

# NEWSLETTER

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**BITS BIRAC BioNEST** is excited to welcome you to our latest newsletter, to keep you updated about our activities and progress. The newsletter aims to share our work, keep you informed of startup milestones, and invite you to be part of this ecosystem.

BITS BIRAC BioNEST incubator, an initiative of Birla Institute of Technology and Science, Pilani, K K Birla Goa Campus promotes innovation and entrepreneurship in Health & Environment. BioNEST Goa is supported by BIRAC (Biotechnology Industry Research Assistance Council), a Non-profit organization under Department of Biotechnology (DBT), Government of India. BioNEST aims to help entrepreneurs to ideate, incubate and accelerate their innovative early stage startups into successful ventures through infrastructural support, mentoring, networking and business advisory.

## COLLABORATIONS/ PARTNERSHIPS

### **BITS BIRAC BioNEST becomes Incubator partner with Headstart Hubs Alliance**

BITS BIRAC BioNEST was invited to attend the **India Finland Startup Hub** meeting by Business

Finland & Headstart Network Foundation organized at Bangalore on October 23, 2021. This has enabled the collaboration of BITS BIRAC BioNEST with Headstart Hubs Alliance as an **Incubator partner**, for the **India Finland Startup Hub**. The collaboration will help in exploring synergies with the Hubs from India and Accelerators from Finland, along with the government of both countries.

Headstart is run completely by passionate volunteers with a bold vision for India. Since their inception, Headstart has built a grassroots level ecosystem in 25+ Indian cities and organized over 1000 startup events focused on networking, mentoring, hiring and fundraising.

### **AMAZON WEB SERVICES**

AWS as an official Activate Provider will help our startups access a host of free benefits, including AWS Cloud credits, AWS Business Support credits, exclusive members-only offers, and access to the Activate Console to help build and grow business.

### **HUBSPOT**

BITS BIRAC BioNEST has partnered with Hubspot to help our startups grow and scale better and faster. The Hubspot Partner Program offers eligible startups discounts up to 90% on HubSpot software. Hubspot will provide educational resources and tailored training,

Master classes, templates, kits, and guides to help save time and avoid costly mistakes in growing a startup, along with access to world-class support from Hubspot experts.

### **GIT HUB**

BITS BIRAC BioNEST has partnered with GitHub—the largest and most advanced development platform in the world. GitHub Accelerate shall support BITS BIRAC BioNEST portfolio startups, having completed less than 5 years existence, in their technological growth by providing access to GitHub's enterprise products. The Startups that are a part of the GitHub Accelerate program get 20 seats on GitHub Enterprise for 1 year.

### **MICROSOFT FOR STARTUPS**

BITS BIRAC BioNEST has partnered with Microsoft; with the power of Microsoft's technical resources and strong business relation, we hope this partnership will help our startups scale faster. Microsoft for startups allows our startups to use Microsoft Azure Services to create and grow their business in the Cloud.

### **ADVISORS/MENTORS ADDED TO BITS BIRAC BioNEST**

We express our sincere gratitude to the following experts for joining our network of advisors and mentors:

- Dr. Vandana Sarda (Principal, Xynteo India Pvt Ltd. Mumbai)
- Mr. Utkarsh Agrawal (Medical Director & Unit Head, Ujala Cygnus Haryana)
- Dr. Viraj Vaidya (Co-Founder, SURGERi Inc. Pune)
- Mr. Manish Nigam (CEO, Vytals Delhi)
- Dr. Irineu Antao Pereira (Founder-Curator & Mentor: The Art of Medicine Online Academy, Goa)
- Mr. Nishtha Sethi (Founder, The Venture Folks; Portfolio Analyst, Social Alpha)
- Mr. Jubin Shah (Business Development Manager, Healex)
- Dr. Shabeer Nellikode (Managing Director, Universal Hospital Abu Dhabi)

- Mr. Sujay Kotak (Sr. Vice President - New Ventures and Strategic Investments, Sumer Group Mumbai)
- Dr. Kumaresh Krishnamoorthy (Mentor of Change-Niti Aayog & Founder Dr Kumaresh ENT Clinic Bangalore)
- Mr. Bhabesh Panigrahi (Director of Strategy & Research, Grand View Research, Inc.)

Shri. Ramanan joined as an Honorary member of the General Body of BITS Goa Innovation Incubation and Entrepreneurship Society, (BGIIES)

### **NEW INCUBATEES ADDED TO BITS BIRAC BioNEST**

- M/s. Science on Wheels Pvt. Ltd. (Creating nutritional solution for sustainable products & better health)
- M/s. Delta Alpha Pvt. Ltd. (Environment & healthcare techno-economic solutions based product & process development)
- Prof. Subhadeep Banerjee & Dr. Nivedita Sarkar (Development of green biochemical probes for in vitro cell imaging)
- Neem Tree Agro Solutions (Digitizing Agriculture: One step at a time) NASSCOM funded

### **HealthXcel: Accelerated Preincubation for Healthcare Startups**

**HealthXcel** is an ongoing preincubation program being organized by BITS Goa Innovation Incubation and Entrepreneurship Society (BGIIES) as a part of celebration of 75 years of India's Independence- "Azadi Ka Amrit Mahotsav".

HealthXcel is a 12-Week hard-touch program with advanced start-up tool kits to help Idea stage entrepreneurs to validate and scale their innovations. This initiative works on inculcating entrepreneurial skill sets in aspiring entrepreneurs & taking them through a brief journey on venture-creation exercise from idea to first sales.

