

BIRAC Partnerships for Nurturing Innovation

Guidelines

Background: BIRAC nurtures and promotes Innovation and Entrepreneurship Ecosystem to address the unmet needs in biotech sector including Healthcare, Pharma, Diagnostics, Industrial Biotechnology, Nutrition, Maternal Health, Agriculture, Sanitation and waste management etc. BIRAC acts as a catalyst to strengthen and empower the emerging biotech enterprise in India. It undertakes Strategic Partnerships with National and International agencies to

- Empower Start-ups & SMEs
- Contribute through partners for capability enhancement and diffusion of innovations
- Enable commercialization of discovery
- Ensure global competitiveness of Indian enterprises

Partnership modalities:

Connect: BIRAC may identify and partner with an organization through one of the following routes:

- BIRAC receives and interest from an external agency to partner
- BIRAC may approach a potential Partner

Scope and Potential areas of collaboration: Scope of partnership and/or proposed collaboration should be in alignment with the broad mandate and vision of BIRAC.

A potential collaboration may cover one or more of the various activities related to promoting and nurturing Startups, Innovators, SMEs including but not limited to the following:

- Mentorship
- Exchange program
- Immersion program in Industry, Institutes, Hospitals, etc.
- Business & Technical Workshops, Conferences, Focused one on one/group activities
- Co-funding
- Awards & Recognition
- Access to enabling opportunities
- Investment opportunities
- Market access
- Global outreach
- Joint stakes for co-development
- Infrastructure development
- Other activities of mutual interest

Partnering Entities: Partnering Entities could be national or international organizations including following:

- Public, Private (including for profit) Organizations
- Philanthropic Organizations

- Multinational Companies
- Public Sector Government Organizations
- Universities/Institutions of International Repute
- State Government
- Any other innovation enabler

Partner's Credentials: A prospective partner of national and/or international repute and not having an undesirable past record.

Processing of Partnership Proposals:

- Initial screening & Review can be done for ensuring that the Partnership is within scope & mandate of BIRAC by SPED Group Convener.
- Review and recommendation by BIRAC's Strategic Partnership Committee for Competent Authority approval
- Approvals with specific technical group/concerned group for formalization of partnership.

Efforts would be encouraged to align a new partnership activity with an existing program/scheme of BIRAC. If required, new programme can also be conceived on merit basis.

Instruments of Partnership: BIRAC may partner with the identified organization through a Memorandum of Understanding (MoU)/Letter of Intent (LoI)/Agreement/any other appropriate legal instrument. The modalities of Partnership comprising following broad contours are covered in the MoU/LoI/Agreement:

- Objectives of the Partnership
- Deliverables
- Specific roles and responsibilities of each partner
- Access to resources
- IP sharing and confidentiality
- Funding modalities (in case of co-funding partnership)
- Any other specific requirement

Specific/subsequent activities may be added with technical & financial details for implementation with reference to the MoU.

Post LoI/MoU/ Agreement to recognize the partnership, Partnerships can be extended and expanded based on the outcome review through the Partnerships committee.

Roles & Responsibilities of BIRAC's Strategic Partnerships Committee:

Each Partnership proposal is evaluated and examined by BIRAC's Internal Partnership Committee on the following parameters:

- Alignment with BIRAC mandate
- Repute and recognition of the partnering organization (includes background KYC verification of the partner)
- Mutual benefit to the partners
- Any other relevant criteria suggested by the Committee

Co-funding Partnerships:

- **Receipt of Funds:**
 - Partner may contribute funds for the identified scheme/program to BIRAC and partner for technical & financial engagements depending on mutual interests
- **Deployment of Funds**
 - Funds received from a partner will be deployed for supporting startups/innovators by BIRAC or through an implementing BIRAC Partner depending on the program/scheme identified for co-funding
- **Identification of Projects to be supported through co-funding:**
 - Partner may like to nominate relevant experts for joint selection of projects to be supported through co-funding.
- **Overheads**
 - BIRAC shall charge overheads as per Industry Norms.
- **Sharing of returns**
 - In certain instances, like co-funding under BIPP Scheme, Equity Schemes, Partner will be eligible to share Royalty, Equity on pro-rata basis or mutually agreed formula wherever applicable.
- **Legal Instruments:**
 - Co-funding agreements to be signed between the BIRAC/Implementation Agency and Grantee will have appropriate clauses to cover:
 - Distribution of funds between BIRAC & Partner
 - Royalty sharing, if any.
 - IP & Confidentiality
 - Any other requirement

Flowchart for BIRAC Strategic Partnerships

Potential partners may approach BIRAC
or
Partners can be reached out by BIRAC



