**MINUTES OF THE 8th HUB GOVERNING BODY MEETING HELD ON NOVEMBER 20, 2023**

The following members were present during the 8th Hub Governing Body (HGB) meeting of iHub Anubhuti-IIITD Foundation (iHub Anubhuti) held in Hybrid mode (ZOOM and Board Room, 7th Floor, R&D building, IIITD) on November 20, 2023, at 3:00 PM.

1. Dr. Ranjan Bose Chairman & Director, iHub Anubhuti
2. Dr. Uday Desai Member
3. Dr. Venkat Padmanabhan Member
4. Dr. JBV Reddy, on behalf of Dr. Ekta Kapoor Member
5. Dr. Manish Gupta Member
6. Dr. Pushpendra Singh Member & Project Director, iHub Anubhuti
7. Mr. Saurabh Kumar Chaubey Member & CEO, iHub Anubhuti

**Invitees**

1. Prof. Vikram Goyal Project Director, iHub Anubhuti
2. Ms. Rajni Kushwaha Junior Analyst, FFT Division, DST
3. Mr. Abhi Deshmukh CTO, iHub Anubhuti
4. Mr. Pankaj Jain Assistant Manager, iHub Anubhuti
5. Mr. Kriti Soni Assistant Manager, iHub Anubhuti

**Leave of Absence**

The following members could not attend the meeting due to their prior commitments and were granted leave of absence:

1. Dr. Narendra Ahuja Member
2. Dr. Abhay Karandikar Member
3. Mr. Ajai Chowdhry Member
4. Ms. Debajani Ghosh Member

Dr. Ranjan Bose welcomed all present to the 8th HGB meeting.

**The following points were addressed during the meeting:**

1. **Previous HGB meeting action items:**
2. Mr. Saurabh Kumar Chaubey updated HGB members about the action items of the previous HGB meeting and the status of iHub Anubhuti's currently running items.
3. The updates given to HGB members regarding the action items of the previous HGB meeting were:
	1. iHub Anubhuti needs to identify two or three impactful initiatives.
	2. iHub Anubhuti needs to seek clarity from NM-ICPS, DST about the investments in startups.
	3. Filtering out research projects and prioritising them
	4. Details of PRSG committees to be shared with HGB Members
	5. To connect seed fund startup CoRover Pvt. Ltd. with Govt. Organization

 The summary of the discussion on different points is given below -

1. **Two or three impactful initiatives**
* Mr. Saurabh Chaubey updated the following points to HGB members:
	+ iHub Anubhuti has identified a few key technology development areas for product development.
	+ iHub Anubhuti has identified cancer detection as one of the grand challenges and grouped 04 projects under it.
	+ iHub Anubhuti has launched joint research projects with AIIMS, MAX Healthcare, and the Ministry of Rural Development (MoRD).
	+ iHub started the discussion with BHASHINI for a joint research project and to setup a Centre of Excellence (CoE) on generative AI.
1. **Clarity from NM-ICPS, DST about the investments**
* Mr. Saurabh Chaubey updated the HGB members that during the TIPS workshop, he had a discussion with the relevant domain experts of other TiHs and NM-ICPS team and iHub Anubhuti can make investment in startups in the form of equity.
1. **Filtering out research projects and prioritising them**
* Mr. Saurabh Chaubey updated the following points to HGB members:
	+ PRSG reviews were conducted for all the research proejcts in the month of April-May’ 2023.
	+ Based on PRSG recommendation, 10 Projects out of 28 projects have stopped due to unsatisfactory performance.
	+ The next Round of PRSG reviews is planned in December 2023.
1. **Details of PRSG committees**
* Mr. Saurabh Kumar Chaubey briefed about the background profile of the PRSG committee members who are either Domain experts, Business experts, or Technical experts from various prestigious institutes. He further informed that each PRSG Committee is constituted with one such business/ technical expert, CEO and one of the project directors for review of the research projects.

