



## **Annexure-27**

### **Minutes of Meeting**

### **15<sup>th</sup> Academic Council**



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## Institute of Innovation & Entrepreneurship (I2E)

### BML Munjal University, Gurugram



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### Vision

- Create eco-system to encourage innovation & entrepreneurship among students and faculty.
- Nurture 'ENTREPRENEURS' who are innovative, tenacious, ethical and have a great zeal to create economic value and societal impact through their ventures.
- Seek to advance and disseminate best in class, contemporary knowledge, and practices in the field of Innovation and Entrepreneurship.

### Mission

- Conduct programs, courses, events, challenges, and other engagements to ignite spirit of innovation and entrepreneurship among students, faculty, and community.
- Build a network with entrepreneurs, mentors, experts, and service providers to be leveraged for the benefit of the budding start-ups.
- Drive active engagement of industry in the innovation activities being conducted by I<sup>2</sup>E.
- Collaborate with academia, policy makers and industry for creation of research-based knowledge in innovation and entrepreneurship

### AIMs of I2E

Year 2024 25 : BMU (I<sup>2</sup>E) is #1 University for Entrepreneurship

Teaching : *Full spectrum programs – UG Entrepreneurship degree, Specialisation courses, Certificate courses*

- +150 UG students enrolled in the institute
- +25 Graduate entrepreneurs (first batch)
- +100 certificate course graduates

Research & Consultancy : *Joint research with industry, government, and other institutions*

- +3 cr in Research Grants
- +5 cr Industry Consultation
- +5 Publications in High Ranking Journals (ABDC, Scopus, Web of Science etc.);
- +15 White papers

Incubation : *Cover entire entrepreneurship spectrum - pre-incubate (ACIC), early stage, accelerator incubates*

- +30 incubates
- +50 graduate incubates
- +200 cr valuation of incubate ventures

Financial : *Achieve sustainability by year 4*

- +20 cr annual revenue (+50 cr cumulative revenue)
- Cash positive



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## I2E Plan for 20-21 and 21-22 Academic Year

	2020-21	2021-22
Teaching	<ul style="list-style-type: none"> <li>Conduct innovation &amp; entrepreneurship courses for all programs</li> </ul>	<ul style="list-style-type: none"> <li>Launch 'second major' in Entrepreneurship for other UG programs</li> <li>Prepare for launch of MBA FBE for AY 2022-23</li> </ul>
Research, Consultancy & Collaboration	<ul style="list-style-type: none"> <li>Establish Entrepreneurship Chair in I2E</li> <li>Develop Smart Manufacturing Index</li> <li>Streamline current internal resources and entities (incl relevant clubs)</li> </ul>	<ul style="list-style-type: none"> <li>Academic paper submissions</li> <li>Start Smart Manufacturing global training program</li> <li>Set up a Centre for Design with an external entity</li> <li>Seek research project grants</li> </ul>
Incubation	<ul style="list-style-type: none"> <li>Establish ACIC</li> <li>Develop network and eco system (Hero Hatch, SIAM, ACMA, RKMf)</li> <li>Launch Foundation and Incubator programs</li> </ul>	<ul style="list-style-type: none"> <li>Scale up ACIC</li> <li>Launch Accelerator program</li> <li>Leverage network for funding of incubates</li> <li>Launch national Innovation contest</li> </ul>

## I2E Metrics

	Academic Year					
	2020 21	2021 22	2022 23	2023 24	2024 25	Total
<b>Teaching</b>						
# of Certificate course graduates		20	40	40	60	160
# of students joining UG program (4yr)			40	60	60	160
# of students doing II major (Entrepreneurship)		25	75	100	125	325
<b>Research &amp; Consultancy</b>						
Value of grants (INR Cr.)		0.25	0.5	0.8	1.3	2.85
Endowment (INR Cr.)	0.4	0.4	0.4	0.4	0.4	2
Consultancy (INR Cr.)		0.5	1	1.5	2	5
<b>Incubation</b>						
# joining Foundation Program (ACIC)	20	30	40	50	50	190
# joining Incubator Program	5	15	30	40	45	135
# graduating from Incubator Program		2	15	20	25	62
# graduating from Accelerator Program		10	15	20	25	70
Valuation of Graduate Ventures (INR Cr.)		32	56	75	94	257
<b>Average Valuation of Ventures (INR Cr)</b>						
Incubator Program Graduates	0.75					
Accelerator Program Graduates	3					

