in technology development and commercialization (two successfully families of commercialized products), working with start-up companies in Cambridge UK & India and engaging with large corporations for research and consulting projects as project leader.

Mr. Kaushik Gala:

Mr. Gala is Associate Principal of Accelerator India.

Previously, he worked with Entrepreneurship Development Center ('Venture Center') helping nurture and nucleate technology startups in the Pune region. He worked closely with a variety of science and technology enterprises to assist them with business planning, fund-raising, access to scientific infrastructure and high-value referrals.

Mr. Gala was co-founder and COO of Moneyoga, a capital market analytics and algorithmic trading venture, where he was involved in all key aspects of building a technology business, including company formation, business and financial planning, product development, fund-raising, market trials and exploring partnerships and exit opportunities.

Mr. Gala's career also included a stint in intellectual property evaluation and management at Freescale Semiconductor in Austin, Texas, between 1999 and 2005, leading up to primary responsibility for mining and evaluation of Freescale's patent portfolio. Kaushik then moved on to IPVALUE Management - a provider of strategic intellectual property advisory and transaction services, as Manager of IP Operations, responsible for mining, evaluation and commercialisation of patent portfolios of clients such as Xerox, Palo Alto labs and British Telecom.

Speaker's Profile, Bangalore, 25th Jan'2012:

Dr. Shailendra Vyakarnam: Please refer speaker's profile, Delhi Workshop.

Mr. Kaushik Gala: Please refer speaker's profile, Delhi Workshop.

Dr. Vijay Chandru: Dr. Chandru (Ph.D., MIT 1982) is an academic entrepreneur recognized as the 'Technology Pioneer' by the World Economic Forum in 2006.

Dr. Chandru co-founded Strand Life Sciences, a technology innovation company that has pioneered the practice of Scientific Intelligence in health sciences. He currently serves as the Chairman & CEO of Strand which specializes in applying decision sciences and systems modeling to molecular biology and drug discovery research. Dr. Chandru is the recipient of several awards and honors: Fellow of Indian Academy of Sciences (1996), MCIT Dewang Mehta Award for Innovation in IT (2001), UGC Hari Om Trust award for "Science and Society" (2003), the President's Medal of INFORMS in 2006, distinguished Alumni award by the MIT India Program in 2007, and was recognized as the Biospectrum Biotech Entrepreneur of 2007. He has been named in the "50 Pioneers of Change" by India Today magazine in 2008.

Dr. Anand Anandkumar:

Dr. Anand Anandkumar serves as the Managing Director and Chairman of the BOD of the India operations of Cellworks.

Dr. Anandkumar received his MS and PhD in Biomedical & Electrical Engineering from George Washington University, Washington DC. He is a veteran of the Semiconductor Industry with more than 18 years of experience, specializing in Electronic Design Automation (EDA) Software products, IC design and in setting up and running global operations in Emerging markets India and China. Before joining Cellworks, Anandkumar was the founding Managing Director of the India operations of Magma Design Automation.

Mr. Shyam Suryanarayanan:

Mr. Suryanarayanan is a HR Entrepreneur in the Lifesciences R&D & Management space. He runs C-Drive as its CEO, a specialist HR firm which has rich and diverse experience building teams for more than 50 research and innovation driven companies across lifesciences, pharmaceuticals, personal care, food, agri-science over the past 5 years.

C-Drive itself has a unique team composition comprising erstwhile scientists, who have opted for a career switch. Mr. Suryanarayanan remains the only 'Non Science' person in the team holding a Bachelors degree in Economics and an MBA from IMI New Delhi.

For more Information and registration please email Mr. Sreejith Sreekandan:

[<sreejith@ableindia.org>](mailto:sreejith@ableindia.org)