

#startupindia



STUDENT STARTUP AND INNOVATION POLICY (SSIP)

(2017-2021)

For creation of an
Innovation & Pre-Incubation
Ecosystem Support
for Students (IPIES)

1% JOB CREATORS FROM 1.4MN STUDENTS 1000 STUDENT-LED
INNOVATIONS PER YEAR 500 STUDENT STARTUPS IN 5 YEARS CREATION OF
IPIES IN EVERY UNIVERSITY AND AT LEAST 200 INSTITUTES

Education Department
(Higher & Technical)
Government of Gujarat

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Government of Gujarat
Department of Education (Higher & Technical)
Sachivalaya, Gandhinagar
Dated: January 8th, 2017

FOREWORD

Over the last couple of years, inspired by Hon'ble Prime Minister's call for 'Startup India', the education department of Government of Gujarat has undertaken several initiatives to support young entrepreneurs, innovators and startups through the educational machinery of the state via universities and educational institutes.

During this period, Hon'ble Minister of Education, Shri Bhupendrasinh Chudasama, personally attended several key meetings to chair various levels of discussions on student startups, entrepreneurship and innovation including a meeting of Vice-Chancellors of all universities of the state on August 21, 2015, at Gujarat University, to discuss role of universities in supporting and nurturing young entrepreneurs. Following which more than 50 young entrepreneurs, innovators and key startup ecosystem stakeholders were invited by the Hon'ble Education Minister in February 2016, to hear the challenges faced by student led startups and innovations and how the government could solve their problems.

After several high-level meetings and deliberations, in September 2016, a formal Student Startup Framework Committee under the chairpersonship of Principal Secretary (Higher & Technical Education) was formed to develop such a policy or framework for supporting young innovations / startups via state's education machinery. The draft was given its final shape by the committee in December, 2016.

The Student Startup & Innovation Policy (SSIP) is a first-of-its-kind policy in the country that shall create a much-needed Innovation and Preincubation Ecosystem Support for Students (IPIES) across the state, adding to the startup ecosystem of

Gujarat and creating a strong innovation-driven culture in the state's higher education spectrum. The policy incorporates several years of combined learnings gained by several ecosystem stakeholders on the ground, including young entrepreneurs, innovators, startups, universities, academicians, industrialists, and government officials.

The policy shall benefit 1.4 million students of the state, support 1000 innovations per year, build preincubation support capacity for every university and at least 200 educational institutes over a period of five year, and harness at least 500 student startups in the next five years. By doing so, the policy shall also further the culture of innovation and spirit of entrepreneurship that the state of Gujarat already possesses.

The inputs of members of Student Startup Framework Committee, as well as the efforts of members of the Policy Drafting Committee are to be recognised and the members are to be congratulated for their diligence during the development of this policy. The policy would not have materialised without the vision, leadership and continuous patronage of the Hon'ble Minister of Education, Shri Bhupendrasinh Chudasama, Hon'ble Deputy Chief Minister, Shri Nitin Patel, and Hon'ble Chief Minister, Shri Vijay Rupani.

(Anju Sharma)
Principal Secretary

Student Startup Framework Committee: Principal Secretary, Higher & Technical Education (ex-officio chair); Commissioner, Technical Education (ex-officio); Commissioner, Higher Education (ex-officio); Vice-Chancellor, Gujarat University (ex-officio); Vice-Chancellor, Gujarat Technological University (ex-officio); Shri Shailesh Patwari (Senior Vice-President, Gujarat Chamber of Commerce and Industries); Ms Bhagyesh Soneji (Chairperson, ASSOCHAM Gujarat); Dr VS Purani (Joint Director, Technical Education, Convenor); Mr Hiranmay Mahanta (Hon. Director, GTU Innovation Council); Mr Rahul Bhagchandani (Chair, Youth Connect Foundation and Hon. CEO, GUSEC)

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DEFINITIONS

1. **Innovation:** Conceptually, any innovation implies substantial improvement in the ways of doing things, producing goods or providing services. It may involve a new use of an existing resource or producing or delivering existing goods or services through new methods or new instruments/materials.
2. **Startup:** Startup is an entity that develops a business model based on either product innovation or service innovation and makes it scalable and replicable so as to be self-reliant. Startup may also be an entity that satisfies the requirements of the Department of Industrial Policy and Promotion (DIPP), Government of India, notification dated 17.02.2016 as specified in the G.S.R. 180 (E).
3. **Proof-of-concept (POC) stage:** Proof-of-concept is the stage where the innovator / startup demonstrates a fundamental functioning demonstration of the idea / hypothesis / innovation.
4. **Prototype-stage:** A prototype-stage is a pre-production / pre-launch stage where the innovator / startup team has developed a basic minimum viable product (MVP) with most key features desired in the final product.
5. **Minimum viable product (MVP)** is a product with just enough features to gather validated learning about the product and its continued development.
6. **Startup India Action Plan:** The Government of India has announced the 'Startup India, Stand up India' initiative for creating a conducive environment for startups in India. Different ministries of the central government have initiated a number of activities for this purpose, and the government has also published an action plan for the same.
7. **Student Startup:** Student Startup is any student-led innovation based startup that has been founded by the efforts of one or more student(s) and / or alumni (not more than 5 years from graduation), from any university /

educational institute in the state, with or without the help of faculty guides and external support agents. Recently, AICTE has developed a national roadmap for student startup support system.