## Action Plan for Teaching & Research in I2E

	Apr.'20	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.'21	Feb.	Mar.	Apr.	May	Jun.
<b>Specific courses (SoM, SoET)</b>															
Finalise the schedule for year															
Design of the course															
Selection of faculty															
Conduct the courses															
<b>PGCE (in collaboration)</b>															
Design the program curriculum															
Market the program															
Launch of the program															
<b>Integrated Degree/MBA IEV Program</b>															
Design of the program															
Approval of the program															
Selection of faculty															
Marketing of the program															
Admission/selection of the students															

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	Apr.'20	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.'21	Feb.	Mar.	Apr.	May	Jun.
Research															
Selection of Chair Professor															
Smart Manufacturing Index															
Project Planning															
Project Execution															
Publish the Index															
Network with Agencies for research															
Industry Projects															

### Action Plan for Incubation Centre

	Apr.'20	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.'21	Feb.	Mar.	Apr.	May	Jun.
ACIC Due Diligence & Compliance															
Launch of ACIC															
Lois with collaborators															
Select mentors, experts															
Finalise service providers															
Manager, Staff						Select	Join								
Funding															
Outreach event						HoT		AIMA							
Ideation / invite pre incubates															
Foundation Program															
Incubator Program															
Smart India Hackathon															
Paradigm															
Propel'20															
Incubation Activities						1,2,3,5	1,4,5,6	1,6,7,8	1,2,3,9	1,4,5,6	1,5,6,7	1,2,3,8	1,4,5,6	1,7,8,9	1,2,3
Incubates mentorship						Online	Online	Online	Online						

Incubation Activities			
1	Meet the Entrepreneur	6	Business & Pricing Model
2	Entrepreneurship overview	7	Business Planning
3	Opportunity Statement	8	Legal & IPR
4	Design Thinking & Prototyping	9	Pitching & Funding
5	Go To Market		

### Budget for I2E (for 20-21)

	Academic Year
<i>figs. in INR Lacs</i>	<b>2020 21</b>
<b>Teaching + R&amp;C Inflow</b>	<b>46</b>
Tuition Fee from various programs	6
Tuition for courses (other schools)	6
Tuition for II major courses	0
Tuition for UG program	0
Tuition for Certificate course	
Research grants	
Endowment	40
Consultancy	0
<b>Teaching + R&amp;C outflow</b>	<b>57</b>
Honararium for Adjunct/Guest faculty	5
Program creation	2
Marketing	5
PDA	
Research grant use	0
External Teaching resources	2
Conferences / seminars et al	0
F&B	
Student Welfare	
I2E HR remuneration	40
Faculty remuneration	40
Staff remuneration	0
Events	1
Programs - Capacity Building/Workshops	1
Travel	
Miscellaneous	1
<b>Excess/Shortfall</b>	<b>-12</b>

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	Academic Year
<i>figs. In INR Lacs</i>	2020 21
<b>Incubation Inflow</b>	<b>53</b>
AIM Grant	25
BMU Grant	28
Addn revenue	
<b>Incubation outflow</b>	<b>63</b>
Office Equipment/Furnishing	5
Maker Labs/Equipment	12
Propel HR remuneration	18
CEO + Manager	15
Staff remuneration	3
Events (Outreach, ideathons et al)	10
Programs - Capacity Building/Workshops	6
Support Services (Legal/CS/Accounting)	1
Innovation Funding	2
Travel	1
Utility & maintenance	2
Marketing	5
Miscellaneous	2
<b>Excess/Shortfall</b>	<b>-11</b>

Since the ACIC compliance process has not been completed, the following budget is proposed for incubation till the ACIC budget becomes available and ACIC gets launched.

