



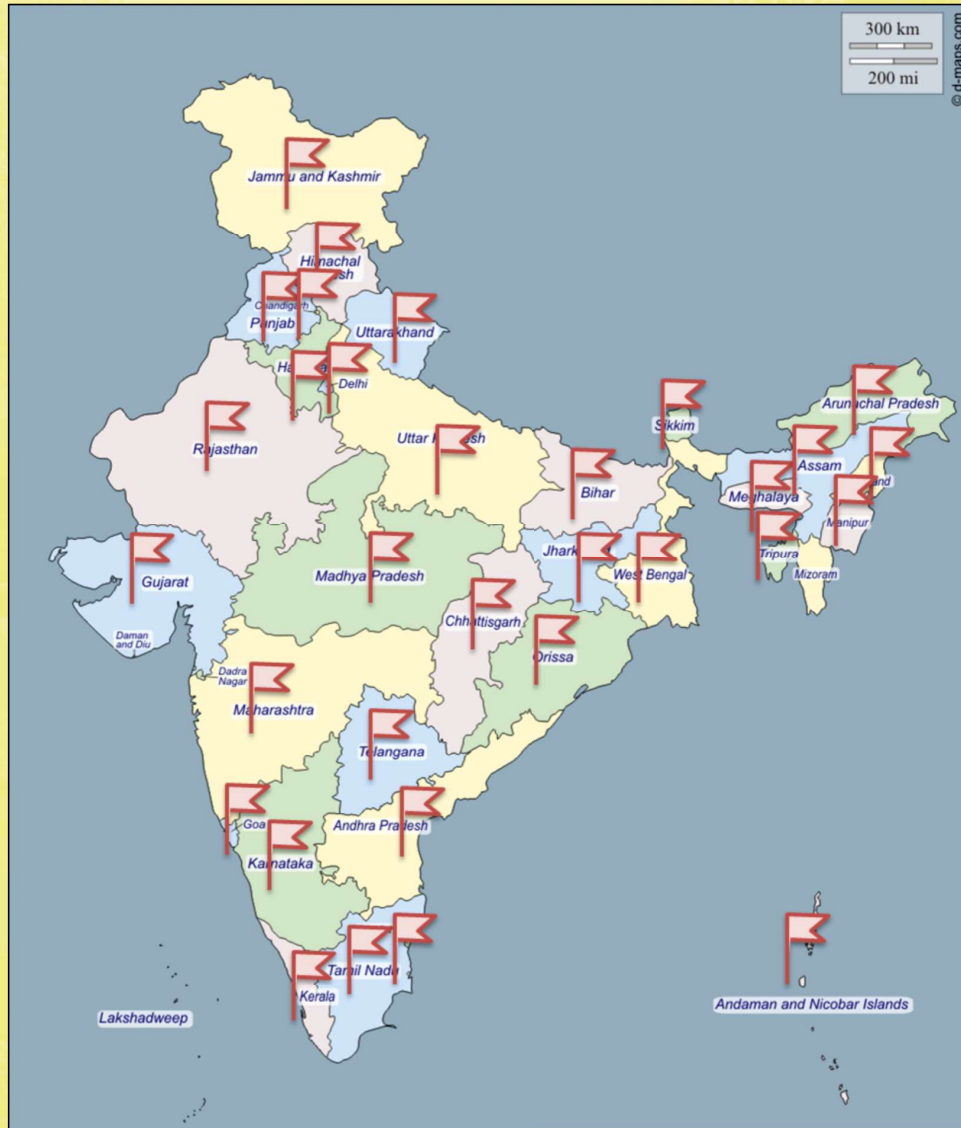
# National Bio Entrepreneurship Competition

# 2017



# NBEC 2017 footprint :

Aspiring bio-entrepreneurs across India



The competition was launched on August 16, 2017 in Delhi by Shri. Y. S. Chowdary, Hon'ble Minister of State, Science and Technology, Government of India in the presence of Prof. VijayRaghavan, Secretary, Department of Biotechnology (DBT), Government of India, and Dr. Renu Swarup, Senior Advisor, DBT, and Managing Director, Biotechnology Industry Research Assistance Council (BIRAC)

# National Bio Entrepreneurship Competition 2017

**The National Bio Entrepreneurship Competition (NBEC) is a nationwide competition to attract, identify, and nurture bio-entrepreneurs with path-breaking, novel and scalable business ideas with significant societal impact. The business ideas can be from any sub-domain of Life Sciences, including healthcare, agri-biotech, animal health, and industrial biotech. This competition is organised by C-CAMP under BREC - BIRAC Regional Entrepreneurship Competition - a joint initiative with BIRAC.**