1. **To Connect CoRover Pvt. Ltd. with Govt. Organization**
* Mr. Saurabh Kumar Chaubey updated the HGB members that CoRover Pvt. Ltd. was selected by Delhi Metro Railway Corporation for implementing the conversational AI platform after the support of iHub Anubhuti.
1. **Update on Research projects**
* Mr. Saurabh Kumar Chaubay also updated the HGB members about the latest onboarded projects, such as with MoRD, Max Healthcare on cancer research, and AIIMS Delhi on digital and mental health research platforms, to emphasize industry and government partnerships.

**Comments of Mr. Manish Gupta**

* Mr. Manish Gupta commented that iHub Anubhuti needs to identify some commercial partners that are engaged in developing these solutions and trying them out in hospitals.
* Mr. Saurabh Kumar Chaubey informed that after discussion with all partners, it was concluded that after getting the prototype converted into the final product, they can partner and deploy the same. He also pointed out that the suggestion to identify more partners for commercialising has been noted.
* Mr. Abhi Deshmukh informed HGB members that iHub Anubhuti is in the process of hiring a sales director to help out on the commercialization perspective.

**Comments of Prof. Ranjan Bose**

* Prof. Ranjan Bose suggested that for every research project, iHub Anubhuti needs to present the current status and future plan of commercialization which should also be a part of the review process for the research projects.
1. **Update on Medical Cobotics Centre (MCC):**
* Mr. Saurabh Chaubey updated the HGB members about the inauguration of MCC by Dr. Akhilesh Gupta (Secretary, SERB Advisor, DST) and Dr. Ekta Gupta (Director, NMICPS) on September 22, 2023 in the august presence of Healthcare partners from MAX Group, AIIMS and other medical institutes.
* He also updated the the HGB members with the following points:
	+ Training Programs by AIIMS conducted for doctors on September 22, 2023.
	+ The next training program is scheduled for the 28th and 29th November 2023.
	+ Pitch Day has been scheduled for November 28, 2023 where 05 selected startups will pitch, which may be selected for incubation program to get support of both IHFC and iHub Anubhuti.
	+ Max Healthcare and Digital Health Foundation have also partnered with MCC to conduct training programs.
1. **Update on iHub Anubhuti & Lab Facility:**
* Mr. Saurabh Kumar Chaubey informed HGB members that the interior and furnishing work for the incubation of iHub Anubhuti has been started. He also informed that this work would be completed in Mid April’ 2024 tentatively and the installation of the equipments are expected to be completed in Mid May’ 2024.
1. **Update on Startup programs**
* Mr. Saurabh Kumar Chaubey updated the HGB members that iHub Anubhuti has onboarded a total of 25 startups out of which 17 are in Incubation program, and 08 are in Pre-incubation program.
* He also informed HGB members that iHub Anubhuti has funded 16 startups with a support of INR 3.45 Cr. in terms of grants and seed funds out of 25 startups and identified 28 mentors for the mentoring of startups.
* **Discussion with Prof. Uday Desai**
* In response to question of Prof. Uday Desai, Mr. Abhi Deshmukh mentioned that all the funds supported to startups come from the NMICPS scheme only. To this, Prof. Desai further inquired about equity share of iHub Anubhuti.
* Prof. Desai also highlighted that since the equity is based on valuation, he would like to know that who is doing the valuation.
* In response to question of Prof. Uday Desai, Mr. Saurabh Kumar Chaubey informed to all HGB members that iHub Anubhuti didn’t take any equity from the startups which were onboarded under the PRAYAS scheme, and in case of startups onboarded under the scheme of seed support, iHub Anubhtui take equity on the terms and valuation of lead investors after due diligence.
* He also mentioned that iHub Anubhuti has disbursed 37.5 lakhs as a grant to the startups in the 1st tranche out of 70 lakhs, and the rest is in the form of seed fund investment. The startups in which iHub has invested so far, we have taken a valuation similar to a lead investor.
* **Comments by Prof. Uday Desai**
* iHub Anubhuti needs to present the breakups of the startup data to get more clarity.
* **Discussion with Dr. Manish Gupta**
