

Karmaveer Bhaurao Patil University, Satara
INNOVATION and STARTUP Policy
for Students and Faculty

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INTRODUCTION

Karmaveer Bhaurao Patil Centre for Innovation, Incubation and Linkages is set up to promote innovation and entrepreneurship among the Faculty, Staff, Research Scholars, Students at Karmaveer Bhaurao Patil and startup from vicinity. To accomplish its goal Innovation, Incubation and Linkages runs and manages a Centre of Innovation, Incubation and Linkages at Karmaveer Bhaurao Patil University, Satara. This policy will also facilitate Intellectual Property ownership management, technology licensing and institutional Startup policy, thus enabling creation of a robust innovation and Start up ecosystem across University. The policy is subject to periodical review and amendments.

VISION:

To transform Karmaveer Bhaurao Patil University by catalysing the growth of an innovation-driven entrepreneurial ecosystem to achieve comprehensive and inclusive socio - economic development.

MISSION:

To establish linkages with national and international institutes, industries and stakeholders to boost innovation-driven entrepreneurial ecosystem.

1. Strategies and Governance

A. Entrepreneurship promotion development will be one of the major dimensions of the Karmaveer Bhaurao Patil University strategies. To facilitate development of an entrepreneurial ecosystem in the Karmaveer Bhaurao Patil University and nearby area, specific objective and associated performance indicator will be periodically defined for assessment.

B. Implementation of entrepreneurial vision in Karmaveer Bhaurao Patil University will be achieved through mission statements rather than stringent control system. The entrepreneurial agenda will be responsibility of the Director, Innovation, Incubation and Linkages to bring in required commitment and well understood by the Top Management. However, promoting entrepreneurship requires a different type of mind set as compared to other academic activities. Therefore, Director Innovation, Incubation and Linkages will have large industry and business exposure.

C. Resource mobilisation plan will be worked out at the Karmaveer Bhaurao Patil University level for supporting innovation, pre-incubation, incubation infrastructure and facilities. A sustainable financial strategy will be defined in order to reduce the organizational constraints to work on the entrepreneurial agenda.

i. Investment in the entrepreneurial activities will be a part of the institutional financial

strategy. Minimum 1% fund of the total annual budget of the institution will be allocated for funding and supporting innovation and startups related activities through creation of separate 'Innovation fund'.

ii. The strategy will also involve raising funds from diverse external funding sources through government (state and central) such as DST, DBT, MHRD, AICTE, TDB, TIFAC, DSIR, CSIR, BIRAC, NSTEDB, NRDC, Startup India, Invest India, MeitY, MSDE, MSME, etc. and nongovernment sources.

iii. To support technology incubators, Karmaveer Bhaurao Patil University will approach private and corporate sectors to generate funds, under Corporate Social Responsibility (CSR) as per Section 135 of the Company Act 2013.

iv. Karmaveer Bhaurao Patil University will also raise funding through sponsorships and donations. We will actively engage alumni network for promoting Innovation & Entrepreneurship.

D. For expediting the decision-making, hierarchical barriers will be minimized through empowering the Innovation, Incubation and Linkages team and individual autonomy and ownership of initiatives will be promoted.

E. Importance of innovation and entrepreneurial plan will be known across the Karmaveer Bhaurao Patil University and will be promoted, highlighted at University academic calendar programs such as conferences, convocations, workshops, etc.

F. Action plan will be formulated at Karmaveer Bhaurao Patil University level, having well-defined short-term and long-term goals.

G. Karmaveer Bhaurao Patil University will develop and implement strategy for the entire University in order to integrate the entrepreneurial activities across various centers, departments and faculties within the University, thus breaking the silos.

2. Startups Enabling Karmaveer Bhaurao Patil University Infrastructure

Pre-incubation and incubation facilities for nurturing innovations and startups will be created. Incubation and Innovation can be organically interlinked and efforts will be taken to link Innovation to Enterprises to Financial Success.

