



Indian Technical and Economic Cooperation (ITEC)

International Training Programme on "Capacity Building Program for Agri-Business Incubators in Emerging Economies"

National Institute of Agricultural Extension Management (MANAGE)

India, the third-largest startup ecosystem in the world, after the US and China both in terms of number of Incubators and number of startups (115,223 DPIIT-recognized startups as on November 2023). Incubators are playing a crucial role in the growth of startups providing assistance and hand holding at various stages. Incubation ecosystem in India is evolving and multi stakeholders in the ecosystem are supporting the startups to thrive in the business with a conducive environment.

Just like startups, Incubators also need to handhold during the initial phases to provide quality and relevant services for the entrepreneurs. Setting up incubators in a systematic manner will help them to become self-sustainable and will be building a strong

Learning Objectives of the program

- To know the Agri-startup Innovation and Incubation Ecosystem
- To understand various Incubation models
- To develop competencies for building strong networks for incubators
- To demonstrate services offering based on core competencies of the incubators
- To familiarize with revenue generation models for incubation centres
- To develop an cross border implementation plan for the Indian Incubator models

Programme Schedule

Day 1: November 22, 2023 (Wednesday)

Time	Session details	Speaker
09.30 – 10:30	Registration	Team MANAGE-CIA
10.30 – 11:15	Interactive Session with participants	Team MANAGE-CIA
11.15 – 11:45	Tea Break	
11.45 – 13:00	Entry-level assessment Understanding the background and experience of the participants	ITEC Program Participants
	Introduction to the program & Overview of learning objectives of the program Expectations from the Program	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
13:00 – 14:00	Lunch	
14:00 – 15:30	Indian Startup Ecosystem - Agri Startup Ecosystem in India	Mr Amit Kale Manager (Marketing & Communications) MANAGE-CIA
15:30 – 16:00	Tea Break	
16:00 – 17:30	Agri-Business Incubators - A bird eye view MANAGE-Centre for Innovation and Agripreneurship - Journey of Agri-Business Incubator hosted at MANAGE	Mr. Yuvaraju A Business Manager MANAGE - CIA

Day 2: November 23, 2023 (Thursday)

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 11:15	Inaugural address	Dr P Chandra Shekara Director General MANAGE
11.15 – 11:45	Tea Break	
11:45 – 13:00	Incubation Ecosystem - Key stakeholders for building	Mr Siddharth Innovation Manager

	Incubation Ecosystem for Agriculture Activity for the Participants on Building and setting up of Incubation centres	MANAGE – CIA & Mr. Amit Kale Marketing & Communications Manager, MANAGE - CIA
13:00 – 14:00	Lunch	
14:00 – 15:30	Setting up an incubator - key steps in setting up	Mr Ranjith Reddy Startup founder & Ecosystem Enabler
15:30 – 16:00	Tea Break	
16:00 – 17:30	Experience sharing session by MANAGE incubated Agri Startup	Mr Sathya Dev CEO and Founder ABY Farmers LLP

Day 3: November 24, 2023 (Friday)

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 11:15	Significance of Networking for Agri-Business Incubators - Building networks for incubators	D Sagar Deshmukh Assistant Director MANAGE
11.15 – 11:45	Tea Break	
11:45 – 13:00	National Policy for Supporting Incubation Ecosystem – A Case of RKVY-RAFTAAR from Ministry of Agriculture & Farmer's Welfare, Government of India	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
13:00 – 14:00	Lunch	
14:00 – 15:30	Visit to ICAR-Indian Institute of Millets Research and Nutrihub-TBI	ICAR-IIMR Team
15:30 – 16:00	Tea Break	
16:00 – 17:30	Visit to ICAR-Indian Institute of Millets Research and Nutrihub-TBI	ICAR-IIMR Team

Day 4: November 25, 2023 (Saturday)

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 11:15	Role of mentorship for the building Sustainable Incubation ecosystem	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
11.15 – 11:45	Tea Break	
11:45 – 13:00	Experience sharing session by Woman Entrepreneur, supported under RKVY- RAFTAAR by Ministry of Agriculture & Farmer's Welfare	Ms Sowmya M Founder Millenova Foods
13:00 – 14:00	Lunch	
14:00 – 17:30	Visit to Sid's farm, MANAGE mentored Startup	Team Sid's Farm

