

## BIRAC-TiEWiNER Accelerator Programme (July 7-13, 2018)

Day 1, 7 <sup>th</sup> July: Induction of participants		
10:30-12:30	Registration & Networking Tea	
12:30-14:00	Lunch	
14:00-14:15	Welcome address	Dr. Sudha Nair, Golden Jubilee Biotech Park
14:15-14:30	Opening Remarks	Dr. Manish Diwan, BIRAC
14:30-15:30	Key Note Address	Ms. Akhila Rajeshwar, TIE Chennai
15:30-16:00	BIOTECH	Tea Break
16:00-18:00	Introduction of Participants (7 min presentation by each WInER awardee)	Coordinated by Dr. Nisha Mukund and Ms. Taranjeet Kaur
18:00-18:30	Tour to Park	Coordinated by GJBP
Day 2, 8 <sup>th</sup> July: Value Proposition and Pricing Strategies		
09:30-11:30	Introduction to Costing, Pricing: Value Stream Mapping	Mr. Lalith Kishore and the team, GE Healthcare
11:30-11:45	Networking Tea	
11:45-13:00	An Action Workout	Mr. Lalith Kishore and the team, GE Healthcare
13:00-14:00	Lunch	
14:00-15:00	Tactical Pricing, Pricing Strategies	Mr. Lalith Kishore and the team, GE Healthcare

15:00-16:00	Value Proposition Building for Products and Services	Mr. Lalith Kishore and the team, GE Healthcare
16:00-16:30	Networking Tea	
16:30-18:00	Workout on Value Proposition Building	Mr. Lalith Kishore and the team, GE Healthcare
18:00-18:30	Summarizing the day's activities	
<b>Day 3, 9<sup>th</sup> July: Understanding Term Sheets &amp; Fund Management</b>		
09:30-11:00	Structuring Investments i.e. Terms Sheets, Valuations	Mr. P R Ganapathy, Villgro
11:00-11:15	Networking Tea	
11:15-13:00	Understanding of financial statements and financial ratios	Mr. P R Ganapathy, Villgro
13:00-13:30	WORKOUT	
13:30-14:30	Lunch	
14:30-15:30	Choice of Funding Opportunities; Post Funding: Fund Management, Raised Expectations	Dr. Sriram Raghavan, Jananom Technologies
15:30-16:00	Networking Break	
16:00-18:00	Digital Marketing and Social Media Marketing	Mr. Navneet Kaushal, Page Traffic
18:00-19:00	Lessons Learnt - Women entrepreneurs from GJBP	
<b>Day 4, 10<sup>th</sup> July: Understanding Regulatory Framework &amp; Compliances</b>		
09:30-11:00	Understanding the Regulatory Landscape	Dr. Tamal Raha, IBPS Consulting

11:30-13:00	Implications of Regulatory Issues in Commercialization	Dr. Jitendar Sharma, AMTZ
13:00-14:00	Lunch	
14:00-15:30	<p><b>RClinics:</b> How to decide on the regulatory path to follow? What are the relevant regulations? Should I do CDSCO, CE, US FDA? Planning tests and data at pre-clinical stage. Selecting partners. Clinical trial design. Budgeting and time lines.</p>	<p>Organized by Regulatory Information and Facilitation Center (RIFC), BRBC @ Venture Center, Pune</p> <p><b>Mentors:</b> Ms. Shyamani Sasidharan, MolBio Diagnostics Mr. Anil Chaudhari, Operon Strategist</p>
15:30-1600	Networking Break	
16:00-18:00	<p><b>RClinics:</b> Quality systems. Manufacturing site planning and design. Dossier preparation. Certification process. Post-approval documentation and launch.</p>	<p>Organized by Regulatory Information and Facilitation Center (RIFC), BRBC @ Venture Center, Pune</p> <p><b>Mentors:</b> Ms. Shyamani Sasidharan, MolBio Diagnostics Mr. Anil Chaudhari, Operon Strategist</p>
18:00-19:00	Lessons Learnt - Women entrepreneurs from GJBP	
<b>Day 5, 11<sup>th</sup> July: Team Building and Getting to the market</b>		
09:30-11:00	Finding, Recruiting and On-boarding Great Talent	Dr. Poulomi Ganguli, CLEducate
11:30-13:00	Managing High Performance and High Performer	Mr. Rajendran Dandapani, Zoho
13:00-14:00	Lunch	
14:00-15:30	Establishing the Product Market Fit	Mr. Paritosh Sharma (TBC), 59second.com
15:30-1600	Networking Break	
16:00-17:30	Create your First Marketing Tagline	Mr. Arpit Aggarwal, Blume Ventures

17:30-18:30	Lessons Learnt - Women entrepreneurs from GJBP	
<b>Day 6, 12<sup>th</sup> July: Getting ready for pitching</b>		
09:30-11:30	Panel Discussion on "The Perfect Pitch Philosophy"	Mr. Digvijay Singh, IAN Mr. Srikant Sastri, Crayon Data Mr. Vinayak Nath, Venture Catalyst Mr. Amber Maheshwari, Bharat Fund
11:00-11:15	Networking Tea	
11:30-13:00	Open Q&A with Pitch Deck Experts	Mentoring by Angel/VC Investors  Mr. Digvijay Singh, IAN
14:00-16:00	Pitch Clinics	Mr. Srikant Sastri, Crayon Data Mr. Vinayak Nath, Venture Catalyst Mr. Amber Maheshwari, Bharat Fund
16:00-16:30	Networking Break	
16:30-18:30	Pitch Clinics	Mentoring by Angel/VC Investors  Mr. Digvijay Singh, IAN
18:30-20:00	Cultural Evening and Dinner	Mr. Srikant Sastri, Crayon Data Mr. Vinayak Nath, Venture Catalyst Mr. Ashwin Raghuraman, Bharat Innovation
<b>Day 7, 13<sup>th</sup> July: Demo Day</b>		
9:30-13:30	Demo Day	<p><i>Women In Entrepreneurial Research</i></p> <p><b>Jury:</b></p> <p><b>Investors:</b> Dr. Ramesh Byrapaneni, Endiya Partners Mr. Digvijay Singh, IAN Mr. Srikant Sastri, Crayon Data Mr. Nitin Deshmukh, Kotak Equity Fund Mr. Vinayak Nath, Venture Catalyst</p> <p><b>BIRAC:</b> Dr. Manish Diwan</p> <p><b>Golden Jubilee:</b> Dr. PM Murali Dr. Sudha Nair</p>

13:30-14:30	Lunch	
14:30-15:30	Key Note Address Announcement of 3 winners	Dr. Renu Swarup, Secretary, Department of Biotechnology & Chairperson, BIRAC
15:30-16:00	Distribution of Certificates & Valedictory Remarks	

  
BIOTECH  
**WInER**  
Award  
*Women In Entrepreneurial Research*