

# VIT-TBI NEWSLETTER

## NEW INCUBATEE

Dr. Vaibhav Bhatia

Lamark Biotech founded by Dr. Vaibhav Bhatia is under incubation at VIT-TBI from January 2020. The company is involved in developing Crystalline form of Therapeutic Proteins.



The 22nd Advisory committee meeting was held on the 10th of October 2019. The increased engagement of students in Innovation and Startup-related activities was commended by the members and ways to reach out to Tier2 cities and rural towns were discussed.



PRAYAS Project Progress Review meeting happened on the on the 21st of January 2020 and the 11 ongoing projects were taken up for review. The committee provided constructive inputs to the teams to speed up their product development activities.



A meeting of Tamil Nadu BioNEST incubators was organized at VITBTI on the 10th of Jan 2020. Officials from Healthcare Technology Incubation Center (HTIC), IITM, Golden Jubilee Biotech Park, Chennai, Crescent Innovation and Incubation Council, Chennai, SASTRA BioNEST incubation center, Thanjavur took part in the meeting.

## **MeitY VITTBI TIDE 2.0 Centre**

Ministry of Electronics and Information Technology (MeitY) has approved VITTBI as one of the TIDE 2.0 incubation centers in March 2020 and two programs such as 'Entrepreneur in Residence' and 'Idea to PoC grants' have been launched under this TIDE 2.0 centre.

## **VITTBI partners with DST in the fight against COVID**

The Centre for Augmenting WAR with COVID-19 Health Crisis (CAWACH) is an initiative by National Science & Technology Entrepreneurship Development Board (NSTEDB), Department of Science and Technology (DST), Government of India that was rolled out to support innovations in the areas of diagnostics, devices, informatics including bio-informatics & information management systems, any intervention for the control of COVID-19 and/or startup ideas to address/mitigate various challenges faced by country / society due to severe impact of COVID-19. VITTBI is chosen to be an Affiliate centre for CAWACH in March 2020.

## **Startups at VITTBI offer internships to VIT Students**

There are about 100 VIT students interning with startups incubated in VITTBI and about 50 students are involved as interns in startups that are under pre-incubation in VITTBI during this Summer 2020.



Pitch Clinic in association with Startups Club, Bangalore was organized on 11th Jan 2020 to scout for proposals from the healthcare/biotech/medical devices domain for the BioNEST BioIncubation facility at VITBTL.



An awareness programme for the Biotechnology Ignition Grant from BIRAC was organized for the faculty and research scholars on the 29th of Jan 2020. The session was delivered by Dr. Pranita Phatak from SINE, IITB.

# Training programs organized

Three- day 'Entrepreneurship Awareness Camp' was organized between the 7th and 9th of Feb 2020 and 84 students participated in this program. Sessions were delivered by entrepreneurs and business consultants





Six week Technology Entrepreneurship Development Program on 'Food & Agro Processing' was organized between 13th of Nov and 24th of Dec 2019 under the DST-NIMAT project. About 20 participants from the region took part in the training.



A 2-week Faculty Development Program on Entrepreneurship, Innovation and Incubation was organized under the DST-NIMAT project between 25th Nov and 7th Dec 2019. About 22 faculty members from VIT and other institutions attended the training program.



Short term training on Western Blotting, UPLC, 2Dimensional electrophoresis (IEF) and basics in laboratory animal handling techniques was conducted for external student participants between 25th Nov and 29th Nov 2019 in the BioNEST Bio Incubation Facility of VITTB1.



Short term training on HPLC & RT-PCR was conducted for external students between 20th Feb and 21st Feb'20 in the BioNEST Bio incubation Facility of VITTB1.

Six week Technology Entrepreneurship Development Programme in 'Industrial Internet of Things (IIoT)' was initiated on the 19th of Feb'20. Various aspects of technology and business have been addressed by academicians and industry experts and about 22 participants underwent the training which was organized under the DST-NIMAT project. This training had to be stalled due to the COVID lockdown on the 19th of March'20 and was completed through online webinars.



The BIRAC BioNEST Analytical Instrumentation facility at VITTTBI organized two webinars on “UPLC & HPLC” and Next Generation Sequencing and Analysis Tools on the 15th and 22nd of May 2020. About 350 students attended the sessions and benefitted. The Electronics facility at the BioNEST organized an online webinar on STM32 Architecture and Real time Applications on the 30th of May 2020.

