

Dental Entrepreneurship & Innovation Program



LEARN HOW ENTREPRENEURS
VALIDATE CONCEPTS AND TURN
THEIR IDEAS INTO VIABLE
VENTURES

HIGHLIGHTS:

- Understand importance of Healthcare Innovation and Invention
- Overview about existing technological advancements in Dentistry
- Learn more about Dental Clinic as a Start-up
- Understand concepts of Needs assessment and Design Thinking
- Overview of different stages from Ideation to Commercialization and learn how to create a Business Model



Dental Entrepreneurship and Innovations program offers a world-class training in disruptive thinking in dentistry. This program helps to stimulate your thought processes while allowing you to gain knowledge about design thinking, business model canvas and start-up strategies. This is a 5-weeks online introductory program for everyone interested in healthcare innovations and entrepreneurship. A unique opportunity to turn your ideas into actions. If you have a knack for future innovation and are technologically driven to disrupt the dental field, this could be a great opportunity for you.

DURATION

- 5 Weekends
- Online Guided Interactive Mentoring sessions for 50 Hours
- Offline Assignments

DETAILS OF THE PROGRAM

Week	Contents	Outcomes	Speakers
1	<ul style="list-style-type: none"> Innovation V/S Invention and it's importance 	<ul style="list-style-type: none"> Understand Innovations in dental history Invention vis-a-vis future of dental healthcare 	Dr. Rajeev Chitguppi MDS Periodontology, Researcher, Educator
	<ul style="list-style-type: none"> Need of innovations in Oral and Medical Healthcare Importance of Entrepreneurial skills in Dentistry 		
	<ul style="list-style-type: none"> Terminologies used in entrepreneurial journey 		Mr. Manish Patil Founder Director, Innoeversity Founder Director, Ergoptix
	<ul style="list-style-type: none"> Program outline and prospects 		
	<ul style="list-style-type: none"> Overview of Techno-dentistry 	<ul style="list-style-type: none"> Understand Current problems in Oral healthcare and identify market needs 	Dr. Dharti Chopda MSc Dental Public Health Research Officer IDA
	<ul style="list-style-type: none"> Identify prominent research areas in Indian context 		Mr. Manish Patil
	<ul style="list-style-type: none"> Dental Clinic as a Start-up 		Dr. Uday Ganatra Dental & Healthcare Management Consultant
2	<ul style="list-style-type: none"> Case Studies and Need Assessment 	<ul style="list-style-type: none"> Establish connect with stake holders Capturing real oral healthcare related problem statements 	Mr. Manish Patil Mr. Ninad Kulkarni Technology & IT Consultant
	<ul style="list-style-type: none"> Connect with Oral-Healthcare Stakeholders - Manufacturers, Traders & Dealers, Researchers, Innovators, Hospitals, Clinics, Users, Operators, and others. 		Panel discussion lead by Mr. Manish Patil
	<ul style="list-style-type: none"> Capture, Articulate, Analyze and Validate Problems 		Mrs. Sonali Gandre Technology Analyst Mr. Manish Patil
	<ul style="list-style-type: none"> Design Thinking Process 	<ul style="list-style-type: none"> Develop ability to identify persona and prepare value proposition for each persona through Design thinking process. 	Mr. Karmjitsingh Bihola Design Thinker, Innovation Strategist, Founder, Innodesk Designovation Services Mr. Manish Patil
	<ul style="list-style-type: none"> Impact Analysis, Validation Methods, Persona and Value Proposition 		Mrs. Archana Lalge Head-Content Management, Innoeversity Dr. Mangesh Deshpande PhD (Electronics Engineering) Head-Program Management, Innoeversity Mrs. Anuradha Sohoni COO Innoeversity

3	<ul style="list-style-type: none"> Case studies on ideation (Hear it from Successful Entrepreneurs) 	<ul style="list-style-type: none"> Evaluate an entrepreneurial idea and estimate willingness to pay through market study 	Mr. Manish Patil Founder Director, Ergopotix
	<ul style="list-style-type: none"> Emphasis on Innovation and Market Readiness 		Mr. Manish Patil
	<ul style="list-style-type: none"> Tools & Methods to validate innovative ideas 	<ul style="list-style-type: none"> Learn to manage risks and rewards through experimentation with tools 	Mr. Kinshuk Kale Founder, Prodeasy
	<ul style="list-style-type: none"> Revisit Persona and update value proposition 		Mrs. Archana Lalge Mr. Manish Patil Dr. Mangesh Deshpande
4	<ul style="list-style-type: none"> Business Model Canvas Dos and don'ts in business model planning 	<ul style="list-style-type: none"> Formulate Business Model Canvas 	Mr. Manish Patil Mr. Rajendra Bendre Founder - Creative Wandering Mentor, Atal Incubation Centre Mr. Subodh Gadgil Business Consultant and Customer Analyst
	<ul style="list-style-type: none"> Customer Journey Map and behaviours for right solutions in the market 	<ul style="list-style-type: none"> Define Go to Market strategy 	Dr. Jyoti Gogte PhD Finance Founder, Comfy Dynamics LLP Mrs. Anuradha Sohoni Mr. Manish Patil
5	<ul style="list-style-type: none"> Cash Flow Projections and Analysis of Funding Needs 	<ul style="list-style-type: none"> Determine investment needs & prepare matrix for key finances Prepare pitch deck 	Mrs. Monica Gupta Angel Investor, Regional Partner at Venture Catalysts Mr. Manish Patil
	<ul style="list-style-type: none"> Fundamental knowledge to Build a Pitch Equity Debts and Exit Strategies 		
	<ul style="list-style-type: none"> Participant presentations 	<ul style="list-style-type: none"> Opportunity to validate the process from ideation to commercialization through presentation 	Mrs. Anuradha Sohoni, Dr. Mangesh Deshpande, Mrs. Archana Lalge
	<ul style="list-style-type: none"> Interactive Q&A session 		Dr. Dharti Chopda Mr. Manish Patil

On Successful completion of the Program Online Certificate of Excellence will be presented to the participants

Fees- IDA Members: 10,000 INR
 Non IDA Members : 15,000 INR

For Enquiry: call us +91 (2)2 43434545 / 9130066595 ▪ info@idr.org.in

15 EXPERT SPEAKERS



Mr. Manish Patil
Founder of Innoversity



Dr. Uday Ganatra
BDS, MBA
Dental & Healthcare
Management Consultant



Dr. Rajeev Chitguppi
BDS, MDS
Researcher, Educator



Mr. Ninad Kulkarni
Technology & IT Consultant



Mrs. Sonali Gandre
Technology Analyst



Karmjit Singh Bihola
Design Thinker &
Innovation Strategist



Dr. Mangesh Deshpande
Head-Program Management,
Innoeversity



Mrs. Anuradha Sohoni
COO Innoeversity



Mrs. Archana Lalde
Head - Content Management
Innoeversity



Mr. Kinshuk Kale
Founder, Prodeasy



Mr. Rajendra Bendre
Founder, Creative Wandering



Mr. Subodh Gadgil
Business Consultant and
Customer Analyst



Dr. Jyoti Gogte
PhD Finance
Founder, Comfy Dynamics LLP



Mrs. Monica Gupta
Angel Investor, Chartered
Accountant



Dr. Dharti Chopda
BDS, MSc
Public Health Dentist