

INTRODUCTION & OBJECTIVES

Dayananda Sagar Entrepreneurship Research & Business Incubator is a Technology Business Incubator with the objective of supporting startup entrepreneurs. The Incubator would establish, sustain and grow from the activities focused on entrepreneurship and innovation, i.e, workshops , training programs, hands on boot camps and so on. The institution plans to partner with industry partners to collaborate and offer value to potential entrepreneurs, in the form of mentorships, certificate courses, venture capital etc. The incubator would become a one – stop- shop to cater to all needs of potential and existing entrepreneurs in and around Bangalore.

Vision

To build DERBI as a world class Incubation center for the ignited minds by providing them state of art technology support and business wisdom.

Mission

To be among the top incubation centers in India with special emphasis on mentoring and scaling young technology companies.

Strategic Imperatives

- Attract high quality ventures for incubation
- Leverage DERBI's Strength for the startups to leapfrog
- Mentoring to create significant impact on the venture
- Open up access to Ecosystem Players

Strategic Objectives

- (i) To assist technology startup companies to scale their impact through incubating technology and business by offering expertise, mentoring, guidance and incubation.
- (ii) To shall carve a position as a top class technology business incubator and reach out to corporate bodies, philanthropists, foundations, development agencies, government bodies and other institutions to expand the scale and scope of its operation.

STEP/TBI OPERATIONS

1. Mode of selection of incubatees

DERBI is currently offering two programs for startups and the third one is in the offing. The details of the programs are discussed in detail in the following section.

1.1 Program to Accelerate Creation of Entrepreneurs (PACE)



Program to Accelerate Creation of Entrepreneurs is a three-month pre-incubation program aimed at early stage startups. The program provides focused coaching and consulting on three growth levers – CUSTOMER, CASH, and CAPACITY using SCALING LEAN principles. Mentoring and customer validation are provided as part of the program.

The growth coaches, domain experts and mentors work with participating entrepreneurs one-on-one to help achieve tangible growth with focus on right ‘Traction Metrics’.

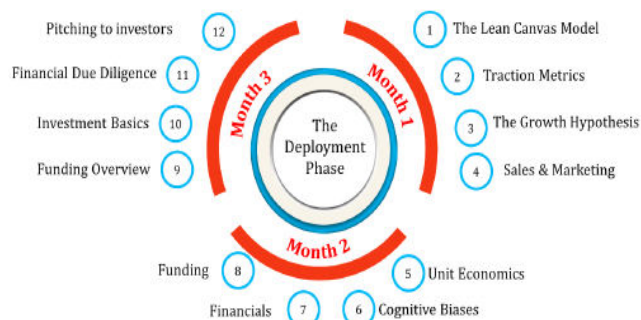
1.1.1 Why PACE ?

- Opportunity to get into long term seed funded incubation program
- Get to know what all the ground worked need before forming the company
- Validate and refine when startup is in early stage
- Mentoring
- Workspace
- Sales growth guidance
- Fundraising support

1.1.2 PACE for Whom?

- Startup has an innovative idea which they passionately believe in
- Startup has registered the company or planning to complete the registration during the PACE program
- Ideas and business models that have potential for hyper-growth
- Funding status: Bootstrapped or Angel funded

1.1.3 Program Structure



For more information visit: <https://www.derbifoundation.com/>

Highlights of PACE Programs

- Supported startups: 16
- Incubated in seed fund incubation program: 05
- 70 hours mentorship
- 12+ industrial experts sessions



1.2 Program for Mid Stage Startups

GALLOP is a 2 year seed fund supported Incubation Program. It is a structured program with lots of benefits.

1.2.1 Takeaways of GALLOP

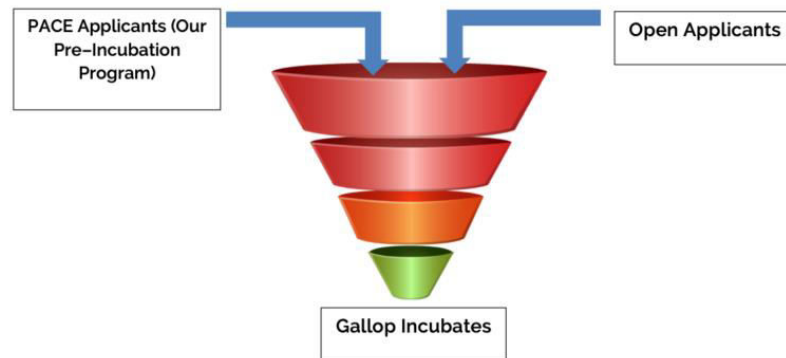
- Long term (Max 2 years) incubation with seed fund support of 10L to 40L INR
- Structured Mentoring covering domain, technology & business/product marketing
- Access to Labs, Tools & facilities for productization with Time To Market
- Facilitation for Go To Market, access to business, customers & partners
- State of the Art Co-working Facility, CoE Labs, PCB lab & Engineering labs

1.2.2 GALLOP Phases

1. **Validation Phase** : Validate problem being solved, solution and business model/customer relevance
2. **Definition & Solution phase** : Define market requirements, product requirements, execute creation of solution
3. **Customer pilot/trial & execution of pivots** : Make solution to meet needs of customer
4. **Early revenue phase** : Get paying customers and put scale model
5. **Scaling phase** : Execute for scale

1.2.3 GALLOP Selection Process

Applicants are sourced by various means like F6S, partner organizations, networking events and workshops conducted by DERBI. Once applicant applies for Incubation, there will be 2 rounds of selection. Initial prescreening will be done by Incubation Manager and EIR, based on the information furnished by the applicant. Selected applicants will make a final presentation to our screening committee (Comprising of Serial Entrepreneurs and Angel Investors) for the final selection.



There are 2 streams for selections into the GALLOP Incubation. First one is through 'Open Applications', which go through a shortlisting and a pitch by the shortlisted startup. Second one is through the PACE Pre-Incubation program through Demo Day Pitches.

1.2.4 On-Boarding Process

Selected startups will be on boarded with an Incubation agreement signing. As part of the Incubation, startups will have a mandate to take at least one seat to avail all the support of the Incubator.

After the onboarding process, a customized program plan is created for each startup covering Knowledge Elements, Tools, Mentor/Advisor Needs, Milestones and the working model. This customized plan is executed with a focus to help startups to reach 'Scale' during the two year duration.

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