A. Karmaveer Bhaurao Patil University will create facilities within the institution for supporting pre-incubation (EDC, IEDC, New-Gen IEDC, Innovation cell, Startup Cell, Student clubs etc.) and incubation/acceleration by mobilizing resources from internal and external sources.

B. Pre-Incubation/Incubation facility will be made accessible to students, staff and faculty of all disciplines and departments across the University including startup from vicinity.

C. Pre-incubation facilities will be managed by Yashavantro Chavan Centre for Invention, Innovation and Incubation (YC-CIII), which will be a separate entity, registered under Section-8 of Companies Act, 2013. This will allow more freedom to Innovation, Incubation and Linkages in decision making with less administrative hassles for executing the programs related to innovation, IPR and Startups. Moreover, they will have better accountability towards

investors supporting the incubation facility.

D. Innovation, Incubation and Linkages board will offer mentoring and other relevant services through Pre-incubation/Incubation process in-return for fees, equity sharing and (or) zero payment basis. The modalities regarding equity sharing in Startups supported through Innovation, Incubation and Linkages will depend upon the nature of services offered.

E. Any correspondence by the faculty, staff, research scholars, and students to board innovation, incubation, and linkages has to go through the principal of the concerned college.

3. Nurturing Innovations and Start ups

A. Karmaveer Bhaurao Patil University will establish processes and mechanisms for easy creation and nurturing of Start-ups/enterprises by students, staff (including temporary or project staff), faculty, alumni and potential start up applicants even from outside the institutions.

B. Innovation, Incubation and Linkages will define their processes and will ensure to achieve the following:

i. Incubation support: Pre-incubation & Incubation facility to start-ups by students, staff and faculty for mutually acceptable time-frame.

ii. Karmaveer Bhaurao Patil University will be allowed to take IPR license on the developed technology on easy term, either in terms of equity in the venture and/ or license fees and/ or royalty to obviate the early stage financial burden.

iii. Karmaveer Bhaurao Patil University may allow their students / staff to work on their innovative projects and setting up start-ups (including Social Start-ups) or work as intern / part-time in start-ups (incubated in any recognized Incubators) while studying / working with due approval. Student Entrepreneurs may earn credit for working on innovative prototypes/Business Models. Karmaveer Bhaurao Patil University will develop clear guidelines to formalize this mechanism. Student inventors may also be allowed to opt for start-up in place of their mini project/ major project, seminars, summer trainings. The area in which student wants to initiate a start-up may be interdisciplinary or multidisciplinary. However, the student must describe how they will separate and clearly distinguish their ongoing research activities as a student from the work being conducted at the start up.

C. Students who are under incubation, but are pursuing some entrepreneurial ventures while studying has to apply through principal of college to be allowed to use their address in the institute to register their company with due permission from the Director, Innovation, Incubation and Linkages and Vice Chancellor, Karmaveer Bhaurao Patil University, Satara.

D. Student entrepreneurs may be allowed to sit for the examination, even if their attendance is less than the minimum permissible percentage, as per the rules and regulations formed by the University from time to time.

E. Karmaveer Bhaurao Patil may allow their students to take a semester/year break (or even more depending upon the decision of review committee constituted by the University) to

work on their start-ups and re-join academics to complete the course as per the rules and regulations formed by the University from time to time.

Student entrepreneurs may earn academic credit for their efforts while creating an enterprise. Karmaveer Bhaurao Patil University will set up a review committee for review of start up by students, and based on the progress made, it may consider giving appropriate credit for academics.

F. Karmaveer Bhaurao Patil University may explore provision of accommodation to the entrepreneurs within the campus for some period of time.

G. Karmaveer Bhaurao Patil University will facilitate the startup activities/ technology development by allowing students/ faculty/ staff to use University infrastructure and facilities, as per the choice of the potential entrepreneur in the following manners:

i. Short-term/ six-month/ one-year part-time entrepreneurship training.

ii. Mentorship support on regular basis.

iii. Facilitation in a variety of areas including technology development, ideation, creativity, design thinking, fund raising, financial management, cash-flow management, new venture planning, business development, product development, social entrepreneurship, product costing, marketing, brand- development, human resource management as well as law and regulations impacting a business.

iv. University may also link the startups to other seed-fund providers / angel funds/ venture funds or itself may set up seed-fund once the incubation activities mature. Further, necessary incentive in terms of resources, infrastructure, finance, time and support for students and faculties will be provided as per need basis.

v. License institute IPR as discussed in section 4.

