

## **Setting up Business Planning and Development Units in ICAR Institutes and SAUs – Present Status and Way Forward**

- 1.** The objective is to accomplish science and technology-led sustainable socio-economic gains by applying intervention emerging from the NARS through technology validation, technology transfer and enterprise development. It is to be achieved through institutional framework, formulation of policy, planning and guidelines, HRD on legal, IPR and management issues.
- 2.** The 10 newly formed Business Planning and Development Units (BPDUs) offer the prospects of making a sustainable and lasting change in the way near-market-agricultural-research is conducted in India. This is a timely opportunity to give direction to the development of BPDU concept and its business model. This should go beyond the limited incubator model currently being promoted. BPDUs' work involves: (i) enhancing the utilization of research by sensitizing and assisting researchers to generate useful commercial data, (ii) assisting consortia/researchers to make the transition from the laboratory to commercialization, (iii) interacting with the private sector so that research can be fine tuned to match problems and opportunities, and (iv) developing a portfolio of techniques for encouraging the uptake of technology covering a range of scales and investment opportunities.
- 3.** Currently International Crops Research Institute for the Semi Arid Tropics (ICRISAT) has a co-ordination and quasi-leadership role for the BPDUs. Their work mainly concentrates on the replication of their own limited business model of incubating small and emerging business to take up useful research technology. The mission emphasized that a stronger and more commercial leadership role is required to drive forward a more holistic, commercial and expanded role for the BPDUs which would: (i) develop the mode of operation for the BPDUs so that they are semi-autonomous and financially sustainable units in the medium to long term, (ii) develop processes and procedures for commercialization of technology by taking into account the range and scale of technologies being generated, using high potential examples mainly from Component 2 portfolio, and (iii) facilitating a shift in scientists' attitudes to becoming more attuned to generating commercially useful technologies and products.

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