8. **Academic / educational institute:** Any government / grant-in-aid / self-financed institute / college in the state affiliated to a recognised university of Gujarat.
9. **Preincubation:** Preincubation makes up early stage support systems for the innovation & startup value chain that comprises an enabling environment to trigger creative ideas, hand-holding ideas at conceptualisation stage, extending basic facility to test the ideas and validate its early users, basic common working infrastructures, and access to existing resources before the innovation reaches an enterprise stage.
10. **Incubator:** Incubator is an organisation established to accelerate the growth of startups, through an array of business support, resources, mentorship, networking and other common services such as physical space, capital, and coaching.
11. **Technology Business Incubator:** A Technology Business Incubator (TBI) is an incubator established to support technology-driven startups generally supported by the National Science & Technology Entrepreneurship Development Board (NSTEDB), Department of Science & Technology (DST), Government of India.
12. **Atal Innovation Mission (AIM):** The Atal Innovation Mission (AIM) is Government of India's endeavour to promote a culture of innovation and entrepreneurship. Its objective is to serve as a platform for promotion of world-class Innovation Hubs, Grand Challenges, Startup businesses and other self-employment activities, particularly in technology driven areas. AIM is established under the NITI Aayog.

13. **Tinkering Lab / Fab Lab / Innovation Studio:** A Tinkering Lab / Fab Lab is a combination of experimental research and specialisation, where students may tinker with emerging technology and fabricate and create new products / prototypes.
14. **Accelerators:** An accelerator is similar to an incubator except, as the name suggests, a startup accelerator fosters rapid growth of the startups it incubates. Usually accelerators package mentorship, access to technology, office space and access to an innovative community into a relatively shorter timeline for faster growth.
15. **Angel Investors:** An angel investor is a person who provides financial support by investing capital - typically, a relatively smaller seed capital - in a startup.
16. **Venture Capital:** Venture Capital (VC) is a type of funding that originates from venture capital firms that specialise in building high risk financial portfolios. Typically, such firms provide growth-level funding to established startups against equity as well as create value for startups by providing access to their networks for employees, clients, products, or services of the startup.

1. INTRODUCTION

Innovation is the key for every economy to grow, and innovation takes place at every layer of the society. As per the Global Innovation Index 2016, India has improved its global ranking by 15 places. Honourable Prime Minister of India has declared 2010-20 as the decade of innovation to unleash the creative potential of every Indian to stimulate contribution at all layers.

Recently, the Government of India set up the Atal Innovation Mission under NITI Aayog to spearhead the innovation movement across the nation as the Prime Minister Narendra Modi urged the nation to take up the "Startup India, Stand-up India" mission during his Independence Day address of 2015.

Youth of the country and the university system play a crucial role at every step to shape the innovation ecosystem. Out of the three key goals of Startup India action plan, one key target is to build a startup and innovation culture across central universities that cater to more than four million students. More than 1,00,000 projects, thesis and innovative ideas every year from nearly 1.4 million students from 60+ universities and institutes of higher education in Gujarat are source of new innovations and startups, both catering to new products and services that form the base of the proposed ecosystem in this innovation policy.

The Government of Gujarat has already initiated action on the Startup India plan by involving the universities and educational institutions of Gujarat in setting up incubators. Additionally, a huge pool of faculty members, research resources, and common facilities are available in universities and educational institutions for new ideas to get nourished right in the campuses before the ideators have to seek external support to become a full-fledged startup. The education department of the state government is aiming to leverage these avenues in a systematic manner by building student-centric innovation and preincubation processes.

Harnessing the creative potential of young students across universities and educational institutions is also necessary to generate an entrepreneurial model of inclusive development.

Every innovative idea goes through a stage of proof of concept, prototype, product, testing and trial, redesign and development of utility. The innovation & entrepreneurial journey may have to be aborted at different stages depending upon the market response or technological trajectory. Unless one can fail fast without a stigma of failure, new enterprises with better grounding and vision shall never emerge. Also, it is not necessary that every young student innovator / entrepreneur or a startup may stick to the original idea with which they start. For any innovation policy to succeed, it is imperative that it provisions for allowance of failure, as well as permit the restarting or pivoting of an innovation and its further development.

Gujarat has taken leadership in industrialisation and contributed significantly to the country's ever-growing progress. The policy envisages that having both - a short-term plan and long-term vision towards building innovation and preincubation processes will also open new avenues for growth driven by students.

This policy document, therefore, recognises various constraints that budding innovators and entrepreneurs suffer from and take them as inputs while developing a holistic innovation and preincubation model in the state covering more than 60 universities and hundreds of educational institutions. While it's important to support innovators, it's equally important to envisage a sustainable ecosystem-based approach for the state and nation for strategic advantage in the long run.

2. THE EXISTING POLICY FRAMEWORK FOR INNOVATIONS, STARTUPS AND INCUBATORS IN GUJARAT

In synchronisation with various central efforts like the Make In India, Startup India, Atal Innovation Mission, National Innovation Council etc., the Government of Gujarat has taken some concrete steps to support creativity, innovation and entrepreneurship.

2.1. POLICY INTERVENTIONS UNDERTAKEN BY GUJARAT FOR INNOVATION AND ENTREPRENEURSHIP

In 2013, the State Innovation Council was constituted under the Chairmanship of Chief Secretary and the ambit of the Department of Science and Technology to set an agenda of innovation for the state at macro level.

Subsequently, as a part of the 2015 Industrial Policy, an 'Assistance Scheme for Startups and Innovations' was launched by the Department of Industries and Mines to provide seed funding support to early stage startups.

In June 2016, the Department of Science and Technology of the state released the Electronics & IT/ITeS Startup Policy for supporting incubation infrastructure and allied support links, for ICT startups.

Innovation and entrepreneurship are not only confined to formal sectors and initiatives like the Gujarat Grassroots Innovation and Augmentation Network (GIAN) have created support systems to help the innovations in the informal sector in the state.

More than 10 incubators supported by Department of Science & Technology, Government of India, exist in the state and a few more are supported by central agencies such as DeiT, DBT and MSME department.

Furthermore, iCreate is a public funded incubator established by the state Government.

