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**स्वामी रामानंद तीर्थ मराठवाडा विद्यापीठ, नांदेड**  
“ज्ञानतीर्थ” परिसर, विश्णुपुरी, नांदेड - ४२३६०६ (महाराष्ट्र)  
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Established on 17th September, 1994 – Recognized by the UGC U/s 2(f) and 12(B), NAAC Re-accredited with 'A' Grade



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Ref: Director IIL/2018/ 221

Date: 07.05.2019

To,  
The Principal, All affiliated Colleges  
This University

Subject: **Regarding Creation of Students-driven Idea-to-Enterprise Club (i2e Club) in all affiliated colleges including autonomous Colleges.**

Respected Sir/Madam,

As per the direction of Innovation-to-Enterprise (i2e), a start-up policy in State Public Universities and Institutes of Higher Education, all affiliated colleges including autonomous colleges has to Create Students-driven **Idea-to-Enterprise Club (i2e Club)** in the Institute.

The details guidelines and Start-up policy for the creation of **i2e Club** is attached herewith for your references. You are requested to kindly create **i2e Club** in your in college as per this guideline and start the activities.

Director

Innovation, Incubation and Linkages

## **Innovation-to-Enterprise (i2e), a Start-up Policy in State Public Universities and Institutes of Higher Education**

### **Colleges**

- (1) The College shall establish incubation space with necessary hardware(s) and software(s) to support incubation activities, offices, lab space, meeting space, conference rooms, accounts, stores and legal cell for the students and faculty of college and provide them to students at nominal cost or on the basis of deferred payment. The college may take advantage of Central Government schemes such as Atal Innovation Mission (AIM) for developing incubation facility at the college.
- (2) The college shall prepare and put in place the annual action plan to promote and support the student innovation and start-ups in the college.
- (3) The college shall create a Students-driven Idea-to-Enterprise Club (**i2e** Club) to enable the students to undertake entrepreneurial activities.
- (4) The **i2e** Club can be operated by a team of one or two enthusiastic faculty members and a group of student volunteers interested in the start-up activities. The students of the college can have internship at the Club itself for providing logistics support to the activities of the club.
- (5) The college shall send 2 to 3 faculty members for **i2e** training to provide them an exposure to corporate field/Industry.
- (6) The college may invite industries, big or small, and even NGOs to offer the services of the students at affordable internship even to work on small problems for innovative solutions but with the potential for commercialization.
- (7) The College may incentivize external experts or mentors and stakeholders to meaningfully engage and contribute to Start-up activities of the Club.
- (8) The faculty and staff will be allowed to hold an equity stake in a start-up co-founded or mentored by them with students. The college will specify the policy to that effect or adopt the policy proposed by the University.
- (9) Autonomous colleges shall include entrepreneurship courses as credit courses as in-built mechanism to promote start-up activity amongst its students.
- (10) The college shall invite entrepreneurs from own alumni base to support start-up initiatives and provide internships to their own students. A Time table of such meetings shall be prepared by the Club coordinators.
- (11) The College shall document and share existing scenario of innovation and entrepreneurship among all stakeholders in the college and streamline Informal activities and start-up efforts.

### **(E) I2E Club at the College**

- (1) The Club shall-
  - (a) Organize One Induction Workshop for all NEW students in the beginning of the academic year to inspire them for entrepreneurship.
  - (b) Register interested students at a nominal registration fee for engaging in them in innovation and enterprise activities of the Club.
  - (c) Invite experienced faculty from other Institutes with start-up experience, entrepreneur alumni or other experts from industry as mentors and for interaction with the Club members on a regular basis.
  - (d) Conduct internal discussions, ideation workshops and competitions to identify feasible potential ideas for participating in the competition at

University/State/National levels, including AICTE Hackathon or for a product/process/system identified by a systematic survey or discussions with industry or an NGO or community, needed to address an issue/problem with a specific target group.

- (e) Form interdisciplinary teams to develop identified product/ process/ system prototypes, and prepare business plan to participate in the State level competition hosted by a State University by rotation every year.
- (f) Coordinate with different departments of the college to assess the availability of facilities to be used for developing proof-of-concept for pre-incubation.
- (g) Help teams working on selected ideas for preparation of business plans for selected ideas using internal as well as external resources, in conducting market survey to identify target group, scale of demand, necessary product attributes and economic feasibility to support business plan preparation and invite interested parties from industry for discussion for participation and support.
- (h) Develop and maintain a portal for linking innovators, industry and incubators at the college
- (i) Interact with industries in and around the college and elsewhere in the State to raise funding for innovation and start-up activities and shall develop a high speed communication channel among its members, if necessary, using social media for faster dissemination of information on funding opportunities and start-up competitions and idea generation.
- (j) Offer internships to the next batch of students to sustain innovation activities of the college.

