Asia Pacific Incubation Network

Programme Report on

Capacity Building Programme for Business Incubation Managers

December 10-14, 2009
Ooty, Coimbatore, INDIA

The second Capacity Building Programme for the Business Incubation Managers of Asia Pacific Incubation Network (APIN) was organized by PSG-Science & Technology Entrepreneurial Park (PSG-STEP) – the APIN Secretariat during December 10-14, 2009 at Ooty, India.

The programme had witnessed 35 Business Incubation Managers, 10 speakers including incubation practitioners, entrepreneurs and policymakers from US, Switzerland and India.

The sessions in the training programme included:

- Technology Commercialization
- Understanding Fund Raising for Start-ups, Issues in Angel and VC Funding – Questions you always wanted to ask but did not know whom to ask,
- Meet the Good Incubation Manager
- Experiences of Incubation Manager turned Entrepreneur
- Issues in ICT Incubation
- Making Biotech Incubation Work
- How incubators can use social media?
- Engaging the Policy Maker in Business Incubation.

Day 1: December 10, 2009

Mr Seth Sayers, infoDev addressed the delegates through teleconferencing for the inauguration of the Capacity Building Programme.

The session was followed by the addresses of Mr HK Mittal, Adviser & Head, National Science & Technology Entrepreneurship Development Board, Government of India, Mr Len Denton, University of Texas at Austin, Dr Martin Haemmig, Stanford University and Dr R Rudramoorthy, Vice-Chairman, PSG-STEP & Principal, PSG College of Technology, Coimbatore.
Day 2: December 11, 2009

Mr Len Denton, Programme Manager, IC2 Institute: Global Commercialization Group, University of Texas, Austin handled the first day of the programme on the topic “Technology Commercialization”.

He briefed the delegates about the challenges faced in Technology Commercialization, Good Practices by the Business Incubators for technology commercialization, Quicklook Assessment of Technology.

Day 3: December 12, 2009

Dr Martin Haemmig, Senior Advisor on Venture Capital, Stanford University/ APARC-SPRIE handled the session on “Understanding Fund for Start-ups, Issues in angel and VC Funding- Questions you always wanted to ask but did not know whom to ask”.

He shared his experience in the field of VC Funding and informed the delegates about how the VC Investors evaluate the proposal.

The delegates were engaged with individual activities, group assignments, presentations and video clippings on investment challenges in the start-ups.

Day 4: December 13, 2009

The entire day has been allocated for the informal networking of the delegates and the delegates had enough time for the interaction with the speakers of the programme and also with the peer incubation managers.
Day 5: December 14, 2009

On the fourth day the Incubation Managers, Entrepreneurs and Policymakers shared their experience and issues in managing the Incubation Centre.

Mr V Raghavendra Prasad, MD, Wifin Technologies P Ltd, Chennai spoke on "The Grass is Greener on the Other Side- An Incubation Manager turned into an Entrepreneur". He shared his experience and insides of how he became an entrepreneur after being a successful Incubation Managers. He stated the quote "You're never given a dream without also being given the power to make it true." He also shared Taoism of Entrepreneurship with the delegates.

Dr R Raghunandhan, Chief Executive, JSSATE-STEP, Noida talked on “Issues in ICT Incubation”. He stressed on the challenges faced by the incubator for in the initial stages for marketing the incubator, establishing a brand and in identifying the needs and requirements of the clients. He stressed the importance of pre-incubation process for the prospective clients.

Ms Deepanwita Chattopadhyay, MD & CEO, ICICI Knowledge Park, Hyderabad shared the experiences of incubation process of ICICI Life Sciences Incubator and showcased the process of IKP in supporting and handholding the entrepreneurs in the areas of biotech.

Mr Karuppan Chetty, Deputy COO, Agri-TBI, ICRISAT, Hyderabad handled a session on “Agri Incubation Process”. He highlighted the strategies adopted by ICRISAT in taking the incubation for community entrepreneurship thereby the benefits had reached to the larger group of farmers. He also highlighted on the various revenue models of the TBI for attaining the self sustainability.

Mr Dorai Thodla, CTO- iMorph Inc, California, USA & Chennai talked on “How Incubators can use social media?” He emphasised the importance of social media in managing Business Incubation centre and how an Incubation Manager can leverage the social network media to market the Incubator and create the client pipeline for the incubator and also to showcase the Incubation products.
The session on “Engaging the Policy Maker in Business Incubation” which was handled by

- Mr H K Mittal, Advisor & Head, NSTEDB, DST, Govt of India;
- Dr Anita Gupta, NSTEDB, DST, Govt of India and
- Dr P K Dutta, DSIR, Govt of India.

The policies and support extended by the Government of India to promote innovation, incubation and entrepreneurship were deliberated in detailed by the speakers.

The last session was summing up of all the sessions where the speakers clarified and answered the question and doubts of the delegates.

**Who Attended**

Over 35 business incubation managers representing 9 member countries participated in the conference.

The programme witnessed 10 speakers representing the Business Incubation community and policymakers across the world sharing their experiences.

Countries represented included; Bhutan, Federated States of Micronesia, India, Indonesia, Mongolia, Nepal, Nigeria, Thailand and Korea.
Feedback from Delegates

“The sessions were indeed highly informative and helped me to gain an insight into the various aspects of business incubation. Each and every session was a good learning experience for me. I found the programme truly beneficial and informative.”

-Dr Geetha Seshadri
Senior Scientist
Shriram Institute for Industrial Research, India

“This program was very-very important for me and I'll transfer knowledge about it to AIBI [Association of Indonesia Business Incubator]”

-Mr Bambang Rusiantono
1-CELL ATMI Surakarta
Indonesia

“I can say that those experiences from all the speakers were very useful and highly informative as you said.”

-Dr Niyom Kamlangdee
Director of Walailak University Southern Thailand Science Park (WU-STSP), Thailand

“The Ooty event was indeed a very good learning experience for the Bhutan team; we now have clarity on what, how and why of business incubators. We have also been able to connect with experts and practitioners/incubators through the training programme. We will follow up with you/APIN on the way forward for us in this very exciting field.”

-Mr Kezang
Deputy Director
Department of Information Technology, Royal Government of Bhutan, Bhutan