



**FOUNDATION FOR INNOVATION
AND TECHNOLOGY TRANSFER**
Indian Institute of Technology Delhi



BUILDING HIGH-PERFORMANCE INCUBATORS IN HIGHER EDUCATION INSTITUTIONS

Giving a Fillip to the Indian Startup Movement

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INDIAN INSTITUTE OF TECHNOLOGY, DELHI

May 9–10, 2025

Empowering Innovation: Capacity Building & The Role of Incubators in the Startup Ecosystem

Introduction

In today's rapidly evolving business landscape, startups serve as key drivers of innovation and economic development. However, turning a visionary idea into a thriving enterprise requires more than creativity—it necessitates structured support, access to resources, and expert mentorship. This is where capacity-building initiatives and incubators become essential for an transformative higher education campuses, fostering a robust startup ecosystem by providing the necessary infrastructure, guidance, and strategic support for sustainable growth.

About FITT

The Foundation for Innovation and Technology Transfer (FITT) was established on July 9, 1992, as a Registered Society by **the Board of Governors of the Indian Institute of Technology Delhi (IIT Delhi)**. FITT serves as a dynamic interface between the Institute and industry, with the goal of fostering, promoting, and sustaining the commercialization of science and technology for mutual benefit. Guided by this mission, FITT has facilitated knowledge transfer while forging strong partnerships and linkages with industry and the broader community.



Workshop Overview

The program will focus on capacity building, the role of incubators, mentorship, and funding strategies to create a thriving startup ecosystem. This two-day intensive workshop aims to foster a highly innovative environment within higher education institutions, enabling them to equip entrepreneurs, startup founders, and business enthusiasts with the knowledge and resources needed to build, scale, and sustain innovative ventures.

Key Elements of Capacity Building for Startups

- **Entrepreneurial Training:** Workshops and skill development programs on business modeling, finance, and marketing.
- **Mentorship & Guidance:** Industry experts and successful entrepreneurs providing insights and strategic advice.
- **Networking Opportunities:** Connecting startups with investors, industry leaders, and potential partners.
- **Access to Funding:** Guidance on fundraising, investor pitching, and financial management.
- **Market Exposure:** Facilitating participation in industry events, trade fairs, and global startup platforms.

The Role of Incubators in Startup Growth Incubators serve as launchpads for startups, providing them with essential support during their early stages. They create a conducive environment for innovation by offering infrastructure, business advisory, and financial assistance.

Key Functions of Incubators

- **Infrastructure & Resources:** Affordable office space, research labs, and technological support.
- **Business Development Support:** Assistance in refining business strategies and developing sustainable models.
- **Mentorship & Expert Guidance:** Access to experienced professionals and domain-specific advisors.
- **Legal & Regulatory Assistance:** Support in company registration, intellectual property rights, and compliance.
- **Investment & Funding Support:** Connecting startups with angel investors, venture capitalists, and government grants.

Why Startups Need Incubators?

1. **Reduced Risk:** Incubators mitigate startup risks by offering structured support and expert guidance.
2. **Faster Growth:** With access to resources and mentorship, startups can scale more efficiently.
3. **Stronger Network:** Being part of an incubator connects startups with a wider business community and industry leaders.
4. **Enhanced Credibility:** Investors and stakeholders view incubated startups as more credible and investment-worthy.

Target Audience

- University teacher/students & researchers interested in startups
- Aspiring entrepreneurs/institution builders
- Startup founders
- Business incubator managers
- Investors & mentors

PROGRAM SCHEDULE

Day 1		
Time Slot	Session	Details
09:30 AM - 10:00 AM	Inauguration & Keynote Address	A. Welcome Address B. Keynote on the role of incubators in the startup ecosystem.
10:00 AM - 11:45 AM	Governance, Policy Framework & Legal Compliance	Understanding governance models, regulatory compliance, and policy frameworks for incubators.
11:45 AM - 12:00 PM	Tea Break	Refreshment break.
12:00 PM - 01:30 PM	Funding & Financial Sustainability	Exploring revenue models, securing grants, engaging investors, and ensuring long-term financial sustainability.
01:30 PM - 02:30 PM	Lunch Break	Networking over lunch.
02:30 PM - 04:00 PM	Role of Mentorship & Leadership Development	Establishing effective mentorship programs and leadership training for incubator managers and entrepreneurs.
04:00 PM - 04:15 PM	Tea Break	Refreshment break.
04:15 PM - 05:30 PM	Building Industry & Investor Networks	Creating strategic partnerships with industries, academic institutions, and investors to support startups.
Day 2		
09:30 AM - 11:00 AM	Market Readiness & Scaling Startups	Training startups on market entry, scaling strategies, and product commercialization.
11:00 AM - 11:15 AM	Tea Break	Refreshment break.
11:15 AM - 12:45 PM	Incubation Program Design & Startup Support	Developing structured incubation programs, startup selection, mentorship, and acceleration strategies.
12:45 PM - 01:45 PM	Lunch Break	Networking over lunch.
01:45 PM - 03:30 PM	Performance Metrics & Impact Assessment	Measuring incubator success, tracking startup performance, and ensuring sustainable growth.
03:30 PM - 03:45 PM	Tea Break	Refreshment break.
03:45 PM - 05:00 PM	Visit to R&I Park and Startups Interaction	Tour to R&I Park and discussion with 5 deeptech startups
05:00 PM - 5:15 PM	Closing Ceremony & Certificate Distribution	Participant feedback & testimonials Certificate distribution Closing remarks & networking

KEYNOTE INNOVATION MENTORS



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Mr. Satish Singh
Head of Partnerships
Sanchi Connect

Key Takeaways:

- ✓ Deep understanding of capacity-building strategies
- ✓ Knowledge of incubator functions & benefits
- ✓ Practical skills in business model development & funding strategies
- ✓ Hands-on experience in pitching to investors
- ✓ Networking opportunities with industry experts

Registration Process:

Please register for the workshop by paying a registration fee of ₹34,000+GST per participant. The fee includes accommodation, surface transport, meals, and other essentials.

The NEFT/RTGS details of EPSI are as under: -

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