

**SNS INCUBATION CENTRE**
BIT SINDRI

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| *G-11, SNS Incubation Centre**IT Building, P.O.-Sindri Institute**BIT Sindri, Dhanbad-828123**Jharkhand* | *snsic@incubation.bitsindri@ac.in**prakashkr.prod@bitsindri.ac.in**mukesh.prod@bitsindri.ac.in**Ph. 9431340536/8809274758**8404995995* |

**OVERVIEW**

SNS Incubation centre of BIT Sindri is first of its kind as Innovation and Entrepreneurship hub run by BIT Sindri under the state government of Jharkhand. The centre, located at G-11 of IT Building in BIT Campus, is committed to provide exposure to different work environments to its students as well faculties. It helps students to gain experience of working in a highly evolving and dynamic start-up environment. It provides bright and young innovative mind with space where they can nurture their start-up's ideas and build its prototypes. Incubation centre of BIT Sindri is currently incubating companies started by its students and is open to incubating companies from outside. Our incubation centre is equipped with various labs and infrastructure to support all kinds of start-ups including high technology start-ups as well. It helps to connect the incubatees to right mentors and thus helps to develop and scale up their technology or products and identify their market for legal and intellectual property related guidance.

**VISION**

* Intended to build a strong ecosystem conducive for the growth of start-up activities in order to drive sustainable economic growth and generate large-scale employment opportunities within the state as well as the nation.

**MISSION**

* To facilitate start-up activities for the students
* To motivate and inspire students
* To equip them with the necessary skills for implementing innovation and design
* To provide necessary assistance

**OBJECTIVE**

* To create a start-up ecosystem
* To promote creative thinking and efficient work culture
* To develop communication, marketing and management skills
* To make productive business plans.
* To secure finance through venture capitalists.
* To convert innovations into marketable products

**INFRASTRUCTURE AND SUPPORTS FOR INCUBATION**

A 2500 sq. ft. Space fully equipped with furniture, computers, classroom, conference hall, meeting room, incubatees sitting space and other modern utilities in a single house. It can accommodate more than 40 incubatees at a single time. The centre is dedicated to help the student community and graduate start-ups and help entrepreneurs turn ideas into viable businesses.

**BASIC INCUBATION FACILITIES:**

Incubatees could have access to office equipment, including PCs, laptop access points, phones and standard office furniture available inside the Centre.

* Co-working/ Individual office space with office furniture, storage space and air-conditioning.
* Unlimited 24x7x365, Wi-Fi, LAN connectivity with desktop computers.
* Centre provides basic stationery requirements common printing & scanning facilities and others.
* Conference halls and Institute Auditoriums
* Access to Institute Library.
* Cafeteria space

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| C:\Users\Acer\Desktop\SNS IC\WhatsApp Image 2019-06-20 at 10.30.36 AM.jpegINCUBATEE AREA | C:\Users\Acer\Desktop\SNS IC\WhatsApp Image 2019-06-20 at 10.30.32 AM.jpeg CLASS ROOM  | C:\Users\Acer\Desktop\SNS IC\WhatsApp Image 2019-06-20 at 10.30.35 AM.jpegCONFERENCE HALL |
| C:\Users\Acer\Desktop\SNS IC\WhatsApp Image 2019-06-20 at 10.30.36 AM (1).jpegPRE-INCUBATEE AREA | C:\Users\Acer\Desktop\SNS IC\WhatsApp Image 2019-06-20 at 10.30.33 AM.jpegMEETING ROOM | C:\Users\Acer\Desktop\SNS IC\WhatsApp Image 2019-06-20 at 10.30.35 AM (1).jpegCAFETERIA |

**LABORATORY AND TECHNICAL FACILITIES:**

Centre for Excellence Lab by Siemens is open for all the incubators for the purpose of research and development, with its following fourteen fully functioning and highly equipped laboratory.

