



TECHEX.IN -Tech Transfer Hub
Venture Center
100, NCL Innovation Park
Dr Homi Bhabha Road, Pashan
Pune – 411008, India
Email: tto@venturecenter.co.in
Phone: +91-9156465146

BD Support Service: For Start-ups and Industry

(Launch: 5 April 2025)

About the BD Support Service

BD Support service offered by TechEx.in to start-ups and industry aims to offer support in finding and securing new opportunities for growth and value creation for the organization. BD support is available as a paid service to start-ups and industry. The legal entity that undertakes BD support projects is the "Entrepreneurship Development Center". Entrepreneurship Development Center (EDC) is the official (registered) name of the Venture Center. EDC is a Section 8 (not-for-profit) private limited company. The Venture Center was created under a scheme of the CSIR with funding support from DST-NSTEDB. Today, EDC enjoys support from the Ministry of Science and Technology (DST-NSTEDB, DST-TDB, DSIR, CSIR, DBT-BIRAC) and the Ministry of MSME, Government of India.

Why TECHEX.IN ?

Here is what TECHEX.IN brings to the table:

- Sharp focus on facilitation of R&D, technology development and innovations.
- We understand the need for predictability and speed of industry while also understanding the need for processes in publicly funded R&D organizations. We can bridge gaps.
- TECHEX.IN is operated by Venture Center -- an independent (not affiliated to any commercial entities), non-profit entity. So our efforts are entirely aimed at ecosystem development and facilitation in the best interest of all concerned parties.
- TECHEX.IN is connected to all relevant worlds while being equidistant from them --industry, startups, academia, R&D labs, research service providers and Government. We draw advisors from each of the communities who generously support us.
- Our strongest networks are in the academic institutions, government labs and startup community.
- Our team members take every effort to find useful linkages and move the discussions ahead between partners.

The BD Support service offerings:

These services are designed specifically for:

- Start-ups
- Industries (Small and Medium)



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The following **services are now available:**

| Services | Includes | Financials | Deliverables |
|-------------|---|--|---|
| BD01 | <p>Business Development for the services offered by the client.</p> <p>Indicative commitments:</p> <ul style="list-style-type: none"> • TechEx.in team understands the services. • TechEx.in team prepares 1 pager marketing collateral for the services. | <ul style="list-style-type: none"> • Signing up and commitment fee: Rs 50,000 • Success fee: Rs 10,000 per one successful conversion to a paid customer. | <ul style="list-style-type: none"> • Find leads • Plan meetings • Customer sign-up (successful beneficiary of any service) • 6 months, exclusive marketing. • A report on leads identified |
| BD02 | <p>Business Development for the products offered by the entity.</p> <p>Indicative commitments:</p> <ul style="list-style-type: none"> • TechEx.in team understands the services. • TechEx.in team prepares 1 pager marketing collateral for the products/ technology. | <ul style="list-style-type: none"> • Signing up and commitment fee: Rs 50,000 • Success fee: Rs 10,000 for successful conversion to a paid customer. | <ul style="list-style-type: none"> • Find leads • Plan meetings • Customer sign-up (successful beneficiary of any product) • 6 months, exclusive marketing. • A report on leads identified |



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Payment terms

- All payments are to be done as advance payments except for success fees.
- Success fees should be paid within 15 days of effective date of agreement
- GST and other taxes shall be applicable at the prevailing rate and shall be in addition to the above listed service fees. (Note: At the time of writing of this Term Sheet, Venture Center is exempt from charging GST.)
- Any Statutory/ Government fees (such as stamp duty for agreements) have to be paid for separately by the Client and are not part of the service fees charged by TECHEX.IN.
- No refunds shall be possible once payments are made.
- Acceptable modes of payment include: Demand Draft, Cheque Payable in Pune or at Par, Bank Transfer.

Category discounts:

Current discounts on services are available only for the :

| Category | Description | Discount |
|--|--|---------------------------------|
| Startups as per Gol norms who are BIRAC/NBM grantees | Startups as defined by Startup India Mission (https://www.startupindia.gov.in/content/sih/en/startup-scheme.html). Startup should have been a recipient of a grant from any of BIRAC's or NBM's programs for the subject matter for which TECHEX.IN services are requested. | 20% only on the commitment fee. |
| Startups/Fellows in Venture Center's Incubation Programs | Startups and Fellows associated with Venture Center's incubation programs (Resident programs, AIP and Eklavya) | 30% only on the commitment fee. |

Special Offers:

The following are special offers offered from time to time. Some expired offers may also be listed here to provide examples of special offers announced by TechEx.in from time to time.

| Offer name | Description | Special offer |
|-----------------|---|---------------|
| Inaugural offer | <ul style="list-style-type: none"> • BD01 and BD02 service <ul style="list-style-type: none"> ○ A discount on the commitment fee for the first 3 clients who sign-up for the service. | 50% discount |

Only one discount will be applicable at a time.



