

# ***Product Commercialization Program Fund (PCP Fund)***

*Complete Scheme document including Proposal submission, Evaluation,  
Review Process and Terms & Conditions*



जैव प्रौद्योगिकी उद्योग अनुसंधान सहायता परिषद  
(भारत सरकार का उपक्रम)  
Biotechnology Industry Research Assistance Council  
(A Govt. of India Enterprise)

**Biotechnology Industry Research Assistance Council**

## 1. Introduction

BIRAC is promoting product/technology development by Indian Start-ups in different areas of biotechnology through various funding schemes such as BIG, BIPP, SBIRI, PACE, IIPME, SPARSH, through various partnerships programmes like Grand Challenges India, National Biopharma Mission, WISH, DBT-BIRAC biomanufacturing initiative or as innovation awards like TiE Winer. BIRAC-supported technologies are continuously monitored and measured for technology maturation on a BIRAC-TRL (Technology Readiness Level; [http://www.birac.nic.in/desc\\_new.php?id=443](http://www.birac.nic.in/desc_new.php?id=443)) scale of 1 to 9. The existing BIRAC schemes support product development, extensive validation up to pre-commercialization. Once the technology/product has been successfully validated ( $\geq$ TRL 7) and is market-ready, there are additional financial requirements for preparing the ground for market launch, test-validation in targeted markets, and large-scale commercialization, which are not covered under the existing funding programmes. To deal with the situation, BIRAC has launched a Fund under the BIRAC Product Commercialization Program (PCP) called the PCP fund

## 2. Objectives of PCP Fund

The fund will be committed to accelerate **market launch, pilot-market validation, and large-scale commercialization** of biotechnology products/technologies developed by Indian start-ups.

## 3. Eligibility

Indian start-ups incorporated within 10 years from the completion of each call evident from the incorporation certificate.

The startup should have at least 51% Indian Shareholding which is CA/CS certified with UDIN. 51% shareholders should have Indian citizenship with valid Indian passport.

## 4. Areas covered

- Drugs (including drug delivery)
- Biosimilars
- Regenerative Medicine
- Vaccines
- Devices and Diagnostics.
- Climate resilient Agriculture, Aquaculture/Fisheries and Veterinary Sciences
- Industrial Biotechnology (covering Industrial Products & Processes, Secondary Agriculture)
- Bioinformatics & software (Including Artificial intelligence, Big Data Analysis, IoT's, software development etc.) related with life sciences
- Bio-based chemicals & enzymes
- Functional foods / smart proteins
- Precision biotherapeutics
- Biofuels & Carbon capture
- Marine Biology, space biology and synthetic biology

## **5. Exclusions**

- R&D / product modification and
- Patent filing and legal disputes

## **6. Duration of support**

The maximum duration of support is up to 24 months.

## **7. Application Process**

Indian start-ups having a nationally relevant product which is at TRL 7 or above will be considered, even if the product is not developed with funding from BIRAC. Start-ups will have to apply for the BIRAC PCP fund through an online application format which is available on BIRAC website. The call will be a rolling call and open throughout the year. The evaluation of the proposals will be done at regular intervals.

### **Selection Process**

1. The applications will be scrutinized/screened for administrative eligibility by the In-house BIRAC team.
2. Screening and Selection committee (SSC) will be constituted by BIRAC with representation from technical, financial and regulatory experts
3. Proposals will be screened for TRL7 (Technical Readiness Level 7 and above), commercial and market potential, availability of necessary regulatory clearances and commercialization readiness. The shortlisted proposals will be called for presentation.
4. Applicants are expected to give a detailed presentation to the SSC where they will be evaluated primarily for project-specific commercialization aspects including the following:
  - Commercial potential
  - Competitor Profile
  - Value Proposition
  - Product Value
  - Start-up Turn over
  - Clarity in business plan
  - Revenue Model
  - Repayment capacity etc.,
5. SSC shall make the final recommendation for one-to-one interaction (online or offline) with applicant for technical and financial due diligence by engaging financial experts and two experts from the SSC. The experts from SSC are expected to finalize objectives, activities, milestone and budget.
6. The recommendation of the one-to-one interaction will be shared with chair and Co-chair for final recommendations for funding.
7. Applicant is expected to contribute minimum of 30% of the total project cost. However final BIRAC and applicant contribution will be decided by SSC.

8. The recommended project will be proceeded further for financial concurrence, legal concurrence and issuance of agreement as per BIRAC norms.
9. After successful execution of the above documents and fulfillment of other formalities as per BIRAC norms, fund disbursement will be initiated by BIRAC.

## **8. Funding Process and Fund Disbursement**

- Funding will be subject to pre-acceptance of associated conditions and execution of funding Agreement as prescribed by BIRAC
- The fund allocation into different budget heads and break-up into installments will be done as per the recommendation from the expert committee with approval of the competent authorities.
- Usually the Allowable cost includes Equipment, Manpower, Consumables, outsourcing towards CMO/Consultancy, Contingency (not exceeding 10% of total project cost), travel, etc. Other Non-Allowable costs will usually include Legal cost and overheads, other allowable costs if any can be considered based on relevance and justification by the relevant committee.
- Fund release will be on milestone basis and as per the BIRAC norms.

## **9. Monitoring & Reviewing**

The PCP support shall be monitored regularly by the SSC based on the progress report presented by the grantee to SSC/PMC site visit presentation to the SSC by BIRAC. Fund release will be milestone-based and as per the BIRAC norms by completing all the criteria of technical and financial due diligence.

## **10. Success of the Project**

The success of the Project shall be determined by commercialization of the results of the Project. Market reach of results of the funded project as products and/or services either through the fund recipient directly or through licensing, assignment or technology transfer of any of the interests to any third Party culminating in to monetary transaction and additional investments shall be considered as 'commercialization'. The Certificate of the Chartered Accountant in this regard will be considered for commencement and the quantum of such monetary transaction or extent of investments raised.

The project monitoring will be undertaken timely shall accordingly evaluate the Project for its prospective success or failure.

## **11. Return of BIRAC contribution**

Recipients shall remit the Royalty to BIRAC within five years following the conclusion of the project duration, in the following manner:

### **a) Royalty, in case of commercialization:**

If the project is successful, the recipients shall pay the Royalty equivalent to 1.5 times the BIRAC contribution in 5 years (starting from completion of the duration of the project) with a minimum of 20% per year.

**b) In case of non-commercialization:**

In other cases, the recipients shall pay the Royalty equivalent to the BIRAC contribution in 5 years (starting from completion of the duration of the project) with a minimum of 20% per year.

## 12. Other Terms and Conditions

- An entity that has already received Product Commercialization Fund once is not eligible for receiving the funds again for the same product
- The PCP shall be governed by the specific funding agreement and associated documentary requirements

**Disclaimer:-** BIRAC, will not become liable for manufacturing, Commercialization and other product related liability.

Fund Recipient shall acknowledge the BIRAC support and its logo can be used on the final Developed Product as provided hereunder:-

“Developed with partial support from (BIRAC Logo)”.



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## 13. Dispute Resolution

Any dispute or proceedings in respect of any matter of claim or dispute arising out of this RFP or associated agreement thereto can be instituted only in Delhi and courts / tribunals / forums at Delhi only shall have the sole and exclusive jurisdiction for the same.

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