I. In return of the services and facilities, Innovation, Incubation and Linkages may take 2% to 9.5% equity/ stake in the startup/ company, based on brand used, faculty contribution, support provided and use of institute's IPR (a limit of 9.5% is suggested so that University has no legal liability arising out of startup. The University will normally take much lower equity share, unless its full-time faculty/ staff have substantial shares). Other factors for consideration should be space, infrastructure, mentorship support, seed funds, support for accounts, legal, patents etc.

- For staff and faculty, University can take no-more than 20% of shares that staff / faculty takes while drawing full salary from the University; however, this share will be within the 9.5% cap of company shares, listed above.

- No restriction on shares that faculty / staff can take, as long as they do not spend more than 20% of office time on the startup in advisory or consultative role and do not compromise with their existing academic and administrative work / duties. In case the faculty/ staff holds the executive or managerial position for more than three months in a startup, then they will go on sabbatical/ leave without pay/ earned leave.

- In case of compulsory equity model, Startup may be given a cooling period of 3 months to

use incubation services on rental basis to take a final decision based on satisfaction of services offered by the Innovation, Incubation and Linkages.

J. The Innovation, Incubation and Linkages will also provide services based on mixture of equity, fee-based and/or zero payment model. So, a startup may choose to avail only the support, not seed funding, by Innovation, Incubation and Linkages on rental basis.

K. Innovation, Incubation and Linkages could extend this startup facility to alumni of the University as well as outsiders.

L. Participation in startup related activities needs to be considered as a legitimate activity of faculty in addition to teaching, R&D projects, industrial consultancy and management duties and must be considered while evaluating the annual performance of the faculty. Every faculty may be encouraged to mentor at least one startup.

M. Product development and commercialization as well as participating and nurturing of startups would now be added to a bucket of faculty-duties and each faculty would choose a mix and match of these activities (in addition to minimum required teaching and guidance) and then respective faculty are evaluated accordingly for their performance and promotion.

N. University might also need to update/change/revise performance evaluation policies for faculty and staff as stated above.

O. Karmaveer Bhaurao Patil University and Innovation, Incubation and Linkages ensure that at no stage any liability accrue to it because of any activity of any startup.

4. Product Ownership Rights for Technologies Developed at Karmaveer Bhaurao Patil University

A. When Karmaveer Bhaurao Patil University facilities / funds are used substantially or when IPR is developed as a part of curriculum/ academic activity, IPR is to be jointly owned by inventors and the Karmaveer Bhaurao Patil University.

i. Inventors and Karmaveer Bhaurao Patil University could together license the product / IPR to any commercial organisation, with inventors having the primary say. License fees could be either / or a mix of

1. Upfront fees or one-time technology transfer fees
2. Royalty as a percentage of sale-price
3. Shares in the company licensing the product

ii. Karmaveer Bhaurao Patil University will not hold the equity as per the current statute, so Karmaveer Bhaurao Patil Research Foundation , will hold equity on their behalf.

iii. If one or more of the inventors wish to incubate a company and license the product to this company, the royalties would be no more than 4% of sale price, preferably 1 to 2%, unless it is pure software product. If it is shares in the company, shares will again be 1% to 4%. For a pure software product licensing, there may be a revenue sharing to be mutually decided between the University and the incubated company.

B. On the other hand, if product/ IPR is developed by innovators not using any Karmaveer Bhaurao Patil University facilities, outside office hours (for staff and faculty) or not as a part of curriculum by student, then product/ IPR will be entirely owned by inventors in proportion to the contributions made by them. In this case, inventors can decide to license the technology to third parties or use the technology the way they deem fit.

