



UK Science & Innovation Network

TBI- Hubs Connecting Opportunities and Resources

An interactive Technology Business Incubator (TBI) stakeholder workshop exchanging best practices between UK and India

Overview

The aim of this workshop is to share best practices from established TBI managers, projects, ecosystems, real life approaches to challenges from the UK with Indian stakeholders. The workshop will guide them on developing and growing a sustainable TBI which will create prosperity for all and to position TBIs as the catalyst of the Indian Start up scene.

The format of the programme will be hybrid one, taking into account the dynamic nature of start-up businesses. The programme will strike a balance between presentation, workshop, panel discussion, homework and team presentations. This is designed intentionally to reduce theoretical power point presentations, keep the participants more involved and take away practical ideas to implement and develop their TBIs.

Martin became Chief Executive of Cambridge Cleantech in 2011 and is responsible for the ambitious plans to further develop Cambridge as a leading Cleantech centre in Europe and in so doing, helping to promote the next wave of the Cambridge hi-tech cluster. Martin supports Cambridge Cleantech members by encouraging supply chain opportunities for companies in the sector, enabling shared experience of innovative growth businesses and providing collective services such as access to finance, government regulatory updates and links to international partners.



Martin Garratt
Cambridge Cleantech

Martin was previously the Regional Environmental Manager for IBM in the greater South East, including Cambridge. Martin has also undertaken governmental liaison roles whilst working for Boots the Chemists and was one of the UK's first City Centre Managers in Nottingham.

Karthik works as the Senior International Development Officer at Basildon Borough Council, Essex. He supports the international expansion of growth potential companies which have special focus on Smart City opportunities in India. He specialises in strategic business development, stakeholder management and partnership development.



Karthik Durgaprasad
Basildon Borough
Council

He brings with him a robust ten year plus experience of delivering Start-up programmes in London for local government and business support agencies namely Greater London enterprise, Haringey Business development Agency and Barking & Dagenham Enterprise.

By delivering these programmes, Karthik has developed a strong expertise in advising and mentoring entrepreneurs, challenging and developing their business plans, raising finance through banks, business angels and VCs, co-ordinating and developing an ecosystem of successful start-ups, accountants, lawyers, event organisers (pitching, commercial space providers, mentors and industry.



DAY 1	
9.30 am - 10.00 am	Welcome and Introductions – Deputy High Commissioner / Deputy Head of Mission
10.00 am - 11.15 am	Session 1 Setting the scene and Discussion e.g. challenges faced by Indian TBIs and local solutions
11.15 am - 11.30 am	Break
11.30 am - 1.00 pm	Session 2 TBIs the fundamentals and best management practices i. Definition of an incubator – not just a building, but increasing the chance of business survival and growth ii. Partnership working – the key to successful incubators iii. TBI Business models including self-sustainability revenue streams, tenant profile and tenancy contracts iv. TBI Business Plan: Governance, registration and compliance, HR and finance management v. Space management – from hot desks, to break out areas and from lab's to offices
1.00 pm - 1.45 pm	Networking lunch
1.45 pm - 3.15 pm	Session 3 Business support & Strategic partnerships a. Business support services – the glue to bind the incubator b. Tenant needs – the 'magic wand' question? c. Hatchery, incubator, hot-house, cam-jelly, ignite, first tuesday and more d. Coaching and mentoring – 'Serious Impact' programme e. Entrepreneurs in residence – a friend indeed f. Stimulating events for the TBI 'community' g. Access to finance h. Contract opportunities for businesses – alerts and meet the buyer events
3.15 pm - 3.30 pm	Break
3.30 pm - 4.30 pm	Session 4 Team exercise: Creating a short and long term "Sustainability Plan"
4.30 pm - 5.00 pm	Team homework brief e.g. SWOT your TBI
DAY 2	
9.30 am - 11.00 am	Session 5 Team presentation of homework
11.00 am - 11.15 am	Break
11.15 am - 12.30 pm	Session 6 Keys to success for your TBIs- Recap, take away points, development of an action plan and mapping opportunities
12.30 pm - 1.00 pm	Introduction to the LinkedIn Group and how the platform could be used to continue sharing ideas, contacts and pave way for future collaborations
1.00 pm - 2.00 pm	Group Photo and Networking Lunch

Target Participants

- Incubation centre heads and managers
- Relevant government departments
- Academic / research institutions with an interest in start-ups
- Institutions considering launching a TBI
- Private equity / venture capital and other financial institutions with start-up division Start-up focussed business support organisations

Dates and Venue

22/23 Nov 2016 – Chennai
24/25 Nov 2016 – Kolkata
28/29 Nov 2016 – Chandigarh
30 Nov/1 Dec 2016 – Pune

Registration

Participation fee: FREE

Must pre-register for the workshop, limited number of participants.

To participate write to:

Chennai- Sam.Kumar@fco.gov.uk
Kolkata- Manjari.Chakravorty@fco.gov.uk
Chandigarh- Jasreena.Sandhu@fco.gsi.gov.uk
Pune- Alok.Srivastava@fco.gov.uk