



TECHEX.IN -Tech Transfer Hub
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TECHEX.IN: Services for Industry (Revised TechNet Program)

(Version: 5 Oct 2021)

About the TechNet Program

TechNet is the umbrella of **service offerings for industry clients** offered by TECHEX.IN (non-profit and independent Regional Tech Transfer Office supported by BIRAC, Govt of India and operated by Entrepreneurship Development Center/ Venture Center, Pune).

The TechNet program aims to build mutually productive relationships between **industry** on one side and **research-intensive institutes/ labs/ services entities** on the other side.

Under TechNet.in, TECHEX.IN will represent the following category of clients:	Under TechNet program, TECHEX.IN will help its clients reach out to the following potential R&D partners:
<ul style="list-style-type: none">— Medium and large enterprises— Multinational companies— Mission mode organisations	<ul style="list-style-type: none">— Academic institutes and universities— Publicly funded R&D Labs— Services being offered by R&D oriented small companies and startups— Services and facilities from incubators and co-share facilities

The focus of the intended partnerships shall be **science and technology based R&D and technology development!**

Why TECHEX.IN ?

Here is what TECHEX.IN brings to the table:

- Sharp focus on facilitation of R&D, technology development and innovations.
- We understand the need for predictability and speed of industry while also understanding the need for processes in publicly funded R&D organizations. We can bridge gaps.

- TECHEX.IN is operated by Venture Center -- an independent (not affiliated to any commercial entities), non-profit entity. So, our efforts are entirely aimed at ecosystem development and facilitation in the best interest of all concerned parties.
- TECHEX.IN is connected to all relevant worlds while being equidistant from them -- industry, startups, academia, R&D labs, research service providers and Government. We draw advisors from each of the communities who generously support us.
- Our strongest networks are in the academic institutions, government labs and startup community.
- Our team members take every effort to find useful linkages and move the discussions ahead between partners.

Service Offering:

These services are designed specifically for the following clients

- Medium and large Industry
- Multinational corporations
- Mission-mode technology development organizations

The following **services are now available:**

Services (Service code)	Includes	Deliverables
TechNet CONNECT	<p>A consulting arrangement that includes the following components:</p> <ul style="list-style-type: none"> ● TechNet Identification/ Scouting (TNT01) ● TechNet Facilitation (TNT02) <p>Indicative commitments:</p> <ul style="list-style-type: none"> ● 3 problem statements in 6 month block ● 4 man-days per month of Case Manager time <p>Fee structure:</p> <ul style="list-style-type: none"> ● Monthly retainer: Rs 50,000 per month; Contract tenures: Multiples of 6 months blocks 	<ul style="list-style-type: none"> ● A shortlist report of potential R&D partners ● Mutually agreed technical scope of project ● Deal structure
TechNet INITIATE	<p>A consulting arrangement that includes the following components:</p> <ul style="list-style-type: none"> ● TechNet Identification/ Scouting (TNT01) ● TechNet Facilitation (TNT02) ● TechNet Project Agreements (TNT03) <p>Indicative commitments:</p> <ul style="list-style-type: none"> ● 3 problem statements in 6 month block ● 5 man-days per month of Case Manager time ● The amount of time required to close a project agreement is often unpredictable and uncertain. <p>Fee structure:</p> <ul style="list-style-type: none"> ● Monthly retainer: Rs 50,000 per month; Contract tenures: Multiples of 6 months blocks, AND, ● Success fee: Rs 100,000 for every agreement closed successfully 	<ul style="list-style-type: none"> ● A shortlist report of potential R&D partners ● Mutually agreed technical scope of project ● Deal structure ● Agreement draft ● Signed agreement

Types of projects:

The purpose of TechNet services is to help forge relationships between industry/ MSMEs and academia/ R&D labs. A typical outcome is a PROJECT agreement outlining a collaboration or partnership.

