



Gujarat Technological University, Ahmedabad

National Workshop on

Development of Policy Framework for Innovation, Student Entrepreneurship & IPR for UNIVERSITIES WITH A LARGE NUMBER OF AFFILIATED COLLEGES

Organized by

All India Council of Technical Education (AICTE)

In association with

Gujarat Technological University (GTU)

November 21-22, 2014

The national workshop was organized to develop the policy framework for Innovation and Student Entrepreneurship for Universities, so that the environment in Engineering Colleges affiliated with Universities may become conducive to innovations by students.

The workshop aimed to provide a platform to every University to present the work, which it was doing for promotion of innovations in its affiliated Colleges. There were presentations from Universities about student start-up support systems, IPR studies and efforts to encouraging student projects, which are relevant to the needs of the society and the requirements of industries. From these dialog and discussions of two days, Gujarat Technological University has come up with a set of Good Practices, a Policy Framework as well as a Roadmap, for helping the University system become both a platform for innovations in its fields of studies and an active facilitator for student entrepreneurship.

GTU had invited and welcomed all the incubators, accelerators, co-working spaces, start-up networks, start-up research bodies, lead entrepreneurs, student start-up movements, institutions of higher learning, financing institutions and policy makers to join and contribute to the deliberations at the Workshop. Also all the affiliating-type universities were invited, since such Universities occupy as much as 95% of engineering educational space in our country.

Program Outline:

1st Day - 21st November, 2014		Friday
09:00 A.M- 09:30 A.M	Registration/High Tea	
09:30 A.M - 10:30 A.M	Inauguration: Highlights on relevance of innovation and student start-up policy for state universities.	
10:30 A.M- 10.45 A.M	Break for Tea	
10.45 A.M – 13:00 P.M	Plenary Session -1 Best Practices and Dialogues on Next Practices <i>THEME: Learning from policy makers about the interventions made by them for promoting start-ups and to understand the strategies, challenges and opportunities in implementation; Role of technological skills in start-ups.</i>	
13: 00 P.M – 14: 00 P.M	Networking Lunch	
14: 00 P.M- 15: 30 P.M	Plenary Session -2 Success Strategies for Academic Incubators/Accelerators/Co-Working Spaces at Universities; Challenges and opportunities for affiliating-type Universities <i>THEME: Linking Academia to Industry and Creating Supportive Ecosystem, Creating facilities at Universities for creative work, Design and Entrepreneurial Systems; participation in entrepreneurship programs as an aid to improving employability etc. Academic incubators, from tech school, B school, integrated and state colleges will share their efforts and challenges.</i>	
15.30 P.M - 17.00 P.M	Plenary session-3 IP creation, protection and successful exploitation for creating private and public good <i>Presentation by Policy makers, university IP Managers and others to extend best possible support to hand-hold early stage innovations, create IP frugal support systems and successful commercialization facility</i>	
17.00 P.M. - 18.00 P.M.	Plenary Session -4: Rejuvenating Academic Pre-Incubation Support Systems like E cells <i>THEME: Cases from top E cells from Indian colleges. Making entrepreneurship cells, which can play a crucial role in shaping innovation and start-up culture in engineering college campuses, an imperative and not an optional activity. Discussions on making such cells helping higher quality in skill building followed by QAs and discussion.</i>	
18: 00 P.M – 18: 30 P.M	High Tea	
18.30 onwards	BOF meeting of Vice-Chancellors of Technology Universities about a common Certification of Modern Teaching Practices for Learning Systems in Engineering Education – Rapporteurs: Dr Ajitsinh Rana and Dr. J.N. Shah	

