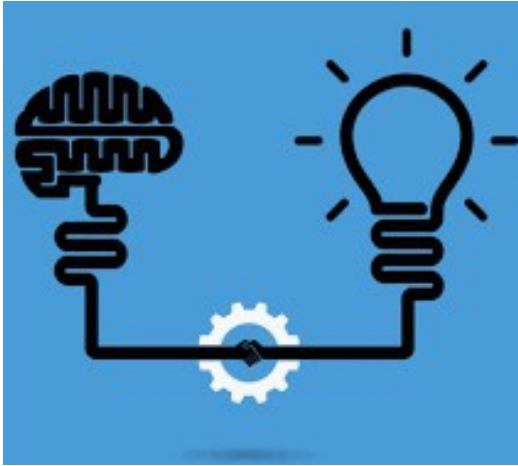


# **Innovation, Incubation, Business, Training, Creating Jobs and Economic Opportunities**



**Dr. M.. Ajmal Deen Ali, M.E., Ph.D. (IITM)**

**Director, Ajlon Technologies  
Private Angels Network**

## Business Model for Colleges- Innovation, Incubation, Product Delivery

1. Business Model is MoU Kind / Total ownership of the College/ Company
2. Students are trained in Industrial ready standards by industry experts
3. Incubation centers are started based on Student Ideas/ Brain Storming
4. Complete Nurturing, Placement within incubation centers
5. Product making, Manufacturing, Marketing and Profit Sharing

New Business for College

Personality  
Development

Skill Training  
Hardware & Software

Ideation  
Incubation

Placement  
IN /OUT

Product  
Launch

Own  
Brand

# New Business for College



Personality  
Development

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Brand

# New Business for College



Personality  
Development

## PERSONALITY DEVELOPMENT IS ALL ABOUT.....

- Public Speaking
- Body Language
- Behavior
- Anger Management
- Physical Fitness
- Food Habit
- Friends making skills
- Learning skills
- Relationship skills
- Communication skills
- Dealing with problems



# New Business for College



Skill Training  
Hardware & Software



# New Business for College



Ideation  
Incubation

## WHY

FACILITATE  
IDEAS

VOICE  
CONCERNS

UNCOVER  
INSIGHTS

PRIORITIZE  
SOLUTIONS

## HOW

GROUP  
DISCUSSION

INDIVIDUAL  
WRITING  
AND  
REFLECTION

SKETCHING  
& VISUAL  
MODELING

CONVERSATION  
MAPPING

## OUTPUTS

PRODUCT  
BACKLOG

ROADMAP

RISK  
MATRIX

INVESTMENT  
PLAN

VISUAL  
ARTIFACTS

## BENEFITS

RAPID  
DEVELOPMENT  
OF IDEAS

DELIVERY OF  
BUSINESS  
INNOVATION

REDUCED  
TECHNICAL  
AND BUSINESS  
RISK

CREATING  
SUSTAINED  
FOCUS

# New Business for College

Corporate  
Placement



In-house place  
ment/ College/  
Incubation  
Centre



Placement

Placement  
IN /OUT



# New Business for College



Product Launch

In-house placement/  
College/  
Incubation  
Centre

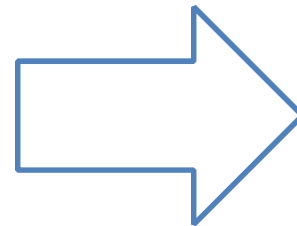
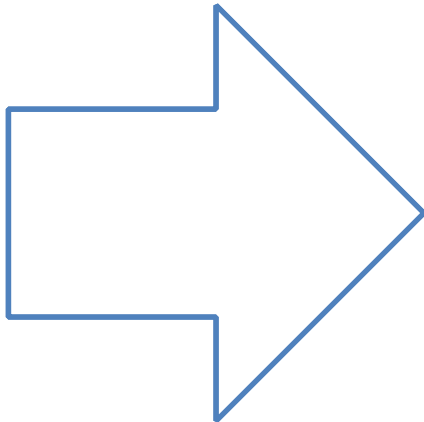