2.2. THE SIGNIFICANCE OF UNIVERSITIES AND EDUCATIONAL INSTITUTES IN GUJARAT'S STARTUP ECOSYSTEM

- Ahmedabad has the highest number of DST (Govt. of India) approved Technology Business Incubators (TBIs) - 10 - in any city. 8 out of these 10 are a part of academic institutions.
- Out of the 20 Nodal Institutions (NIs) under the Startup Assistance Scheme of Gujarat Industrial Policy 2015, 18 are academic institutions.
- The supply side of the innovation and startup value chain of Gujarat ecosystem is deeply rooted around research, project, and innovation activities across universities in Gujarat.
- Gujarat took the first ever student startup initiative in the country at Gujarat Technological University which was later on scaled across universities in Andhra Pradesh and Kerala.
- Nearly 200 student startups initiate across universities in Gujarat every year.
- AICTE, under the ambit of the HRD Ministry, Government of India, is launching its own Startup Policy catering to technical institutes across the country including the institutes in Gujarat.
- The existing massive pool of faculty members, researchers and research ecosystem, and common facilities are avenues for new ideas to get nourished in university system itself before young innovators have to approach external support in order to become a full-fledged startup.

The national Startup India action plan aims to create support for three layers: a) student startups / university innovation-based enterprises, b) existing startups in the country that exist at the post-incubation stage, and c) top, growth-stage startups that need regulatory and allied supports.

The Innovation and Preincubation Ecosystem Support (IPIES) Policy of Gujarat shall cater to the first layer of student startups and innovation ecosystem, and create base-level interventions to support the Gujarat startup ecosystem at all the layers.

2.3. NEED FOR CREATING END-TO-END SUPPORT FOR INNOVATIONS VIA EDUCATIONAL INSTITUTES

A progressive innovation and startup ecosystem comprises of several key components, mainly a vibrant academia led innovation, preincubation, incubation, acceleration, access to seed, angel and venture capital funding, market access, practical regulatory support, ease of doing business and growth and upscaling environment with government's ownership to drive the agenda.

Interventions like the state's assistance scheme for startups and innovations shall attain its optimum efficiency when a quality pool of innovations and early stage startups emerge from the ecosystem of Gujarat every year. Gujarat has systematically built systems such as Gujarat Venture Fund Limited (GVFL), assistance scheme for startups, state-funded incubation facilities, such as iCreate, annual platform to showcase and discourse, etc. While the existing support links are well positioned to help startups with funding, there is a wide-gap in the innovation development and preincubation phase.

No.	Phase	Ecosystem Layer	Key Interventions
I	Preincubation	Exposure / Culture-building	<ul style="list-style-type: none"> - Outreach to student - Literacy program in innovation/IPR - Engaging various stakeholders - Changing mindset - Conducive and creative environment
II		Ideas / Innovation	<ul style="list-style-type: none"> - Design thinking & ideation - Problem-solving skills - Pedagogic, academic & skill programs - Live projects & research - Projects to proof of concepts (PoC) - PoC to minimum viable prototypes (MVP) - Common infrastructure & resources - Startups and other business ideas - Ecosystem building - IP creation and protection - Academic & pedagogic interventions - Pre Seed support - Validation through early users - motivation /awards/citation/ recognition
III	Incubation / acceleration	Start up	<ul style="list-style-type: none"> - Business model development - Mentorship - Market access & incubation - Industry linkages - Policy support - Post seed support - Funding for full-fledged product realisation - Angel funding - Customer validation - Legal and strategic support - Access to dedicated infra
IV		Scale up	<ul style="list-style-type: none"> - Growth stage support - Regulatory support - Venture capital and private equity - Acceleration support - Public policy support - Ease of running technology business - Facilitating exit - Expansion & globalisation

Also, as most of the progressive startup ecosystems in the world have witnessed an active role of local academia and students, the key missing link is the holistic innovation pre-startup and innovation ecosystem development across academia and allied stakeholders, which this policy aims to fill.

The Student Startup & Innovation Policy hence aims at ensuring that the students across all educational institutes of Gujarat get a conducive environment to solve problems and create ideas and opportunities. This policy addresses the need of creating a strong pipeline of innovations out of research and allied efforts across institutes, helping students convert ideas into opportunities, that later can be supported as startups through various existing institutional mechanisms.

The policy creates an innovation pyramid with lateral linkages as well as in-house support and adds on to the facilities already available.

3. GUJARAT STUDENT STARTUP & INNOVATION POLICY

The Student Startup & Innovation Policy of Government of Gujarat aims to create an integrated, state-wide, university-based innovation ecosystem to support innovations and ideas of young students and provide a conducive environment for optimum harnessing of their creative pursuit.

The Student Startup & Innovation Policy synergises complementary efforts by different stakeholders while making strong efforts towards cultural change among students, preincubation support and other necessary measures required in creating and nurturing student innovations and help sustaining them.

Primarily, at the education department level, the resources shall be utilised in building innovation support systems, processes and building a university-centric innovation ecosystem across the geography of the state that promotes innovative ideas and inculcates a culture of innovation and entrepreneurship in educational institutions of Gujarat. The policy ensures that the missing links of the innovation value chain like prototype support, IP protection, knowledge-based enterprise development, platform to showcase success stories, and similar challenges get mitigated through policy and allied support.

Through this policy, innovation and preincubation support across the state in academia will be inclusive on sectors, space and other aspects. It will aspire to create student innovators turning startups beyond technology domain as well.

The Student Startup & Innovation Policy mandates interventions at three levels: **a)** State-level (strategy and planning) **b)** University-level (contextual policy implementation & handholding) **c)** Institution-level (grassroots level deployment and end to end support to ideas and innovations).