C. If there is a dispute in ownership, a minimum five membered committee consisting of two faculty members (having developed sufficient IPR and translated to commercialisation), two of the Karmaveer Bhaurao Patil industry experts / alumni (having experience in technology commercialisation) and one legal advisor with experience in IPR, will examine the issue after meeting the inventors and help them settle this, hopefully to everybody's satisfaction. Karmaveer Bhaurao Patil University can use alumni/ faculty of other institutes as members, if they cannot find sufficiently experienced alumni / faculty of their own.

D. Innovation, Incubation and Linkages will only be a coordinator and facilitator for providing services to faculty, staff and students. They will have no say on how the invention is carried out, how it is patented or how it is to be licensed however in specific case, clarifications can be sought. When Karmaveer Bhaurao Patil University is paying for patent filing, University will constitute a committee which can examine whether the IPR is worth patenting. The committee should consist of faculty who have experience and excelled in technology translation. If inventors are using their own funds or non-university funds, then they alone should have a say in patenting.

E. Karmaveer Bhaurao Patil University decision-making body with respect to incubation / IPR / technology-licensing will consist of faculty and experts who have excelled in technology translation. Interdisciplinary research and publication on startup and entrepreneurship will be promoted by the Karmaveer Bhaurao Patil University, Satara.

5. Organizational Capacity, Human Resources and Incentives

A. Karmaveer Bhaurao Patil University will recruit staff that have a strong innovation and entrepreneurial/ industrial experience, performance and attitude. This will help in fostering and nurturing the Innovation and entrepreneurial culture.

i. Some of the relevant faculty members with prior exposure and interest should be deputed for training to promote innovation and entrepreneurial activities.

ii. To achieve better engagement of staff in entrepreneurial activities, Karmaveer Bhaurao Patil University policy on career development of staff should be developed with constant up skilling.

B. Faculty and departments of the Karmaveer Bhaurao Patil University will work in

coherence and cross-centre/departmental linkages will be strengthened through shared faculty, cross-faculty teaching and research in order to gain maximum utilization of internal resources and knowledge. Periodically some external subject matter experts such as guest lecturers or alumni can be engaged for strategic advice and bringing in skills which are not available internally.

C. Faculty and staff will be encouraged to do courses on innovation, entrepreneurship management and venture development.

D. In order to attract and retain right people, Karmaveer Bhaurao Patil University will develop academic and non-academic incentives and reward mechanisms for all staff and stakeholders that actively contribute and support entrepreneurship agenda and activities.

i. The reward system for the staff and faculty may include sabbaticals, office and lab space for entrepreneurial activities, reduced teaching loads, awards, trainings, etc.

ii. The recognition of the stakeholders may include offering use of facilities and services, strategy for shared risk, as guest teachers, fellowships, associateships, etc.

iii. A performance matrix will be developed and used for evaluation of annual performance.

6. Creating Innovation Pipeline and Pathways for Entrepreneurs at Karmaveer Bhaurao Patil University Level

A. To ensure exposure of maximum students to innovation and pre incubation activities at their early stage and to support the pathway from ideation to innovation to market, mechanisms will be devised at Karmaveer Bhaurao Patil University level.

i. Spreading awareness among students, faculty and staff about the value of entrepreneurship and its role in career development or employability will be a part of the Karmaveer Bhaurao Patil entrepreneurial agenda.

ii. Students/ staff will be taught that innovation (technology, process or business innovation) is a mechanism to solve the problems of the society and consumers. Entrepreneurs will innovate with focus on the market niche.

iii. Students will be encouraged to develop entrepreneurial mindset through experiential learning by exposing them to training in cognitive skills (e.g. design thinking, critical thinking, etc.), by inviting first generation local entrepreneurs or experts to address young minds. Initiatives like idea and innovation competitions, hackathons, workshops, bootcamps, seminars, conferences, exhibitions, mentoring by academic and industry personnel, throwing real life challenges, awards and recognition will be routinely organized.

iv. To prepare the students for creating the start up through the education, integration of education activities with enterprise-related activities will be done.