The 2017 edition of the competition was organised over a period of 4 months between August 16 and December 16. The competition was open for all aspiring entrepreneurs, biotech companies, and start-ups. The competition consisted of three rounds:

- Round 1 - online application form
- Round 2 - business pitch to regional Jury across 5 cities
- Round 3 - two day residential boot camp and mentoring sessions

followed by a business pitch to the Grand Jury

Applicants with best ideas across different categories, stood to win a grand cash prize of INR 10 lakhs sponsored by Ankur Seeds, \$15,000 AWS Credits sponsored by Amazon Web Services (AWS), INR 3 lakhs sponsored by Pfizer, investment opportunity of up to \$100,000 USD from Social Alpha/Tata FISE and business mentoring by distinguished industry partners Biocon, Kotak Private Equity and Novozymes.

Apart from those mentioned above, C-CAMP also partnered with the following organisations to make this competition successful. The Associate Partner was CIIE, Accelerator Partner was Axilor and the Apex Industry Association Partner was CII.

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Director, Biotechnology Industry Research Assistance Council (BIRAC).

Shri. Y. S. Chowdary, Hon'ble Minister of State, Science and Technology, Government of India said, "I look forward to see this [competition] being an annual celebration of bio-entrepreneurship".

Prof. VijayRaghavan, Secretary DBT, Government of India observed, "India's biotech entrepreneurship can go into exponential growth if further bold support and policies to engines of innovation like this [competition] are put in place."

Dr. Renu Swarup, Senior Advisor, DBT, and MD, BIRAC noted, "This [competition] will usher a multiplier effect on the biotech innovation ecosystem and encourage biotech start-ups to move to the next level."

Following the launch in Delhi, applicants entered the competition by filling up an online application form. Each applicant was required to submit a business idea in maximum of 1100 words by elaborating on important points such as problem, proposed solution, market

**"I look forward to see this [competition] being an annual celebration of bio-entrepreneurship".**

Shri. Y. S. Chowdary, Hon'ble Minister of State, Science and Technology, Government of India



**A national platform to attract, identify & nurture bio-entrepreneurs with path-breaking ideas for societal impact**

**USD \$ 100,000**  
Investment opportunity

**INR ₹ 10 Lakhs**  
Grand cash prize

**Business acceleration**

**Mentorship**



opportunity and impact, novelty, and commercialisation plan. Applications remained open between August 16 and September 23.

A website was developed for NBEC: [www.nationalbioentrepreneurship.in](http://www.nationalbioentrepreneurship.in).

The NBEC website provided information about all important aspects of the competition, including objectives, organisers, partners, format, eligibility, selection criteria, application form, important dates, terms and conditions, FAQs, and enquiry form. Along with the website, a portal was developed where applicants could sign-up for the competition and fill up application form. Similarly, another portal was developed where reviewers could access the allocated applications for reviewing.

C-CAMP reached out to aspiring entrepreneurs across the country through national and regional newspaper advertisements, and email campaigns. The outreach networks of competition partners and BIRAC network was strategically used to reach

out to aspiring entrepreneurs and start-ups. Outreach was also targeted towards IITs, IISERs, IISc, NITs, Central Universities, and other premier education institutes as well as DBT, DST, and CSIR institutes and laboratories to encourage researchers and innovators to participate in the competition.

As a result of this comprehensive outreach, the competition received more than 1500 registrations from across 32 states/UTs in the country.

After receiving online applications, the business ideas were reviewed by a panel of reviewers through an online portal. 150 business ideas were shortlisted for Round 2. Teams were invited to pitch their business ideas in front of a Jury consisting of 2-3 experts.

Business pitches were distributed over 12 Jury panels across five cities – Bengaluru, Delhi, Mumbai, Hyderabad, and Chennai - for this regional qualifier round held between October 23-28. Business ideas presented during the regional qualifiers spanned 14 biotech-subdomains, namely

healthcare, including diagnostics, digital health, drug discovery and development, healthcare IT, medical devices, regenerative medicine and vaccines, agri-biotech, including soil health, food and nutraceuticals and plant-based therapeutics, industrial biotech, including clean and renewable energy, and animal health.

39 business ideas were shortlisted from the regional qualifier and one representative from each team was invited to attend a 2-day boot camp and mentoring sessions in Bengaluru on December 14 and 15.