2nd Day - 22nd November, 2014		Saturday
09:30 A.M – 10:00 A.M	Networking over High Tea	
10:00 A.M – 12:00 Noon	Plenary Session -5: Emerging Pedagogies in Academic Incubators, PPP and other Incubators Key Note Address: Shri Kris Gopalkrishnan , Co-Founder & Ex. CEO Infosys, Chief Mentor Start up Village <i>THEME: Case studies of efforts in emerging pedagogies to develop new models of incubation including both in situ and ex situ. Cases on hub and spoke incubation process in engineering colleges having both pedagogic and co-curricular interventions. Making the academic incubation model scalable and sustainable</i>	
2:00 Noon – 13:30 P.M	Role of Start-up Ecosystems, Start-Up Networks, NPOs, NGOs, NGIs and others for Supporting Start-Ups Across State Universities <i>THEME: Presentations by various start-up ecosystems, start-up networks, NPOs and discussion on how these informal and formal knowledge networks can help develop/strengthen student start-up culture across academic campuses</i>	
13:30 P.M – 14.30 P.M.	Networking lunch	
14.30 P.M- 16.00 P.M	Financing Student Start-Ups; Hand-holding at early stage of Incubation Value Chain <i>THEME: Presentations by experts who have intervened to support early stage innovations and discussion of challenges and opportunities in this segment. Options like Crowd-funding, Pre-angel support, Angel funding and VC supports, grants etc. Possibility of university and state level micro venture fund creation and execution</i>	
16.00 P.M - 17.00 P.M	Valedictory Session: Report on the Sessions and preparing an integrated action-report and policy regime	
17.00 P.M 17.30 P.M	Press Interaction to share the outcome of the workshop	
17.30 P.M onwards	BOF meeting of Design Experts to review the working of the Design spine at GTU at the third semester and the proposed course in the 4th and higher semesters. Rapporteurs: Dr N.M. Bhatt assisted by Prof. Karmjitsinh Bihola To be followed by Dinner	

The workshop was inaugurated with lamp lighting and felicitations of the dignitaries on dais. Dr. Akshai Aggrawal (Hon'ble VC – GTU) gave the inaugural speech and emphasized that the policies should also be formed for 94% students enrolled in Universities with large number of affiliated colleges. He also stated that Indians are innovative but not in India. It is because of the skewed policies and creation of a system, where the Universities had no freedom to conduct any experiments. Dr. Aggrawal also focused on positive attitude, value of work, doing work without worrying about brand value. He also motivated the audience by saying that we are as good as others if not better. Along with Dr. Aggrawal, other guests also shared their thought on the occasion.

Dr. H. K. Mittal, Adviser & Member Secretary, NSTEDB said that in Entrepreneurial work, the examples and cases of failure are more than those of success. Dr. Mittal shared his wide experience by informing that the real flow of money will be based on education and skills. At the same time, he said that it was important to channelize the energy of the youth. Dr. M. K. Hada, Adviser of AICTE emphasized on activities related to patenting and IPR. Professor. N. K. Goel, President CMAI said that he had more faith in the current government for framing the policies in Entrepreneurship Development. Also he said that everyone should strive to leave the world a better place to live than what he/ she gets.

Every session was very well steered by Mr. Yash Saxena (Founder, Openfuel) and Mr. Hiranmay Mahanta (Honorary Director, GTU Innovation Council)



(Inauguration and Felicitation Function – Day 1)

Session 1: Best Practices and Dialogues on Next Practices

Theme: Learning from policy makers about the interventions made by them for promoting start-ups and to understand the strategies, challenges in implementation and opportunities ahead.

Chairman: Dr. Akshai Aggarwal, VC-GTU

Panelist: Shri Sanjay Vijaykumar (Chairman-Startup Village), Mr. Raghunadan Rajmani (Treasurer-ISBA, Chief Executive, JSSATE-ISBA), Dr. H.K. Mittal (Adviser & Member Secretary, NSTEDB)

During the session, Dr. Akshai Aggarwal focused on major policy aspects that were currently being followed at GTU and the future policy prospects for supporting student start-ups. GTU, being a young and growing university, he said, is itself a start-up in that **GTU is developing new policies, validates them, re-modifies them as required and then implements them across its system. However he added that GTU is not eligible for any support from any governmental agency since it does not follow the well-beaten track.** Mr. Sanjay Vijay Kumar enlightened about the ongoing activities of Startup Village, Kalamassery, Kochi, Kerala and their policies. Mr. Kumar emphasized on the use of Internet resources to gain current knowledge, practical approach to innovate the things and interactions with industry to satisfy their needs. Dr. Raghunandan Rajamani shared his wide experience by sharing current need of such policy and impact from future point of view.