# New Business for College



Own Brand



# NEED FOR ENTREPRENEURS

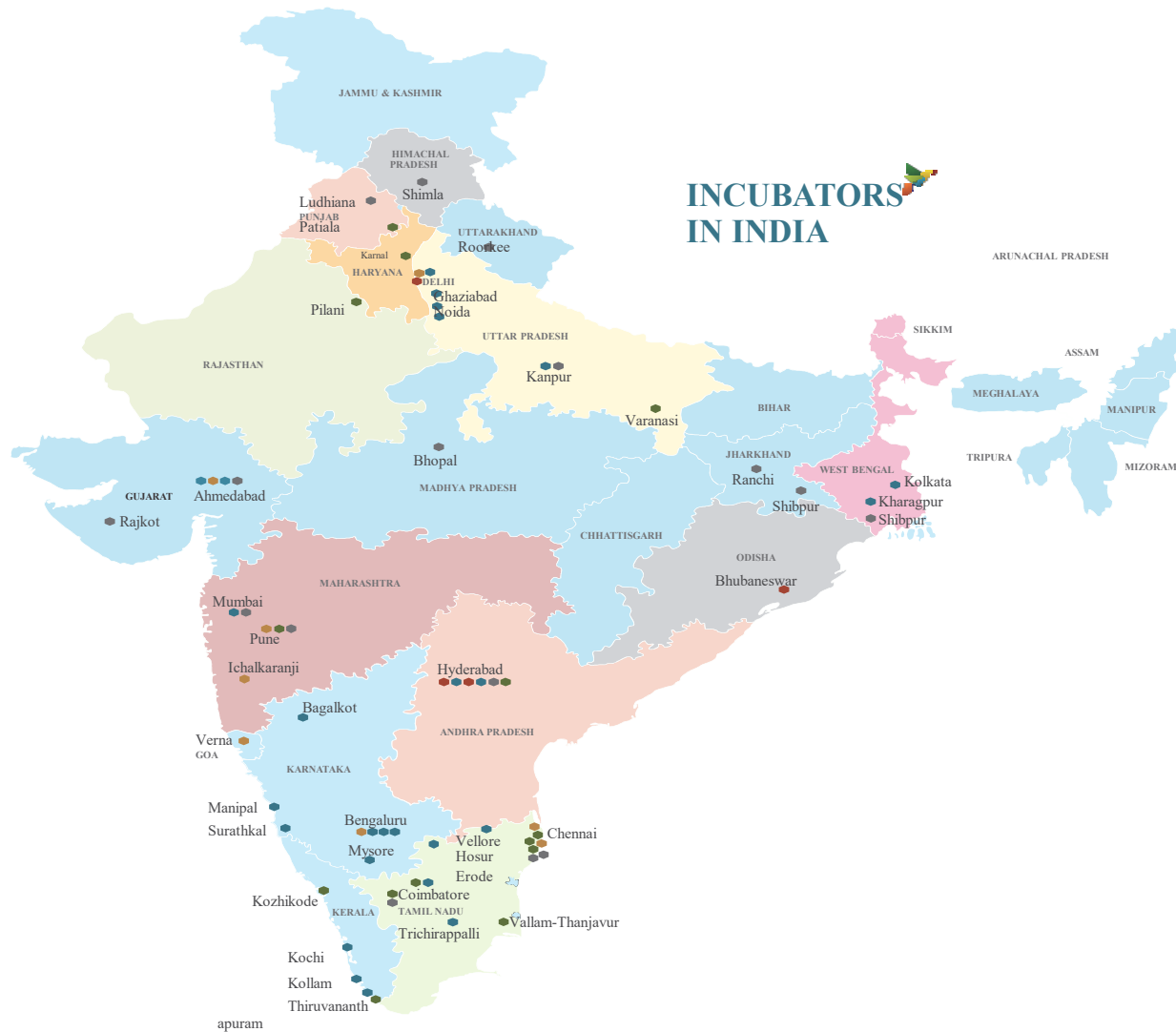
- India, today, is an emerging economy that is destined to achieve milestones, on various fronts, in the near future.
- India, to acquire the status of a "developed" nation, it needs to create 100 million jobs, statistics point out.
- India has almost 300 million youth, but only 100 million jobs.
- Therefore, the country faces a 200 million employment gap. The gap can be filled by nurturing innovation and Entrepreneurship

# NASSCOM 2014 REPORT ON STARTUPS

- **Key Highlights**
- ~3100 startups present in India, 3rd largest base in the world
- 800+ start-ups setting up annually
- By 2020 there would be ~11500 startups; employing over 250k people
- ~300 VC/ PE & ~225 angel investment deals worth over USD 2 billion
- Over 20 M&A's worth ~USD 1 billion in last 3 years