Examples of PROJECT types include:

Commercial projects	Charitable/ CSR projects
<p>These are projects that are closely aligned to the business interests of the funding organization.</p> <p>Types include:</p> <ul style="list-style-type: none"> ● Technology/ IP transfer ● Sponsored R&D projects (including Contract R&D projects) ● Collaborative projects ● Others including advanced analytical support, consulting etc 	<p>CSR Projects are meant to be projects with charitable objectives with larger socio-economic impact objectives or address larger non-competitive, industry/ economy/ society-wide concerns. These are not suited for creating any private goods or knowledge assets.</p> <p>TECHEX.IN can facilitate setting up of CSR projects in academia/ R&D labs funded by industry.</p> <p>Illustrative examples of suitable projects include:</p> <ul style="list-style-type: none"> ● A R&D project focused on Sustainability Development Goal SDG 13 on Climate Action (https://sdgs.un.org) ● Funding to create a Centre of Excellence (COE) focused on Sustainability Development Goal SDG 7 on Affordable & Clean Energy (https://sdgs.un.org) <p>Such projects can be funded by industry partners solely or as part of a consortium of companies.</p> <p>Illustrative themes include:</p> <ul style="list-style-type: none"> ● Food and nutrition ● Health ● Water and sanitation ● Environmental sustainability ● Empowerment of citizens: livelihood, women, elderly, disabled, rural development <p>Funding can be directed towards:</p> <ul style="list-style-type: none"> ● Funding research in science, technology, engineering and medicine aimed at promoting Sustainable Development Goals (SDGs) conducted by publicly funded academic/ R&D institutions ● Co-funding R&D projects in the field of science, technology, engineering and medicine funded by Gol, State Government, PSU, any agency of state or central govt. ● Co-funding incubators in the field of science, technology, engineering and medicine funded by Gol, State Government, PSU, any agency of state or central govt. ● Funding projects within eligible themes (under CSR Rules) operated by eligible non-profit organizations

Side note: As a non-profit incubator itself, Venture Center separately operates a CSR program aimed at technology incubation (supporting early-stage innovations, creating open-access, ecosystem resources) or deployment of technology-based products for the benefit of end-beneficiaries. More information on this can be found at <https://www.venturecenter.co.in/csr/>

Details of service components:

Components of TechNet services	Description and deliverables	Current Status
TechNet Identification/ Scouting (TNT01)	<p>Description:</p> <ul style="list-style-type: none"> The industry client poses a challenge/task for a prospective R&D partner to solve/perform and TECHEX.IN team identifies potential R&D partners for the client with the relevant background/ expertise/ capability and interest. <p>TECHEX.IN tasks:</p> <ul style="list-style-type: none"> Understand the need Translate the need into relevant competencies and a “language”/ format that R&D partners can relate to Campaign to find the right partners and interest them in the project Provide a report summarizing the potential R&D partners and their relevant capabilities <p>Start and end points:</p> <ul style="list-style-type: none"> Start point: Challenge/Request for Proposal from industry client End point: Report with list of potential R&D partners <p>Deliverables from TECHEX.IN:</p> <ul style="list-style-type: none"> A shortlist report of potential R&D partners 	Operational
TechNet Facilitation (TNT02)	<p>Description:</p> <ul style="list-style-type: none"> The industry client wants to engage with a R&D partner/ academic organization that has been identified. TECHEX.IN team helps in formulating a proposal, identifying mutually agreeable terms of engagement and finalizing a deal structure. <p>TECHEX.IN tasks:</p> <ul style="list-style-type: none"> Understand both parties, their expectations and their institutional modes of engagement Understand technical scope of project Plan and organize first meeting Assist in formulating a technical proposal that is acceptable to both organizations Suggest the right modes of engagement and deal structure to take the relationship ahead. Pace the discussions to maintain interest or arrive at a conclusion quickly <p>Start and end points:</p> <ul style="list-style-type: none"> Start point: Rough project scope + two parties identified End point: Mutually agreed deal structure (Note: not full legal agreement) <p>Deliverables from TECHEX.IN:</p> <ul style="list-style-type: none"> Mutually agreed technical scope of project Deal structure 	Operational
TechNet Project	Description:	Operational