B. Karmaveer Bhaurao Patil will link their start-ups and companies with wider entrepreneurial ecosystem and by providing support to students who show potential, in pre-startup phase. Connecting student entrepreneurs with real life entrepreneurs will help the

students in understanding real challenges which may be faced by them while going through the innovation funnel and will increase the probability of success.

C. Karmaveer Bhaurao Patil will establish Institution's Innovation Councils (IICs) as per the guidelines of MHRD's Innovation Cell and allocate appropriate budget for its activities. IICs should guide institutions in conducting various activities related to innovation, startup and entrepreneurship development. Collective and concentrated efforts should be undertaken to identify, scout, acknowledge, support and reward proven student ideas and innovations and to further facilitate their entrepreneurial journey.

7. Norms for Faculty Startups

A. For better coordination of the entrepreneurial activities, norms for faculty to do startups will be created by the Karmaveer Bhaurao Patil University. Only those technologies will be taken for faculty startups which originate from within the Karmaveer Bhaurao Patil University.

i. Role of faculty may vary from being an owner/ direct promoter, mentor, consultant or as on-board member of the startup.

ii. Karmaveer Bhaurao Patil University will evolve a mechanism to address the issues related to 'conflict of interests' to ensure that the regular duties of the faculty don't suffer owing to his/her involvement in the startup activities.

iii. Faculty startup may consist of faculty members alone or with students or with faculty of other institutes or with alumni or with other entrepreneurs.

B. Faculty must clearly separate and distinguish on-going research at the Karmaveer Bhaurao Patil University from the work conducted at the startup/ company.

C. Faculty must not accept gifts from the startup.

D. Faculty must not involve research staff or other staff of Karmaveer Bhaurao Patil University in activities at the startup and vice-versa.

E. Human subject related research in startup should get clearance from ethics committee of the Karmaveer Bhaurao Patil University.

8. Pedagogy and Learning Interventions for Entrepreneurship Development

A. Diversified approach should be adopted to produce desirable learning outcomes, which will include transdisciplinary learning using mentors, labs, case studies, games, etc. in place of traditional lecture-based delivery.

i. Student clubs/ bodies/ departments will be created for organizing competitions, bootcamps, workshops, awards, etc. These bodies will be involved in Karmaveer Bhaurao Patil University strategy planning to ensure enhancement of the student's thinking and responding ability.

ii. Karmaveer Bhaurao Patil University will start annual 'INNOVATION & ENTREPRENEURSHIP AWARD' to recognize outstanding ideas, successful enterprises and

contributors for promoting innovation and enterprises ecosystem within the University.

iii. For creating awareness among the students, the teaching methods will include case studies on business failure and real-life experience reports by startups.

iv. Tolerating and encouraging failures: Our systems are not designed for tolerating and encouraging failure. Failures need to be elaborately discussed and debated to imbibe that failure is a part of life, thus helping in reducing the social stigma associated with it. Very importantly, this will be a part of Karmaveer Bhaurao Patil University philosophy and culture.

v. Innovation champions may be nominated from within the students/ faculty/ staff for each department/ stream of study.

B. Entrepreneurship education will be imparted to students at curricular/ cocurricular/ extracurricular level through elective/ short term or long-term courses on innovation, entrepreneurship and venture development. Validated learning outcomes will be made available to the students.

i. Integration of expertise of the external stakeholders will be done in the entrepreneurship education to evolve a culture of collaboration and engagement with external environment.

ii. In the beginning of every academic session, Karmaveer Bhaurao Patil University will conduct an induction program about the importance of Innovation and Entrepreneurship, so that freshly inducted students are made aware about the entrepreneurial agenda of the Karmaveer Bhaurao Patil University and available support systems. Curriculum for the entrepreneurship education will be continuously updated based on entrepreneurship research outcomes. This will also include case studies on failures.

iii. Industry linkages will be leveraged for conducting research and survey on trends in technology, research, innovation and market intelligence.

iv. Sensitization of students will be done for their understanding on expected learning outcomes.

v. Student innovators, startups, experts must be engaged in the dialogue process while developing the strategy so that it becomes need based.

vi. Customized teaching and training materials will be developed for startups.

vii. It must be noted that not everyone can become an entrepreneur. The entrepreneur is a leader, who would convert an innovation successfully into a product, others may join the leader and work for the startup. It is important to understand that entrepreneurship is about risk taking. One must carefully evaluate whether a student is capable and willing to take risk.

