

IKP KNOWLEDGE PARK

# IKP ARK

## FREQUENTLY ASKED QUESTIONS

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IKP Knowledge Park · Bangalore · Cohort 1 · 2026

This document covers the most common questions about IKP ARK — its purpose, structure, programme phases, equity model, value to startups, selection process, and team.

It is intended for founders, research institution partners, investors, and anyone seeking to understand how IKP ARK operates and what participation involves.

Confidential — intended for the recipient only.

## ABOUT THE PROGRAMME

### Q1. What is IKP ARK?

IKP ARK is a venture-building platform designed to take deep science innovations from TRL-3/Proof of Concept to Market Ready / Pre-Series A / Series A readiness through structured, operator-led venture creation.

The programme works alongside a small cohort of breakthrough science startups — maximum five (5) per cohort — providing hands-on support across the full commercialisation stack.

Unlike traditional incubators or accelerators, IKP ARK embeds an operations team directly into each venture to systematically retire the risks that prevent deep science from reaching the market.

### Q2. Why does IKP ARK exist?

Deep science ventures often fail not because of weak science, but because the path from laboratory innovation to a market-ready company is fragmented and poorly supported. IKP ARK was created to bridge this commercialisation gap.

- ▶ Lack of productization and engineering expertise beyond the lab
- ▶ Regulatory and clinical validation complexity that founders are unprepared for
- ▶ Manufacturing readiness gaps that emerge only at scale
- ▶ Limited commercial capability within scientific founding teams
- ▶ Misaligned or premature early-stage capital

IKP ARK enables startups by providing integrated, operator-led support across product development, regulatory pathways, manufacturing scale-up, and early market access — significantly reducing time-to-market and increasing probability of commercial success.

### Q3. How is IKP ARK different from a traditional incubator or accelerator?

Dimension	Traditional Incubator / Accelerator	IKP ARK
Team involvement	Advisory and mentorship only	Operations team embedded in each venture
Programme scope	Generalist or pitch-focused	Full-stack: product, manufacturing, regulatory, GTM, fundraising
Focus area	Broad technology or consumer	Deep science only Cohort 1: Biomedical MedTech, HealthTech Future cohorts: SynBio, Climate Tech
Duration	3–6 months typically	~12 months across three structured phases
Equity model	Fee-based or standard terms	Earned through execution and co-building

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**Q4. Who is behind IKP ARK?**

IKP ARK is a programme of IKP Knowledge Park — one of India's leading deep science infrastructure and ecosystem platforms. The venture-building programme is led by a senior team with experience in deep science commercialisation, regulatory pathways, and early-stage investing. See the Team section for full details.

The programme draws on IKP's broader network of research institutions, domain experts, investors, and industry partners built over more than two decades of operating at the frontier of science-led innovation in India.

## ELIGIBILITY & SELECTION

### Q5. What kind of startups does IKP ARK support?

IKP ARK focuses on deep science ventures — startups built on innovations emerging from research institutions, advanced technology labs, or IP-rich environments.

**Cohort 1:**

- ▶ Biomedical, MedTech and Medical Devices
- ▶ HealthTech and Diagnostics

**Future Cohorts:**

- ▶ Synthetic Biology and Smart Proteins
- ▶ Climate Tech and Clean Technology
- ▶ Other translational deep science domains

The programme is not designed for pure-software, consumer technology, or ventures without a hard-science core.

### Q6. What stage must a startup be at to apply?

Startups must have:

- ▶ Demonstrated TRL-3 or higher technology readiness (proof-of-concept achieved)
- ▶ Reproducible science — results that hold up beyond a single experiment
- ▶ Identifiable commercial application — a credible path to a paying customer or user
- ▶ Founders committed to building a company, not just continuing research

Startups at ideation stage without a working proof-of-concept are not eligible for Cohort 1.

### Q7. How many startups are selected per cohort?

A maximum of five (5) startups per cohort.