## Awareness session on NIDHI PRAYAS scheme

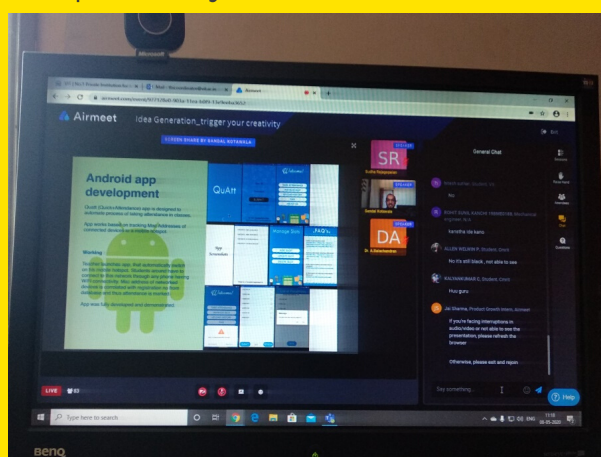
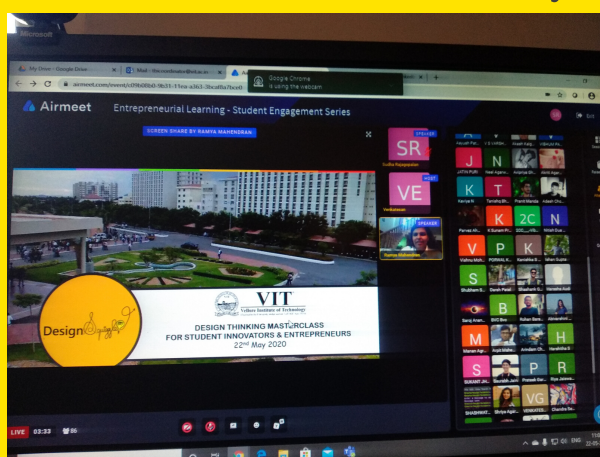
from NSTEDB, DST, Govt. of India was provided through a webinar on the 28th of May'20. Pranav Sriuivasan, Co-founder, Illuminify Technologies was invited to share his experience availing PRAYAS grant and building his prototype.

## Awareness session on Entrepreneur-in-Residence and PoC grant support schemes

from the VITTTBI-TIDE 2.0 centre supported by the Ministry of Electronics and Information Technology, Govt. of India was provided to students on the 29th of May 2020.

## VITTTBI launched the Entrepreneurial Learning – Student Engagement Web series

in May 2020 and offered 4 webinars covering Idea Generation by Sandal Kotawala, Alfaleus Technology/ Opportunity Identification & Mapping by Srinivasan Krishnamoorthy & Pradeep from Madras MindWorks/ Introduction to Design Thinking by Ramya Mahendran, Design Squiggle and Building DeepTech Startups by Pranjal Mehta, The ePlane Company . About 400 students attended the sessions on the 8th, 15th, 22nd and 29th May'20 respectively and benefitted.



## Events, Meetings Participated/Addressed

Dr.A.Balachandran was invited as a panelist in the '**Indian Technology –Innovation and Entrepreneurship (ITEC)**' conference in Bangalore on 3rd Jan'20.

Dr.A.Balachandran was invited as a resource person to train around 150 Faculty members from various Engineering institutions on basics of business incubation. This program was organized by **MHRD Institution Innovation Council in Chennai on 8th Jan 20**



A group of 120 students and faculty members from **Rajiv Gandhi College of Engineering and Technology** visited our **VITTBI** on the 7th of Feb'20 for an interactive session on Innovation and Entrepreneurship.

## Events, Meetings Participated/Addressed

Dr.A.Balachandran addressed a group of entrepreneurs and businessmen in a meeting organized as a run-up to **'Startup Tamil Nadu' by Native Lead Foundation in Dharmapuri on the 15th of Feb'20**

Dr.A.Balachandran conducted a session on **Managing Business Incubator** under the Leadership training for business incubation managers organized by EDII, Govt.of Tamil Nadu at PSG College of Technology, Coimbatore on the 17th of Feb'20