Source: [www.nasscom.in/india-fastest-growing-and-3rd-largest-startup-ecosystem-globally-nasscom-startup-report-2014](http://www.nasscom.in/india-fastest-growing-and-3rd-largest-startup-ecosystem-globally-nasscom-startup-report-2014)

# INCUBATORS MAP



# **TYPE OF INCUBATORS**

- Energy and Environment
- Information & Communication Technology (ICT)
- Bio Technology New Materials including Nano Materials
- Instrumentation and Maintenance
- Manufacturing and Engineering Design
- Communication (Media & Infotainment)
- Health and Pharmacy
- Agriculture and Allied Fields

## **OUTCOMES OF INDIA**

- 32,000 persons are estimated to be employed by Incubatee and Graduate companies
- **TURNOVER GENERATED**
- **INR 1500 Crores** is the combined turnover of Incubatee and Graduate companies
- in 2012-2013
- **INTELLECTUAL PROPERTY GENERATED**
- 450 patents / copyrights held



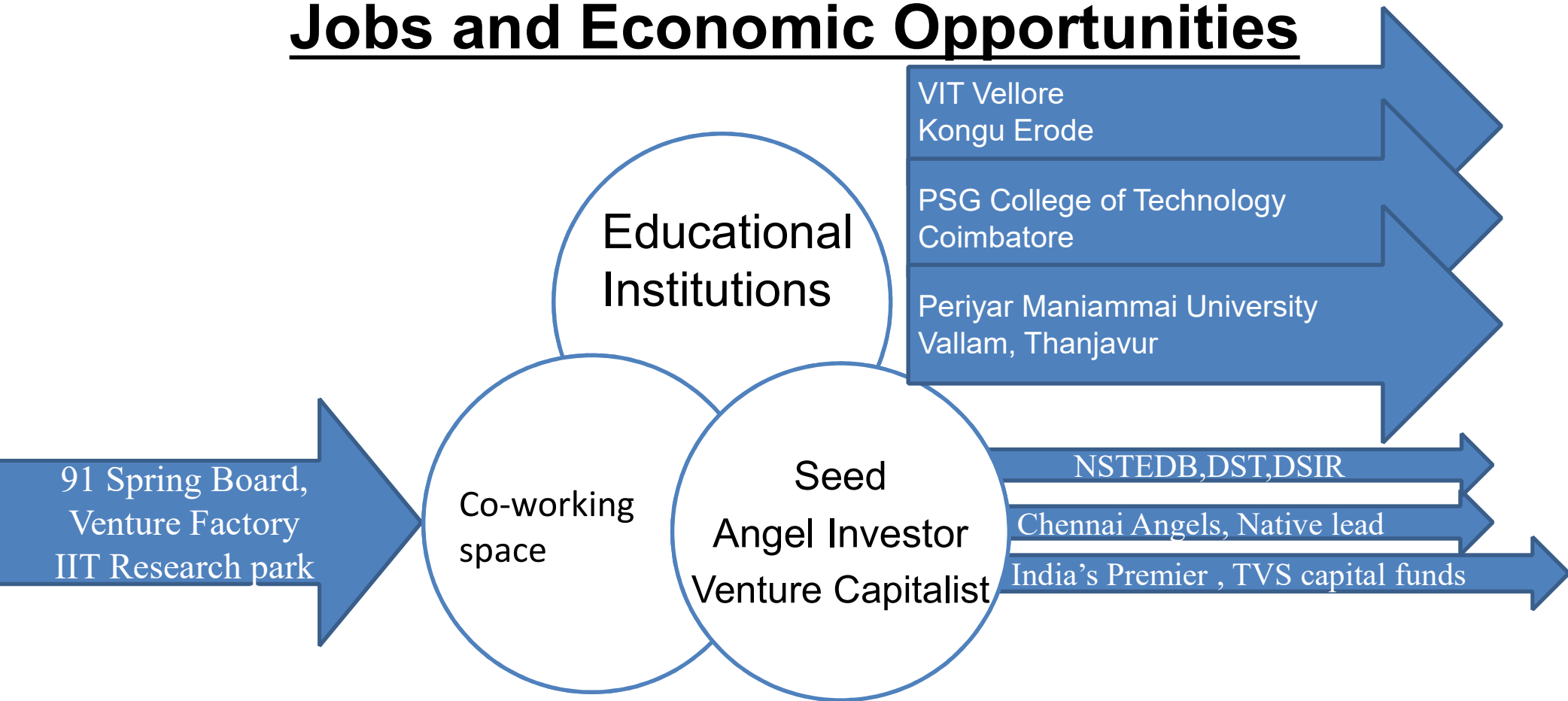
# TYPICAL INFRASTRUCTURE PROVIDED BY INCUBATORS

THRUST AREA	SPACE PER VENTURE	SUPPORT FACILITY SPACE
ICT / EMBEDDED SOFTWARE	150 - 200 sq.ft. Cabin spaces	Discussion rooms, conference room, shared computing facility, hi-speed Internet with good security features
MANUFACTURING, ENERGY, CLEANTECH...	500 - 1,000 sq.ft. Sheds / Workspaces	Shared common testing and equipment facility (depends on the domain), discussion rooms, conference room
BIOTECHNOLOGY - Agri, Pharma, Agri-business	250 - 1,000 sq.ft. Lab + Office area	Wet labs, testing labs, support equipment areas, clean rooms etc., discussion rooms, conference room