1. Advanced manufacturing lab
2. Automation lab
3. Automobile body paint
4. Automobile body repair
5. CNC workshop
6. Electrical & Energy Study lab
7. Lift maintenance
8. Mechatronics lab
9. NC programing lab
10. PI lab
11. Product design & validation lab
12. Rapid prototyping lab
13. Robotics lab
14. Testing & opt. Lab

**MENTORING OF START-UP:**

This unique mentoring initiative is envisaged to complement classroom learning, and for budding entrepreneurs to expand their networks and obtain critical and immediate feedback on their ventures and venture ideas. A combination of monthly group mentoring (team consists of alumni and faculties) and individualized sessions are arranged for the students. The incubating companies may assist by:

* Mentoring by Entrepreneurs
* Seed Funding
* Pitching Opportunities
* Networking with Experts
* Deferred Placement Policy

**EDUCATION AND TRAINING**

* Kick-Start to a New Venture
* Critical Success Factors in New Ventures
* Case studies
* Business Idea Generation and Screening
* Opportunity Recognition and Evaluation
* Business Model Generation / B-Plan Preparation

**AWARENESS INITIATIVES FOR START-UP ECOSYSTEM DEVELOPMENT**

* Regular entrepreneurship week and talk session
* Taking part in government started initiatives for entrepreneurs
* Motivating students for start-up ecosystem
* EAC (Entrepreneur Awareness Camp in association with IIT(ISM) & ABVIL)

**SALIENT FEATURE OF INCUBATION POLICY**

**ELIGIBILITY**

Admission for Incubation is open to:

* All Engineering Graduates of BIT
* Faculty members (current and the past) & Permanent Staffs
* Alumni
* BIT’s R&D partners/ Research Partner Institute (sponsors of R&D and consultancy projects)
* Government agencies associated with BIT Sindri research and innovations
* All Engineering and Non -Engineering Graduates of our country (registered in Jharkhand
* Society at Large

The proposals or application for incubation must meet with one or more of the following parameters:

* Proposals with Intellectual Properties (IP) generated within BIT Sindri and transferred to the company for consideration
* Proposals with IP belonging to faculty, student or alumni (created outside BIT)
* Proposals with potentials for strong identifiable involvement or interaction with BIT faculty with/without the usage of BIT facilities

**APPLICATION FOR INCUBATION**

***“Whether you're just exploring or are ready to take a deep dive, Incubation centre of BIT Sindri helps you on your journey toward entrepreneurial development”.***

We encourage budding entrepreneurs to apply to our incubation centre for incubation. We aim to focus on incubation support to "technology" start-ups. However, we are open to exploring ideas in other fields and will be happy to evaluate your business plan.

At the opening level, applicants for admission in SNS Incubation Centre will be required to submit a Pre-Admission Response Sheet (PARS), which can be availed from our office or can be downloaded from our website. The SNSIC team will scrutinize the PARS internally.

One can send filled e-APPLICATION (and business plan) to office at *snsic*@incubation.bitsindri@ac.in or hard copy to the SNS Incubation Centre, BIT Sindri.

**THE BUSINESS PLAN SHOULD CRISPLY COVER THE FOLLOWING ASPECTS:**

* **Problems and people requirements**
* **Value proposition** - how one can solve a customer's problem
* **Enablers** - the magical technology or business model innovation that differentiates one’s idea of business
* **Revenue model** - how one can make money, pricing etc.
* **Sales and Marketing Strategy** - how incubatees plan to spread the business world about his/her solution, how would they sell it?
* **Management Team** - main team members and advisors
* **Financial projections** - cash flow projections - expenses and revenues. How much money they need to raise an investment? When would they start breaking even operationally?

**INCUBATION OFFERED**

Based on the initial scrutiny of PARS and affirmative assessment, applicants will be asked to submit a formal application for admission in SNSIC along with a detailed proposal.

 Once reviewed and judged by experts, applicants are invited for an initial meeting with the expert of Incubation Centre. The applicants are referred to a relevant program process after the preliminary assessment.