3.1. KEY OBJECTIVES OF SSIP

The Student Startup & Innovation Policy of Government of Gujarat aims to create an integrated, state-wide, university-based innovation ecosystem to support innovations and ideas of young students and provide a conducive environment for optimum harnessing of their creative pursuit.

- 1) Developing student centric Innovation and Preincubation Ecosystem for Students (IPIES)
- 2) Creating environment for creativity to flourish and an end-to-end support system in educational institutions to allow ample support to ideas for better execution
- 3) Build internal capacity of educational institutions and key components of the innovation ecosystem to enable deployed processes to make sustainable impact at scale
- 4) Create pathways for mind to market by harnessing and handholding projects/ research/ innovation/ ideas of students in Gujarat
- 5) Creating and facilitating sectoral and regional innovation efforts in state around educational institutions
- 6) Create a common platform to showcase, support and upscale innovations for motivating stakeholders as well as for an opportunity to create value for money and value for many
- 7) Leverage public system initiatives at state and central level, academia, industries and by other ecosystem stakeholders / domain experts and institutions to make an inclusive effort

3.2. KEY GOALS OF SSIP

- 1) Empower all universities to set-up and execute the broad agenda of innovation and preincubation
- 2) Aim to create an environment that converts at least 1% graduates into job creators by innovation and allied means
- 3) Support at least 1,000 student-led innovations per year and aim to file 1000 patents from universities in the state every year
- 4) Harness 500 student startups in the next 5 years, and upscale
- 5) Empower universities and educational institutes to build a robust Innovation and Preincubation support systems within
- 6) Create incentives, awards, appreciations and benchmarks for innovation and student startups and associated efforts at all layers
- 7) Build capacity for at least 200 educational institutes in the state in the next five years, to have a robust preincubation support for student / alumni startups and innovations
- 8) Undertake strategic interventions to empower all universities in the state to develop full-fledged preincubation ecosystem in the next 5 years
- 9) Ensure that the innovation processes link academia, society and SMEs through systematic ways so that students and faculty solve their challenges and create further entrepreneurial opportunities

3.3. BROAD ROLES OF STAKEHOLDERS

- 1) **Government:** Mandate, support, facilitate, integrate and scale
- 2) **Academic stakeholders:** Deploy agenda within, quality assurance, create end-to-end support systems, and codification
- 3) **Non-academic, industry and other ecosystem stakeholders:** Mentoring, market access, and domain knowledge

3.4. POLICY PERIOD

The initial period of the Student Startup & Innovation Policy shall be from the year 2017 to 2021.

4. IMPLEMENTATION AND DEPLOYMENT OF THE POLICY

- A State-level Mentoring Committee on the student innovations shall be constituted to provide guidance and to steer the policy's implementation and coordination.

The committee shall comprise of the following members:

Hon'ble Minister of Education	(Chairperson)
Hon'ble Minister of State (Education)	(Co-Chair)
Principal Secretary, Higher & Technical Education	(Vice-Chair)
Secretaries of Industries & Mines, Science & Technology, Finance, and Primary Education	(Members)
Commissioner, Technical Education	(Member Secretary)
Commissioner, Higher Education	(Member)
2 Vice-Chancellors from state universities and 1 Vice-Chancellor from self-financed university	(Members)
3 Startup Ecosystem Representatives	(Members)
1 Industry Representative	(Member)

- A Policy Implementation Committee shall be constituted to implement the policy and it shall comprise the following members to oversee the implementation and deployment of the policy:

Principal Secretary, Higher & Technical Education	(Chairperson)
Secretary, Finance - Expenditure or Representative	(Member)
Secretary, Science & Technology or Representative	(Member)
Commissioner, Technical Education	(Member Secretary)
Commissioner, Higher Education	(Member)
1 Vice-Chancellor Representative	(Member)
3 Startup Ecosystem Representatives	(Members)

- A state-level competent agency shall be responsible to implement and deploy the objectives of the policy at the macro-level during the policy period. Till such time that a dedicated agency is constituted, the Gujarat Knowledge Society (G.K.S) shall be assigned this role.
- Universities that shall be beneficiaries of provisions of this policy will comply to a broad guideline as suggested by the state implementation agency while deploying the micro action agendas of the policy at the university and constituent academic institute level.
- Existing institutions / organisations catering to innovation and entrepreneurship agendas of the government and resource organisations from non-government and private sectors will be engaged from time-to-time to deploy key objectives such as capacity building, institutionalising the processes, and to achieve the desired goals of the policy.

5. KEY FACETS OF THE STUDENT STARTUP & INNOVATION POLICY

The following are the key facets of the Gujarat Student Startup & Innovation policy:

- A. The policy aims to intervene and support at i) Idea level, ii) Innovation level and iii) Preincubation level to achieve the broad goals of the policy.
- B. The policy is to be implemented in three key layers viz. i) state government, ii) universities, and iii) educational institutes.
- C. The resources to implement and deploy the policy are to be mobilised from the State Education Budget, internal resources of universities, central and state support systems and private-sector resources including CSR funds.
- D. Common facility and resources such as geographical resources, hard and soft infrastructural resources, process and pedagogy linked resources and sectoral systems shall be created to bring inclusion in the process.
- E. Successful implementation of the goals shall be evaluated by considering the implications of metrics such as output-driven indicators, stress on sustainable process design, competitive inspiration based co-creation and incremental & turnkey measures in suitable proportion.
- F. The broad goals of the policy shall be achieved through interventions at pedagogy, co-curricular level and community / ecosystem driven interventions. The policy creates incentive structures at several levels viz. idea level, educational institute level, university level to drive policy and deployment and cluster level to involve non-academic elements.
 - i) **Idea level:** Awards, proof of concept, prototyping and IPR support, mentoring support, preincubation, academic credits and similar benefits

