



विज्ञान एवं प्रौद्योगिकी विभाग
DEPARTMENT OF
SCIENCE & TECHNOLOGY



Hand holding and Start-ups

Goa University, Goa India

Hand holding and Start-up is being launched as per the [Goa University Innovation, Incubation and Start-up Policy and SA-39](#). This scheme is supported by DST-PURSE (Promotion of University Research and Scientific Excellence)

PART - A

I. Scope of Startup scheme for entrepreneurs:

This scheme aims at harvesting the talent of Goan entrepreneurs in addressing the problems faced by society or giving value added solutions. The scheme will be open to all Goan residents with the age group of 18 – 62 years. An expert faculty member from Goa University will be part of the proposal and will mentor the project/innovative idea execution.

This scheme aims to enable the entrepreneurs to demonstrate the feasibility of the study/proof of concept/working model of their ideas which could potentially be developed into a startup business. Every year, Goa University will fund five-ten (05-10) project proposals with a sum of Rs.20,000 to Rs. 100,000/- each (80% from Goa University and 20% Applicant share of the total sum sanctioned) as well as provide domain expertise, infrastructure, space to work, human resources and connectivity with investors. A faculty member from Goa University will be the mentor for the project and will be duly compensated.

II. Aim: To identify early, mid and late-stage innovations that address the challenges in Information Technologies, Electronics, Chemical, Biological and Physical Processes, Social Science and Language Science domain problems.

III. Domain : Challenge is seeking applications for innovations in following areas:

- I) Science
- II) Social Science
- III) Language and Literature

IV. Eligibility:

- The applicant shall be an individual or a team. The team should designate a team leader for all correspondence.
- The applicant/team members must be a Goan Resident having a 15 years residence certificate.
- A Faculty member from Goa University shall be identified by the applicant/team as mentor who will guide the project, and forward all applications pertaining to that project.
- Faculties recruited through UGC-Faculty Recharge Program are eligible to be part of the project as mentors. INSPIRE Faculty, Ramanujan and Ramalingaswami Fellows are also eligible to be mentors provided they have at least three and half years of tenure remaining at the time of submission of application.
- Students from University & affiliated colleges will be desirable.

- Alumni who have obtained degree from Goa University in last five years
- Mentor shall be a Faculty of Goa University.
- In case of applicants from Affiliated Colleges / HEI's, they may have 2 Mentors wherein one mentor shall be from Goa University
- Mentor could be selected from the following Schools as per the following portal : <https://www.unigoa.ac.in/goa-university-department-listings.php>

Category of application: The solutions sought through this challenge should be early, Mid- to Late stage of Technology Readiness Levels (TRL 1 to 6), but TRL 4 and above would be desirable. Applications should be oriented towards Product/Process/Policy Development. You may refer Annexure A for Idea / Proof of Concept (PoC) submission Or Annexure B (for Business Model / Start-up Submission Form). The application needs to be submitted in online mode at following portal: <https://yukti.mic.gov.in>
Kindly select Goa University as the institution for the Start-up application.

Award:

- Up to with a sum of Rs.20,000 to Rs. 100,000/- each (80% from Goa University and 20% Applicant share of the total sum sanctioned)
- Investment, with an opportunity for follow-up funding.
- Intellectual Property Rights development and registration support.
- Mentorship with Indian experts.
- Networking opportunities with key stakeholders from Goa and India.
- Opportunity for validation studies, commercialization, and deployment.
- Technology showcase opportunity.

V. Committee Constitution for evaluation:

A IPR scheme committee along with additional invited members if any, will evaluate the quality of proposals and assess their technical base. Every year, the 5 best proposals will be shortlisted. The recommendation of this committee will be final. External members from outside Goa University (2 or more depending on the type of proposals) will be included. Two levels of screening will be done depending upon the number of applications received.

VI. Evaluation stages:

The evaluation of submitted proposals will be carried out as follows:

- The proposals will be checked for their originality. A plagiarism check report and literature search report must be submitted along with the proposal.
- The IPR scheme committee will evaluate the proposals for creativity and novelty of application. The committee may ask for proposals to be presented in person. Resources available with the applicant and technical competency of the mentor will also be considered.
- About 5-10 shortlisted proposals per year will be recommended for the grants.
- A review committee will review the progress of the proposal from time to time.

