



ENRICHING INCUBATION HUBS

WORKSHOP FOR INCUBATORS

18 JUNE 2021

3PM – 5PM

KARNATAKA INNOVATION & TECHNOLOGY SOCIETY

DEPARTMENT OF ELECTRONICS, IT & BT

GOVERNMENT OF KARNATAKA

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Workshop Brief:

Workshop Name:	Enriching Incubation Hubs – Workshop for all the state funded incubators
Speaker(s) Details:	Mr. K S Viswanathan, Vice President (Industry Initiatives) NASSCOM Mr. Ashok G, CEO and Co-Founder at Startup 360
Date:	18 th June 2021
Venue:	Virtual Platform
Duration of Event:	3.00 PM – 5.00 PM (2 Hrs.)
No. of Participants:	112

Workshop Agenda:

The Department of Electronics, IT & BT, Government of Karnataka in association with Karnataka Digital Economy Mission, organized a **“Workshop: Enriching Incubation Hubs (EnrIcH)”** for state sponsored incubators. The workshop was intended to strengthen the existing incubation ecosystem in the state.

TIME	TOPIC
3.00 PM – 3.05 PM	Opening Remarks - Enriching Incubation Hubs (EnrIcH)
3.05 PM – 4.00 PM	Business Incubator Models
4.00 PM – 4.55 PM	Implementing a Mentoring Program
4.55 PM – 5.00 PM	Concluding remarks & vote of thanks

Workshop Overview:

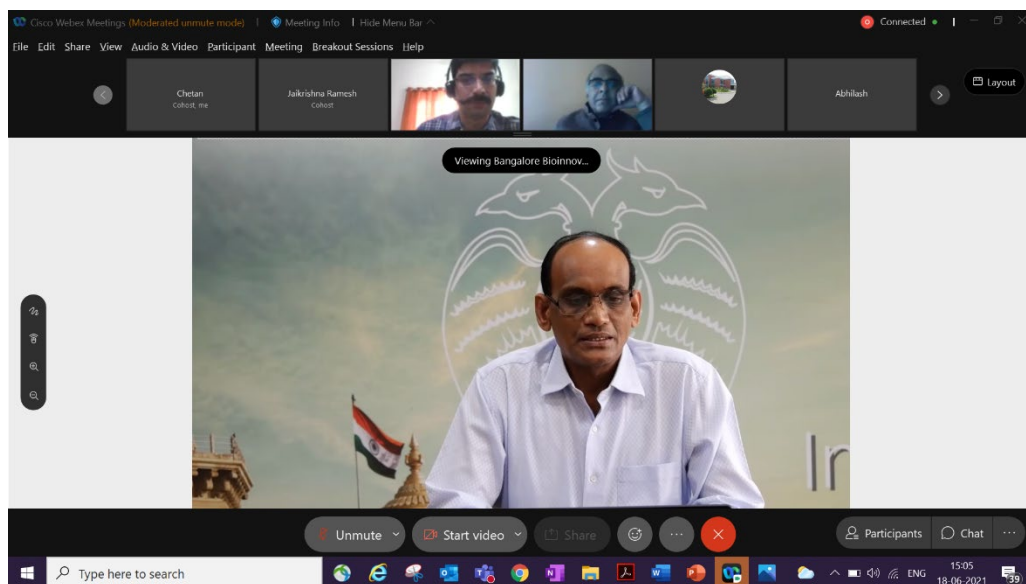
Objective:

The Department of Electronics, IT & BT, Government of Karnataka in association with Karnataka Digital Economy Mission, organized a **“Workshop: Enriching Incubation Hubs (EnrIcH)”** for state sponsored incubators. The workshop was intended to strengthen the existing incubation ecosystem in the state. The key objectives of the session are:

- Share knowledge and perspectives between incubators
- Inculcate thinking of holistic ecosystem approach into incubator
- Orient incubator into the ground realities and different models of incubators
- Build partnerships among incubators and entrepreneurs

Opening Remarks:

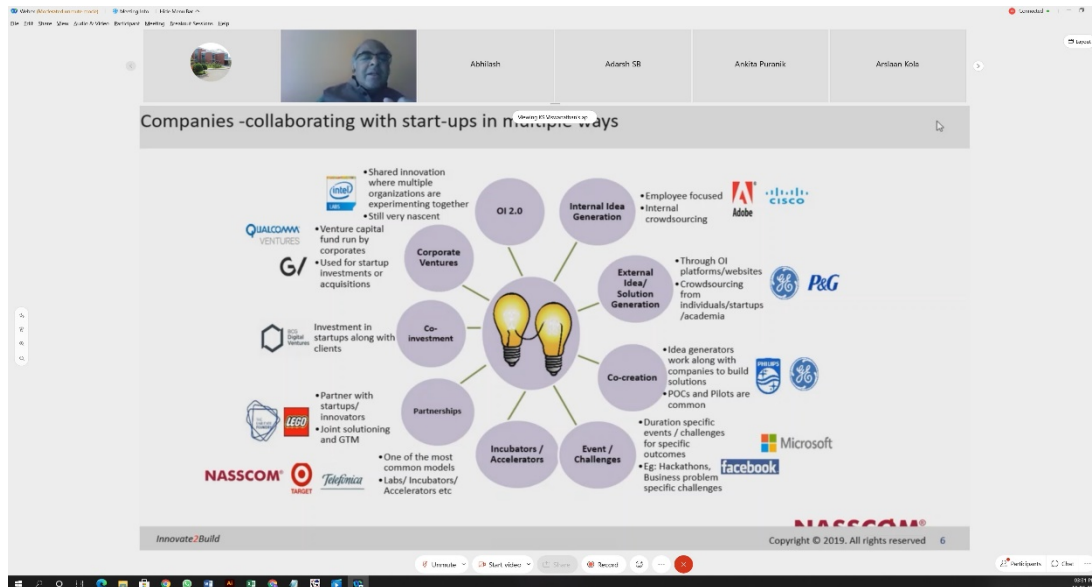
The workshop began with the welcome address by Dr. E.V. Ramana Reddy, IAS, Additional Chief Secretary, Department of IT, BT & ST, Government of Karnataka, who is also the Nodal officer for Startups in the State. Dr. E.V. Ramana Reddy apprised the audience on how the state of Karnataka has always cherished its leadership position, both on the domestic as well as on the global map of Entrepreneurship and Innovation and is taking several initiatives to continue to be a leader. India's landlocked southern city of Bengaluru has emerged as the country's technology capital. Dr. E.V. Ramana Reddy also provided a brief synopsis of the support provided by Karnataka for strengthening the Startup ecosystem. Dr. E.V. Ramana Reddy encouraged the participants to make the most out of the workshop by understanding the role of Startups and their contribution in building a self-reliant India.



Session 1: 'Business Incubator Models' by Mr. K S Viswanathan, Vice President (Industry Initiatives) NASSCOM

This session began with providing overview of the session and explained the importance of collaboration with startups. Incubators have a strong network of influential people who can connect startups/ventures with established businesses and individuals. They provide access to higher education resources. Incubators can tap into their networks of experienced entrepreneurs and retired executives. The speaker also explained various incubation engagement models in details. The 5 incubation engagement models and their support system were discussed in detail. The brief has been captured below:

1. Physical incubation: Warehouse facility with capacity eco system supports mentoring
2. Virtual incubation: Ecosystem support, Deeptech support, mentoring
3. Innovation scale up: Scale up innovation with right platforms, tools and operating model
4. Open innovation as-a-service : Run a structured innovation Program leveraging startup ecosystem
5. Co create programs: CoE structure to support Co creation of solutions for identified use cases



The speaker also shared Nasscom experience in handling startups and how the startups are adopting the change. In the session, the growing relevance on virtual incubation and the challenges faced by physical incubators were also discussed in detail. The speaker also covered how the industry or large companies are collaborating with the startups. The session was followed by question and answers where the participants from various incubators posed their questions and discussed the challenges faced by them.

Session 2: Implementing a Mentoring Program by Mr. Ashok G, CEO and Co-Founder at Startup 360

The session began by providing the overview of incubator's market as on 2021. The speaker further set the context of the relevance of mentoring program in incubators. The speaker brought the dimensions of implementing a mentorship program by detailing out on 'what can work' under mentoring system. The speaker brought out the Indian context on the startup ecosystem and the latest trends impacting the startups. The global influence on our startup ecosystem was elaborated by giving the indication on capital inflows, government pressure on ease of doing business, HDI index, SDG & milestones. He also briefed the global influence of Big 5 (Google/facebook/WA/Twitter/Amazon) data companies.