- ii) **Educational institute level:** Finance, institutional building support and capacity building support
 - iii) **University level:** Support to create innovation and preincubation ecosystem, support to finance innovations and IPR, access to external research and entrepreneurship infrastructure, industry and external expertise linkages
 - iv) **Cluster level:** Appreciations, recognition, exposure, and access to academic resources
 - v) **Pedagogy level:** Interventions through universities which are primarily driven by new academic and allied process/regulation/strategy which suits to create more conducive environment and support system to foster more student innovations and startups.
- G. The policy leverages complementary and supplementary efforts from various existing policies, schemes and other initiatives of state and central government, universities, and ecosystem stakeholders.
- H. A state-level technology platform to be built to:
- i. Integrate and streamline discrete efforts
 - ii. Develop an application portal for registering student ideas and innovations as well as facilitating innovators
 - iii. Measure processes and key performance indicators (KPI) in real time to take policy decisions
 - iv. Single-point access and lateral learning opportunities for co-creation
 - v. Information and access equality / inclusiveness
 - vi. Fast-track deployment based on need at grassroots level
 - vii. Avoid duplication of initiatives

6. INTERVENTIONS

6.1. INTERVENTIONS AT STATE LEVEL

1. Top level policy patronage at the government-level to take leadership in innovation and student startup movement of Gujarat. Top level patronage from the education department to such and allied initiatives so 'innovation' becomes one of the top priorities of the government.
2. Creation of a Student Innovation Fund to support the provisions of the policy.
3. Develop linkages between Industry and Academia to act as a bridge between students aspiring for internship/field exposure and local industry.
4. Linkages with various ministries and agencies at state and central government levels such as finance, industry and education inculcating the innovation and pre-startup ecosystem.
5. Linking existing Technology Business Incubators (TBIs), incubation and specialised institutes with university startup support system/council for mutual learning, capacity building and co-creation.
6. Creating culture of student startups and innovations by celebrating the efforts and success stories through means of conferences, workshops, festivals, and other periodic events. Create avenues at state and national level events to showcase student startups and provide a platform for such startups to grow.
7. Linking best practices of university centric startup ecosystems globally with the efforts done by universities here in a facilitative mode.
8. Creating systematic outreach via academia to change the mindset of kids & youth to infuse strong entrepreneurial culture. All schools, universities could be the information and engagement highways.

9. Create linkages with external stakeholders such as industries, private sector, and other relevant organisations to provide knowledge inputs
10. Creating global exposure program for local student innovations and startups.
11. Documenting and codifying the best practices of Gujarat student startup and innovation ecosystem and creating avenue for showcasing the same at national and international stages.
12. Continuously monitoring the startup environment including state-level, national-level and global-level policies, initiatives and impacts.

6.2. INTERVENTIONS AT UNIVERSITY LEVEL

1. Each university shall set up a basic facility in form of a student innovation and entrepreneurship council, employ human resources to look after the council, assign a senior competent authority for coordination of such a facility at university level to develop action agendas for short and long term and share the same with the state.
2. Create action plan and strategies to support startups, and processes to help them. Undertake a holistic approach and create systems to support ecosystem, process, start ups with inclusion of sectors and spaces.
3. Student startup manuals like tool kit development which will be handy for support teams and institutes/universities to comply to basic necessary requirements which will be handy to give them best possible handholding across startup value chain.
4. Create suitable open innovation models to create more student innovators and startups, recognise and reward them. Institutionalise innovation and student startup awards.

5. Creating a funnel to support ideas at prototype stage by creating pre-seed funds / grants
6. Ensure bare minimum exposure for students on how to solve problems, innovate and start up in college.
7. Through various research grants and other ways, students will face the much needed challenges. These challenges will be based on local and global issues. Universities are also to encourage students to build products, services, solutions and convert those to enterprise for value creation.
8. Developing a suitable and flexible protocol for student innovators to leverage existing infrastructures, mentors, testing facility, operational space etc. across universities of Gujarat after regular class hours. Also create networking opportunities for students among different internal and external stakeholders.
9. Every university will categorise and prioritise interventions which may range from low-cost intervention, medium-cost intervention and others.
10. Create processes and mechanisms so that the scope of accessing facilities and benefits can reach student innovators and idea-stage startups, with equal ease on merit basis. Innovate to reduce transaction time and cost to facilitate support and access to various infrastructures to startups while leveraging existing facilities in Government and/or private domain.

6.3. INTERVENTIONS AT INSTITUTE LEVEL

1. Scout best innovation / projects annually that have potential to be taken further
2. Mobilise existing available resources for prototyping / IPR support with universities / state government and link such resources to students
3. Create basic IPR and prototyping support to student projects

4. Allow innovative students to utilise existing labs and workshops to develop proof of concept
5. Undertake culture building activities such as workshops, hackathons, etc. frequently
6. Involve existing local entrepreneurs and involve them in mentoring processes of students and innovators
7. Create miniature Do-It-Yourself (DIY) labs along with basic preincubation facility
8. Facilitate showcasing of innovators and student startups through institute-level events and activities such as cultural fests, tech fests, etc.
9. Facilitate availing benefits provisioned under the Startup India plan and other available benefits for student innovators
10. Through regular co-curricular activities, promote agenda of innovation and startups as recommended in this policy

6.4. INTERVENTIONS AT PEDAGOGY LEVEL

1. MOOC and similar virtual & blended interventions for large scale outreach and providing necessary exposure to students.
2. Entrepreneur on campus and other outside-in exposure programs to bring in more practice orientation and insert real life learning, mentoring opportunities.
3. Linking to external funding pipeline like local and other angels, VCs, Grants etc.

