

# BEST India 2010

## Biotechnology Entrepreneurship Student Teams

### Guidelines Document for Students

*Created By:*

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## 1. Introduction:

BEST-India (Biotechnology Entrepreneurship Student Teams) is aimed at encouraging young postgraduate and doctoral students in developing biotechnology entrepreneurship and exposing them to issues involved in commercialization of bio-science.

The scheme is sponsored by The Department of Biotechnology, ([www.dbtindia.nic.in](http://www.dbtindia.nic.in)) Ministry of Science and Technology, Government of India and will be managed and administered by Association of Biotechnology Led Enterprises, ABLE - India. ([www.ableindia.org](http://www.ableindia.org))

## 2. BEST 2010 - Calendar

Event	Date
Last date for uploading Concept Notes	31 <sup>st</sup> March 2010
Pre-Screening of Proposals	10 <sup>th</sup> April - 10 <sup>th</sup> May 2010
Final Screening for 20 Teams	12 <sup>th</sup> May - 30 <sup>th</sup> May 2010
Informing the 20 Teams	5 <sup>th</sup> June 2010
Entrepreneurship Workshop	30 <sup>th</sup> , 31 <sup>st</sup> July, 1 <sup>st</sup> Aug, 2010
Presentation & Awards at ABLE BioInvest	25 <sup>th</sup> - 26 <sup>th</sup> November 2010

## 3. Methodology of the Programme

A nationwide 'Call for Concepts' in the area of biotechnology that has **commercialization potential** will be announced through various communication media.

Students have to form a team comprising of 5 team members, identify a team leader and a faculty member/mentor as a Guide. The Guide is optional.

Each team will submit a Concept Note based on which a Panel will screen the applications and shortlist 20 teams. These 20 teams will attend a fully paid for high quality Entrepreneurship Workshop that will familiarize them on matters related to starting a business venture like Business Plans, IP & Patenting Strategies, Raising Finance, Business Strategies, HR and case studies. At the end of the Workshop, each team will develop a business plan based on their Concept and learning from the Workshop and make a ten minute power point presentation to the Jury. The Jury will evaluate and critique each of the business plans and identify 3 winning teams.

**The 3 Winning teams will also be awarded Prize money of Rs.500,000/-, Rs. 300,000/- and Rs. 200,000/ respectively.**

The winning teams will be given an opportunity to attend and present their business plans at ABLE's Annual BioInvest Conference. BioInvest is ABLE's flagship conference that brings together on one platform Life Science

Companies, Institutional Investors and Investment Bankers to explore opportunities for investment.

#### **4. Eligibility Criteria**

Applicants must be students who are pursuing their masters, doctoral degree, BE or B Tech courses in the area of life sciences (bioscience / biotechnology and/or related subjects) from Indian universities / Institutes.

Students of the above disciplines who have completed their courses not earlier than April 2009 can also participate.

The applicants should form a team of 5 students and nominate a team leader. The individual team members may or may not be from the same Institute/University. One third of the team members can be from disciplines other than life sciences.

Teams who have participated in BEST 2009 can also take part but with a different concept idea.

Each team will submit only one entry.

Core biotechnology disciplines under which Concept Notes will be invited include Agriculture, Aquaculture, Alternate Energy/Bio-energy, Bioinformatics, Biological Applications, Bioprocess Engineering, Environment, Food, Human Resource Development, Medical, Medical Diagnostics, Medical devices, Medical Therapeutics, Nanobiology/Nanobiotechnology, Vaccines.

The proposals could be either for product, service or an application.

#### **5. Participation**

##### **a) Preparation**

Prepare a concept note. Concept note and all other details will have to be uploaded on the ABLE India website [www.ableindia.org](http://www.ableindia.org)

The components of the concept notes are given below.

- a. Concept Note Title
- b. Executive Summary (800 Words)
- c. Concept and Description of the scientific idea (1600Words)
- d. Market Potential and Commercialization prospects (800 Words)
- e. Team Members and their backgrounds, including Guides/Mentors, if any (800 words)
- f. Current challenges and roadblocks in the development of the project (1600 Words)

## **b) Uploading**

Before you start the online process to participate in the BEST 2010 competition, make sure you have the digital files of all records mentioned below:

- 1) PDF version of the concept note, not exceeding 2 MB.
- 2) PDF version of the letter from the Institute authorizing your team's participation. File size should not exceed 100 kb.
- 3) JPG images of authorized identity cards of all the team members. Each file should not exceed 100 kb.

**Note: Upload your Concept Note on [www.ableindia.org](http://www.ableindia.org). Only online submission will be accepted. No other form of submission will be considered.**

**Before uploading your concept note you will get an opportunity to review filled in details. Please note that once you have successfully uploaded your application no further changes or resubmission will be permissible.**

## **6. Jury**

A panel of judges will screen the applications. The Jury will be well represented by persons from business, technical and investment fields.

## **7. Screening**

The Concept Notes will be screened for:

- Techno-economic feasibility / viability of the business idea
- The scientific merit of the idea
- Innovativeness of the idea

After the Workshop, the Business Plan Presentations will be screened for:

- Techno-economic feasibility / commercialisation potential of the business
- Innovativeness of the idea
- Market Potential
- Quality and conviction of team
- Level of Motivation of team members

## **8. Pre-Workshop Requirements**

The 20 teams that will attend the Workshop are expected to come prepared with a 'first-cut' presentation of a Business Plan. This is to enable them to relate to the Workshop effectively. Detailed instructions will be given to the selected teams periodically for attending the workshop.

## **9. Workshop**

The 3-day Workshop conducted by ABLE will cover a wide range of topics, like Business Plan Essentials, Raising Finance and Managing, IP and Patenting Strategies etc. Industry experts in these fields will address and interact with the participants.

After the workshop, each team will make a **10 minute presentation** to the Jury after which the Jury will ask questions to the team members and evaluate and critique the business plans. After all teams have finished their presentations and question-answers, the Jury will deliberate and decide and announce 3 winning teams.

## **10. Award**

The Three winning teams will be presented with cash awards at ABLE's BioInvest Conference. The awards are sponsored by DBT. The 1st Prize will be Rs. 500,000/-, the 2nd Prize will be Rs. Rs. 300,000/- and the 3rd Prize will be Rs. 200,000/-.

## **11. Confidentiality and Secrecy**

ABLE & DBT considers all submitted concepts, executive summaries and full business plans as confidential and treats all team matters accordingly.

However, ABLE or DBT cannot guarantee complete confidentiality for proprietary matters.

Therefore, we strongly encourage any team with concerns regarding intellectual property, copyright or patent confidentiality to contact a competent legal counsel for advice on protection.

ABLE or DBT is not responsible for protection of any proprietary information and/or intellectual property included in a submitted concept, executive summary or full business plan. Ultimately, protection of sensitive materials is the sole responsibility of the team participating in the competition.

## 12. Address for Communication

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