Incubation Budget till ACIC funds are available		
		Amt. (Rs)
Incubation	Mentor fee - 5*6*2*3000	1,80,000
	Trainings 10*5000	50,000
	Outreach 3*10000	30,000
Foundation Prog	Coaching	75,000
Propel Pitchfest	Prizes	4,00,000
	Execution	1,25,000
	Marketing	3,75,000
Other Marketing		25,000
	<b>TOTAL</b>	<b>12,60,000</b>



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**Steering Committee for I2E**

The Steering Committee shall consist of the following members

1. HE Dr George Goh Ching Wah, Chairman; Border Mission – Chairman
2. Mr Sunil Kant Munjal, Chancellor, BML Munjal University
3. Mr Akshay Munjal, President, BML Munjal University
4. Prof (Dr) Gerry George, Dean- Lee Kong Chian School of Business, Singapore Management University
5. Mr Kris Gopalakrishnan, Chairman, Axilor Ventures
6. Prof (Dr) Sankalp Chaturvedi, Gandhi Centre for Inclusive Innovation, Imperial College London
7. Mr Rahul Garg, Founder & CEO, Moglix
8. Dr Dinesh Dua, Executive Director, Nectar Lifesciences Limited
9. Mr Kanwal Singh, Founder & Managing Partner, Fireside Ventures

#### **Roles and Responsibilities of the Steering Committee**

All members of Steering Committee shall be members for a term of two years ;

The Committee shall meet twice in a calendar year ;

The quorum for the steering committee shall be 4 ;

The Power & Functions of the steering committee shall be:

- Facilitate through inputs and advice the formulation of the strategic intent, vision, and mission of I2E.
- Provide inputs to the annual strategy and plans of I2E.
- Review and advise on the progress of I2E on regular intervals.
- Provide mentoring and support to I2E team.
- Facilitate the I2E in establishing connections with the StartUp ecosystem.

#### **CEO Propel, Incubator @ BMU**

The CEO shall report to the Board of ACIC-BMU Foundation/ BMU Incubation Foundation.

#### **Roles & Responsibilities of the CEO would include**

- CEO shall play a crucial role towards establishing, scaling up Propel, Incubator @ BMU and ACIC
- Provide strategic and operational leadership, in line with the innovation and entrepreneurship vision of the University
- Drive sustainability/profitability of the Incubator and ACIC
- Facilitate the creation of value through the successful launch of startup ventures and creation of pipeline of startup investments
- CEO will be required to lead all operations of the Incubator & ACIC

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- Build and scale various incubation & innovation programs, outreach programs, corporate venture programs, open innovation programs.
- Hire a competent team and service providers
- Draft relevant policies for the incubator, in line with the policies of the university.
- Manage the coordination of ACIC with AIM at NITI Aayog.
- Collaborate with national and global ecosystems
- Connect with and create a network of mentors, experts, government bodies, other incubators, and investors
- Represent the incubator and university at the relevant forums.
- Employ best practices to convert the incubation centre into world-class hub for solving societal challenges
- Strategize and lead initiatives to generate funds from various sources – government grants by government departments & bodies like AIM of NITI Aayog, AICTE and MHRD etc.
- Establish synergies between start-up incubation and teaching & research activities of the university.
- Establish a system to measure impact and outcome of the incubator and ACIC.

**Roles and Responsibilities of the Chair Professor**

The Chair Professorship will focus on providing exemplary leadership in entrepreneurship and innovation for the university.

- This position will be responsible for research, teaching and mentoring
- working with students/alumni startups and fostering a culture of innovation and entrepreneurship
- running advanced cross-disciplinary programs in Innovation and Entrepreneurship.
- role will also provide ample opportunities to participate in development of new programs, research, instructional activities and partnerships.

**Board of Studies I2E**

The Board of Studies shall consist of the following members

1. Prof (Dr) Vishal Talwar
2. Prof Davinder Singh
3. Prof (Dr) Rajeev Dey, SoET
4. Prof (Dr) Jaskiran Arora, SoM
5. Prof Kavita Chawla, SoL
6. Prof (Dr) Amit Dwivedi, EDII Ahmedabad
7. Mr Anurag Jain, Co-founder, MilkBasket

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8. Dr Dhruv Nath, Director, Lead Angels
9. Mr Rakesh Sharma

All members of Board of Studies shall be members for a term of two years ;  
The BoS shall meet thrice in a calendar year ;  
The quorum for the steering committee shall be 4 ;

**Faculty @I2E**

1. Prof (Dr) Vishal Talwar
2. Prof Davinder Singh
3. Prof Anupam Asthana
4. Prof (Dr) Vinay Nangia
5. Prof Rakesh Sharma
6. Prof Hridesh Singhal, Design Lab
7. Prof Ajay Parasrampur, Design Lab
8. Prof Kunnwar Vijay Parmar, Heuristic
9. Prof Rohit Swarup, Explorra