4. Startup fests and similar platforms at university and state level to provide a platform for young startups and other startup systems to come to common stage and extend best possible support and create win win situation.
5. Creating Student Innovation Centre at Educational Institution/ University Department level and link to mainstream academic efforts with integration of on Campus-off Campus Activities.
6. Pre-Startup support process development involving internal and external stakeholders in the ecosystem through new courses, programs, learning tools etc.
7. Setting up support center at university level / institutionalisation process involving academic interventions. Re-orientation in academic curriculum as well as pedagogy to fulfil needs of startups.
8. Tinkering/fab lab or similar facilities to help students realise ideas to products and beyond with ease.
9. Institutionalise academia-industry-govt linkages and ensure every university take some measure to realise key goals under this.
10. Insertion startup stream/track as one of the specialisation complying guidelines of AICTE and university policy. This can be achieved through course flexibility and similar mechanism. Startup track will be having flexibility to have different graduation outcomes suitable to student entrepreneurs aside from regular academic process for upto two-three semesters. Such Graduation outcome will be set by universities or autonomous institutions based on their degree award system. However, this shall be subject to fulfilling minimum academic standards by the students.
11. Institutionalise co-curricular and similar efforts related to innovation and student startups and link them with suitable incentive mechanism to involve

large scale students at different layer of efforts right from exposure to innovation design.

12. Creating common resource including soft and hard infrastructure such as co-working space / preincubation space / tinkering labs / DIY labs etc. for student innovations and startups at city centre or similar well accessible public places by nearby universities.
13. Creating decentralised support system for Intellectual Property Right (IPR) to students through university by streamlining government's funding schemes and independent schemes of university.
14. Disseminate existing government policies and support schemes across all universities and colleges in the state. Also students can be motivated to solve challenges and tap opportunities of other efforts like Skill India, Digital India, Make in India etc. and try to contribute towards them entrepreneurially.
15. Further incentivise innovators and student startups solving social challenges, creating better solutions for disadvantaged community, sector and season and social entrepreneurs. Young innovators focusing on creating value for many and larger public good through their innovations and startups need to be given attention.
16. Best university startup processes of state, nation and others need to be scouted by universities and tried in local context with suitable blending suiting to local needs.

6.5. INTERVENTIONS AT ACADEMIC LEVEL

1. On campus courses to support entrepreneurial students focusing to integrate knowledge, skill and attitude. Some percentage of course content should focus on proving basic skill sets, attitude to build innovations and ability to solve problems.

2. Entrepreneurship as a subject with real life exposure and contemporary scenario to be taken by universities with scope of learning through hands on mode.
3. Flexibility to choose courses and programs on entrepreneurship within college/university and outside as a part of academic program or otherwise.
4. Developing academic system to encourage more summer/winter programs within academic process or through co-curricular segment around innovation & student startup process and engage potential students early in their college days.
5. Incentivise more practical learning through programs like startup internship, co-working, academic research etc so that students learn practical aspects of innovation and entrepreneurship.
6. Large scale startup literacy programs through webcasting and other means need to be developed for beginners and to be shared with students in early semesters so that culturally they can become risk takers and innovate to solve challenges around them.
7. University and institutes to do regular workshops /seminars / hackathons / bootcamps and similar efforts to provide skill and opportunities to students to innovate and startup, integrate various discrete events and link them to mainstream innovation and entrepreneurship process of respective university.
8. Attendance and similar relaxation to students upto suitable level for deserving student innovators and startups to allow them work focused on their ideas.
9. Create more and specific incentives for women innovators/startups to bring inclusion. Every university to do bare minimum efforts to extend efforts to cater need of student innovators of both rural and disadvantaged geography and sectors.

10. Academic research along the lines of learning from the process of entrepreneurship needs to be supported. Local and national startup and innovation phenomenon need to be codified, researched and published so that policy makers, innovators, institution builders can take note of the latest insights while deploying their goals.

6.6. FUNDING SUPPORT FOR STUDENT STARTUPS AND PREINCUBATION ACTIVITIES

The Innovation and Preincubation Scheme provides support for creation of support systems for student innovations and early stage student startups across the education sector of Gujarat.

The scheme provisions funding support for capacity building initiatives undertaken at universities and institutes of higher education, fund initiatives for sensitisation of students regarding innovation and entrepreneurship, prototyping of ideas and innovations, IPR, and allied efforts.

The Student Startup & Innovation Policy provisions for creation of a Student Innovation Fund (SIF) of Rs. 200 Cr for a period of five years. Rs. 100 Cr of the SIF shall be provisioned through budgetary provision every year between 2017 and 2021, where as the remainder Rs. 100 Cr shall be mobilised via existing resources such as internal budgets of universities, central budget, private and CSR funds, etc. SIF will be utilised for deploying the state-level agenda of the policy as well for the Innovation and Preincubation Support Scheme.

6.6.1. SCHEME BENEFICIARIES

The following are the beneficiaries of the Innovation and Preincubation Support Scheme:

1. **Universities:** Government Universities, Government Aided Universities and Private Universities, sector-specific universities, and deemed universities
2. **Educational and academic institutes:** Government, Grant-in-Aid and Self Financed academic and educational institutes affiliated to any university in Gujarat

3. **Student / innovators:** Students, student innovators and pre- incubation stage startups run by students belonging to eligible universities and educational institutes shall be supported under this scheme

6.6.2. SUPPORT PROVISIONED

1. Universities Level:

A) Financial support of up to Rs. 5 crore (refer table A) for a period of five years to be disbursed to eligible and meritorious universities based on proposals received for creating university-level innovation and entrepreneurship ecosystem to support innovations and idea-stage startups by university students. Beneficiary universities shall be responsible for strategising and implementing interventions to ensure at least 5% university students opt for creation of innovations while solving real world challenges and create value.

(The grant shall be broadly used for building ecosystem, developing preincubation processes, support systems, co-working space, fab facilities, activities, events, symposiums, technology platforms, MOOCs, research and development, publication, awards and recognition, exposure etc. Civil works or construction of new buildings shall not be eligible for support).