#### **(F) Role of Faculty member(s) in the University and Colleges**

- (1) A faculty member who has done research work or an idea that is scalable with commercial value, and ready for lab-to-market transition can access the Incubation Centre facilities at the University and at any other Incubation facility established by the State
- (2) A faculty member, accessing the incubation facility for his own start-up, may provide internships to students registered for Entrepreneurship courses offered by the University or College.
- (3) A Faculty member mentoring a start-up shall be allowed to make an investment in the start-up but shall agree to provide mentorship to the same start-up for a period up to 3h per week. Providing only mentorship alone may not give the faculty member any stake in the start-up's equity.
- (4) Intellectual Property Rights of work done by a faculty at the University Departments shall be owned by the University. However, any royalty of technology transfer done by the University to a third party shall be shared with the faculty, students and staff involved in the development through an appropriate policy made by the University.
- (5) Faculty members may be permitted to start their own start-up(s) and hold a position in the management of the start-up. However, any remuneration received by a faculty member from own or any other start-up, during the period of service with the University, shall be treated as his consultancy income and corresponding rules of the University shall become applicable. The University,

however, shall not have any liability towards the operations or business of such start-ups.

- (6) Faculty members shall comply with all university policies, including employment in start-ups, intellectual property and conflict of interest policies and shall sign corresponding agreements with the University. No faculty member shall be permitted to membership of any Committees of the University who have financial or any other dealing with the start-up on the same faculty. A faculty member shall not be permitted to become member of any Committee dealing with Policy making or its execution regarding the start-up activities of the University.
- (7) A faculty member who is developing an enterprise based on his own work at the University and using the Incubation facility of the University for his own start-up will provide for University's equity in the start-up/enterprise not less than 10%.
- (8) Faculty member involved with a start-up company shall fully disclose his activities and ownership to any trainees, fellows or students working on his research projects and their stakes, if any, in the endeavour.
- (9) A Full-time faculty or staff member who wish to work full time for a start-up company will be required to take Special Leave keeping lien on his position at the university for a specified period of time, not exceeding three years, in mutual agreement with the University without affecting his seniority and increments in the pay scale. No salary shall be payable to him though during this special leave.
- (10) The students in the laboratory of a faculty member will not be permitted to function as employees of a start-up company, and shall not be compensated under the research contract to ensure that they are free to pursue publication and thesis defense without restriction.
- (11) Staff members of a University, participating in the start-up activities of the faculty members, have to follow the same set of rules as faculty members for time spent in the incubation centre activities, regarding leave, and stakes in the enterprise. If they are paid for their services by the University or the start-up in the start-up activities in the incubation Centre, they shall not have any stake or equity in the Starup enterprise. It shall be prerogative of the Entrepreneurs to allocate rights or equity, if any, or additional payments in such case to such Staff.
- (12) The College may adopt the policy of the University or make one separately without adversely affecting interests of the Innovators and Entrepreneurs from the college.

#### **(G) Mentors, Mentorships and Their Investments in start-ups**

- (1) There shall be mentors from Industry and/or University associated with the start-up activities of students in a University or colleges and they bring immense value to the success of a Start-up.
- (2) Mentors shall not have any stake in the start-up simply giving an advice, however, they will be allowed to take a stake in the enterprise by investment at any stage of the Start-up with appropriate valuation on the basis of potential of the start-up.
- (3) The % equity offered to mentors shall be discussed with the University in advance before Investment in the Start-up. The University shall prepare its own policy in this regard as soon as possible.

## **(H) Ecosystem at Government Level**

The Government would work together with Universities, industries, industry associations and academic institutions towards creating infrastructure facilities for the start-ups. The focus shall be on creating an environment that facilitates idea generation to enterprise development. The Government would support enhancing infrastructure at existing universities and to train the faculty for promotion of innovation.

- (1) The State may conduct competitions of start-up ideas and business plans and promote award winning entries as startup under Skill Development Ministry's initiative.
- (2) The Government would facilitate creation of support infrastructure for development of innovation ecosystem to attract new entrepreneurs at each University such as Common testing labs & tool rooms, Enterprise software, shared hardware and services like legal, accounting, technology, patent filing, investment banking, other amenities like hostel rooms.
- (3) The Government may issue a notification to district authorities to prepare a list of their needs and engage with IIE Boards of University and i2E cells in colleges in their regions to evaluate available solutions and identify feasible ideas for proof-of-concept development and deployment.
- (4) Grand Challenge may be organized by the Government each year by designing problem statements around the state's most pressing issues and inviting proposals for solutions by working in incubators planned in the State's start-up policy.
- (5) The State plays a facilitating role between entrepreneurs and innovators especially in the social enterprise space. This is crucial because innovators invest on improving the kind of product/service but entrepreneurs take these innovations as products to the market.
- (6) For products/ processes developed by a University or any college in the State of Maharashtra to solve real life and/or specific problem(s) proposed by a Government Department, the concerned department shall develop a support system to-
  - (a). To take the innovation to the level of implementation, financial and other support should be extended to the team by the concerned department from the department funds.
  - (b). Department may purchase/ procure a product or offer a reasonable amount for a solution developed by the team and implemented through government.
- (7) For any other innovative product or service developed by a start-up to solve a real life problem faced by a Department of the Government, it is suggested that the Government departments may be empowered to procure innovative products from innovative start-ups of the State University, without going into tendering procedure.