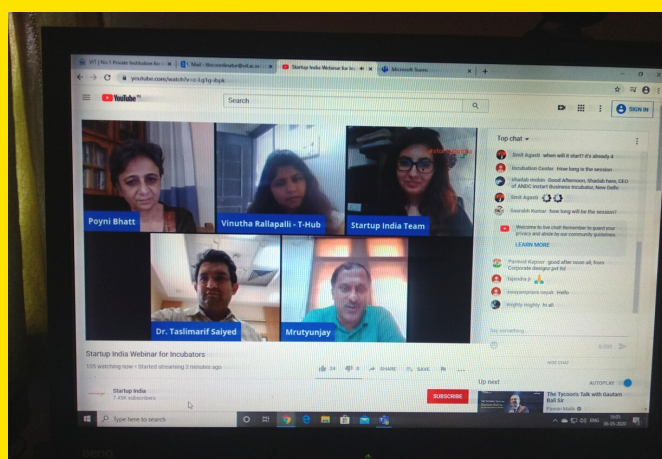


VITTBI participated and was part of the organizing team at the **Tamil Nadu BioNEST cluster showcase @ IIT Madras** on 28-02-2020. There were about 30 startups pitching and taking valuable inputs from the stakeholders who were gathered.

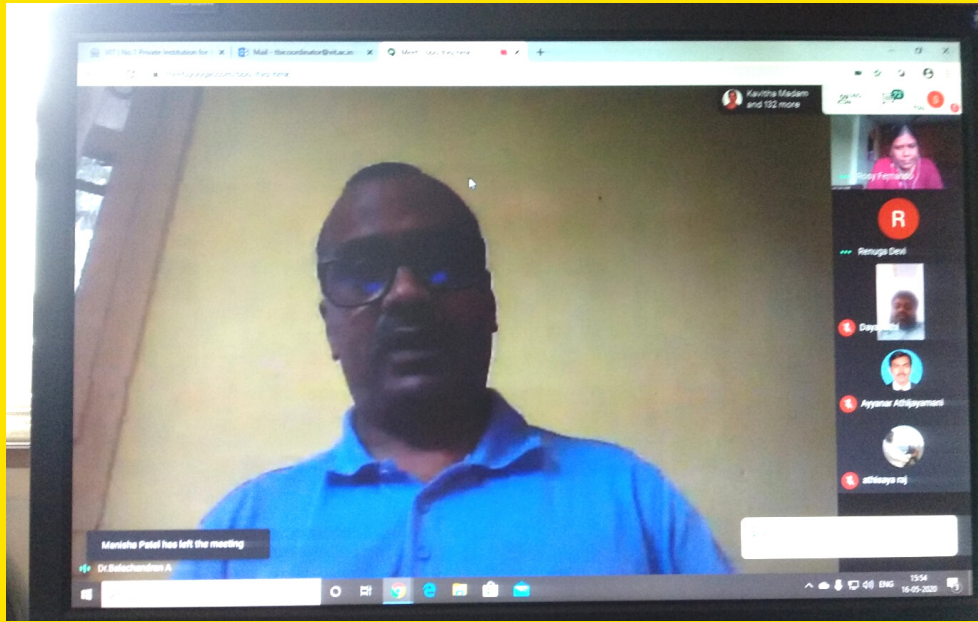
## Events, Meetings Participated/Addressed

**A Group Mentoring session was organized for the VITTBI incubatees on the 16th of April 2020.** Keiretsu Forum had put forth the web session by bringing together a large panel of mentor / experts. HR (VidyaMurali, Director, Kubos, also ex-CTS) / Operations (S. Gopal, former MD Sanmar) Supply Chain (C. Sivakumar, MD Prabha Engineering) / Legal / Compliance / Accounting (R. Venkatakrishnan, RVKS & Associates) Digital Marketing (Santosh, MD, Dropout Creative Studio) / Finance (Subralyer, SmartKapital/Keiretsu Forum) and Strategy (RajanSrikanth, SmartKapital/Keiretsu Forum). About 28 members attended the meeting from VITTBI.

### Technology Day by DST, Govt of India on the 11th of May 2020



A one-day online conference on **Strategies that Incubators should adapt during Covid19** was organized for all the incubator managers & other stakeholders as part of the **Technology Day by DST, Govt of India** on the 11th of May 2020. Members of VITTBI attended the webinar that was delivered by Ms.Poyini Bhatt, CEO, SINE IIT Bombay, Mr.Mrutyunjay Suar, CEO, KIIT Incubator, Ms.VinuthaRallapalli, Director, T-Hub and Dr.Taslimarif Saiyed, CEO, C-CAMP.



A session on **Planning and Starting an Incubator** delivered by Dr. A. Balachandran, Sr. Manager, VITTBI on the 16th of May 2020. The session was organized by **Shri S.S. Shasun Jain College for Women** and attended by about 130 faculty members from various institutes.