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Illustrative timelines and process of BD support engagement:

| Activities | Typical task timelines (subject to change) |
|---|--|
| Client expresses interest in any BD service and signing of the agreement | Starting point |
| Client to share list of services/ products to be marketed | Two weeks from the day of signing-up for the service |
| TechEx.in team prepares collaterals for the service/ products/ offerings to be marketed, | Two weeks (after receiving details from the client) |
| <ul style="list-style-type: none">• Dedicated marketing efforts for the candidate• Generation of leads for commercialization | Till the end of the agreement |



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Standard Terms

- The TechEx.in team maintains strict confidentiality of all information of Client organizations.
- In certain cases, the TechEx.in team may bring in external subject as consultants or honorary experts; these external subject experts may or may not be able to sign confidentiality agreements depending upon their other institutional obligations – in which case, the TechEx.in team shall seek concurrence of Client organization before engaging such external subject experts.
- The BD support service does not guarantee customer sign-up successes. Client understands and accepts that TechEx.in will offer its BD support services on a 'best effort' basis without any guarantees on the outcome of such services. That said, a key internal metric for success of the BD service is the number of successful customer sign-ups created by the TechEx.in team for the client.
- The TechEx.in team shall provide its independent/uninfluenced advice and opinions after due consideration and in good faith. Venture Center shall not be responsible in any way for any action taken by the client based on the BD support service reports.
- The Venture Center shall be free to engage with any other client without restrictions in offering the BD support service.
- The duration and time lines of each engagement will be mutually agreed upon by Venture Center and Client. Venture Center shall not be responsible for any delay / cost escalation caused due the client's payment lag or default and any delayed /incomplete inputs by the Client.

Other terms:

- Client shall not (intentionally or otherwise) do anything to suggest that the TECHEX.IN, CSIR-NCL, Venture Center (VC) or NBM or BIRAC or Government of India as being party to the venture/activity for which TECHEX.IN's services were engaged.
- Client shall not hold TECHEX.IN/Venture Center/NCL/NBM/ BIRAC responsible for any liabilities directly or indirectly related to TECHEX.IN's advisory services, including any referrals provided by the TECHEX.IN. Client acknowledges that TECHEX.IN has no control whatsoever over the activities of any of the parties to which it provides referrals to, and thus shall not be held responsible for any issues, costs, damages, liabilities, etc. related to Client's engagement with those parties.
- Client shall indemnify and hold harmless TECHEX.IN its members, directors, officers, employees, agents contractors and authorized representatives from all costs expenses including attorney's fees liabilities, obligations, damages and claims including any claims related to free and paid advisory services offered by the TECHEX.IN.
- TECHEX.IN does not offer any guarantees or assurances related to the services including but not limited to, intellectual property analysis & protection. Client understands and accepts that TECHEX.IN will offer its advisory services on a 'best effort' basis without any guarantees on the outcome of such advisory services.
- TECHEX.IN does not guarantee any fund raising or financing from any source for prosecution of any patents or for prosecution for registration of other forms of IP.
- TECHEX.IN will keep a record of the activities undertaken as part of an advisory engagement. These activities may include face-to-face meetings with the Client and/or analysis conducted by TECHEX.IN staff without the Client's presence. In all cases, TECHEX.IN will be the sole and final authority as to the duration (number of hours) spent on the paid advisory services.



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- TECHEX.IN retains the right to cancel existing paid advisory engagements with the Client at its sole discretion. In this case, the maximum refund liability for the TECHEX.IN will be limited to the unused amount paid by the Client for the canceled advisory services.
- TECHEX.IN may revise rates charged for advisory services at any point in time, at its sole discretion. This will not affect existing, signed advisory agreements, but will affect any future advisory engagements between the Client and TECHEX.IN.
- TECHEX.IN may engage third- party consultants or advisors as part of an advisory service agreement at its sole discretion. The costs of those will be borne by TECHEX.IN alone.
- The terms and conditions of this agreement may be amended only by mutual consent and exchange of written letters and the amendments shall be applicable from the date of such amendments unless agreed to contrary.
- The parties shall endeavor to resolve any dispute relating to the advisory services offered by TECHEX.IN firstly by mutual discussion and in the event of any persistent disagreement; the same shall be referred to for arbitration to arbitrator(s) to be appointed by TECHEX.IN. The arbitration will be conducted by such arbitrator(s) in accordance with the provisions of Arbitration and Conciliation Act-1996.
- This Agreement and the parties' rights and obligations under it shall be governed by and interpreted in accordance with the laws of India. The jurisdiction will be courts of Pune.



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Appendix: Request for Services and Letter Agreement

Service Request Form Number:

Date:

Client information

| | |
|----------------------------------|--|
| Name of Client | |
| Website of Client | |
| Name of representative of Client | |
| Contact info – Address | |
| Contact info – Email | |
| Contact info – Website | |

Service (s) of interest

| | |
|---|---|
| Services of interest | <ul style="list-style-type: none">• BD01• BD02 |
| Brief description of services requested | |
| Scope of work | |

Project parameters

| | |
|------------------------|--|
| Proposed start date | |
| Proposed end date | |
| Project duration | |
| TECHEX.IN Case Manager | |



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Proposed Fees and Payment Schedule

| | |
|------------------|---|
| BD 01 | <ul style="list-style-type: none">• Signing up and commitment fee: Rs 50,000 |
| BD 02 | <ul style="list-style-type: none">• Signing up and commitment fee: Rs 50,000 |
| Success fees | <ul style="list-style-type: none">• Rs 10,000 for successful conversion to a paid customer. |
| Payment Schedule | <ul style="list-style-type: none">• Start date of BD service: Rs 50,000• In the case of success fee, within 15 days of effective date of delivery of deliverable (usually successful closure of an agreement). |

Undertaking by the Client

- I have read and understood this Term Sheet (titled “BD Support Service”, Version: % April 2025).
- The terms and conditions are acceptable to me and I agree to abide by the same.

Signatures

| | |
|-------------------------------|----------------------------------|
| Authorized Signatory (Client) | Authorized Signatory (TECHEX.IN) |
| Name | Name |
| Place | Place |
| Date | Date |