* Mr. Manish Gupta inquired whether iHub is looking for the startups that has a connection with the funded research projects and any prospective measures to bring together research projects and startups.
* Mr. Saurabh Kumar Chaubey described the eligibility criteria for the selection of the startup that apart from multiple parameters, iHub Anubhuti has evaluated the alignments of the idea with the focus area of iHub Anubhuti and the possibility of joint collaboration between the startup and the ongoing research projects.
* **Discussion with Prof. Uday Desai**
* In question of Prof. Uday Desai, Ms. Rajni Kushwaha mentioned that all Hub(s) can take equity in exchange for investment/ support.
* In the question of Prof. Uday Desai, Mr. Saurabh Kumar Chaubey clarified that CPS-PRAYAS is a part of the NMICPS scheme only.
1. **Update on Other activities**
	1. **Pre-Incubation Program**
* Mr. Saurabh Kumar Chaubey updated the HGB members that iHub Anubhuti launched the pre-incubation program in partnership with Wadhwani Foundation on November 08, 2023 with a cohort of 08 startups selected out of 37 applications.
* He also informed that the objective of the Pre-Incubation program is to build a pipeline of startups for Incubation, CPS PRAYAS and CPS seed fund programs with a duration of 3 months.
* He also explained the following support provided by the iHub Anubhuti:
	+ Workshops on Technology and Business Development
	+ One-on-one Monthly Mentoring meeting
	+ Access to the partner and early stage investor networks
* **Discussion with Prof. Uday Desai**
* In question of Prof. Uday Desai, Mr. Saurabh Kumar Chaubey mentioned that all 09 startups are aligned with the domain of iHub Anubhuti.
	1. **Acceleration Program**
* Mr. Saurabh Kumar Chaubey updated the HGB members that iHub Anubhuti is planning to launch Call for Application for Accelerator program on Cognitive Computing with focus on Generative AI in the month of January 2024.
* He also informed that the objective of this program is to support early revenue stage startups working in Cognitive Computing area to scale with a duration of 6 months.
* He also explained the following support provided by the iHub Anubhuti:
	+ One-on-One consulting sessions with experts on Go-to-Market Startegy, Brand creation, Financial Modeling, Growth Hacking and Product Scaling-up.
	+ Support in Market Connect and Business Development.
	+ Connecting with network of VCs, Funds, and Angel Investors.
* **Discussion with Prof. Uday Desai**
* In question of Prof. Uday Desai, Mr. Saurabh Kumar Chaubey mentioned that iHub Anubhuti also has various partners, particularly for the execution program. iHub Anubhuti has discussions with the NSRCEL and IIM Banglore teams, which have a fair experience in organising such exhibition programs.
* He also mentioned that they bring expertise in, go-to-market strategy and the business manager, whereas iHub Anubhuti will be the technology partner and both will be working without any financial transactions. They see value in our technical expertise. And iHub Anubhuti is seeing well in its business side of expertise.
	1. **Grand Challenge Competition (GCC)**
* Mr. Saurabh Kumar Chaubey updated the HGB members that iHub Anubhuti is collecting the problem statements from all the government ministries, corporations, and experts. iHub Anubhuti is going to launch the GCC in mid-January 2024. The first round of submissions is expected in mid-February 2024, and the completion of final round is expected in mid-March 2024.
* He also mentioned that the objective of GCC is to bring more entrepreneurs from various sources.
* **Discussion with Ms. Rajni Kushwaha**
* In response to the question of Ms. Rajni Kushwaha, Mr. Saurabh Kumar Chaubey answered that the theme of the GCC will be Cognitive Computing & Social Sensing (CC&SS), with the focus areas such as Generative AI, Computer vision etc.
* He also informed her that iHub Anubhuti had conducted various Hackathon in collaboration with different partners, now iHub Anubhuti is going to launch a GCC on a national level.
	1. **Skill Development activities**
* Mr. Saurabh Kumar Chaubey updated all the HGB members that iHub Anubhuti had conducted various activities such as the Cognitive Computing Hackathon (HackCoG), pre-incubation program, etc.
1. **Update on Technology updates by Mr. Abhi Deshmukh**
