



Talk, Q&A and networking session
Negotiating Investment Agreements for Start-ups
 Organized by Venture Center, Pune

LEARN	<ul style="list-style-type: none"> Homework to do before reading an investment agreement Understand what investor is expecting in return of the investment How to negotiate key and important investment terms
ORGANIZED BY	<ul style="list-style-type: none"> Venture Center, Pune
SUPPORTED BY	<ul style="list-style-type: none"> Venture Center, Pune BIRAC, New Delhi
FOR WHOM	<ul style="list-style-type: none"> Grantee start-ups, Entrepreneurs and Innovators under BIRAC schemes Incubatee Companies at Venture Center
SPEAKER	Mr. Hasit Seth (Partner at Link Legal India Law Services)
WHEN	14 th April 2017 (Friday) between 4-6 pm
WHERE	Board Meeting Room Venture Center, 100 NCL Innovation Park, Dr. Homi Bhabha (Pashan) Road, Pune-411008
CONTACT	Ms. Shruti Devasthali Phone: +91-20-25865877 Email: shruti@venturecenter.co.in Dr. Roshan Yedery Phone: +91-20-25865877 Email: roshan@ipface.org
COST	<ul style="list-style-type: none"> Event is free Entry is by invitation only Register at the venue Note: <ul style="list-style-type: none"> Limited seats are available First priority for VC incubatees and BIG grantees at the stage of raising funds. Attendance only on confirmation of registration.



About the Talk

The talk will cover key terms that an investment agreement generally covers. The speaker will try to address how to decide which terms are important and should be negotiated as against some other terms which are more customary and generally part of most of the investment agreements across various investors. The speaker will guide entrepreneurs on how to close a deal by spending right time on negotiating important terms by prioritizing their requirements. Based on his experience, Mr Hasit will point out key Do's and Don'ts of negotiating investment agreement. He will also convey soft aspects of negotiating an agreement including tone and tactics. The talk shall try to ensure best practices in negotiating agreements.

Program schedule

4:00 - 4:15 p.m	Registration
4:15 - 5:00 p.m	Talk by Mr. Hasit Seth
5:00 – 5:45 p.m	Tea break and interaction with Mr. Hasit

Speaker



Mr. Hasit Seth is currently a partner at Link Legal India Law Services, a full service law firm that specializes in corporate and commercial law with offices in Delhi, Mumbai, Bengaluru, Hyderabad and Chennai. Seth holds a LLB from Government Law College, Mumbai and an LLM in IP from the **Franklin Pierce Law Centre, United States** in 2001 . Hasit has completed the prestigious **PIL Negotiation Program** from **Harvard Law School**.

Hasit has practiced law over 18 years in India and US jurisdictions. In his tenure at the US law firms, he was involved in patent prosecution and litigation practice, his clients included world leaders in technologies covering speech processing, networking, software, MRI & PET machines, semi- conductor memory, imaging, radars, appliances and automobile technologies. He has worked with a pioneer US patent licensing firm in Bangalore, licensing technologies for world's foremost innovative lab.

He was responsible for creating a law department of \$20 billion US engineering giant MNC where he acted as the Asia-Pacific IP Counsel. He also has created a start-up in learning space for few years gaining hands-on experience of starting and running a business. Hasit has assisted in creating legal frameworks for IP/Patent licensing for India's largest chain of government labs. Hasit is sole inventor of US Patents No. US9160681 and US8949654.

Apart from these roles he has also been providing IP consultancies to government research organization including National Chemical Laboratory and companies including EATON India and Accelerator India.



About the Organizers



IPFACE aims to promote awareness and adoption of intellectual property rights amongst entrepreneurs and MSMEs in India while also making accessible high-quality IP services and resources. IPFACE is a project of the Venture Center supported by the Ministry of Micro, Small and Medium Enterprises, Government of India and National Chemical Laboratory, Council of Scientific and Industrial Research, India.

For more information about IPFACE services, visit www.ipface.org



BIRAC's focus has been creation of a biotechnology startup environment in the country. It has taken a couple of strategic implementation programmes that span from provide funding to early stage ideas through grants, creation of bioincubators at strategic locations (through BioNEST) and extend mentorship and networking opportunities to startups.

Through BioNEST, BIRAC has supported 20 bioincubators that are at various stages of operationalization with the cumulative area of 200000 sq.ft. Out of this approximately 100,000 sft space is currently active for incubation. The 20 bioincubators are placed either within academic/research clusters or stand-alone incubators either privately funded or funded by State Governments.

For more information about BIRAC's BioNEST: http://birac.nic.in/desc_new.php?id=92

Supported by



Entrepreneurship Development Center (Venture Center) – a CSIR initiative – is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by the Department of Science & Technology's National Science & Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center's focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering.

For more information, visit www.venturecenter.co.in



Biotechnology Industry Research & Assistance Council is a new industry-academia interface and implements its mandate through a wide range of impact initiatives, be it providing access to risk capital through targeted funding, technology transfer, IP management and handholding schemes that help bring innovation excellence to the biotech firms and make them globally competitive.

For more information about BIRAC: www.birac.nic.in