<p>Agreements (TNT03)</p>	<ul style="list-style-type: none"> Industry clients have identified partners, finalized the technical scope of the project and agreed on a rough deal structure. <p>TECHEX.IN tasks:</p> <ul style="list-style-type: none"> Support clients with providing a draft agreement for the proposed collaboration project. Help discuss and advance the agreement till closure <p>Start and end points:</p> <ul style="list-style-type: none"> Start point: Parties identified. Scope of project defined. Deal structure finalized. End point: Finalized and agreed agreement draft <p>Deliverables from TECHEX.IN:</p> <ul style="list-style-type: none"> Agreement draft Signed agreement 	
<p>TechNet Project Interfacing (TNT04)</p>	<p>Description:</p> <ul style="list-style-type: none"> Project monitoring, oversight and interfacing support 	<p>Yet to be launched</p>
<p>TechNet Analytics & Reports (TNT05)</p>	<p>Description:</p> <ul style="list-style-type: none"> An industry client requests compiled information, analysis and insights in the form of a report answering a specific question posed (ex: What are the different approaches known in literature for degradable packaging foams?) TECHEX.IN team uses proprietary paid databases (scholarly and patent literature) to carry out searches and provide a report of information, analysis and insights. <p>TECHEX.IN tasks:</p> <ul style="list-style-type: none"> Help clients frame precise questions that can be answered by finding information on scholarly or patent literature. Search databases and literature Compile information Analyse information Provide an answer to the question posed by the client <p>Start and end points:</p> <ul style="list-style-type: none"> Start point: Well -defined question End point: Report answering the question <p>Deliverables from TECHEX.IN:</p> <ul style="list-style-type: none"> Report 	<p>Yet to be launched</p>
<p>TechNet Campaign Events (TNT06)</p>	<p>Description:</p> <ul style="list-style-type: none"> Client wants to run a campaign creating awareness, increasing understanding or mobilizing action on a specific topic (ex: Recycling of PET waste) Techex.in team conducts appropriate events to mobile awareness or understanding in the appropriate target audience. Formats: <ul style="list-style-type: none"> Seminars/Conferences Round Table Workshops <p>TECHEX.IN tasks:</p> <ul style="list-style-type: none"> Design a suitable event 	<p>Yet to be launched</p>

	<ul style="list-style-type: none"> Publicise the event Organize and execute on the event Conduct post-event follow up <p>Start and end points:</p> <ul style="list-style-type: none"> Start point: Campaign theme, target audience, purpose End point: Event <p>Deliverables:</p> <ul style="list-style-type: none"> Visibility of event and theme Event report; Data on participants Circulation of reports; Visibility of report 	
TechNet Consortium Management (TNT07)	<p>Description:</p> <ul style="list-style-type: none"> The TECHEX.IN team sets-up and manages a consortia of industry members who support pre-competitive, non-exclusionary R&D at an academic institute (s) or research lab(s) aimed at larger knowledge or know-how needs of the industry sector or market segment. <p>TECHEX.IN tasks:</p> <ul style="list-style-type: none"> Proactive discussions with industry and academia/R&D labs to define scope of the consortia. Identifying anchor participants; Defining anchor projects Structuring and drafting the framework agreement Signing up other consortia members; Membership fees Kick off meetings Consortia Management Committee meetings Project initiation Project monitoring Periodic knowledge sharing workshops Project closure Periodic reviews and course corrections Consortia hand-over or closure <p>Start and end points:</p> <ul style="list-style-type: none"> Start point: Nascent interest from anchor members in setting up a consortia and identifying a broad theme. End point: Periodic report reviewing Consortia Performance <p>Deliverables:</p> <ul style="list-style-type: none"> Visibility of event and theme Event report; Data on participants Circulation of reports; Visibility of report 	Yet to be launched

Payment terms

- All payments are to be done as advance payments except for success fees.
- Success fees should be paid within 15 days of effective date of agreement
- GST and other taxes shall be applicable at the prevailing rate and shall be in addition to the above listed service fees. (Note: At the time of writing of this Term Sheet, Venture Center is exempt from charging GST.)
- Any Statutory/ Government fees (such as stamp duty for agreements) have to be paid for separately by the Client and are not part of the service fees charged by TECHEX.IN

- No discounts are available for this service at this time.
- No refunds shall be possible once payments are made.
- Acceptable modes of payment include: Demand Draft, Cheque Payable in Pune or at Par, Bank Transfer.

Clarifications and notes:

Further clarifications and notes on the following topics are available in Appendix 1.