Note: For state universities, the grant shall be upto 100% of the total project cost. This grant cannot be used for civil works, buildings and utilities which shall be provided by the host university from its existing infrastructure & resources. In case of private or self-financed universities, the grant shall be 50% of the project cost with a ceiling of Rs. 20 lakh per year. However, expenditure incurred for filing patent in case of all students shall be provisioned from this fund and students shall not have to pay any amount.

Uni. Type	Total Number of Student Enrolled with University	Envisaged Active Student Participation* (Per Year)	Maximum Grant for 5 years (Rs. in Cr)
I	3 lakh and above	~8,000	5.0
II	1 to 3 lakh	~6,000	4.0
III	50,000 to 1 lakh	~4,000	3.0
IV	Up to 50,000	~2,000	2.0

(Table A)

***Active Student Participation** is the number of students participating diligently in innovation and entrepreneurship efforts of the university covering various activities and projects. In case of events, each student should participate in 3-5 activities annually and hone their skill set related to innovation and startups. This will also include no of students who are making serious efforts to convert their projects/research work into an innovation/solution. Even if not all of these students will become startups at the end, certainly they will become innovative & entrepreneurial.

B) University Departments / Constituent Colleges: Financial support for IPR and Prototyping shall be extended to students of university departments, university's constituent colleges and any individual student innovator working under the domain of the university. Up to 500 students innovations per year are envisaged to be supported for prototyping and patent filing as per the support outlined for innovator at institute level.

Hence, university level support provisioned is estimated around Rs. 100 Cr for the policy period; Rs. 60 Cr for building of preincubation ecosystem and Rs. 40 Cr for patenting, and building proof-of-concepts (PoC).

(Students from university departments and affiliated colleges can benefit through this. In this mechanism maximum of average 10 projects will be supported per institute through university based on merit)

2. Educational institute level:

A grant of up to Rs. 40 lakh to be disbursed to maximum 40 eligible institutes per year. At least 150 active students per annum are expected to participate at these institutes. Institute may extend the support for preincubation, prototyping development, patent filing, mentoring, events, activities, conferences, and exposure. Institutes receiving grant in a year may or may not receive the grant for the next year depending on activity level. Self financed institutes will be eligible to receive upto Rs. 20 lakh every year or 50 percent of project cost whichever is lesser. Provided they have not received any support as a university.

Hence, Institute level support provisioned is estimated to be Rs. 80 Cr for the policy period.

3. State level:

A State Level agency is proposed to be formed to implement IPIES. A support provision for MIS platform, awards, HR, exhibition, seminar, capacity building, start up feast, road show, publication and out reach will be incurred under this head.

A state level common resource centre is also proposed under this state level intervention.

Total State Level support provisioned is proposed at Rs. 20 Cr.

6.6.3. SCOPE OF SUPPORT

1. Universities:

Universities receiving any grant under this scheme shall utilise the grant as follows:

- a) The grant cannot be used for civil works, buildings and utilities which shall be provided by the university through its own funds. The university may use existing applicable infrastructure or resources.
- b) The grant shall be broadly used for developing ecosystem, developing institutional mechanism, developing preincubation processes, support systems, co-working space, fab facilities, activities, events, symposiums, interventions, awareness drives, technology platforms, MOOCs, research and development pertaining to innovation and entrepreneurship, publication, awards and recognition, exposure, operational expenditure including human resources on contract basis, and allied expenditure.

***Co-working space:** A co-working space is a combination of common soft and hard infrastructure available in a well-accessible space for students/innovators & student startups with basic amenities such as digital tools, sitting & working space etc. In public universities, generally such a space is meant for early stage student startups that in general can not afford independent rented space to carry their innovation and startup activities in early days of their operation. Such co-working spaces also have access to innovation and entrepreneurship related activities, mentors, experts etc. through a common window.

***Fab lab:** A fab lab (fabrication laboratory) is a small-scale workshop offering (personal) digital fabrication and other supports. Generally when a student/ innovator ideates and attempts to make an initial proof of concept, access to such a workshop is necessary to convert

ideas into a demonstrable product or service. Most of the instruments available in such a facility can be operated by students/innovators for first-hand usage.

***MOOCs:** Massive Open Online Course are aimed to deliver quality education program virtually through a technology platform and participants are able to leverage such courses irrespective of their location. MOOCs and blended mode of learning helps to impart quality learning to end users in remote places.

***Preincubation facility at University:** A preincubation facility encompasses interventions and common facilities that provide exposure, create a culture, and support ideas and innovations at early stage. This covers a wide range of activities such as outreaching to students, large-scale literacy programs creating conducive environment to usher creativity etc. Such a facility also aims to cater the need of student innovators in allied ecosystems and provide exposure to concepts such as design thinking and ideation support, imparting problem solving skills, pedagogic, academic & other skill insertion programs, etc. The preincubation facility at university creates a strong pipeline for innovations to flourish in subsequent stages. It also creates the base for all the ecosystem building measures around university system.

- c) Universities shall also facilitate patent and prototyping grants for students enrolled with a university department / affiliated institute.
- d) The university may further allocate the grant to a special purpose vehicle (SPV) unit or any other section / department of the university already created for innovation and entrepreneurship related works.