VII. Training on startup:

It is proposed to conduct seminars/workshops on startups every year for all the students and selected applicants. This workshop will be used to educate applicants on startup business, innovative problem-solving skills and best industrial practices for protecting intellectual property. The successful proposals can be supported further with additional grants / connecting with investors / funding agencies for further development.

VIII. Core Expertise Available at Goa University:

Fermentation processes for Food products, Marine Products development, Marine Farming, Functional materials development, Electronics product development, Software Designs, Trademark development, Entrepreneurship development, Data Analysis, Microeconomics, Copyrights, Geographical Indicators (GI), Horticulture etc.

Schedule of Start-up:

Sr. No.	Item	Date
1	Call for Applications Open	12/03/2024
2	Call for Applications Close	26/03/2024
3	Shortlisting for Presentations	05/04/2024
4	Presentations by Finalists	25/04/2024
5	Communication to Selected Innovators/Startups	26/04/2024
6	Installation of Winners of Start-ups	01/05/2024

For more details please contact:

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Note:

1. Applicants may submit more than one application form as long as one application has ONE proposed solution ONLY. Separate application forms should be filled for different solutions.
2. Applications that are incomplete, with incoherent content, or with problems/solutions that fall outside the scope of the present call for application, will be screened out and will not be evaluated.
3. The decision of the University to accept or reject any proposal OR providing a certain amount of funds to the selected proposal /s shall be final and binding on all the applicants and no request for any kind of review shall be entertained by the University.
4. In event of the selected applicant not contributing to the extent of 20% within specified time, the University may decide to disqualify such proposal /s.
5. Applicants have to submit the presentation in the form to be declared later.
6. Sharing of supporting material is highly encouraged, although it is not mandatory.
7. By submitting the form, the Applicant declares that the work submitted is their original work and has not been drawn from any other source or person.
8. Plagiarism, of any degree and form, will not be entertained and will lead to immediate disqualification at any stage of the program.


12/03/2024

The Registrar
Goa University

REGISTRAR
Goa University
Taligao Plateau-Goa.

Annexure I

YUKTI National Innovation Repository

Idea / Proof of Concept (PoC) Submission Form (TRL 1 to 3)

S.NO	Field Name	Description
1	*Title	20 Words Maximum
2	*Developed as part of	Select appropriate option from the dropdown: -Academic Requirement/Study Project -Academic Research Assignment/Industry Sponsored Project -Independent Assignment/Non-academic Study Project
3	*Choose the Financial Year, during the Idea-PoC/Innovation Developed	Select appropriate option from the dropdown:
4	*Sector / Domain	Select one or more appropriate option from the dropdown: -Healthcare & Biomedical devices. -Agriculture & Rural Development. -Smart Vehicles/ Electric vehicle/ Electric vehicle motor and battery technology. -Food Processing/Nutrition/Biotech -Robotics and Drones. -Waste Management/Waste to Wealth Creation -Clean & Potable water. -Renewable and affordable Energy. -IoT based technologies (e.g. Security & Surveillance systems etc.) -ICT, cyber-physical systems, Blockchain, Cognitive computing, Cloud computing, AI & ML. -Other Emerging Areas Innovation for Start-up -Software - Mobile App Development -Software - Web App Development -Travel & Tourism -Finance Life Sciences -Smart Education -Smart Cities -Sports & Fitness -Smart Textiles -Sustainable Environment -Infrastructure -Manufacturing -Defence & Security -Mining, Metals, Materials -Consumer Goods and Retail -Fashion and Textiles -Education
5	*Innovation Type	Select one or more appropriate option from the dropdown: -Product -Process -Service -Market Place -Business/Management Innovation