The finalists went through intense mentoring sessions over a period of two days under the mentorship of Dr. Vijay K Vijayaraghavan, Chairman and Ms. Pushpa Vijayaraghavan, Director, Sathguru Management Consultants. The topics included: developing business model, value proposition, and investment and revenue models. The finalist also got ample mentoring in fine-tuning and practicing their business pitches. Following the two day boot camp and

**Business pitches were distributed over 12 Jury panels across five cities – Bengaluru, Delhi, Mumbai, Hyderabad, and Chennai - for this regional qualifier round held between October 23-28.**



#### National Bio Entrepreneurship Competition

'The National Bio Entrepreneurship Competition' is a nationwide competition inviting path breaking, revolutionary and scalable business ideas in the Life Sciences domain spanning:

- **Healthcare** including drug discovery and development, vaccines, diagnostics, medical devices, digital health, healthcare IT, regenerative medicine
- **Agri/foodtech** including food, nutraceuticals, soil health, plant-based therapeutics
- **Animal health**
- **Industrial biotech** including clean and renewable energy.

mentoring sessions, the finalist gave a 5-minute pitch to a Jury comprising of 2-3 experts. The pitches were broadly divided into three panels, namely medical devices, health care, and agri- and industrial biotech.

Pre-final jury members were Dr. T. M. Manjunath, Veteran Agricultural Scientist, Dr. Shriram, Vice-President, Evolve Biotech, Dr. Anand Sivaraman, Director, Remidio Innovative Solutions, Mr. D. A. Prasanna, Managing Partner, Acunova LifeSciences, Dr. Rajath Athreya, Lead Consultant Neonatologist and Paediatrician, Rainbow Children's Hospitals, Dr. Suresh Ramu, Co-founder & CEO, Cytecare, Dr. Balu Sarma, President & Chief Technology Officer, Praj Matrix.

Nine finalists selected by the jury in the pre-final took the floor in front of the Grand Jury Panel at the Finale on December 16.

The Grand jury consisted of distinguished clinicians, scientists, public figures and dignitaries including Dr. Kiran Mazumdar-Shaw, Chairperson and Managing Director,

Biocon, Dr. Vijay Chandru, Chairman, Managing Director and Co-founder, Strand Life Sciences, Mr. Nitin Deshmukh, CEO and Founding Member, Kotak Private Equity, Dr. Gopala Krishna Dasika, Senior Vice President and Head, Pfizer Biologics Development Center, Mr. Ashwin Raguraman, Co-founder and Partner, Bharat Innovation Fund, Dr. Ashwin Kashikar, General Manager (Research), Ankur Seeds Pvt. Ltd., Ms. Deepthi Reddy, Head Investments & Governance, Social Alpha, Ms. Prachi Sinha, Head, Healthcare Investments, Research and Partnerships, Axilor and Dr. Taslimarif Saiyed, CEO and Director, C-CAMP.

Finalists were judged on the novelty, business sustainability, and societal impact of their ideas.

The Grand Finale concluded with announcement of the winners and prize distribution by the Chief Guests - Dr. Kiran Mazumdar-Shaw, Mr. Gaurav Gupta, Principal Secretary, IT, BT and S&T, Karnataka Government and Dr. Vijay Chandru.

Kavitha S. of FIB-SOL Life Technologies Pvt. Ltd. won the

Ankur Seeds Prize as well as investment opportunity from Social Alpha/Tata FISE.

Harpreet Singh of iNICU Medical Pvt. Ltd. won the AWS prize, Kristin K. of Saathi Eco Innovations India, the Pfizer award and finally, Mohit Chelani of Clensta International Pvt. Ltd. received a special recognition from the Grand Jury.

Dr. Kiran Mazumdar-Shaw, Chairperson and Managing Director, Biocon said on the occasion, "Quality and compliance needs are very important for Life-Tech innovations. There are no shortcuts... I wish you all [NBEC finalists] the best for scaling up and making a difference in the global economy through your products."

Mr. Gaurav Gupta, Principal Secretary, IT, BT and S&T, Karnataka Government noted, "We in the Government of Karnataka are supporting initiatives like the National Bio Entrepreneurship Competition through investments in infrastructure, policy and funding."

**"In today's [NBEC Grand Finale] presentations a lot of ground has been covered by the start-ups who are focusing on sustainability, healthcare, agriculture and societal impact."**

Prof. Vijay Chandru, Chairman, Managing Director and Co-founder, Strand Life Sciences



**Ankur Seeds Prize winner FIB-SOL Life Technologies offers ultralight weight, biodegradable and water-soluble nanofiber carriers for biofertilizers, Fertilizer Carrying Membrane (FCM), intended to be used in organic farming.**

Prof. Vijay Chandru, Chairman, Managing Director and Co-founder, Strand Life Sciences, observed, "In today's [NBEC Grand Finale] presentations a lot of ground has been covered by the start-ups who are focusing on sustainability, healthcare, agriculture and societal impact."