Dr. A. Balachandran, Sr. Manager, VITTBI delivered a session to the students of VIT Chennai on **“First step to start Tech Venture” on the 28th of May 2020** which was organized by Industry Relations & Incubation in coordination with VIT Alumni Association.



# Understanding Nuances of Technology Business Incubators

May 27, 2020 | 4:30 PM Live via **zoom**

In partnership with QBO  
QBO ('ku-bo') is the country's first public-private initiative for startups and it's mission is to create a globally competitive startup ecosystem in the Philippines.

    #whereideastakeflight



with  
**Dr. Balachandran. A**  
General manager of VIT-Technology  
Business Incubator (VIT-TBI)



Dr. A. Balachandran Sr.General Manager, VIT-TBI delivered a webinar on “Incubation program and its best practices, some lessons learnt and success” to the TBI managers and staff of **Mindanao State University-Iligan Institute of Tech. Philippines** on the 27th of May 2020.

# Achievements



Madras MindWorks which was incubated at VITTTBI has set up a Virtual Museum for the public to visualize the various 3D artifacts excavated from the ancient site of Keeladi in Tamil Nadu. Madras Mindworks had earlier worked with creative technologies and archaeological sites like Rani ki Vav (a UNESCO heritage site in Gujarat for AIIS team).

**Ashva Wearable Technologies** under incubation at **VITTTBI** cracked the BIRAC Ignition Grant of Rs. 50 lakhs in February 2020.

**Araciv Technologies** that was under incubation at VITTTBI raised \$250,000 in funding from ITI Growth Opportunities Fund.

# Achievements

**Prayasta 3D Inventions, a startup** that was under incubation at VITTBI was one of the winners of Elevate2, Govt. of Karnataka in March 2020

**LegalMind Products from FindMind Analytics** under incubation at VITTBI successfully completed Cohort 1 of Prarambh, India's first Legal Tech incubaton in May 2020, an initiative by the Cyril Amarchand Mangaldas. Anubhav Mishra, founder of FindMind Analytics is VIT alum from the batch of 2019.



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<b>FOLLOWS WHO Standards</b>	

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75% Isopropyl Alcohol OR 80% Ethyl Alcohol in its recommended formulation to provide effective hand antiseptis.

-   
Apply palm-full of sanitizer. Adequate quantity will need 20sec to dry
-   
Rub the palms together and cover all surfaces on the front and back.
-   
Rub the back of the hands and your fingertips on the palms.
-   
Rub between the fingers until completely dry. Water not required.

**FOR HARD SURFACES** - Such as gadgets, handles, high-contact surfaces it is recommended to sanitize your hands **BEFORE** touching the surface. In case it is required to sanitize such surfaces, please dab a clean linen cloth with **liquid based sanitizer** to wipe the surface and let it dry for **20sec**.

**Renaura Wellness, an incubate company of VITTBI** has launched their new product iluvia Hand Sanitizer to meet the needs of the COVID pandemic in May 2020.

# Promotional Events



VITTBI took part in **TIECON 2019**, an annual conference of TiE Chennai and showcased its offering to hundreds of startups and stakeholders. Four of VITTBI incubatees, Renaura Wellness, Madras Mindworks, Araciv Technologies and Alfaleus Technologies also participated in the conference.



VITTBI took part in the '**Demoday**' of Startups Club in Bangalore on the 223rd and 24th of November 2019 and showcased its offerings to the aspiring entrepreneurs and other stakeholders. Dr.A.Balachandran, Sr. GM, VITTBI was part of the jury in the Demo day final pitching event on 24th Nov'19.

## EMERGING ENTREPRENEURS

BusinessLine  
TUESDAY • NOVEMBER 26 • 2019

## Nurturing entrepreneurs at the college level

VIT-Technology Business Incubator helps new ventures in getting funds and mentors

N RAMAKRISHNAN

Renauro Wellness Pvt Ltd, a start-up founded by two engineering students while still in college, has developed a hard-water shampoo and conditioner. Nishant Gupta was doing his electronics and instrumentation engineering and his partner in the venture, Palash Pandey was studying chemical engineering at the same college.

How did they hit upon the idea of a shampoo and conditioner for hard-water? Well, says Nishant, 27, the water in the town they were studying in was hard and since there was no existing technology, he and Palash decided to take this up as a venture.