Day 5: November 26, 2023 (Sunday)**Day 6: November 27, 2023 (Monday)**

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 17:30	Participation in Nutricereals Conclave 5.0 by Nutrihub – TBI ICAR-Indian Institute of Millets Research	ICAR-IIMR Team

Day 7: November 28, 2023 (Tuesday)

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 11:15	Organization Structure of Incubation Center – identifying the right people for the ecosystem	Mr Jonathan Pillory Director, Food & Agriculture RICH, Hyderabad
11.15 – 11:45	Tea Break	
11:45 – 13:00	Identification of Innovations – key pointers for the ecosystem enablers	Dr Ayinampudi Subbarao Innovation Consultant Hyderabad
13:00 – 14:00	Lunch	
14:00 – 15:30	Experience sharing session by MANAGE incubated Agri Startup	Mr Sai Krishna Founder & CEO Fishy Farmers LLP
15:30 – 16:00	Tea Break	
16:00 – 17:30	Significance of Infrastructure for the Incubators - mapping mandate of the Host organizations	Mr Amit Kale Manager (Marketing & Communications) MANAGE-CIA

Day 8: November 29, 2023 (Wednesday)

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 13:00	IKP Tour along with Stakeholders meet	IKP Team
13:00 – 14:00	Lunch	
14:00 – 17:30	Visit to MANAGE Mentored Startup	Team MANAGE CIA

Day 9: November 30, 2023 (Thursday)

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 11:15	Developing a Business Model for an Incubator	Mr Amit Kale Manager (Marketing & Communications) MANAGE-CIA
11.15 – 11:45	Tea Break	
11:45 – 13:00	Establishing Incubator for Women in Malawi – Experiences from Triangular Cooperation Program	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
13:00 – 14:00	Lunch	
14:00 – 15:00	Crafting offerings for Startups by Incubator	Mr Siddharth Innovation Manager MANAGE-CIA
15:00 – 15.30	Tea Break	
15:45 – 17:30	Vist to Rural Technology Park (RTP)	Team RTP, NIRD&PR

Day 10: December 01, 2023 (Friday)

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 11:15	Agri Business Incubation Services by of ICRISAT – Visit to ICRISAT	ICRISAT - AIP Team
11.15 – 11:45	Tea Break	
11:45 – 13:00	Agri Business Incubation Services by of ICRISAT – Visit to ICRISAT	ICRISAT - AIP Team
13:00 – 14:00	Lunch	
14:00 – 15:30	Hyderabad Ecosystem Exploration visit	Team MANAGE-CIA
15:30 – 16:00	Tea Break	

16:00 – 17:30	Hyderabad Ecosystem Exploration visit	Team MANAGE-CIA
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Day 11: December 02, 2023

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 11:15	Building Programs for the Startups/entrepreneurs - Stage-wise programs	Mr Sai Krishna Program Manager Nutrihub-TBI
11.15 – 11:45	Tea Break	
11:45 – 13:00	Monitoring and Evaluation of Incubated startups	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
13:00 – 14:00	Lunch	
14:00 – 15:30	Experience Sharing from State- run Incubation Ecosystem partners	Kerala Startup Mission
15:30 – 16:00	Tea Break	
16:00 – 17:30	Experience Sharing from State- run Incubation Ecosystem partners from the State of Tamil Nadu, India	Startup TN

Day 12: December 03, 2023 (Sunday)

Day 13: December 04, 2023

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 13:00	Visit to T-Hub - Govt. of Telangana initiative to Nurture Startups	T-Hub Team
13:00 – 14:00	Lunch	

14:00 – 17:30	Visit to ALEAP We Hub - A Startup Incubator for Women Entrepreneurs	ALEAP We Hub Team
19:00 – 20:00	Cultural night followed by Dinner	ITEC Participants and Team MANAGE

Day 15: December 05, 2023

Time	Session details	Speaker
09:15 – 09:30	Recap Session	Dr. Saravanan Raj Director (Agricultural Extension) & CEO-Centre for Innovation and Agripreneurship MANAGE
09:30 – 11:15	Reflection paper	
11:15 – 11:45	Tea Break	
11:45 – 13:00	Presentation by Participants	ITEC program participants
13:00 – 14:00	Lunch	
14:00 – 15:30	Presentation by Participants	ITEC program participants
15:30 – 16:00	Tea Break	
16:00 – 17:30	Feedback and Certificate Distribution	

Program Director

Dr. Saravanan Raj

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