The entire session was kept in an interactive way for the benefit of attendees. The key pointers discussed and brainstormed among the incubators are:

- ✚ Program designing
- ✚ Co-creation: Partners & Collaborations- Corporate/VCs/Global Connects/Best Practices
- ✚ Access to market & intelligence
- ✚ Ex-founders, domain specialists' entrepreneurs & investors as mentors
- ✚ Paid Mentorships – Skin in the game
- ✚ Quality of Mentorships
- ✚ Customized solutions
- ✚ Energy/consistency/outcome focused
- ✚ Quality of leadership & internal teams (Energy, Knowledge, experience)
- ✚ Investor readiness, mindset capabilities, corporate connects
- ✚ Sustainable revenue & cashflow model of incubator
- ✚ Shift to Innovation & Enterprise.

Headlines-2021

"What we see" -India

- 20+ States focus on Startups
- 50+ Countries looking at India
- 100+ Universities to India (NEP)
- Clubhouse effect
- 30 % Indians as CEO's in Global Fortune500 (160+)
- A Startup in Kerala gets 20,000 orders for its pioneering device from 30 countries
- Cred's valuation trebles to \$2.2 billion
- Pine Labs eyes US IPO by March 2022
- Govt allocates Rs 830 cr for Fund of Funds
- 10+ Unicorns Plan for IPO this year...
- India home for 50 unicorns already...
- 150+ Unicorns in 2025
- \$30 Billion Invest to Tech Startups

Global influence around us....

- Capital inflows:
 - PE funding into Unicorns
 - 500+ Institutions (VC's/FO/AN's)
 - 1500+ AI's
 - Liquidity from NSE & BSE-Index highest
- Govt's- Central/State/PU/Corporations/FOF..
- Govt's pressure on :
 - Ease of Doing business Ranking
 - HDI Index
 - SDG & milestones
- Global Influence :
 - Big-5 Digital companies with our Data (Google/Facebook/WA/Twitter/Facebook...
 - Global Innovation Index
 - ESG Framework
 - G7/BELT initiative of China....

Concluding Remarks:

The session was concluded by Mr. Sanjeev Gupta, CEO, KDEM. He summarized the workshop and stressed the need for creating a communication platform that can foster partnerships among incubators.

Workshop Outcome:

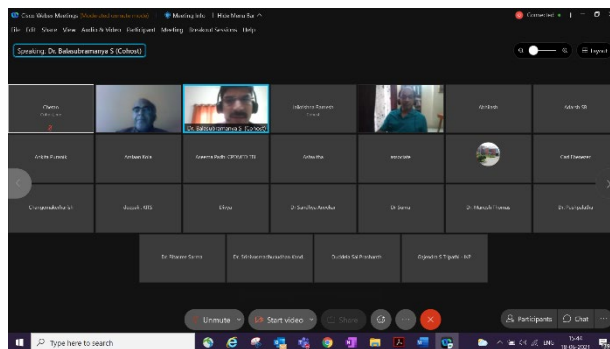
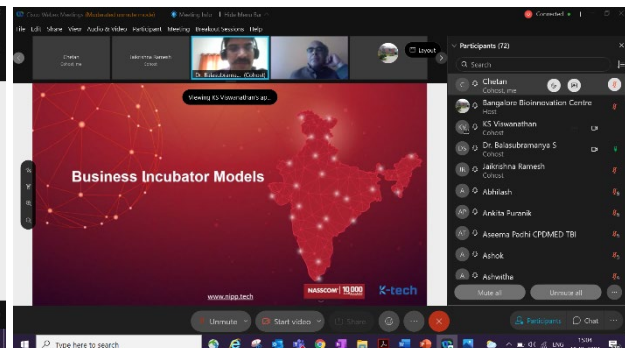
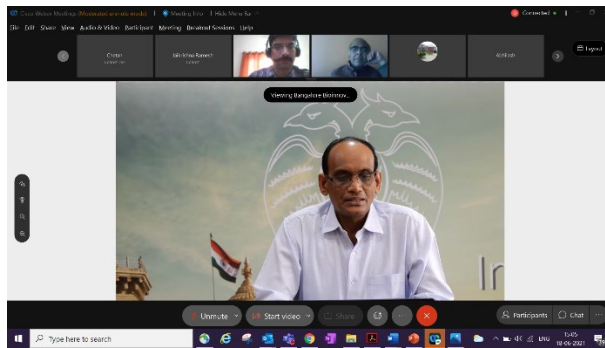
The Enrich workshop encouraged the Incubators and officials present in understanding the incubator ecosystem. The learning for overall session is briefed below:-