The following stages in which an incubation of a start-up can start in our centre

1. **For the Ideation stage**
* Potential entrepreneur, no clarity on domain/ idea/ career.
1. **For the pre-incubation stage**
* Idea validation stage to Proof of Concept (POC)
1. **For the incubation stage**
* From POC to Business
1. **For Acceleration/ Growth stage**
* Scale-up of proven business



**Different Planned Stages of Incubation in Our Centre**

**BROAD AREAS**

Different Sectors where incubation can be provided are among, but not limited to:

* Earth System Sciences (including Mining, Petroleum, Mineral, Geo-Physics, etc.) Information and Communication Technology
* Augmented Reality, Big Data and Analytics, Image processing and Recognition Cloud Computing
* Cyber Security, Artificial Intelligence and Machine Learning
* Bio-Science and Biotechnology
* Medical Device and Health Care
* Mobile & Smart Phone Technology
* Automobile Technology & Transportation
* Food Agriculture and Food processing
* Affordable Health Care
* Affordable and Renewable Energy
* Clean and Portable Water
* Sanitation, Waste Management
* ICT and IOT
* Smart, Energy and Functional Materials
* Affordable Healthcare, Early detection of diseases, Drug design Water & Sewage Management
* Organic Electronics, Organic Electronics
* Green Technology, Clean Energy, Renewable Energy and Non- Renewable Energy Sources

**MoUs WITH INDUSTRIES/INSTITUTION**

BIT Sindri has signed MoUs with the following organizations, which could also support and promote start-up activity in the campus.

1. Tata steel
2. CSIR-CGCRI ,Kolkata
3. SAIL, R & D Centre for Iron and Steel, Ranchi
4. CSIR-CIMFR, Dhanbad
5. Siemens industry Software India pvt. Ltd.
6. IIT(ISM), Dhanbad
7. ABVIL, Ranchi
8. LS Davor (IP Consultant)

**INCUBATION CATEGORIZATION**

***Type I***

Ventures in this category are typically the project initiated by one or more members of the academic staff, students and alumni of BIT Sindri or some other technology promotion agency (government or non-government).

***Type II***

A typical venture in this category can be a technology-based start-up company promoted by a first generation entrepreneur desirous of R&D partnership with the BIT Sindri or company to try out a novel technological idea for upgradation to a commercial proposition, scale up a laboratory proven concept and setting up a technology business enterprise.

***Type III***

Venture in this category typically can be a technology/R&D unit of an existing small/medium size enterprise, industry association or an R&D Company that desires to have close technology interface with BIT Sindri. The evaluation committee of SNSIC evaluates all the applicants under any of the above categories before the applicant can be granted admission to our Incubation facility.

**SEED FUNDING**

SNSIC may provide seed funding in association with ABVIL, up to Rs.50 lakhs, subject to the availability of funds/ grants/ schemes meant for this purpose. Seed funding will be sanctioned only to the registered companies and shall be based on the merits of each company. Promoters/ founders whose companies are not registered at the time of application shall not be eligible to apply for seed loan until their companies are incorporated. Further, admission for incubation shall not automatically entitle the companies to seed funding. Though seed funding may be sanctioned, disbursement shall be linked to the milestones.

**FUNDING SUPPORT**

SNSIC Follows two funding Mechanism

•*Soft Loan*

The entire seed fund is provided as a soft loan, and the incubatees are expected to repay the amount at 6% per annum simple interest rate. The incubatees would need to provide a personal guarantee to the extent of seed loan and interest thereof.

The repayment of the loan and the interest amount will start after one year and 100% repayment with interest over the next two years i.e. three years in all.

•*Any ratio of Loan versus equity as mutually agreed upon by the SNSIC and incubatees.*

The incubators company shall get the consent of the BIT Sindri, SNS Incubation Centre before bringing any additional investments.