Provided that the start-up

  - (i) is registered in Start-up India portal or similar platforms.
  - (ii) complies to Start-up India definitions and basic requirements
  - (iii) gets its product benchmarked by a State Level Committee of subject experts on pre-defined factors in consultation with the Concerned Ministry
- (8) A State-wide Network of incubators at the Universities would be created for sharing resources and expertise to address problems of the State.

- (9) The State shall encourage the financial institutions to extend their schemes of lending to startups on convenient terms or provide State funds on matching grant principle.
- (10) The State will provide performance linked assistance to the Universities with operating grant based on number of startups incubated in a year and their impact on the State's economy in terms of job creations.
- (11) The State PSUs may be encouraged to provide startup support through their Corporate Social Responsibility funds, preferably to create Corpus funds for supporting startups of societal relevance with a well defined mechanism.
- (12) The State may provide patent filing cost of students for their technology oriented startups with high potential for impact on State's economy
- (13) The State will identify and recognise startups at the State level by the way of awards for their potential, performance and impact on economy, and provide financial incentives for further growth.

### **3.0 ACTION PLAN FOR IMPLEMENTATION OF I2E POLICY IN STATE UNIVERSITIES AND INSTITUTES OF HIGHER EDUCATION**

#### **(A) College/ University Department/ Research Institution**

<b>Sr. No.</b>	<b>Activity</b>	<b>Time Frame</b>	<b>Expected Outcome</b>
1	Formation of Startup club and allocation of funds, if available	3-6 Months	Formation of at least one club with a focused/ identified area
2	Information of Startup initiative of the college on its web portal	3 months	Active web portal for dissemination of Startup activities of college
3	Identification of faculty coordinator	3 months	Identification of a team of minimum three faculty members in the college
4	Registration of interested students in the club	3-6 months	Registration of at least 10% of students in the college in startup activities
5	Identification of Mentor Pool from the local ecosystem	3-6 Months	Identification of minimum 10 mentors from industry, academia and practice.
6	Training of interested faculty members in startups	3-6 months	Minimum three faculty members trained in Startup activities
7	Induction workshop for New students	3 months	Minimum Two Workshops every year
8	Visits of club members to startup units	3-12 months	Minimum one visit per month

9	Creation of Incubation Space	Three months - one year	Availability of necessary space and facilities for startups
10	Preparation of an Action Plan for Startup activities	Three months	Availability of Action plan on the website of the College
11	Exposure of students and Faculty to Startups culture	1-6 months	Weekly In-house discussions on need and culture of startup
12	Organization of lectures of entrepreneurs	1-12 months	At least one lecture in a month
13	Formation of Industry Interaction Cell for getting industry problems and inviting experts as mentors	3 months	Visits to industries, at least one per month, for identification of issues
14	Formation of Social Entrepreneurship Cell	3 months	Visits with NGOs for identification of problems needing solutions, at least one per month
15	Formation of groups of students and faculty interested in starting a Startup	6-12 months	At least one startup in a year
16	Introduction of Audit/extra lectures on Entrepreneurship, Certificate courses for interested students	3-12months	Exposure to students and faculty for entrepreneurship,
17	Involvement of Alumni in college Startup	3-12months	At least one visit of Alumnus Entrepreneur, per month
18	Market surveys for identified products/ processes/ systems	3-12 months	Survey for at least 10 products/ processes/ systems
19	Development of a Portal of the Startups initiated by college	12 months	At least one portal for industry participation, involvement of alumni
20	Awards and appreciation to noted innovators and start-ups of the institute	1 Year	Motivation and Culture Building.
21	Students should be encouraged to participate in E-summit, hackathons and similar start-up and innovation related exposure programmes at various places	1 Year	Min.2% student, faculty members should be encouraged for such initiatives

22	IPR Cell creation for promoting and facilitating Intellectual Property Rights related endeavours.	1 Year	Creation of IP Cell and execute mandated activities.
23	Scouting and Value addition of Local Innovations/innovators	1 Year	Supporting around 10 Innovators/entrepreneurs from formal and informal sectors in the local ecosystem.
24	Access to existing labs and similar infrastructure to student innovators and start-ups beyond class hours	3 months	Optimum usage of existing infrastructure while reducing transaction cost of students.
25	Best Practices Documentation and Dissemination	1 Year	Lateral Learning Opportunities with showcasing major efforts and impacts.