6	*Development Stage - Technology Maturity of the Solution/Innovation in terms of Technology Readiness Level TRL	Select one from the dropdown: TRL 1: Basic research. Principles postulated observed but no experimental proof available TRL 2: Technology formulation. Concept and application have been formulated TRL 3: Applied research. First laboratory tests completed; proof of concept
7	*Define the problem and its relevance to today's market / society / industry need.	Max: 100 Words
8	*Describe the Solution / Proposed / Developed	Max: 100 Words
9	*Explain the uniqueness and distinctive features of the (product / process / service) solution.	Max: 100 Words
10	*How your proposed / developed (product / process / service) solution is different from similar kind of product by the competitors if any	Max: 100 Words
11	*Is there any IP or Patentable Component associated with the Solution?	YES / NO If YES, *Upload the Copy of IP/Patent Applied or Obtained: (JPG, PNG max 2 MB)
12	*Has the Solution Received any Innovation Grant/Seed fund Support?	YES / NO If YES, *Mention the total grant fund amount (Rs.) Received from various sources
13	*Are there any Recognitions (National/International) Obtained by the Solution?	YES / NO If YES, *Upload the Copy of Latest Achievement: (JPG, PNG max 2 MB)
14	*Is the Solution Commercialized either through Technology Transfer or Enterprise Development/Start-up?	YES / NO If YES, *Upload the Registration Copy of Start-up / Enterprise Upload Photograph: (JPG, PNG max 2 MB)
15	*Had the Solution Received any Pre-Incubation/Incubation Support?	YES / NO If YES, *Mention the Pre-Incubation / Incubation Unit Name
16	Video URL	Specify the Video URL of your innovation. Give necessary permission to view the file to the following email id: iic.mhrd@aicte-india.org
17	Upload Photograph: (JPG, PNG max 2 MB)	Upload the photograph of your innovation if any. (JPG / PNG : max 2 MB)

NOTE:

Once your Idea/PoC is submitted, then Team leader can add the Team Members and Mentordetails.

Evaluation Criteria Sheet for Idea/PoC Submission

S.NO	Evaluation Parameter	Maximum Marks
1	Right Identification of the Problem (Appropriate selection of the problem)?	25
2	Relevance of the Solution (Adequately addressing the problem/need)?	25
3	Quality Features of the Solution (Distinctive features of the solution)?	25
4	Uniqueness of the Solution (Intellectual Property Component)?	25

Annexure II
YUKTI National Innovation Repository

Business Model / Start-up Submission Form (TRL 4 and above)

S. No	Field Name	Description
1	Start-up/Venture Name *:	(Max. 20 words)
2	Website of Startup (if any):	(optional)
3	Startup/Venture Registered as *:	Select appropriate option from the dropdown: -Not Yet Registered as an entity -SME Registered Unit (Valid GST No.) -Registered Partnership Firm -Limited Liability Partnership Firm (LLP) -Private Limited Firm (Pvt. Ltd.) -One Person Company (OPC)
3.a	-SME Registered Unit (Valid GSTNo.)	-Year of Establishment (FY) *: -SME Registered Unit (Valid GST No.) *: -GST Certificate Copy (Max 2 MB and in jpg, png format)*
3.b	-Registered Partnership Firm	- Year of Establishment (FY) * : - Corporate Identification No (CIN) * - Corporate Identification No (CIN) Copy (Max 2MB and in jpg, png format) * - Provide Director's Identification Number (DIN) * - Director's Identification Number (DIN) Copy (Max2 MB and in jpg, png format)* - Does your Startup/Venture Recognized by DPIIT, Startup India? * If YES, upload the document.
3.c	Limited Liability Partnership Firm(LLP)	- Limited Liability Partnership Firm (LLP) - Corporate Identification No (CIN) * - Corporate Identification No (CIN) Copy (Max 2MB and in jpg, png format) * - Provide Director's Identification Number (DIN) * - Director's Identification Number (DIN) Copy (Max 2 MB and in jpg, png format)*
3.d	Private Limited Firm (Pvt. Ltd.)	- Year of Establishment (FY) * : - Corporate Identification No (CIN) * - Corporate Identification No (CIN) Copy (Max 2MB and in jpg, png format) * - Provide Director's Identification Number (DIN) * - Director's Identification Number (DIN) Copy (Max2 MB and in jpg, png format)* - Does your Startup/Venture Recognized by DPIIT, Startup India? * If YES, upload the document.
3.e	One Person Company (OPC)	- Year of Establishment (FY) * : - Corporate Identification No (CIN) * - Corporate Identification No (CIN) Copy (Max 2MB and in jpg, png format) * - Provide Director's Identification Number (DIN) * - Director's Identification Number (DIN) Copy (Max2 MB and in jpg, png format)* - Does your Startup/Venture Recognized by DPIIT,Startup India? * If YES, upload the document.