C. Pedagogical changes need to be done to ensure that maximum number of student projects and innovations are based around real life challenges. Learning interventions developed by Karmaveer Bhaurao Patil for inculcating entrepreneurial culture will be constantly reviewed and updated.

9. Collaboration, Co-creation, Business Relationships and Knowledge Exchange

A. Stakeholder engagement will be given prime importance in the entrepreneurial agenda of the University. The University will find potential partners, resource organizations, micro, small and medium sized enterprises (MSMEs), social enterprises, schools, alumni, professional bodies and entrepreneurs to support entrepreneurship and co-design the programs.

- i. To encourage co-creation, bi-directional flow/ exchange of knowledge and people will be ensured between institutes/ organisations such as incubators, software technology parks of India, science parks, etc.
- ii. Karmaveer Bhaurao Patil University will organize networking events for better engagement of collaborators and will open up the opportunities for staff, faculty and students to allow constant flow of ideas and knowledge through meetings, workshops, space for collaboration and lectures etc.
- iii. Mechanism will be developed by Karmaveer Bhaurao Patil University to capitalize on the knowledge gained through these collaborations.
- iv. Care will be taken to ensure that events don't become an end goal. First focus of the incubator will be to create successful ventures.

B. Karmaveer Bhaurao Patil University will develop policy and guidelines for forming and managing the relationships with external stakeholders including private industries.

C. Knowledge exchange through collaboration and partnership will be made a part of Karmaveer Bhaurao Patil University policy and University will provide support mechanisms and guidance for creating, managing and coordinating these relationships.

- i. Through formal and informal mechanisms such as internships, teaching and research exchange programmes, clubs, social gatherings, etc., faculty, staff and students of the Karmaveer Bhaurao Patil will be given the opportunities to connect with their external environment.
- ii. Connect of the Karmaveer Bhaurao Patil University with the external environment must be leveraged in the form of absorbing information and experience from the external ecosystem into the University environment.
- iii. Single Point of Contact (SPOC) mechanism will be created in the Karmaveer Bhaurao Patil University for the students, faculty, collaborators, partners and other stakeholders to ensure access to information.
- iv. Mechanisms will be devised by the Karmaveer Bhaurao Patil University to ensure maximum exploitation of entrepreneurial opportunities with industrial and commercial collaborators.
- v. Knowledge management will be done by the Karmaveer Bhaurao Patil University through development of innovation knowledge platform using in-house Information &

Communication Technology (ICT) capabilities.

10. Entrepreneurial Impact Assessment

A. Impact assessment of University entrepreneurial initiatives such as preincubation, incubation, entrepreneurship education will be performed regularly using well defined evaluation parameters.

i. Monitoring and evaluation of knowledge exchange initiatives, engagement of all departments and faculty in the entrepreneurial teaching and learning will be assessed.

ii. Number of start-ups created, support system provided at the University level and satisfaction of participants, new business relationships created by the Karmaveer Bhaurao Patil University will be recorded and used for impact assessment.

iii. Impact will also be measured for the support system provided by the Karmaveer Bhaurao Patil University to the student entrepreneurs, faculty and staff for pre-incubation, incubation, IPR protection, industry linkages, exposure to entrepreneurial ecosystem, etc.

B. Formulation of strategy and impact assessment will go hand in hand. The information on impact of the activities will be actively used while developing and reviewing the entrepreneurial strategy.

C. Impact assessment for measuring the success will be in terms of sustainable social, financial and technological impact in the market. For innovations at precommercial stage, development of sustainable enterprise model is critical. Commercial success is the only measure in long run.



Dr. G. S. Nhivekar
I/c Director,
Innovation, Incubation Linkage & Placement
Karmaveer Bhaurao Patil University, Satara
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