



ENRICH 2.0 - INCUBATION HUBS WORKSHOP FOR INCUBATORS

Workshop 2: 20th December 2022

KARNATAKA INNOVATION & TECHNOLOGY SOCIETY
DEPARTMENT OF ELECTRONICS, IT & BT
GOVERNMENT OF KARNATAKA

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Enrich 2.0: Enriching Incubation Hubs – Workshop for all the state supported incubators (Capacity Development Workshop – 2)

Workshop 2 Brief:

Workshop 2 Name:	Enrich 2.0: Enriching Incubation Hubs - Workshop for all the state supported incubators
Speaker(s) Details:	<ol style="list-style-type: none"> 1. Dr. Sandhya R Anvekar, Program Head: Skilling, KITS 2. Subhashis Banerjee, Chief Investment Officer, ARTPARK 3. Kritika Murgesan, Director, NASSCOM 4. Navratan Katariya, Director-Innovation, K-tech NASSCOM 5. Raj Waghray, Head - Entrepreneurship Cell SID, IISc 6. Subhashis Banerjee, Chief Investment Officer, ARTPARK 7. Sathyanarayana B V, CEO, AIC-Great Lakes Balachandran Incubator 8. Manjesh Basavarajaiah, CAO, Campus Fund
Date:	20 th December 2022
Venue:	Seminar Hall, DoMS & ARTPARK Indian Institute of Science, Bengaluru
Duration of Event:	10:45 AM – 1:20 PM
No. of Participants (Incubators):	23

Workshop 2 Agenda:

Workshop Agenda:		
Enriching Incubation Hubs in Karnataka through Capacity Building Workshop in collaboration with ARTPARK (AI & Robotics Technology Park), a section 8 company (not for profit).		
TIME	TOPIC	SPEAKERS
10:45 am - 11:00 am	Welcome Note	<ol style="list-style-type: none"> 1. Dr. Sandhya R Anvekar, Program Head: Skilling, KITS 2. Subhashis Banerjee, Chief Investment Officer, ARTPARK
11:00 am - 11:30 am	Nurturing Startups of Tomorrow: Incubator Administration and Management	Ms. Kritika Murgesan, Director, NASSCOM
11:45 am - 12:30 pm	From the Research Labs to the Market: Defining Technology Commercialization strategies	<ol style="list-style-type: none"> 1. Navratan Katariya, Director-Innovation, K-tech NASSCOM 2. Raj Waghray, Head - Entrepreneurship Cell SID, IISc 3. Subhashis Banerjee, Chief Investment Officer, ARTPARK

12:30 pm - 12:50 pm	Financial Management and Raising funds from the Government	Mr. Sathyanarayana B V, CEO, AIC-Great Lakes Balachandran Incubator
12:50 pm - 01:20 pm	Funding opportunities for student-led startups	Mr. Manjesh Basavarajaiah, CAO, Campus Fund

Workshop 2 Overview:

Enrich 2.0: Capacity Building Workshop was co-hosted by Startup Karnataka and ARTPARK. Representatives from state-supported incubators attended the program.

The discussions focused on empowering startup incubators and helping them evaluate the startups on the basis of Performance Indicators like Financial Health, Networking Scope etc. The program further helped the incubators gain a perspective on technology commercialization strategies required to take ideas to the market, and about funding opportunities for student-led startups.

The overview of each session is as follows:

1. Session: Nurturing Startups of Tomorrow: Incubator Administration and Management

Speaker: Ms Kritika Murgesan (Director, NASSCOM)

The session focussed on helping participants understand the basis of the key indicator which any startup is evaluated. Ms Kritika shared her experiences on NASSCOM 10K Startups, and how entrepreneurship can be encouraged in India, given the opportunities in the country.

2. Panel Discussion: From the Research Labs to the Market: Defining Technology Commercialization strategies

Speakers: Mr Navratan Katariya (Director-Innovation, K-tech NASSCOM), Raj Waghay (Head - Entrepreneurship Cell SID, IISc), Subhashis Banerjee (Chief Investment Officer, ARTPARK)

The panel discussion enabled participants to think about the feasibility of commercialization strategies while evaluating a startup. For any startup, and in turn, any incubator to be profitable, the technology proposed needs to transition from the research lab to the market. The discussion brought to light the various activities that an incubator can undertake to facilitate accelerated technology commercialization.

3. Session: Financial Management and Raising funds from the Government

Speaker: Mr Sathyanarayana B V (CEO, AIC-Great Lakes Balachandran Incubator)

In this interactive session hosted by Mr Sathyanarayana, participants got a better understanding of the financial prospects available to them in order to fund different startups. The discussions also highlighted the different factors that need to be considered while providing financial support to a startup.

4. Session: Funding opportunities for student-led startups

Speaker: Mr Manjesh Basavarajaiah (CAO, Campus Fund)

Campus Fund is an incubator for student-led startups in India. Its uniqueness lies in the fact that it not only funds student-led start-ups but is in fact run by full-time students. Mr Manjesh spoke about the opportunities available for student entrepreneurs, and the model that they follow to support startups.

Workshop 2 Outcome:

1. Knowledge Enhancement: Helping incubators develop a strong support program by covering important aspects of incubation like technology commercialization, financial management and incubator administration.
2. Support Management: Helping incubators with requisite support infrastructure and training for startups.
3. Process Enhancement: Helping incubators build an efficient model to enable sustained growth.
4. Networking: Enabling the incubators to build a robust network by making connections with mentors, investors, and other ecosystem stakeholders.

Role of Startup Karnataka in Workshop 2:

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 ARTPARK, who supported in planning and implementing the workshop.