*Nominee Director(s):* BIT Sindri, SNS Incubation Centre shall nominate one or two Directors from SNSIC or its representatives for the Board of Governors of the incubatees company to monitor the progress of the company.

***In addition, SNSIC will actively support incubatees with a combination of inputs including:***

**i.** Branding: incubatees may apply for permission to brand themselves as “BIT Sindri Incubated Company” or “Incubated by BIT Sindri”

**ii. Business support services**: in-house consultants offering Accounting, tax, company secretary, legal and IP services (no and/or discounted fees)

**iii. Mentorship**: with SNSIC

**iv.** Skill development Training workshops: Monthly entrepreneurship meetings, Training programmes and seminars relevant to entrepreneurs

**v.** Introduction to Angel investors, Venture capitalists and other financial institutions

**vi.** Meetings with visitors of BIT Sindri (such as academics, alumni, VCs, industry professionals)

**vii.** Showcasing incubatees through networking events

**viii.** Showcasing events for exhibition of products and solu

**EXIT POLICY**

Since BIT Sindri, SNS Incubation Centre is investing in the incubatees company and holds a certain percentage of shares; it has the right to sell the shares of the incubatees company to anybody at any time after 5 Years

**RENTAL FOR OPERATING SPACE**

In lieu of support and services to be provided by SNSIC, the incubated companies will be required to pay a rent of Rs. 3000/- per month for an Incubation Cell (Rs. 1000/- in the case single-seater facility). Incubatees will have to pay the electricity and other charges.

**TENURE**

Companies will be permitted to stay in SNS Incubation Cells, to begin with, for a period of 24 months. A nominal monthly charge will be levied to a company for the period of the first 24 months (as mentioned above). SNSIC may, at its own discretion, permit companies to extend their stay for a maximum period of another 12 months. Companies will have to pay the charge at the prevailing market rate for the extended period, which will be fixed by SNSIC.

**CURRENT INCUBATIONS AND INCUBATEES**

Honorable Chief Minister of Jharkhand has felicitated the following incubatees from BIT Sindri on 23rd June 2019 during Jharkhand Startup Hackathon 2019 at Ranchi.

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| *Sl. No* | *Name Start-ups*  | *Name of Incubatees* | *Area of start up*  |
| 1. | **Odigos World** | Mr Divyanshu Sinha | Online education platform  |
| 2. | **The Hello Doctor** | Mr Karan Raj Mehta | Online Medical service  |

 **Start-ups selected by State Evaluation Board (SEB), Department of Information Technology & e-Gov, Govt. of Jharkhand**

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| --- | --- | --- | --- |
| *Sl. No* | *Name Start-ups*  | *Name of Incubatees* | *Area of start up*  |
| 1. | **The Hello Doctor** | Mr Karan Raj MehtaJIL 2018-0159 | Healthcare Technology & Life Sciences  |
| 2. | **Odigos World** | Mr Divyanshu SinhaJIL 2018-0293 | Education  |
| 3. | **Pitavya Pvt. Ltd.** | Mr Sumit Kumar ThakurJIL 2019-0391 | IT/ITeS, Internet ofThings (IoT) |

**OTHER INCUBATEES SELECTED BY INTERNAL COMMITTEES**

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| *Sl. No* | *Name Start-ups*  | *Name of Incubatees* | *Area of start up*  |
| 1. | Drone Delivery Service | Mr. Aniket Kumar (Final Year Mechanical) | Courier Food & Medical Emergency Responses |
| 2. | Jharfarm | Mr. Nikhil Kumar (2nd Year Chemical) | (Related with e- Commerce in Agriculture) |
| 3. | Extracurra | Mr. Siddhant Srivastava (3rd Year Chemical)Ms. Amisha Kumari (3rd Year ECE) | Extracurricular activities for Academic Institutions  |
| 4. | Portfolio & Replica | Mr. Abhinav Prakash (2nd Year ECE) | Education |
| 5. | Smile Driving | Mr. Abhinav Sah (2nd year Mechanical) | Road Accident Control System |
| 6. | Morph Soft | Mr. Pankaj kumar & Team(Outside BIT Sindri) | IoT |