* Mr. Abhi Deshmukh highlighted the Strategy, Services & Offerings, Products & Frameworks and Hiring & Talent Acquisition in terms of technology development.
* **Comments by Mr. Manish Gupta**
	+ iHub Anubhuti needs to plan research and commercialization activities.
	+ iHub Anubhuti needs to be focused on valuable patents.
	+ iHub Anubhuti needs to be focused on those startups that may become more successful with commercialization plans.
	+ iHub Anubhuti should focus on the top 02 or 03 impactful technologies that have some value.
	+ There could be the following parameters that may define the impactful value.
		- Startups initiated from research projects of iHub Anubhuti to deliver value to real users.
		- Number of technologies developed with their use cases and number of users
		- License created and revenue generated from it
* **Discussion with Prof. Uday Desai**
	+ There should be valuable tangibles that should be developed.
* **Discussion with Dr. Venkat Padmanabhan**
* Dr. Venkat Padmanabhan inquired that whether testing of the technology of product offerings in the supported research projects has happened in real-time.
* Prof. Ranjan Bose inquired about the level of technology development or transfer and where the ongoing research projects stand. To this, Mr. Saurabh Kumar Chaubey informed that 04 research projects are above TRL Level 6 who have been connected with concerned industry partners.
* It was confirmed by Dr. Manish Gupta that with projects above TRL Level 6 are a step towards value creation.
* The discussion was concluded by Prof. Ranjan Bose, highlighting that a measurable impact of the research projects needs to be highlighted. He further suggested that iHub needs to share the strategy, including the present status and metrics as on what parameters can the value be measured
1. **iHub Anubhuti’s Financial Updates**
* Mr. Saurabh Kumar Chaubey updated that iHub Anubhuti has received around 15 Crores out of the sanctioned budget of 100 crores, and the next tranche of funds has been requested.
* He also mentioned that total equipment worth more than INR 50 lakh has already been received and installed and is due for payment.
* **Discussion with Ms. Rajni Kushwaha**
* Mr. Saurabh Kumar Chaubey informed that the asked budget is for salary, stipend and fellowship, claims and startups under various schemes, and those startups have been already selected by the selection committee of iHub Anubhuti.
* Mr. Saurabh Kumar Chaubey clarified to Dr. JBV Reddy that iHub Anubhuti doesn’t release the budget directly to the principal investigator (PI). PI requested to iHub Anubhuti for any requirement, and iHub Anubhuti directly pay to vendor(s).
* **Comments of Dr. JBV Reddy**
* Dr. JBV Reddy assured that the next tranche of iHub Anubhut would be released soon.
* He also suggested that for the next time, iHub Anubhuti needs to submit all documents earlier, probably in the month of April 2024.
* iHub Anubhuti should focus on one significant technology that can create impact on the world.

**The following items are discussed as action items:**

* Share the strategy, including the present status and metrics as on what parameters can the value of research projects can be measured.
* List down 5 or 6 things that are measurable values that we can create.
* iHub Anubhuti needs to identify some commercial partners that are engaged in developing these solutions and trying them out in hospitals.
* iHub Anubhuti needs to present the current status and future plan of commercialization, which should also be a part of the review process for the research projects.
* iHub Anubhuti needs to present the breakups of the startup data to get more clarity.
* iHub Anubhuti needs to plan research and commercialization activities.
* iHub Anubhuti needs to be focused on valuable patents.
* iHub Anubhuti needs to be focused on those startups that may become more successful with commercialization plans.
* iHub Anubhuti should focus on the top 02 or 03 impactful technologies that have some value.
* iHub Anubhuti needs to submit a commercialization plan, details of successful research projects with their TRL, and technology developed by the startups.

The meeting ended with thanks by the Chairman.

For and on behalf of

IHUB ANUBHUTI-IIITD FOUNDATION

(Mr. Saurabh Chaubey)