Snapshots from the Workshop 2:





CAMPUS FUND CRITERIA AND PROCESS

Who Qualifies as a Student Entrepreneur?

A current student
OR
dropout/graduate in the last three years
AND
who has at least 25% equity stake in the startup

Quick, Transparent, Objective 5 Step Process

1. Elevator Pitch
2. First Meeting with a SIP and an Associate
3. Second Meeting with another SIP and an Associate
4. Meeting with the Central Team
5. Pitch to the Investment Committee

OUR PORTFOLIO HIGHLIGHTS

Number of Portfolio Companies: 12

70% from Medium/Low Resource Institutes

40% Non-Tech Founders

25% Female Founders

78% Undergrad, 11% each Masters and PhD Student Founders

30% Hardware First Tech Enabled Start-ups

70% B2B Start-ups

List of Participants (Incubators) in Workshop 2:

Sl.	Name of State Supported Incubator	Name of Participant from the Incubator	E-Mail ID	Phone No.
1	K-tech Innovation Hub, NAIN, Secab Institute of Engineering, Vijayapura District	Santosh Shirol	santosh.i.shirol@gmail.com	9741649365
2	K-tech Innovation Hub, NAIN, Rao Bahadur Y. Mahabaleshwarappa Engg. College, Ballari District	K S Vinaya Kumar	vin4034@gmail.com	8892891486
3	K-tech CoE Aerospace & Defence	Nataraj R	ceo@aerocoe.org.in	9886283456
4	K-tech Innovation Hub, NAIN, Yenepoya Institute of Technology, Dakshina Kannada District	Dr. Prasanna Kumar. C	prasannakumar@yit.edu.in	9901959908
5	K-tech CoE Agri Innovation by C-CAMP	1 Ashwitha K 2 Dr. Jameel 3 Snigdharani Palai 4 Dr. Indrani Suryaprakash	ashwithak@ccamp.res.in jameelk@ccamp.res.in snigdharanip@ccamp.res.in suyraprakash.ind@gmail.com	8073182035 9284588544 9337622572 9845329911
6	K-tech TBI MS Ramaiah	Narasimha Reddy KV	babu.dec04@gmail.com	8884553443
7	K-tech Innovation Hub, NAIN, Ghousia Eng. College, Ramanagara District	Mohamed Sadiq	sadiq_ise@rediffmail.com	7019088190
8	K-tech Innovation Hub, NAIN, BGS Institute of Technology, Mandya District	Amith B J	amithprasad1992@gmail.com	9916767160
9	K-tech Innovation Hub, NAIN, KLE's Dr. M S Sheshgiri	Umashree M Sajjanar	umashreemsajjanar@gmail.com	8553504884

Sl.	Name of State Supported Incubator	Name of Participant from the Incubator	E-Mail ID	Phone No.
	College of Engg. Belagavi District			
10	K-tech TBI INCENSE	Rifran Crasta	rifrancrasta@iisc.ac.in	9741472123
11	K-tech Innovation Hub, NAIN, KLS Vishwanath Rao Deshpande Rural Institute of Tech. Haliyal, Uttara Kannada District	Bhanupriya N	nain@klsvidit.edu.in	8217481460
12	K-tech Innovation Hub, NAIN, Sharnbasva University, Gulbarga District	Shweta Biradar	shwetabiradar28@gmail.com	9886728263
13	K-tech Innovation Hub, NAIN, Shri B.M. Patil Medical College, Vijayapura District	Priyanka Hungund	khanjire0909@gmail.com	7721809809
14	K-tech Innovation Hub, NAIN, Proudhadivaraya Institute of Technology, Ballari District	Gururaj Muktedar	muktedargururaj@gmail.com	6361977305
15	K-tech Innovation Hub, NAIN, G.M Institute of Technology, Davangere District	VARUN KUMAR N P	varunkumar3603@gmail.com	9742991994
16	K-tech Innovation Hub, NAIN, A. T. M. E College of Engineering, Mysuru District	Dr. Yathisha L	deanstudentaffairs@atme.edu.in	9902238768
17	K-tech Innovation Hub, NAIN, Malnad College of Engineering, Hassan District	Madhu C K	ckm@mcehassan.ac.in	9731283249
18	K-tech Innovation Hub, NAIN, Angadi	Omkar V Patil	omkarvp21@gmail.com	9916354089

Sl.	Name of State Supported Incubator	Name of Participant from the Incubator	E-Mail ID	Phone No.
	Institute of Technology and Management, Belagavi District			
19	K-tech Innovation Hub, NAIN, KLS Vishwanath Rao Deshpande Rural Institute of Tech. Haliyal, Uttara Kannada District	Dr. K S Pujari	kspujar@klsvidit.edu.in	9448408457
20	K-tech Innovation Hub, NAIN, Bapuji Institute of Engineering and Technology, Davangere District	Shreyas Vernekar	shreyverne@gmail.com	9591071117
21	K-tech Innovation Hub, NAIN, Sahyadri College of Engineering and Management (SCEM), Mangalore District	Duddela Sai Prashanth	prashanth.cs@sahyadri.edu.in	9703333976
22	K-tech Innovation Hub, NAIN, Alva's Institute of Engg. & Technology, Moodbidri, Dakshina Kannada District	Tanvi Rai A	tnvrai07194@gmail.com	9686126748
23	K-tech Innovation Hub, NAIN, S J C Institute of Technology Chikkaballapur District	Prof. Suresh Kumar H S	sureshkumarhs.cs@sjcit.ac.in	9980091153