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**LIST OF SNSIC INTERNAL MEMBERS**

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| --- | --- | --- | --- | --- |
| **Name** | **Designation** | **Discipline** | **Email** | **Contact No.** |
| Prof. D.K. Singh | Chairman | Director BIT Sindri | director@bitsindri.ac.in | 9431445854 |
| Dr. Prakash Kumar | Coordinator | Production | Kprakash\_71@yahoo.co.in | 9431340536 |
| Dr. R.P. Gupta | Co- Coordinator | Electrical | rgupta@bitsindri.ac.in | 8340432424 |
| Dr. Arvind Kumar | Co- Coordinator | ECE | aksingh738@gmail.com | 8986567899 |
| Dr. S Hembram | Member | Metallurgy | hembromsangram@gmail.com | 9798427706 |
| Mr. Kashif Hasan Kazmi | Member | Production | kashifhasankazmi@gmail.com | 9113775711 |
| Mr. Mukesh Chandra | Member | Production | mchandra018@gmail.com | 8404995995 |
| Mr. Anand Kumar | Member. | Production | ak204204@gmail.com | 7253046056 |
| Mr. Rakesh Rohan | Member | Electrical | rrohanjd@gmail.com | 7209750913 |
| Mr. Biswaranjan Mishra | Member | Electrical | biswaranjan.ee@gmail.com | 9437274388 |
| Dr. Arvind Singh | Member | Chemical | indian.arvi@gmail.com | 7571993333 |

**LIST OF SNSIC** EXTERNAL **MEMBERS** AND MENTORS

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| --- | --- | --- | --- | --- | --- |
| **Sl. No.** | **Name** | **Designation** | Start-up/Org**.** | **Email** | **Contact No.** |
| **1** | Ms. Kumud Sharma | CEO | Super Seva Services Pvt. Ltd. Banglore | kumud@superseva.com | 9945239351 |
| 2. | Mr. Sourav Karmakar | Managing Director | iB Arts Pvt Ltd | sourav@ibarts.in | 7004325512 |
| 3. | Mr. Vikash kr. Prajapati | Co-founder | Putoos Graphics and Math-e-Magic | vkpajeet@gmail.com | 993418653 |
| 4 | Mr. Ravi Singh Choudhary | Director | Sampurn Krishi Utthaan foundation | rsc.bitsindri@gmail.com | 70049614258294009404 |
| 5 | Dr. Pankaj Mishra | Associate Professor & Associate Dean, Innovation & Incubation | IIT(ISM) Dhanbad | pankaj@iitism.ac.in | 9470194401 |
| 6 | Mr. Sumit Kumar | Vice President, Operations | ABVIL, Ranchi | sumitk@iima.ac.insumit.kumar.pgp2011@gmail.com | 9905679258 |
| 7 | Mr. Sujeet Srivastava | Founder, CEO | ARENYAM Technologies | sujeetbits@gmail.com | 8888852558 |
| 8 | Md. Sajid Hussain | Director | DirectorMount Everest Learning Foundation | mshussain24@gmail.com | 9113104690 |
| 9 | Mr. Rajesh Jha | Director | Aggregate Innovations Pvt Ltd | rajesh@aggregateindia.com | 8008802447 |
| 10 | Dr. Santosh Ansumali | Associate professor | JNCASR, Banglore | ansumali@jncasr.ac.in | 9449799801 |
| 11 | Prof. Vinay Sharma | Professor in Charge,Innovation Cell | BIT Mesra (Off Campus Deoghar) | vinay1970@gmail.com | 9431382632 |
| 12 | Mr. Gaurav Singh | Co-founder | Myperfectice | gaurav@myperfectice.com | 9434776350 |