4	Name a Key Innovation which is Core to the Startup /Venture * :	(Max. 20 words)
5	Year of Started Receiving Pre-incubation/Incubation Support for the Development of Innovation- Startup from the Institute (FY) * :	<u>Select appropriate option from the dropdown:</u>
6	The Key Innovation which is Core to your Startup /Venture was Developed as * :	<u>Select appropriate option from the dropdown:</u> -Academic Requirement/Study Project -Academic Research Assignment/Industry Sponsored Project -Independent Assignment/Non-academic Study Project
7	The Sector/Domain of Focus of the Innovation/Startup /Venture * :	<u>Select one or more appropriate option from the dropdown:</u> -Healthcare & Biomedical devices. -Agriculture & Rural Development. -Smart Vehicles/ Electric vehicle/ Electric vehicle motor and battery technology. -Food Processing/Nutrition/Biotech -Robotics and Drones. -Waste Management/Waste to Wealth Creation -Clean & Potable water. -Renewable and affordable Energy. -IoT based technologies (e.g. Security & Surveillance systems etc.) -ICT, cyber-physical systems, Blockchain, Cognitive computing, Cloud computing, AI & ML. -Other Emerging Areas Innovation for Startup -Software - Mobile App Development -Software - Web App Development -Travel & Tourism -Finance Life Sciences -Smart Education -Smart Cities -Sports & Fitness -Smart Textiles -Sustainable Environment -Infrastructure -Manufacturing -Defence & Security -Mining, Metals, Materials -Consumer Goods and Retail -Fashion and Textiles -Education
8	Choose the Type of Innovation * :	<u>Select appropriate option from the dropdown:</u> -Product -Process -Service -Market Place -Business/Management Innovation

9	<p>Development Stage: Technology Readiness Level (TRL) of the Solution/Innovation being offered by the Startup * :</p>	<p>Select appropriate option from the dropdown: TRL 4: Small scale prototype built in a laboratory environment ("ugly" prototype) TRL 5: Large scale prototype tested in intended environment TRL 6: Prototype system tested in intended environment close to expected performance TRL 7: Demonstration system operating in operational environment at pre-commercial scale TRL 8: First of a kind commercial system. Manufacturing issues solved TRL 9: Full commercial application, technology available for consumers</p>
10	<p>Development Stage: Manufacturing Readiness Level (MRL) of the Solution/Innovation being offered by the Startup * :</p>	<p>Select appropriate option from the dropdown: MRL 1: Basic manufacturing implications identified MRL 2: Manufacturing concepts identified MRL 3: Manufacturing proof of concept developed MRL 4: Capability to produce the technology in a laboratory environment MRL 5: Capability to produce prototype components in a production relevant environment MRL 6: Capability to produce a prototype system or subsystem in a production relevant environment MRL 7: Capability to produce systems, subsystems or components in a production representative environment. MRL 8: Pilot line capability demonstrated. Ready to begin low rate production. MRL 9: Low rate production demonstrated. Capability in place to begin Full Rate Production. MRL 10: Full rate production demonstrated and lean production practices in place.</p>
11	<p>Development Stage: Investment Readiness Level of the Solution/Innovation (IRL) being offered by the startup * :</p>	<p>Select appropriate option from the dropdown: IRL 1: Basic Research (Need Identification & Peer Review Publications) & Completed First-Pass Business Model Canvas (BMC) IRL 2: Applied Research (Market Size and Competitive Analysis) & Business Plan – Value Proposition & IP Identification IRL 3: Validate Problem - Solution Fit (Confirmed Value Proposition & Techno-Economic Analysis) & Minimum Product Cost (Maturity of Core Technology) IRL 4: Prototype Low-Fidelity Minimum Viable Product (MVP): "Low-fidelity" - A representative of the component or system that has limited ability to provide anything but initial information about the end product. IRL 5: Validate Product-Market Fit (Integrated Validation of the Minimum Viable Process and Process Engineering). "High-fidelity" - A high-fidelity laboratory environment would involve testing with equipment that can simulate and validate all system specifications within a laboratory setting. IRL 6: Validate Business/Revenue Model: Integrated Pilot Development – understanding operational nuances IRL 7: Prototype High Fidelity MVP: Integrated Pilot Continuous Operation</p>