- Independent, distinct and separated entities
- IP firewalling
- Charitable nature of activities
- Confidentiality
- Conflict of Interest
- Transparency
- Pricing Policy

The Code of Business Principles followed by the TECHEX.IN team is available at this link: <http://www.venturecenter.co.in/code/> (under development)

Other terms:

- Client shall not (intentionally or otherwise) do anything to suggest that the TECHEX.IN, CSIR-NCL, Venture Center (VC) or NBM or BIRAC or Government of India as being party to the venture/activity for which TECHEX.IN's services were engaged.
- Client shall not hold TECHEX.IN/Venture Center/NCL/NBM/ BIRAC responsible for any liabilities directly or indirectly related to TECHEX.IN's advisory services, including any referrals provided by the TECHEX.IN. Client acknowledges that TECHEX.IN has no control whatsoever over the activities of any of the parties to which it provides referrals to, and thus shall not be held responsible for any issues, costs, damages, liabilities, etc. related to Client's engagement with those parties.
- Client shall indemnify and hold harmless TECHEX.IN its members, directors, officers, employees, agents contractors and authorized representatives from all costs expenses including attorney's fees liabilities, obligations, damages and claims including any claims related to free and paid advisory services offered by the TECHEX.IN.
- TECHEX.IN does not offer any guarantees or assurances related to the services including but not limited to, intellectual property analysis & protection. Client understands and accepts that TECHEX.IN will offer its advisory services on a 'best effort' basis without any guarantees on the outcome of such advisory services.
- TECHEX.IN does not guarantee any fund raising or financing from any source for prosecution of any patents or for prosecution for registration of other forms of IP.
- TECHEX.IN will keep a record of the activities undertaken as part of an advisory engagement. These activities may include face-to-face meetings with the Client and/or analysis conducted by TECHEX.IN staff without the Client's presence. In all cases,

TECHEX.IN will be the sole and final authority as to the duration (number of hours) spent on the paid advisory services.

- TECHEX.IN retains the right to cancel existing paid advisory engagements with the Client at its sole discretion. In this case, the maximum refund liability for the TECHEX.IN will be limited to the unused amount paid by the Client for the cancelled advisory services.
- TECHEX.IN may revise rates charged for advisory services at any point in time, at its sole discretion. This will not affect existing, signed advisory agreements, but will affect any future advisory engagements between the Client and TECHEX.IN.
- TECHEX.IN may engage third- party consultants or advisors as part of an advisory service agreement at its sole discretion. The costs of those will be borne by TECHEX.IN alone.
- The terms and conditions of this agreement may be amended only by mutual consent and exchange of written letters and the amendments shall be applicable from the date of such amendments unless agreed to contrary.
- The parties shall endeavor to resolve any dispute relating to the advisory services offered by TECHEX.IN firstly by mutual discussion and in the event of any persistent disagreement; the same shall be referred to for arbitration to arbitrator(s) to be appointed by TECHEX.IN. The arbitration will be conducted by such arbitrator(s) in accordance with the provisions of Arbitration and Conciliation Act-1996.
- This Agreement and the parties' rights and obligations under it shall be governed by and interpreted in accordance with the laws of India. The jurisdiction will be courts of Pune.

