



# Proto $\alpha$

## Product Realization Accelerator for Early Prototype Development

### Wave 1

<b>About</b>	<ul style="list-style-type: none"> <li>• If you have a product idea, we can help you give it life and form!</li> <li>• Proto Alpha is an accelerator program by Venture Center for product realization in 3 months.</li> <li>• Applications are invited for well defined problems or ideas / potential solutions addressing problems in agriculture and medical devices &amp; diagnostics domain.</li> <li>• Selected ideas will be co-developed by Venture Center and the idea owner to POC/Early Prototype.</li> <li>• Venture Center will license the technology and transfer the know-how to resultant startup or third party licensee in mutual agreement with idea owner.</li> </ul>
<b>Focus areas</b>	Medical devices and Diagnostics; Agriculture
<b>Organized by</b>	<ul style="list-style-type: none"> <li>• PROTOSHOP (including BIRAC supported Tinkering Lab and DST supported Prayashala)</li> <li>• BIRAC Regional Bioinnovation Center (<a href="http://brbc.venturecenter.co.in">http://brbc.venturecenter.co.in</a> )</li> </ul>
<b>Supported by</b>	<ul style="list-style-type: none"> <li>• BIRAC (<a href="http://www.birac.nic.in">http://www.birac.nic.in</a>)</li> <li>• Venture Center (<a href="http://www.venturecenter.co.in">http://www.venturecenter.co.in</a>)</li> </ul>
<b>Tech Partner</b>	<ul style="list-style-type: none"> <li>• BMek (<a href="http://www.bmek.in">http://www.bmek.in</a> )</li> </ul>
<b>For whom</b>	<ul style="list-style-type: none"> <li>• Entrepreneurs</li> <li>• Practitioners including clinicians</li> <li>• Individual innovators</li> </ul>
<b>Call Open Date</b>	<b>20 October 2021</b>
<b>Call Close Date</b>	<b>20 November 2021</b>
<b>How to Apply</b>	<p><b>Limited awards: Maximum 6</b></p> <p>All applicants will apply by filling the online application form and emailing the necessary documents.</p> <ul style="list-style-type: none"> <li>• Click on the following link to fill the online application form <a href="https://bit.ly/3DIWq4q">https://bit.ly/3DIWq4q</a></li> <li>• Documents to be submitted: <ul style="list-style-type: none"> <li>○ Biodata of applicant</li> <li>○ Presentation in prescribed template (Click <a href="#">here</a> for the template)</li> </ul> </li> <li>• Email above documents to: <a href="mailto:protoshop@venturecenter.co.in">protoshop@venturecenter.co.in</a> with subject line as 'Application for Proto Alpha Accelerator'</li> </ul>
<b>Contact</b>	<p>For Registration related queries :  <b>Neha K</b>   <a href="mailto:neha@venturecenter.co.in">neha@venturecenter.co.in</a>   +91-8956677543</p> <p>For Technical queries :  <b>Sayali K</b>   Email: <a href="mailto:protoshop@venturecenter.co.in">protoshop@venturecenter.co.in</a>   +91-9156465153</p>



## About Proto Alpha

Proto Alpha is a Product Realization Accelerator that aims to help innovators who have product ideas but lack resources and capabilities to realize the product to convert their ideas into early stage prototypes.

If you have the following:

- A well defined and unique problem/ need definition
- A generic strategy/ idea to solve the problem

But do not have the engineering capabilities or resources to make and test a prototype of the idea, then this program can help you.

In this program, the Protoshop team will work with idea owners to

- Detail the solution
- Understand and evaluate the feasibility
- Further improve engineering design for technical feasibility, feasibility for manufacturing, commercial feasibility etc
- Implement 1 or more early prototypes to demonstrate proof of concept
- Work with the idea owner to transfer the technology to either the idea owner's own startup or a third party licensee

The focus shall be on:

- Engineering design
- Electronics, Instrumentation, Sensors
- Computing, IOT, AI/ML
- Supporting mechanical design

## Supporting capabilities at Venture Center for Product Development

- Hot Labs for lab-based proof of concept studies
- Advanced analytical support for reference methods for device validation
- Protoshop for prototyping
- Ecosystem partners for product design & development
  - Mechanical, Electrical, BioMed, Scientific
  - Hardware, Firmware/software
  - AI, ML algorithm
- IP Facilitation Center; Tech Transfer Office
- Regulatory Information Facilitation Center (especially for MedTech)
- Fund raising mentoring

## Program Plan



### Phase of the Program:

- PHASE 1: SELECTION: Call opens. Applications received. Eligibility check. Shortlisting. Selection.
- PHASE 2: SCOPING & AGREEMENT: In-depth understanding problem, concept solution(s), detailing the concepts, first level of check for technical feasibility, detailing scope/ plan/ budget, identify partners, action plan, joint development agreement and commitment of resources/ partners.
- PHASE 3: PROTOTYPING: Design and develop early prototypes, testing, iterations.
- PHASE 4: CONSOLIDATION: Documentation, knowhow manual, IP filings, planning for samples and displays, marketing collateral
- PHASE 5: TRANSFER: Startup creation or identifying licensee; technology transfer

## Selection Process

The selection of ideas shall be done by Venture Center through a Project Oversight Committee as per the selection criteria. Duly completed application forms along with the necessary documents will only be eligible for selection. The selected applicants shall be informed by the Venture Center.