**About NBEC winners**

Kavitha S. of FIB-SOL Life Technologies Pvt. Ltd. won the Ankur Seeds Prize as well as an investment opportunity from Social Alpha/Tata FISE. FIB-SOL Life Technologies offers ultralight weight, biodegradable and water-soluble nanofiber carriers for biofertilizers, Fertilizer Carrying Membrane (FCM), intended to be used in organic farming. The bacteria are more stable in this membrane and 5gm of the membrane is sufficient to fertilize an acre.

Started in 2013, this spin-off from IIT Madras has been a recipient of various government grants, and is continuously advancing through prototype development, pilot scale machine building and market traction.

Harpreet Singh of iNICU Medical Pvt. Ltd. won the AWS prize. Neonatal intensive care units (NICU) are specialized care centers that provide continuous care to ill and premature neonates. INICU is an effort to virtually eliminate human error in neonate health monitoring.

The Solution is an IoT based platform, which automatically captures real-time clinical data from the diversified connected devices, laboratory results and live camera feeds. The captured data is stored and analysed in medically comprehensive formats to predict the onset of infections. Post discharge, all the information of the child is transferred to iCHR, which further automates growth monitoring, prescription and lab investigations, vaccination record and scheduler for the child.

Kristin K. of Saathi Eco Innovations India Pvt. Ltd. won the Pfizer award. The Vision of Saathi is to create affordable, high-quality sanitary napkins for Indian women which are also environment friendly. Saathi has developed 100%

biodegradable and compostable sanitary napkins using banana fibre, thus making them eco-friendly, non-toxic and also affordable.

Saathi's business model includes differential pricing: selling napkins to eco- and socially-conscious urban women at premium price and providing napkins to rural women at subsidised price, who otherwise would not be able to afford them.

Finally, Mohit Chelani of Clensta International Pvt. Ltd. received a special recognition from the Grand Jury. Clensta in association with IIT Delhi has created an innovative Personal Hygiene solution that addresses the concern of inaccessibility to hygiene due to non-availability of water. The products- Clensta Waterless Body Bath & Clensta Waterless Shampoo- help maintain optimum levels of body and head hygiene without the use of water.

The solution is completely Alcohol & SLS (Sodium Lauryl Sulphate) free, helps remove dirt, dust and oil, also helps in keeping the skin moisturised.



The Grand Finale Chief Guests - Dr. Kiran Mazumdar-Shaw, Mr. Gaurav Gupta, Principal Secretary IT, BT and S&T Karnataka Government and Dr. Vijay Chandru presenting Ankur Seeds prize to Kavitha S. of FIB-SOL Life Technologies



# 2017

## Highlights

**1500+**

registrations for National Bio Entrepreneurship Competition from 32 states/UTs across the country

**150**

teams shortlisted for business pitches across the country in 5 cities as a part of regional qualifiers

**39**

start-up bio-entrepreneurs and innovators shortlisted for training at Bengaluru over 2 days through boot camp and intense mentoring sessions

**10**

industry partners in various capacities such as grand prize sponsor, investment partner, and mentorship partner

**US \$100,000**

investment opportunity for the winner of National Bio Entrepreneurship Competition

**₹ 10 Lakh**

grand cash prize for the winner of National Bio Entrepreneurship Competition



Kavitha S. of FIB-SOL Life Technologies Pvt. Ltd. won the Ankur Seeds Prize as well as an investment opportunity from Social Alpha/Tata FISE.



Harpreet Singh of iNICU Medical Pvt. Ltd. won the AWS Prize.



Kristin K. of Saathi Eco Innovations India, won the Pfizer Prize.



Mohit Chelani of Clensta International received a special recognition from the Grand Jury.

Grand Prize Sponsors



Associate Partner



Investment Partner



Mentorship Partners



Accelerator Partner



Apex Industry Association Partner



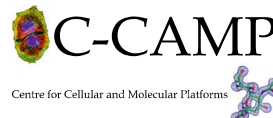
Confederation of Indian Industry



Biotechnology Industry Research Assistance Council (BIRAC) is 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.



The surge of innovation-led-bio-entrepreneurship across India has laid the foundation of a biotech start-up nation. The BIRAC Regional Entrepreneurship Centre (BREC) at C-CAMP, through several programmes, provides all the inputs required to transform early stage ventures into successful and sustainable businesses.



Centre for Cellular and Molecular Platforms – C-CAMP ([www.ccamp.res.in](http://www.ccamp.res.in)), a Department of Biotechnology, Government of India initiative, is considered one of the most exciting centres for technology-based innovation in India in the field of life sciences. C-CAMP was established with the aim of enabling cutting-edge bio-science research and entrepreneurship.

**Centre for Cellular and Molecular Platforms – C-CAMP**

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[www.ccamp.res.in](http://www.ccamp.res.in)