- Selecting Entrepreneurs: Initial selection needs to be robust to mitigate dropout rates.
- Mentorship: To help overcome the startup and scale up barriers, incubators provide a mix of practitioner and theoretical resources. However, the typical incubators have dedicated team members for an incubatee to develop in-depth understanding of the enterprise and facilitate the right set of mentors, practitioner incubators play a pivotal role in sharing their experiences and helping to overcome familiar barriers. Also motivational support plays a major role of an incubator.
- Evaluating Incubator Models: Incubators are varied in their structure and models and rightly so as contextual challenges are varied. Thus, it would be hard to find an “ideal incubator model”.
- Holistic Approach: Incubation support that encompasses a spectrum of issues facing enterprises ranging from operationalizing the business to policy support that can create a conducive ecosystem.
- Facilitating Investments: In the initial phase, incubators must facilitate financing through debt, guarantees, etc., for working capital needs followed by mediation for investments at the startup phase.
- Session also remarked that often times the incubates lack knowledge of how & when to use equity and grant funding and the support extended by incubators must extend to educating the enterprises in utilizing the funds efficiently.

Role of Startup Karnataka:

Department of Electronics, IT, BT being the Nodal Department for Startups in the State have played a key role in designing, coordinating and hosting the sensitization workshop in collaboration Karnataka Digital Economy Mission(KDEM), who supported in planning and implementing the workshop.

Snapshots from the Workshop:



Enriching Incubation Hubs (EnrichH)

Topic 1: Business Incubator Models

Speaker:
Mr. K S Viswanathan
Vice President (Industry Initiatives) NASSCOM

Date: 18th June 2021
Time: 3:00 PM – 5:30 PM



Topic 2: Implementing a Mentoring Program

Speaker:
Mr. Ashok G
CEO and Co-Founder at Startup 360



Department of Electronics, IT & BT, Government of Karnataka along with Karnataka Digital Economy Mission (KDEM) is organizing a series of capacity development workshops for all the state sponsored incubators and institutions

Who should Attend:

- Common Instrumentation Facilities (CIFs)
- Technology Business Incubator (TBI)s
- Centre of Excellences (CoEs)
- K-Tech Hubs
- New Age Innovation Networks (NAIN)

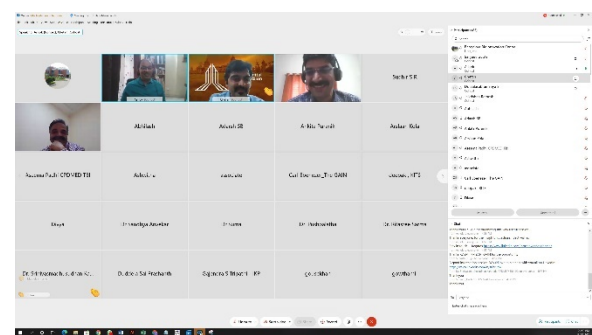
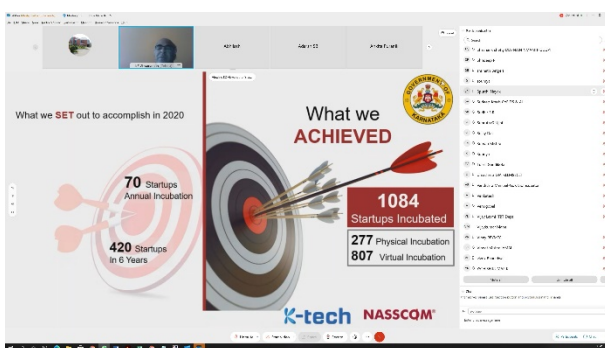
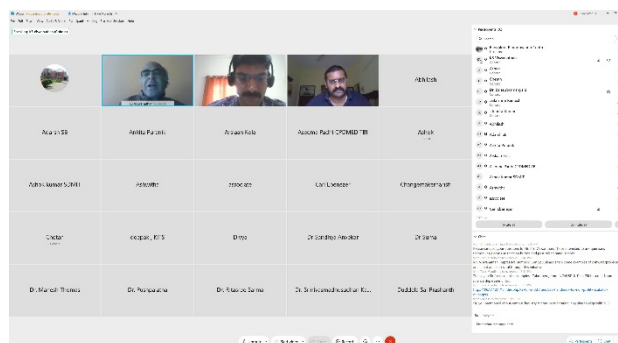
Registration Link:
<https://tinyurl.com/2bt5pxnj>