2. Educational institutes:

Educational and academic institutes receiving grant under this scheme may utilise it as follows for student startups operating in their institutes:

- a) **Prototyping support:** A total annual grant of up to Rs. 20 lakh for creation of an average 10 proof of concept (PoC) / minimum viable prototypes (MVP) per institute, up to a maximum of 25 such ideas. The Self-Finance Institutes will be eligible to reimburse 50 % of the expenditure for PoC or up to Rs. 10 Lakhs whichever is lower.
- b) **Patent support:** Expenditure incurred for filing the Patent is provisioned from this fund, and student need not to pay any amount. For this purpose grant of up to Rs. 2.5 lakh for filing an average 10 national patents per annum and an additional grant of up to Rs. 2.5 lakh for filing international patents
- c) **Activities, events, mentoring, common institute-level facility, etc.:** A grant of up to Rs. 15 lakh per annum per institute for innovation and entrepreneurship related events, activities, documentation, dissemination, creation of preincubation facility, conferences, hackathons, academic courses of startup and innovation, short-term training programs, other pedagogical and academic interventions and other operational expenditure. The Self-Finance Institutes are eligible to reimburse 50 % of the expenditure for these activities for up to Rs. 7.5 Lakh per annum.

6.6.4. PROCEDURE

1. Eligibility

- a) To be eligible to take benefit of the scheme, a university or educational institution shall have to be i) based in Gujarat; ii) recognised / affiliated by an accrediting governmental agency or a recognised university of Gujarat; iii) having demonstrated concrete efforts related to innovation and

entrepreneurship significantly in the past few years or having strong commitment to participate towards the goals of the Student Startup & Innovation Policy.

- b) The Policy Implementation Committee or the State Deployment Agency of the Student Startup & Innovation Policy shall evaluate each application for eligibility based on the merit and the most preferable ones shall be selected as beneficiaries of the scheme per the criteria as defined by the relevant agency.

2. Application process and evaluation

- a) **Application process:** The state government shall notify the initiation of the policy period with various performa and formats of the application. Each potential beneficiary institute / university shall apply via a proposal with detailed action agenda, timeline, deliverables through means defined by the Policy Implementation Committee / state government via such a notification.
- b) **Evaluation:** An expert technical committee appointed by the Policy Implementation Committee shall scrutinise applications received bi-monthly and invite eligible and selected organisations for a formal presentation at the state-level.
- c) **Prototyping and patent support:** In case of prototyping and patent support grants for educational and academic institutes, the beneficiary institute shall submit micro details of projects / preincubated startups / innovations for which the grant is being sought.

7. STATE LEVEL AGENDA

The state-level agenda for the policy shall be deployed through the Student Innovation Fund, which shall include the following action agendas:

- Creation of a state-level agency to be formed to implement the Student Startup and Innovation Policy
- Creation of state-level common resource centres: Common innovation / startup support system shall be made available at major population centre as decided by the Policy Implementation Committee to help students and recent graduates from the state to receive support to shape their ideas and innovations as provisioned and recommended in this policy. All common facilities through various startup ecosystems shall be made available at a single point at such a state-level common resource centre, reducing the transaction cost of beneficiary and allow young innovators / entrepreneurs to co-create irrespective of universities / institutes.
- Broad state-level innovation and preincubation ecosystem building
- Annual festivals, exhibitions, symposiums, awards, demonstrations, etc.
- Capacity building at macro-level and common resource creation
- Large-scale awareness programs such as Startup MOOCs, road shows, etc.
- Global and national best-practices linkages and deployment
- Operational expenditure including human resources and logistics
- State-level innovation and entrepreneurship research, documentation, publication, dissemination
- Standardization of Internship Programs with the leading Industries
- Announcement of 100% funding for IPR/Patent Filing
- Technology / MIS platform (Portal) development

8. EVALUATION AND ASSESSMENT

- An online web portal will seamlessly integrate all stakeholders to monitor each milestone in real time. Progress of key goals with respect to set KPIs will be publicly shared periodically.
- The Policy Implementation Committee under the guidance of education department shall review overall policy objectives and its implementation. Technical/expert committee at universities will advise smooth deployment of the goals at respective university.
- Beneficiaries of the scheme comprising universities and institutes shall present half-yearly progress and impact report. Each university if receiving grant will submit tentative plan of action in the beginning.
- If a beneficiary is found unable to deliver the desired outcomes through annual reviews, the further grant to be released shall be reconsidered.
- An annual impact report of the IPIES interventions will be published and shared with all stakeholders in public domain.

Sd/-
(Anju Sharma)
Principal Secretary
(Higher & Technical Education)
Government of Gujarat

To,

1. *Principal Secretary to the Hon'ble Governorshri, Raj Bhavan, Gandhinagar.
2. Chief Principal Secretary to the Hon'ble Chief Minister.
3. Principal Secretary to the Hon'ble Chief Minister.
4. Secretary to the Hon'ble Chief Minister.
5. Personal Secretary to Hon'ble Ministers, Government of Gujarat.
6. *Personal Secretary to the Leader of Opposition Party, Gujarat Legislative Assembly, Gandhinagar.
7. *Deputy Secretary to the Chief Secretary, Government of Gujarat.
8. *Registrar, the Hon'ble Gujarat High Court, Ahmedabad.
9. *Secretary, Gujarat Vigilance Commission, Gandhinagar.
10. *Secretary, Gujarat Public Service Commission, Ahmedabad.
11. *Secretary, Gujarat Legislature Secretariat, Gandhinagar.
12. *Secretary, Gujarat Civil Service Tribunal, Gandhinagar.
13. All Vice Chancellors and Provost of State Universities
14. All Administrative Departments
15. All Heads of the Departments
16. All Collectors.
17. Account General (A&E) Gujarat, Post Box No. 2201, Rajkot.
18. Account General (A&E) Gujarat, Ahmedabad Branch, Ahmedabad.
19. Account General (Audit-1) Gujarat, MS Building, Ahmedabad.
20. Director, Account & Treasuries, Gujarat State, Gandhinagar
21. Pay & Account Offices, Ahmedabad/Gandhinagar
22. All District Treasury Offices
23. Resident Audit Officer, Ahmedabad/Gandhinagar.
24. Select File.