It got incubated at the technology business incubator at the college, thanks to which it was able to get grants and, more importantly, access to the laboratory in the college and guidance from a host of experienced mentors.

Abhijeet Chaudhari started working on his venture when he was doing his M.Tech in Energy Science and Environmental Engineering. His company, Enreco Energy Recovery Solutions Ltd, has developed waste heat recovery systems at low temperatures. It got incubated at the technology business incubator at the college, giving the venture the boost in terms of availability to grants and mentors. It has got an order from Tata Steel for a waste heat recovery product.

A multinational company in the renewable energy space recently picked up a 40 per cent stake in En-

reco Energy Solutions for about 15% core.

Madras Mindworks, another venture incubated at the same incubator as Renauro and Enreco, has developed virtual and augmented reality solutions that companies can use for safety training and skill development. Srinivasan Krishnamoorthy, CEO and Co-Founder of Madras Mindworks Pvt Ltd, has a Bachelor's degree in automotive engineering technology from Anna University and an MBA from Leeds University. Madras Mindworks has been involved in the archaeological excavations at Keraladi in southern Tamil Nadu. It has scanned the objects and created a

virtual reality museum and also dug a digital trench to help in the excavations, says Srinivasan.

The common thread running through these three companies is that they were incubated at the Technology Business Incubator (TBI) at Vellore Institute of Technology, one of the large private engineering colleges in Tamil Nadu. All three have moved out now, one is under virtual incubation but that too will be ending shortly. The three founders say they got tremendous support from the VIT-TBI, not just the plug-and-play space that the incubator provided. The TBI put them in touch with excellent mentors and subject matter experts, because of which they were able to develop their products much earlier than would have been possible otherwise. They were also able to access various grants and funding opportunities that were available.

Renauro Wellness  
General Manager, VIT-TBI

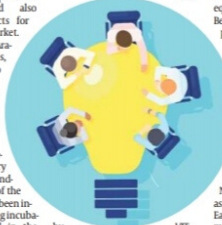


## Thrust areas

Established in 2003, VIT-TBI has tie-ups with various government organisations that help it get funding for the ventures undergoing incubation. The incubator is available not just for VIT alumni, but even other ventures that meet the eligibility criteria and a committee screens the ventures that apply for

A Balachandran, General Manager, Technology Business Incubator, VIT  
N RAMAKRISHNAN

incubation. The thrust areas at VIT-TBI are ICT, biotechnology and medical devices. The type of ventures that are undergoing incubation is varied. There is illuminatingly



by students that is developing a Braille reader; Findmind Analytics, again started by VIT students that is working on fintech/AI driven legal minds products; Al-faleus Technology, a venture started by VIT students that is developing a field analyser for glaucoma screening; Prayastha 3D Inventions, which is into Bio 3D printing and prosthetic products for mastectomy patients; and, Barillo Labs, a venture in the IoT-enabled aquaculture automation space.

## Hands-on experience

One of the biggest benefits of being on the VIT campus, says Balachandran, is that the start-ups can engage the services of the engineering students as interns for the project they are working on. The students too get hands-on ex-

perience in their respective fields. VIT's Entrepreneur Cell organises events and helps start-ups in various ways.

Is not being away from a major city a handicap? Not at all, says an E-Cell volunteer. VIT, he says, is equidistant from Chennai and Bengaluru and can tap into the expertise of both the cities. After all, Chennai is just under three hours by road and Bengaluru just under four hours, he adds.

Both Nishant and Abhijeet say that being incubated at the VIT-TBI was of immense help to them. They were able to get in touch with the right kind of mentors. It was thanks to Balachandran and VIT-TBI, says Nishant, that they learnt various aspects of running a business. Early on itself they were able to meet CK Kumaravel, founder of Naturalis Salon, which was of immense help, he says and adds that even the research division of IIT Madras, a global leader in the beauty and wellness space, evinced interest.

"We got many interns from VIT," says Srinivasan of Madras Mindworks, on how being at VIT-TBI helped his company.

Not to mention the fact, he adds, of guidance from faculty experts and connections with the right set of mentors. During the initial days of product development, says Abhijeet of Enreco Energy Recovery Solutions, being at the VIT-TBI was of great help because of the plug-and-play office space, the grants and other types of funding opportunities and most important, introductions to a great set of mentors.

## VIT-TBI NEWS

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"A GREAT PLACE TO BUILD  
TECHNOLOGY ENTERPRISES"