ELECTRONICS / HARDWARE	150 - 500 sq.ft. Workstation + Office space	Shared common equipment and testing facilities, discussion rooms, conference room
MIXED USE	100 - 250 sq.ft. Typically, only Cabin spaces	Discussion rooms, conference room

# WHO SET-UP INCUBATORS?

- Government / Funds . E.g. DST, State Government, MSME
- Communities – E.g.. Municipal Incubators
- Universities – E.g.. IIT, IIM, ISB foremost, even has a large tech park near campus
- Private Businesses – E.g.. Startup Village, Microsoft Ventures ( for profit)
- Within Businesses – E.g.. Paypal, Target

# Innovation Jobs and Economic Opportunities



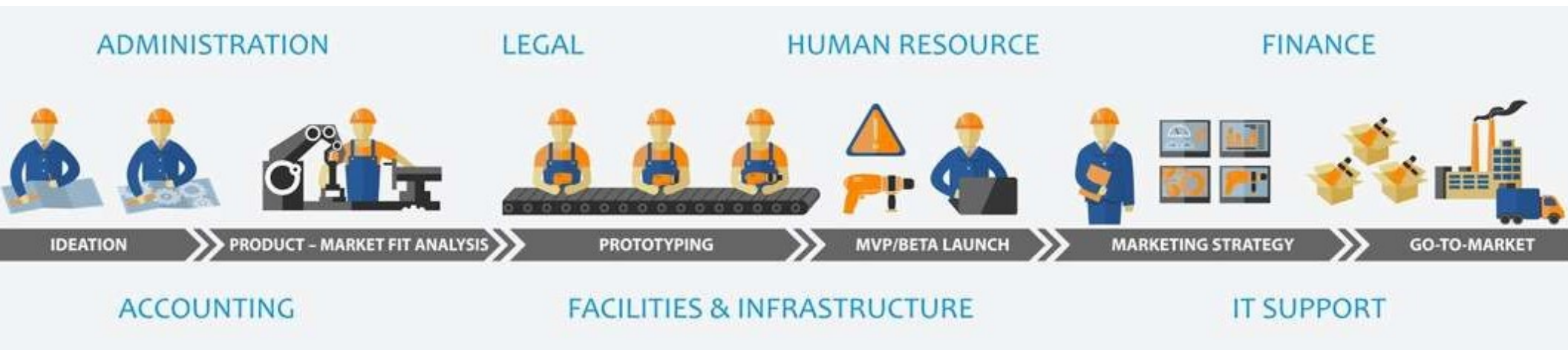
# Technology Based Incubators in Tamil Nadu

- Kongu Engineering College - Perundurai, Erode
- Vellore Institute of Technology - Vellore
- University of Madras - Chennai
- Rural Technology and Business Incubator (RTBI), IIT Madras - Chennai
- Periyar Maniammal University - Vallam-Thanjavur
- PSG College of Technology (Nanotech) - Coimbatore
- A.P. J Abdul Kalam Innovation Centre @ BSAU -  
Inaugurated on 15th Oct' 2015

## TBIs in TN

- Bannari Amman Institute of Technology - Erode
- St. Peter's Engineering College - Chennai
- VELTECH Rangarajan Dr. Sakuntala R&D Institute of Science and Technology - Chennai
- Villgro Innovations Foundation, IIT Madras - Chennai (Private)
- Tirchirappalli Regional Engineering College - Tirchirappalli (STEPs)