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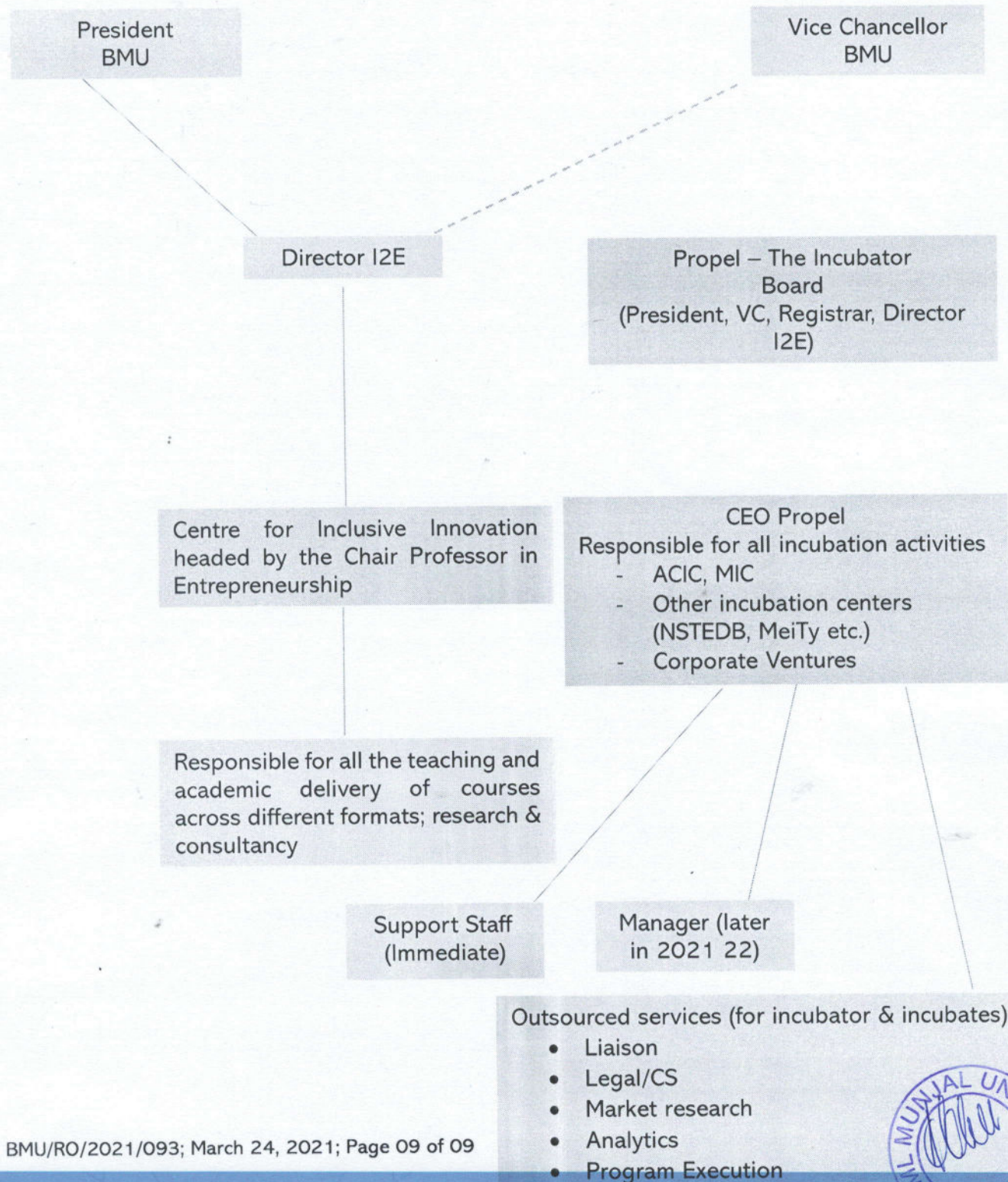


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**Institute of Innovation & Entrepreneurship (I2E) – Organization Structure**  
HE Dr George Goh Ching Wah is the Chairman of the I2E@BMU



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