[startapkarnataka](https://startapkarnataka.com/)

[StartupKarnataka](https://startapkarnataka.com/)

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'It is mandatory for all the state sponsored incubators to participate'



List of Participants:

Participant Numbers	Name	Email
1	Abhilash	nainsjce@sjce.ac.in
2	Adarsh SB	adarsh@iamai.in
3	Ankita Puranik	ied.officer@bioinnovationcentre.com
4	Arslaan Kola	arslaan@ikpknowledgepark.com
5	Aseema Padhi CPDMED TBI	aseemapadhi@iisc.ac.in
6	Ashok	ashok@startup360.in
7	Ashok kumar SDMIT	prinipal@sdmit.in
8	Ashwitha	ashwi1986@gmail.com
9	associate	associate2mkt.startupkar@gmail.com
10	Bangalore Bioinnovation Centre	itadmin@bioinnovationcentre.com
11	Call-in User_2	
12	Carl Ebenezer	carlebenezer@gmail.com
13	Carl Ebenezer_The GAIN	carlebenezer@gmail.com
14	Changemakerharish	changemakerharish@gmail.com
15	Chetan	cdixit@kpmg.com
16	deepak , KITS	mgrskill.ktech@gmail.com
17	Divya	tm.bioincubator@manipal.edu
18	Dr Sandhya Anvekar	prgheadskills.kits@gmail.com
19	Dr Suma	sumavvietec@gmail.com
20	Dr. Balasubramanya S	srcbt.ktech@ka.gov.in
21	Dr. Manesh Thomas	ceo.bioincubator@manipal.edu
22	Dr. Pushpalatha	mppvin@sjce.ac.in
23	Dr. Ritasree Sarma	consultant.afn@bioinnovationcentre.com
24	Dr. Srinivasmadhusudhan Kandada CPDMED TBI, IISc	srinivasmk@iisc.ac.in
25	Duddela Sai Prashanth	prashanth.cs@sahyadri.edu.in
26	Gajendra S Tripathi	gajendra@ikpknowledgepark.com
27	Gajendra S Tripathi - IKP	gajendra@ikpknowledgepark.com
28	gousekhan	dia@sahyadri.edu.in
29	gowthami	gowthami@iamai.in
30	H MANOJ T GADIYAR	manojtharanathgadiyar@gmail.com
31	Impana	impana.p@nmit.ac.in
32	Inchara S	admn.itsds@gmail.com
33	Jagadish G	jso1@bioinnovationcentre.com
34	Jaikrishna Ramesh	mgrmarketing.startupkar@gmail.com
35	Jameel ccamp	jameelk@ccamp.res.in
36	Jitendra Kumar	director@bioinnovationcentre.com
37	Karthik Bappanad	karthikrb@gmail.com