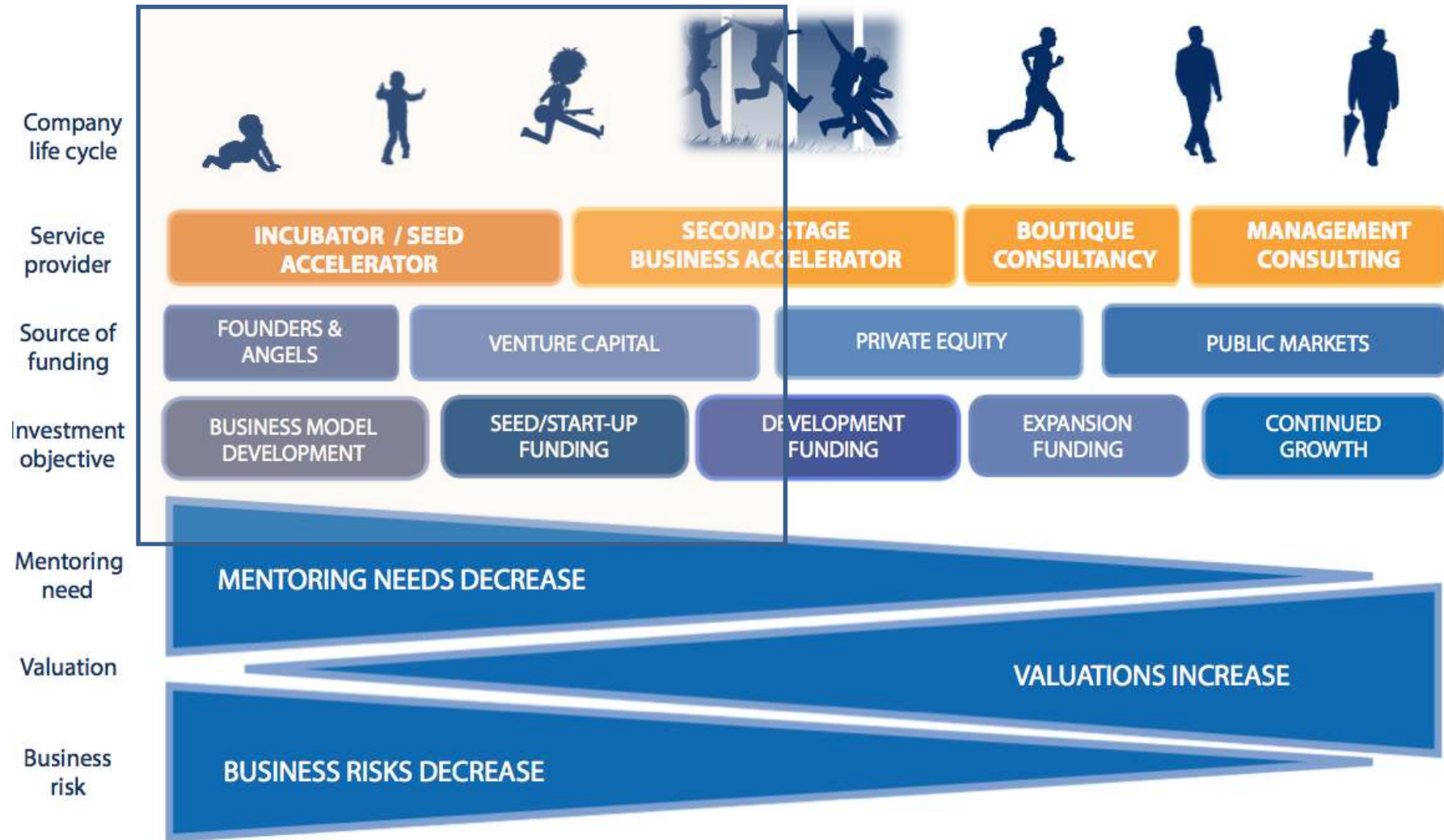
# VENTURE FACTORY OF BANGALORE STRATEGY



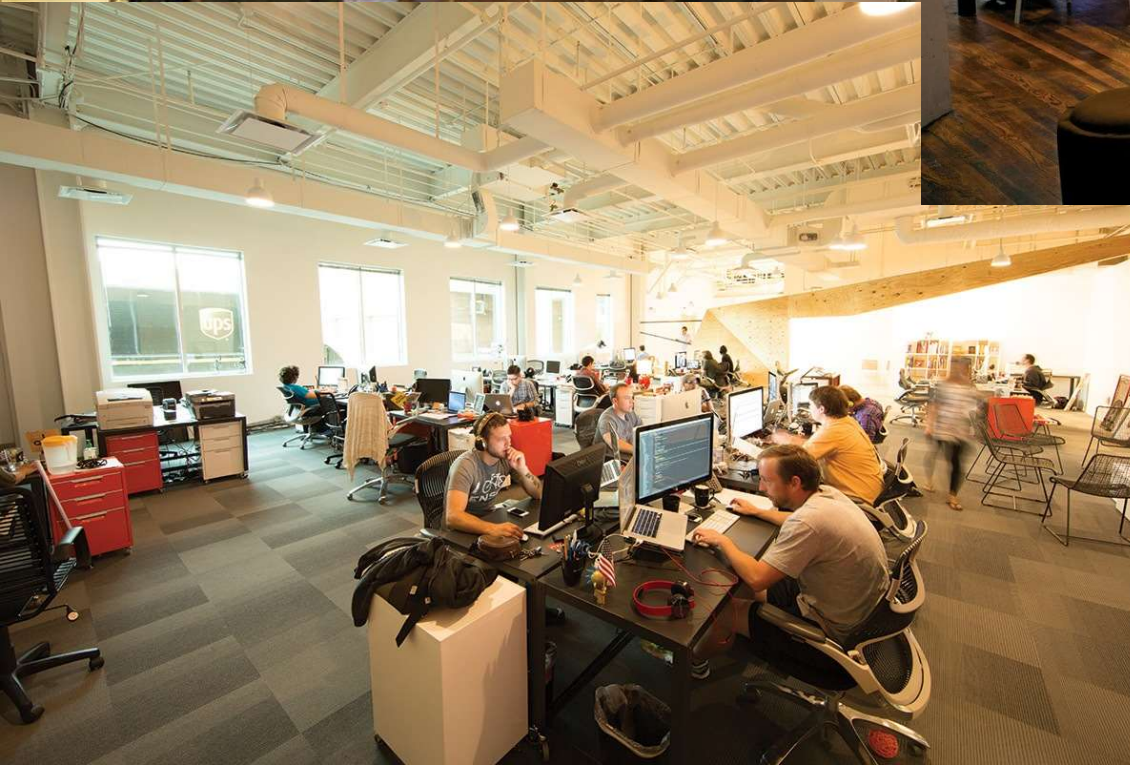
Source: [www.venturefactory.in/](http://www.venturefactory.in/)



Seed and Angel group start co-working space, funding and tying up with existing or new TBIs



Startup Life Cycle





# Entrepreneurship Resources in Tamil Nadu



**ENTREPRENEURSHIP DEVELOPMENT INSTITUTE**



[www.editn.in](http://www.editn.in)



[chennai.tie.org](http://chennai.tie.org)



Madurai and Tiruchy  
[www.nativelead.org](http://www.nativelead.org)



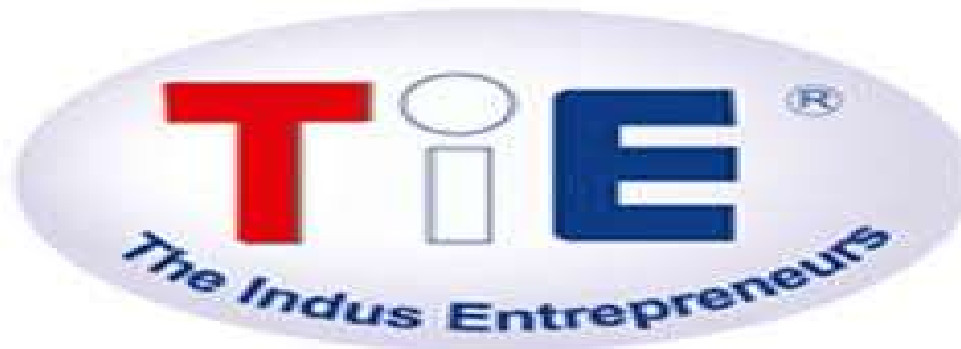
[thechennaiangels.com](http://thechennaiangels.com)



**COIMBATORI**

[coimbatore.tie.org](http://coimbatore.tie.org)

15th Nov' 2015



**C h e n n a i**

**Vish A Viswanathan**

**Member of the Governing Council, TiE  
&  
CEO, UBICS Inc**

*15 November 2015*

## About TiE Chennai

- TiE Chennai is actively focused on inspiring, educating and mentoring entrepreneurs in Chennai, Tamil Nadu
- Programs focus on success stories, business opportunities, building enterprises, raising capital, networking, etc.
- TiE Chennai has over 170 Charter members and 600 Associate members
- It recently won the Best Chapter Award across 61 TiE Chapters in 17 countries

# Three Pillars of TiE



C h e n n a i

Mentoring

Networking

Education

Three Pillars of  
TiE

The graphic shows three classical-style pillars of varying heights and widths, standing on a light-colored surface. A blue rectangular box is superimposed over the bottom of the pillars, containing the text 'Three Pillars of TiE' in white, bold, sans-serif font.