Appendix 1: Clarifications and notes

- Independent, distinct and separated entities: TECHEX.IN is a program of the Venture Center (which is officially registered as a non-profit/ Section 8 company). All though located on CSIR-NCL campus and a National Resource Center initiated by CSIR-NCL for the benefit of Society at large, Venture Center is legally and operationally distinct from CSIR-NCL. None of the employees of Venture Center are employees of CSIR-NCL. Venture Center is located in an independent, sub-campus of CSIR-NCL called the NCL Innovation Park.
- IP firewalling: An independent team located within CSIR-NCL's Main Office Area manages the IP and Technology Licensing activities of CSIR-NCL. On the other hand, The TECHEX.IN team (located in NCL Innovation Park) focuses on IP and technology of the larger innovation ecosystem in Pune and the west zone. It caters to individual innovators, entrepreneurs, MSMEs, large companies and R&D/ academic institutions in the area. This ensures IP firewalling between CSIR-NCL and the various innovators that TECHEX.IN serves.
- Charitable nature of activities: The Entrepreneurship Development Center (Service mark: Venture Center) is a non-profit, charitable organization that aims to serve and empower innovators (both individuals and institutional) and entrepreneurs with high-quality support services of various kinds. Given its charitable objectives and open-access nature, the Venture Center has to be accessible, available and affordable to all while still demonstrating that it can operate sustainably without undue dependence on Government support. *It is in this context that Venture Center cannot: a) Unduly restrict its services to one party or the other. b) Accept potential liabilities or risks to the organization that can hamper its ability to be available for service to others. c) Spend productive time and limited resources of its staff/advisors in vetting/ editing legal agreements or attending to legal challenges.*
- Confidentiality: The TECHEX.IN team has been trained, sensitized and contractually obligated to carefully handle and manage confidential information. Further details are available in the Venture Center's Policy titled "Policy on Confidentiality/Non-Disclosure and Conflict of Interest". TECHEX.IN team will:
 - Ensure confidentiality of client names (if the client requests anonymity)
 - Seek and work with only non-confidential information of all parties concerned.
 - Will recuse themselves in meetings between the parties concerned if confidential information is being discussed and TECHEX.IN team is not signatory to a non-confidentiality agreement.
 - Any exceptions to the above will require approvals from the COO & GM of Venture Center.
- Conflict of Interest: The TECHEX.IN team has been trained to identify any potential conflict of interest issues in the early-stage non-confidential discussions with clients and then take necessary action for conflict-of-interest avoidance or mitigation/ management. Further details are available in the Venture Center's Policy titled "Policy on Confidentiality/Non-Disclosure and Conflict of Interest".
- Transparency: The TECHEX.IN and the Venture Center aims to maintain transparency in its service offerings, terms, pricing and conditions in keeping with the general ethos of Venture Center. This is also to help innovators and entrepreneurs plan their costs, increase predictability and have realistic expectations.

- Pricing Policy: The TECHEX.IN believes in transparent and predictable pricing models so that entrepreneurs can plan suitably well in advance for the expected costs. TECHEX.IN's pricing and term sheets are available online on the TECHEX.IN website. TECHEX.IN's pricing model is intended to support innovators/entrepreneurs from different backgrounds while still ensuring the financial sustainability of the program over a period of time. TECHEX.IN periodically announces/ revises discounts for certain category of clients. TECHEX.IN shall try and raise funding support/ donations/ in-kind support directed towards specific categories of innovators/entrepreneurs so as to fund the discounts. Discounts are typically explicit. Certain service offerings (especially aimed at budding entrepreneurs who are yet to raise money) are offered at extremely discounted prices so as to encourage emerging entrepreneurs. Pricing is decided based on various considerations including fair value for the offering, costs, price of comparable services (if any) and other market/industry indicators. TECHEX.IN's pricing and payment models also aim to reduce number of transactions and administrative overload for both the client and TECHEX.IN. TECHEX.IN pricing sheets are all approved by the Board or Board approved committee and TECHEX.IN staff does not exercise discretion in pricing or discounting. All exceptions are reported to the Board or Board approved committee.

Appendix 2: Request for Services and Letter Agreement

Client information

Name of Client	
Website of Client	
Name of representative of Client	
Contact info – Address	
Contact info – Email	
Contact info – Website	

Service (s) of interest

Services of interest	<ul style="list-style-type: none">• TechNet CONNECT• TechNet INITIATE
Brief description of services requested	
Scope of work	

Project parameters

Proposed start date	
Proposed end date	
Project duration	
TECHEX.IN Case Manager	

Proposed Fees and Payment Schedule

Retainer	Rs 50,000 per month
Success fees (only applicable for certain services such as TechNet Initiate)	Rs 100,000 for every agreed deliverable (usually successful closure of an agreement)
Payment Schedule	<ul style="list-style-type: none">• Start date of TechNet service: Rs 3,00,000• Start date of every 6-month block of service contract extension• In the case of success fee, within 15 days of effective date of delivery of deliverable (usually successful closure of an agreement): Rs 100,000 per agreed deliverable

Undertaking by the Client

- I have read and understood this Term Sheet (titled "TECHEX.IN: Services for Industry", Version: 5 October 2021).
- The terms and conditions are acceptable to me and I agree to abide by the same.

Signatures

Authorized Signatory (Client)	Authorized Signatory (TECHEX.IN)
Name	Name
Place	Place
Date	Date

Witnesses

Witness 1	Witness 2
Name	Name
Address	Address