38	kiran tangod	kirankt@git.edu
39	KLS VDIT-Vijet Swadi	vijetswadi@gmail.com
40	KRISHNA PRASAD NOORALABETTU	nooralabettu@gmail.com
41	KS Viswanathan	ksv@nasscom.in
42	kumarvelu	kumaroracle77@gmail.com
43	Kunal Kulkarni	Kunal@mail.nasscom.in
44	Lawrence	lawrencedsouzaa@gmail.com
45	Mahesh	ops.cyseck@karnataka.gov.in
46	Mahesh Hundekar	maippa.de@gmail.com
47	Mallesh Kumar K S - NAIN Centre, JNNCE, Shivamogga	malleshkumarks@jnnce.ac.in
48	Mallikarjuna A	mallikarjunaa@bitm.edu.in
49	Mary	consultant.ip@bioinnovationcentre.com
50	MN Kumaraswamy	marlingakumar@yahoo.com
51	Mohan Kumar D	pa.itsds@gmail.com
52	Muthukrishnan C	muthu@sfalcoe.com
53	Nagaraja D	nagraja.dk@gmail.com
54	nagesh	prajwal0021@gmail.com
55	Nagesh patil	nagesh@ikpknowledgepark.com
56	Nalini Agrawal	nalini@ikpknowledgepark.com
57	Nanditha C H	191269@sdmcyjire.in
58	Nataraj	ceo@aerocoe.org.in
59	Navratan NASSCOM COE	navratan@mail.nasscom.in
60	Nayara Yasmin	nayaray152@gmail.com
61	Neelanjana, C-CAMP	jneelanjana@ccamp.res.in
62	Nihal L Suvarna	nihal.l@ikpknowledgepark.com
63	Nikhil Talebailkar	nikhil.t@ikpknowledgepark.com
64	Nikhil Talebailkar - IKP	nikhil.t@ikpknowledgepark.com
65	Nischitha M	nischitha3388@gmail.com
66	nitin@kletech.ac.in	nitin@kletech.ac.in
67	Nitya Raman, C-CAMP	rnitya@ccamp.res.in
68	prajwal	prajwal0021@gmail.com
69	Pramod GI	t-pramod@mail.nasscom.in
70	pramod KL	pramodklreddy@hotmail.com
71	Praveen	pkmojjada@mail.nasscom.in
72	praveen	praveendj2011@gmail.com
73	PRAVEEN D JADHAV	jadhav@ikpknowledgepark.com
74	Praveen Kumar Mojjada	pkmojjada@mail.nasscom.in
75	Praveen Poojari(IKP)	poojari@ikpknowledgepark.com
76	Priya Nagaraj	priya.nagaraj@dfmail.org
77	Prof. Ashok Kumar SDMIT	principal@sdmit.in
78	Professor and Head	hodbthacd@uasd.in
79	Raghuveer The GAIN	raghuveer.bhat@thegain.in

80	Rajashekhar Salagar	cs.salagar@bldeacet.ac.in
81	Rekha Chittapur	rekha20@gmail.com
82	Rio D'Souza	principal@sjec.ac.in
83	Safira Begum	safirabgm@gmail.com
84	Samuel Paul Suchan	samuelpaulsuchan@gmail.com
85	Sanjeev Gupta	sanjeev@sanjeevkr Gupta.com
86	santoshssaraf	santoshssaraf@git.edu
87	saravanan sundramurthy	ssundramurthy@nasscom.in
88	Sharath K c	kcsharath@sdmit.in
89	SHASHANK SHETTY DIA NMAMIT	shashankshetty@nitte.edu.in
90	Shashank shetty DIA-NAIN NMAMIT-UDUPI	shashankshetty@nitte.edu.in
91	Shrideep P	shrideep.tce@msruas.ac.in
92	shrinath Betgeri	betgeriss@gmail.com
93	siddram	siddram0069@gmail.com
94	soumya	soumya.kudagi@gmail.com
95	Spurthi Nayak	nayaks@uasd.in
96	Sudeep_Ktech CoE DS & AI	sudeep@nasscom.in
97	Sudhir S R	sudhir.sr@thegain.in
98	Suhruth G Ujjni	suhruth@ikpknowledgepark.com
99	Sujay Das	strategykits@gmail.com
100	Sumati Mishra	medtech.bme@bioinnovationcentre.com
101	Supriya	supriya@nasscom.in
102	Tulasi	lgandikota@iisc.ac.in
103	Tulasi Gandikota	lgandikota@iisc.ac.in
104	Umashree-DIA-KLEMSSCET	umashreemsajjanar@gmail.com
105	Vandith G Manipal-GoK Bioincubator	om.bioincubator@manipal.edu
106	Venkatesh	kvenkatesha.k@gmail.com
107	Venugopal	venugopal@ikpknowledgepark.com
108	Vijay Laxmi ITBT Dept	ipokbits@gmail.com
109	Vijaykumar Mane	vijaykumar.mane@dfmail.org
110	Vinay RBYMEC	vinayks@rymec.in
111	Vineet Mishra IAMAI	vineet@iamai.in
112	vivek Bharadwaj	vivek.rc@nie.ac.in
113	YATHISH KUMAR K	yathishk@sjec.ac.in