Session 2: Success Strategies for Academic Incubator/Accelerators/Co-working Spaces at Universities; Challenges and opportunities for affiliating – type universities

Chairperson: Dr. Manoj Soni (VC – Dr. Babasaheb Ambedkar Open University, Ahmedabad)

Panelist: Mr. Sushanto Mitra (CEO, Leadangels), Mr. Pranay Gupta (Partner – 91springboard), Mr. Paresh Vora (Venture Studio)

Mr. Yash Saxena raised a series of questions regarding the theme to all panelists like the **challenges faced by private and academic incubators; how to make academic incubator more sustainable; the way innovative ecosystem should be designed; Do Universities need to rethink on the entire education/ innovative ecosystem; how to get highly motivated Mentors for the entrepreneurial ecosystem.** The renowned members of the panel responded with very fruitful and satisfactory answers.



In a nutshell, everyone suggested that incubation activities at academic level should not be evaluated over a short term. Academic incubators have to inculcate entrepreneurship in the young generation. It has to link academia to industry and create the supportive ecosystem. **The marketing function plays a major role for growth and sustainability of budding enterprises. Prototyping helps one to learn many new things and one should always enjoy**

the risk. There is a need to develop the entire Ecosystem in an “Organic Fashion” rather than in a “Mechanical Fashion”. **Do not** force any student to be an entrepreneur. A student should not be judged on the basis of the direct output from the first effort. If he/ she fails, then encourage them to try again and again. Allow outsiders to get benefit from the innovative ecosystem. Any new entrepreneur must not face any bias due to the race, family background and qualification. There are lots of career options, available in the field of innovation.

SESSION 3: IP CREATION, PROTECTION AND SUCCESSFUL EXPLOITATION

Chair Person: Dr. M.K. Hada (Advisor, AICTE)

Panelist: Dr. Padma Shatish (Chief Technical Officer IIT-B), Shri Padmin Buch (Managing Director GITCO), Dr. Manish Rachchha (Associate Professor, GTU)

Session 3 was started with a presentation given by Dr. Padma Satish about the IPR policy at IIT-B. We have to create e-cell at every college, **legal support for contracts/agreements**, provide faster submission process for faster/effective processing for patents. The discussion was about time and cost to file the patent and need to get proper mindset for innovation and patents.



(Auditorium was full for two days with very enthusiastic and aspirational audience)

Session 4: Rejuvenating Academic Pre-incubation support systems like E-Cell, for that the discussion is going to be done on making such cells helping higher quality in skill building.

Panelist: Prof. Ajeet Khurana (CEO - SINE, IIT-B), Prof. P. Dan (Associate Professor, Rajendra Mishra School of Engineering Entrepreneurship, IIT, Kharagpur), Prof. Arya Kumar (Chief Entrepreneurship Development & IPR Unit and Professor at BITS, Pilani)

The main points of the discussion during the session were regarding **the motivational strategy for the E-cell or Pre-incubation to all; Strategy to run the incubator and entrepreneurship courses and difference between Pre-incubation and Incubation process.** All panelists agreed that E-cell should get highly motivated mentors to successfully drive it. Entrepreneurship courses should be entered as Minor courses and whoever developed their products, must be supported to establish a company. **Prof. P. Dan gave a presentation on pre-incubation and described all necessary features of it.** Every college must have an E-cell and it should be an independent and individual portfolio for a person and it should be handled by a person other than the TPO.