# TiE Chennai - Activities

Entrepreneurship  
Workshops

Mentoring

Networking  
Dinner

Pitch fest

Start-up Super  
Events

TiECON  
Conference

Coffee with Charter  
Member

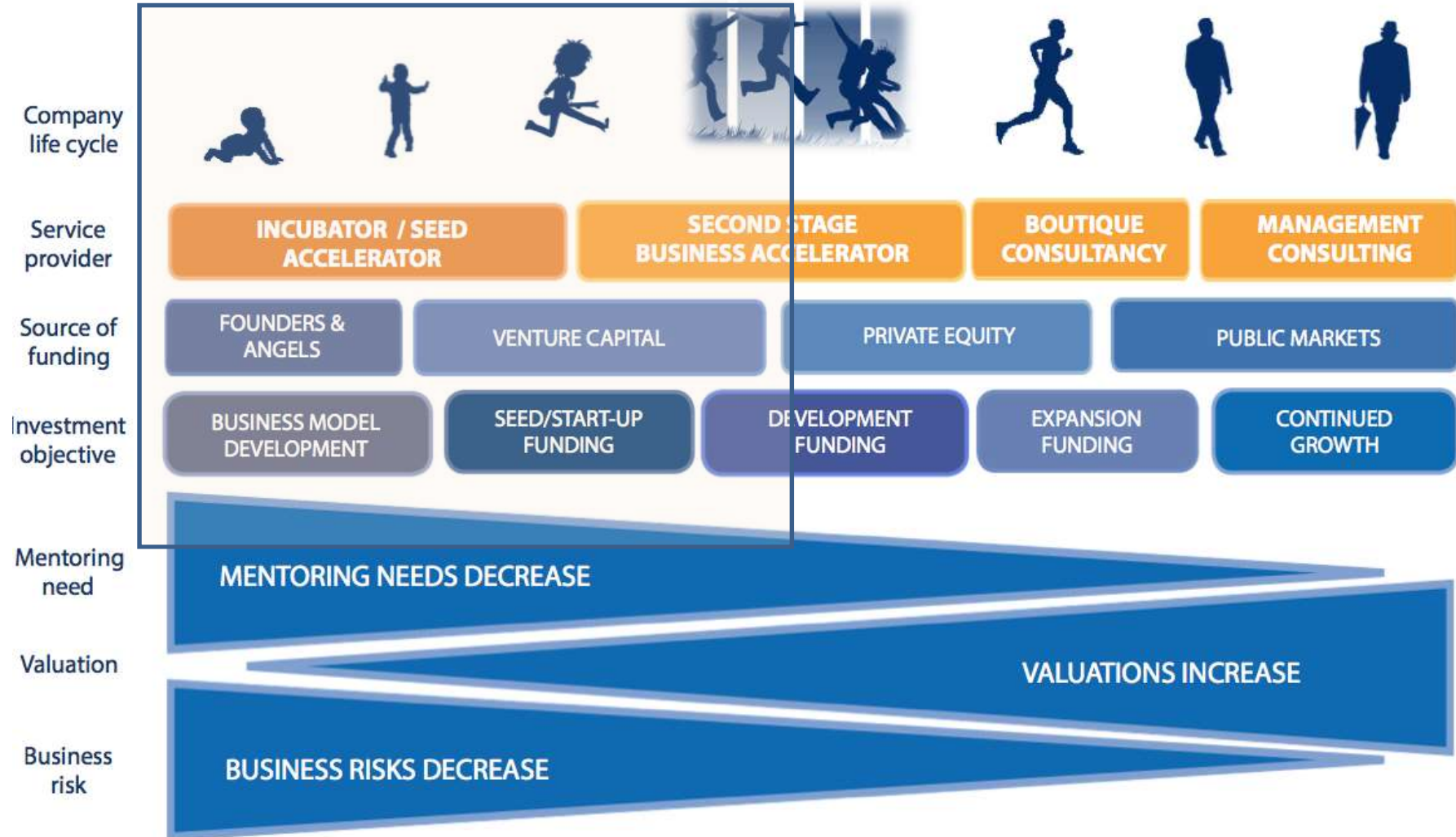
# TiE Philosophy for Student Entrepreneurship