Out of the total 34 applications received, 14 teams having ideas in Healthcare, Medtech, Digital Therapeutics, Assistive tech, Disability, Artificial intelligence, Differentiated pharmaceutical dosage forms, Medical Devices, etc. were shortlisted for HealthXcel.



Few startups shortlisted for HealthXcel Accelerated Preincubation:

- Adiorth (Implant manufacturing company)
- Akaina (Smart Dental Endoscope)
- Apramitha Innovations Private Limited (Differentiated pharmaceutical dosage forms)
- AI On The Fly Technologies (AI/ SaaS Based Solution Remote medical system Cloud-based virtual desktop solution)
- Caare Healthtech Services Private Limited (Human-centered consumer technology company)
- Clinibuy (B2B marketplace where small original equipment manufacturers)
- Fititout Solutions (Devices for special children, locomotive disabled and elderly)
- Futurescope Technologies (Solutions for ensuring safe air and surfaces in indoor environments)
- Fit (A mobile fitness app that focuses on correcting postural deformities and physical health issues.)
- MHCC Healthcare (Telemedicine centers in rural & sub urban areas)
- Sehat Sathi (Provides healthcare trainings to doctors and hospitals)
- Sparcolife Digital Healthcare Technologies (Digital Therapeutic & MedTech platform)
- TalkingHands (App to help deaf people)

HealthXcel will help the startups to scale up their healthcare ideas with access to high end lab, mentoring and investor connections, intensive business training, 1-2-1 coaching.

### HealthXcel Pre incubation Program Launch, September 07, 2021

The programme was launched on 07th September 2021 by Mr. Vibhav Joshi Co-founder & Director, Child & Maternal Healthcare, InnAccel, an associate incubatee at BITS BIRAC BioNEST, Goa.

Vibhav shared his journey in the building up of a startup for novel medical devices and the challenges to obtain funding, regulatory approvals etc. for their startup.

Mr. Ebin Ephrem Elavathingal- General Manager, BITS BIRAC BioNEST, Goa explained the format and objectives of the program.



### Awareness Session for 19th BIG (Biotechnology Ignition Grant) Call

An Awareness session for 19th BIG (Biotechnology Ignition Grant) Call was organized by BITS BIRAC BioNEST, Goa, set up at BITS, Pilani K K Birla Goa Campus. The workshop was conducted on August 17, 2021 via Google meet. BIG call is the flagship scheme of Biotech Industry Research Assistance Council (BIRAC), a not-for-profit Section 8, Schedule B, Public Sector Enterprise, set up by Department of Biotechnology (DBT), Government of India as an Interface Agency to strengthen and empower the emerging Biotech enterprise to undertake strategic research and innovation, addressing nationally relevant product development needs.



This scheme aims to support aspiring innovators & entrepreneurs in Biotech & Healthcare. The session provided guidelines about the BIG scheme and details on writing proposals for the BIG grant. Prof. Mridula Goel welcomed the panelists and the participants. She shared details about the BITS BIRAC BioNEST and the importance of the BIG Scheme. Dr. Bratati Mukherjee - Executive Programs, SINE IIT Bombay highlighted the role of BIG partners and an incubator through the journey of BIG application for a budding entrepreneur. She shed light on the funds available through various BIRAC schemes at different levels of technology readiness. She also guided regarding BIG application, evaluation parameters, eligibility and the features to be prioritised. Mr. Rajneesh Kumar -TTO (Institute Wide) BITS Pilani, cleared doubts raised by the participants and also elaborated on how novelty serves as an important criterion in the success of development of a technology/ product.

### FireSide chat with Deep Bajaj

A FireSide chat was held at BITS BIRAC BioNEST, Goa with an award-winning social entrepreneur Mr. Deep Bajaj, CoFounder- Pee BUDDY & SIRONA, on 22nd September, 2021.

Sirona is a new age (Product Innovation) startup with a range of category defining Intimate & Menstrual Hygiene products for Women. PeeBuddy is India's first portable, disposable, and design patent protected FUD - Female Urination Device.



The session was moderated by Prof. Mridula Goel- Incharge, BITS BIRAC BioNEST, Goa. In the chat startup challenges in developing the

product, hurdles in marketing the product in a country like ours, as it is a female intimate hygiene based product, handling and dealing with the competitors in spite of having a patented product, importance of customer feedback for improvisation, the kind of key collaborations required to have a successful product were touched upon. He also shed light on mental strength and commitment required in the early stages of startup and “positive approach being the crucial factor that shall drive you towards the success of your startup”. Mr. Deep Bajaj also spoke about the range of products offered by Sirona, how they are advancing their technology and the market demand for their products across different countries.

### Sessions / talks by BITS BIRAC BioNEST Team

#### Prof. Mridula Goel

- Panelist- Panel Discussion on ‘Promoting entrepreneurship in Indian academic institutions’ on World Entrepreneurs Day organised by IIT, Goa on August 21, 2021
- Panelist- ‘Taking Research to Commercialization at Startup September, India's Startup Ecosystem Mega Summit’ by Headstart Network Foundation on September 30, 2021.

#### Mr. Ebin Ephrem Elavathingal

- Panelist: Panel Discussion on “Promoting Innovation culture and entrepreneurship mindset at Academic Institutions” at Goa Startup Conclave & Entrepreneurship Summit: Antha Prerna 2021 on September 03, 2021, at Taj Convention Centre, Goa,
- Resource Person for two days Bootcamp organized by Kerala Startup Mission, Kerala Govt. on October 28, 2021
- Participated in Delegation meet of India Finland Startup Hub by Business Finland, Finland In India at Leela Palace, Bangalore on October 23, 2021.