		IRL 8: Pre-Commercial Demonstration – Operating Conditions and quality stabilized IRL 9: Full Commercial Development – A full time process engineering staff.....
12	Is there any Intellectual Property (IP) associated with the Solution being offered by the Startup/Venture? *	YES or NO If YES, Intellectual Property (IP) Copy Image (Max 2 MB and in jpg, png format)
13	Did the venture/start-up receive any innovation grant from the Institute? *	YES or NO If YES, *Mention the Pre-Incubation / Incubation Unit Name Mention Total Grant Amount Received in past three Financial Years
15	Did the venture/start-up receive any innovation grant from any external sources, so far? *	YES or NO If YES, Mention Total Grant Amount Received in past three Financial Years
15	Did the venture/start-up raise any Angel/Venture Capital Investment so far? *	YES or NO If YES, Mention Total Grant Amount Received in past three Financial Years
16	Are there any recognitions/awards received by the venture/start-up for the innovation in National/International Competitions? *	YES or NO If YES, Upload the Certificate copy of Recent Recognition/award Received (Max 2 MB and in jpg, png format)
17	Has the startup grown to an annual business turnover of Rs. 50 Lakhs during any last three FYs? *	YES or NO If YES, Upload the Audited copy of the financial Statement clearly indicating the FY and Annual turnover amount of Rs. 50 Lakhs or above (Max 2 MB and in jpg, png format)
18	Define the Problem – Solution fit achieved/to be achieved by the Startup: Briefly explain the relevance of the innovative solutions are being offered by the startup and what/whose problem (Industry/Society/Market) these are solving. *	(100 words)
19	Define the Product-Market fit achieved/ to be achieved by the Startup: Briefly explain the readiness levels (Technology Readiness Level and Manufacturing Readiness Level) of innovations/solutions offered by the startup to meet the customer need/requirement. *	(100 words)
20	Detail the potential market size and target customers/segment (Total Available Market -TAM, Serviceable Available Market -SAM, Serviceable Obtainable Market - SOM). *	(100 words)

21	Detail the Business fit achieved/ to be achieved by the Startup: Briefly explain the business model readiness level of innovations to be commercialized. Business Traction/Achieved for the innovation if any, briefly explain the customer tractions achieved for the innovations or solutions offered by the Startup as an attempt to commercialization. *	(100 words)
22	Highlight any competitive advantages such as Intellectual property (IP) or any Unique Selling Proposition (USP) etc. associate with the product/service/business model/startup. *	(100 words)

NOTE:

Once your Idea/PoC is submitted, then Team leader can add the Team Members and Mentor details.

Evaluation Criteria for Business Model/Start-up

S. No	Evaluation Parameter	Maximum Marks
1	Achieving Fit: Problem – Solution Fit (Relevance and adequacy of the innovative solution is addressing the problem)?	20
2	Achieving Fit: Product - Market Fit (Technology Readiness level (TRL) and Manufacturing Readiness Level (MRL) of the innovative solution)?	20
3	Potential Market Size and Target Customers (Clarity in Total Available Market -TAM, Serviceable Available Market - SAM, Serviceable Obtainable Market - SOM)?	20
4	Competitive Advantages and Uniqueness (Unique Selling Proposition) of the Solution/Innovation/business model (Intellectual Property/Distinctive Features of the Solution)?	20
5	Achieving Fit: Business Model Fit (Investment Readiness level (IRL) and Readiness of the Business model to commercialize the innovation and business/customer tractions achieved, if any)?	20