Entrepreneurial Spirit needs to be fostered at grass roots

Students with bright and innovative ideas need to be supported

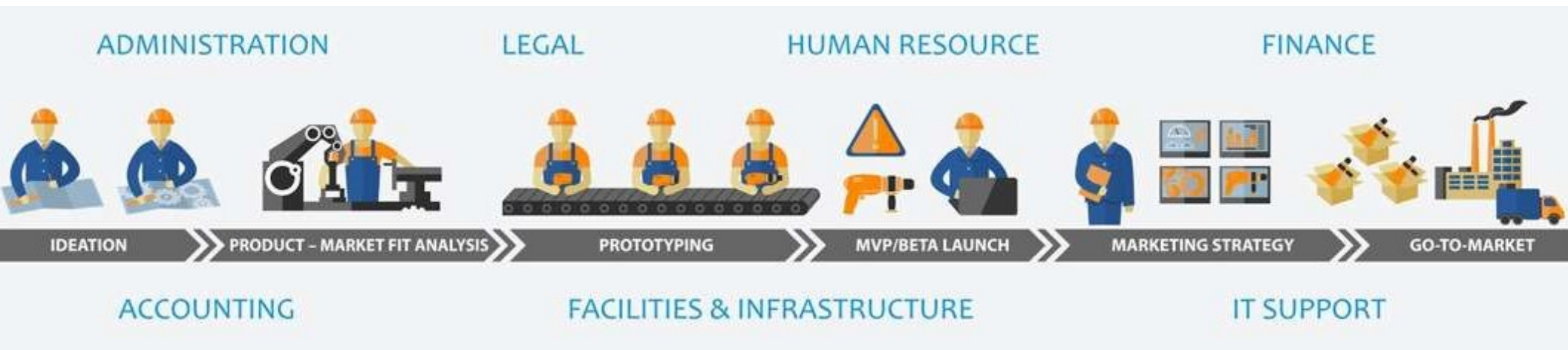
Provide holistic support to commercialize innovative ventures

# UEF Members Can Fund Startups



Startup Life Cycle

# UEF Members Can Mentor Startups by Joining TiE & or Native Land



Source: [www.venturefactory.in/](http://www.venturefactory.in/)

# Tie Chennai - Online Activities

- [www.chennai.tie.org](http://www.chennai.tie.org)
- For announcements of forthcoming events.
- [www.linkedin.com](http://www.linkedin.com)
- Join TiE Chennai Group
- [www.facebook.com](http://www.facebook.com)
- Like tiechennai page on Facebook for event photos and promotions.
- [www.tieconchennai.com](http://www.tieconchennai.com)

## What UEF Members Can Do?

- Chennai Angels
  - <http://www.thechennaiangels.com/>
- Native Lead, Madurai (and Tiruchy)
  - <http://www.nativelead.org/>
- Coimbatore
  - <http://coimbatore.tie.org/>
- Start incubation center in schools and colleges
- Start co-working space
- Young Entrepreneur School - a forum where young entrepreneurs could meet, learn new things and grow
  - <http://www.youngeschool.com/>
- TechHub Bangalore
  - <https://bangalore.techhub.com/>

## Recommended Reads

- Making Innovations Happen (2015) - Ravi Arora
  - Responsible for the innovation program at Tata Group, details a new method known as Innovation Foresight
  - <http://makinginnovationshappen.com/>
- Indian Innovators: 20 Brilliant Thinkers Who are Changing India - Akshat Agrawal
- You Can Make Your Dreams Work: Inspirational Stories of 15 Innovators - Shalini Umachandran

# Conclusion

- NSTEDB to start a Technology Based Incubator contacting existing TBI in Edu including BSAU
  - <http://www.nstedb.com/>
- Contact TiE Chennai for Mentoring
  - <http://www.thechennaiangels.com/>
- Become member of Native Land, Madurai
  - <http://www.nativelead.org/>
- Fund startups

<http://economictimes.indiatimes.com/small-biz/startups/why-startups-in-chennai-are-converting-houses-into-workspa>



# Questions & Discussions