### Selection Criteria:

- Technical soundness & do-ability
- Knowledge intensity or novelty; Uniqueness; Value proposition vs alternatives
- Potential for social impact or potential for commercial interest
- Execution & commercialization plan; Startup plans
- Idea owner's ability/potential to market the idea, raise resources and commitment to advance the technology to the market

### Preference:

- Preference may be given to DPIIT registered startups
- Preference may be given to ideas that are more suitable for raising innovation funding or investments
- Preference may be given where there is at least one team member pursuing the idea full-time.

## Illustrative terms of engagement

The following are illustrative terms of engagement. These are subject to change and will also vary depending upon the specific circumstances of the case.

### Joint development agreement:

- Parties:
  - Idea owner
  - Venture Center (EDC)
- Confidentiality, Conflict of Interest, Non-compete
- Background knowhow and IP:
  - Will belong to owners



- Adequate rights shall be made available to any mutually agreed third party licensors (if applicable) in order for the party to practice the technology transferred
- Project knowhow and IP:
  - Shall be jointly owned by all concerned parties equally
  - No party can use the Project knowhow and IP independently without the other persons permission
  - EDC will take a lead in filing, prosecution, and administration of any project IP.
- Commercialization rights
  - Right of First Offer to startup created by Idea Owner
  - If Idea Owner does not create company within 6 months of end of project, then all parties shall look for and mutually agree to license to a third party on mutually agreed terms.
- Financials:
  - EDC will commit up to Rs 4 lakhs per project in cost of supplies/ components and engaging external experts
  - EDC will give free access to relevant in-house technical and advisory services to the project
  - Any statutory/government fees associated with patent filing, agreements etc shall be borne equally by EDC and the Idea Owner.
  - EDC team member will be Project leader.
  - Idea Owner will be Co-Project Leader
  - All parties will bear their own costs
  - Any financial rewards from licensing to startup owner by Idea Owner shall be retained by EDC. EDC shall be responsible for compensation to partners engaged by it.
  - Any financial rewards from licensing to a mutually agreed third party shall be distributed between Idea Owner and EDC in the ratio 70:30.

**Technology transfer:**

- License to startup created by Idea Owner:
  - Exclusive, worldwide, no limitations.
  - Duration: later of 10 years or expiry date of longest lasting patent.
  - Upfront fee of Rs 10,000.
  - Annual minimum license maintenance fee of Rs 10,000/year.
  - Running royalty of 2% on net sales
  - Option to seek assignment and termination of running royalty at pre-decided fixed cost
- License to a mutually agreed third party:
  - To be decided

Proposed Timelines	
Start	Activity
Day 0	Program Call
Day 30	Selection of Ideas, Signing of Agreements
Day 45	Project kickoff
Day 45-Day 135 (90 days)	<b>Product Realization Accelerator for Early Prototype Development</b>
Day 135	Technology manual ready Demo samples/ prototype ready IP filing initiated, if relevant
Day 150	Technology transfer agreement
Day 180	Completion of technology transfer. Training and hand-over. Project closure



About the organizers	
	<p>Protoshop combines Tinkering lab and Prayashala, which are the prototyping facilities at Venture Center. Protoshop is an initiative of Venture Center (a technology business incubator hosted by CSIR-NCL) with the generous support from in-house funds and the host Institution. It aims at providing services to the Inventors and Entrepreneurs to design and build their prototypes and bringing their ideas into life. For more information about Protoshop: <a href="http://www.protoshop.in/">http://www.protoshop.in/</a></p>
	<p>BIRAC Regional Bioinnovation Centre (BRBC) is the third regional centre of BIRAC and is located in Venture Center. BRBC aims to fill up key innovation ecosystem gaps for bio-based industry sectors and thus significantly impact the translation of high-quality innovative ideas into viable and sustainable business enterprises. Some key BRBC initiatives are Venture Mentoring Service; Venture Base Camps; Regulatory Information and Facilitation Centre; Bio Incubation Practice School. More on: <a href="http://www.brbc.venturecenter.co.in/">http://www.brbc.venturecenter.co.in/</a></p>

Supported by	
	<p>Biotechnology Industry Research &amp; Assistance Council is a non-profit company created by the Department of Biotechnology (Government of India) with a mandate to develop the national ecosystem for biotechnology innovation and entrepreneurship and provide targeted support to innovators and entrepreneurs. For more information about BIRAC: <a href="http://www.birac.nic.in">www.birac.nic.in</a></p>
	<p>Entrepreneurship Development Center (Venture Center) – a CSIR initiative – is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by DST-NSTEDB. Venture Center focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences &amp; engineering. For more information, visit <a href="http://www.venturecenter.co.in/">http://www.venturecenter.co.in/</a></p>

Technical Partner	
	<p>BMek provides services in Rapid Product Development, and IP driven Innovation to translate ideas into products with its wide spectrum of technology expertise for a complete digital experience. It facilitates companies to quickly develop, deploy, manufacture and reimagine their products and services through the digital technologies: AI/ML, Edge Computing, Cloud Computing, IoT, Analytics across the industries such as healthcare, Biotech, Medical, agriculture, transportation and industrial automation. For more information, visit: <a href="http://www.bmek.in">http://www.bmek.in</a></p>