(Experts addressing Audience)

SESSION 5: EMERGING PEDAGOGIES IN ACADEMIC INCUBATORS, PPP AND OTHER INCUBATORS

Keynote Address by Shri Kris Gopalkrishnan (Co-Founder & Ex. CEO Infosys)

Chairman: Prof. H.P. Khincha (Ex. VC Visvesvaraya Technological University)

Co-Chairman: Prof. D.T. Kapadia (VC Kadi Sarva Vishwavidyalaya, Gandhinagar)

Panelist: Mr. Kunal Upadhyay (CE- CIIE, IIM-A), Shri Varun Kapoor (IPS IGP-Cyber Security, MP)

During this session, case studies of efforts in **emerging pedagogies to develop new models of incubation including - both in situ and ex situ -** were discussed. **GTU's case of a hub-and-spoke incubation process, wherein the University made both pedagogic and co-curricular interventions in engineering colleges was described. It was felt that it made the academic incubation model scalable and sustainable.** Shri Kris Gopalkrishnan's address was on **facilitating start-up environment through universities in India and requirement of new policy interventions.** He added that it was the best period for starting a new business in all industries like education, healthcare, utilities etc. He particularly mentioned the challenging field of cyber security and said that the proper syllabus should be designed and continuously updated in view of the fast-changing technologies. He said," The maximum number of jobs will come from small and medium scale enterprises. We need to introduce design and make research and innovation as a part of our education." He added," For entrepreneurship there is no age barrier. At start-up centers at Universities, the mentor should explain terms like funding, accounting, balance sheet, profit-loss, HR-plan. The connection with local community for support is extremely necessary to take the cause ahead. It may not be possible for every institutes to have an incubator. Then a cluster of institutions should have an incubator." For empowerment of women, he said that more motivation should be provided in all possible ways to induce women to become entrepreneurs.



SESSION 6 : ROLE OF START-UP ECOSYSTEM, START-UP NETWORK, NPOs, NGOs, NGIs AND OTHER FOR SUPPORTING START-UPS ACROSS STATE UNIVERSITIES.

Chairman: Dr. Jagdish Joshipura (Director, Som LalitInst of Management)

Panelist: Prof. H. P Khincha (Ex. VC Visvesvaraya Technological University), Prof. D.T. Kapadia (VC Kadi Sarva Vishwavidyalaya, Gandhinagar), Shri Bethune Bhowmik (Regional head-start-up weekend)

The session included presentation by various start-up ecosystems, start-up networks, NPOs and discussions on how these informal and formal knowledge networks can help to develop/strengthen student start-up culture across academic campuses. The entrepreneurship journey includes these stages: Inspire, learn, action, start-up, scale-up, champion. A team is the most crucial element of a start-up. The students should be encouraged to read blogs and other literature regularly. The contextual familiarity of new developments in one's field generates innovative ideas.



Session: 7 Financing Student Start-ups through Academic Incubation: hand holding at early stage of Incubation Value Change through Alternative Funding Mechanism

Chairperson: Dr. Jagdish Joshipura (Director, Som LalitInst of Management)

Panelists: Mr. Atit Bajaj (Founder, Start51.com), Mr. Harsh Kaul (Business Head–North & West, SIDBI, Mumbai) and Mr. Arvind Modi (Associate Vice President, Gujarat Venture Finance Ltd. Ahmedabad)

This session mainly informed about the government’s support. It was pointed out that start-ups could not get banking support as they could not give any collateral. Under such circumstances students had no other available option except CrowdFunding. Greater facilities of Venture Financing or of **raising capital through debt financing from SIDBI** are required. Mr. Atit Bajaj gave details of how CrowdFunding is different from other avenues of raising money and he stressed why CrowdFunding becomes the most important source of finance when the money required is only one to two lacs. **Mr. Harsh Kaul gave a presentation on SIDBI** and related activities giving details of various financial schemes for MSMEs. He also identified thrust areas for SIDBI. Policy of GVFL was discussed and **the differences between venture financing and debt financing** was described. The need of **right future valuation of a start-up** was stressed.

All sessions were energized by questions raised by participants to panelists.



After fruitful brainstorming sessions of two days on **Development of Policy Framework for Innovation, Student Entrepreneurship & IPR**, all these seven sessions were summarized by assistant professors of GTU. In the valedictory function Mr. Naresh Jadeja gave a vote of thanks.





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Strategy & conceptualization of the conference:

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Event execution: Team GTU Innovation Council and GTU Conference Section