IKP ARK is not a volume accelerator — it is a high-conviction, deep-engagement programme. Cohort quality is always prioritised over cohort size.

### Q8. How are startups evaluated and selected?

Dimension	What IKP Looks For	Disqualifying Signal
Technical Feasibility	TRL-3+ demonstrated. IP documented. Science reproducible.	Unvalidated or aspirational claims about the technology

Dimension	What IKP Looks For	Disqualifying Signal
<b>Business Feasibility</b>	Real market. Unit economics achievable in a fixed time. Regulatory pathway identified.	TAM built purely on secondary analogies with no primary validation
<b>Founder Quality</b>	Scientific rigour AND early signals of commercial drive and resilience. Both required.	Purely academic orientation with no intent to build a company
<b>Science Novelty</b>	Genuinely new. Defensible moat — platform technology or distinct product.	Me-too science with no differentiation

### Q9. Where does IKP ARK source startups from?

- ▶ Active scouting — IKP identifies high-potential startups across India through IISc, IITH, CCMB, TIFR, and partner labs
- ▶ Open applications (RfP) — Nationwide call for proposals, published post the April 2026 launch

## PROGRAMME STRUCTURE — THE THREE PHASES

### Q10. What is the overall structure of IKP ARK?

Phase	Duration	Cadence	Purpose
<b>Phase 1 — The Crucible</b>	5 + 1 Days	Residential, full-time	Build the Venture Blueprint. Diagnose all gaps. Both parties commit — or part ways cleanly.
<b>Phase 2 — The Accelerator</b>	4 Months	Weekly (PMU) + Bi-weekly (Mentors)	Retire all technical, regulatory, and business risks across the 7-element stack.
<b>Phase 3 — Build &amp; Scale</b>	8 Months	Monthly (PMU) + On-demand (Advisory)	Founder-led scaling toward market entry and Pre-Series / Series A readiness.

### Q11. What happens during Phase 1 — The Crucible?

The Crucible is a 5+1-day residential immersion at IKP EDEN, Bangalore.

Not a workshop — a structured co-working sprint where IKP's core team and the founding team build the Venture Blueprint together.

Seven areas covered: Productization · Manufacturing & Supply Chain · Quality, Regulatory & Clinical · Operations — Business · Team & Culture · Funding & Fundraising · GTM & Piloting

**Output: Signed Venture Blueprint. Both sides commit — or the engagement ends cleanly.**

Cost to startup: 2% flat equity at The Crucible. See Q14 & Q15 for full breakdown.

### Q12. What does Phase 2 — The Accelerator — involve?

Phase 2 is the most intensive phase. Every stack element is addressed in focused, time-bound micro-sprints — until the risk in each area is retired. Two parallel cadences:

- ▶ Bi-monthly (PMU/Operations Team): Milestone scorecard review, blocker deep-dive, next-week commitments, IKP action items. Accountability runs in both directions.
- ▶ Bi-monthly (Expert Mentors): Domain experts with deep knowledge, networks, and pedigree — consultative, not operational.

### Q13. What changes in Phase 3 — Build & Scale?

Risks are retired. Founders lead. IKP shifts to bi-weekly oversight with directional mentorship from leadership and the advisory council.

- ▶ Engagement with Oversight — co-builder becomes strategic partner
- ▶ Monthly PMU cadence — focused on scale blockers, not daily execution

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- ▶ IKP Leadership Direction — Open doors, validate strategy, course-correct
  - ▶ Advisory Group active — 2–3 handpicked advisors apply specific expertise to specific scale challenges

**Phase 3 targets:** Manufacturing readiness · Clinical/field validation · Strategic partnerships · Early revenue · Series A readiness.

## CAPITAL, EQUITY & VALUE

### Q14. What do startups actually get? — The full value proposition.

IKP ARK provides a comprehensive package — far beyond a cheque. Below is the complete breakdown of tangible and intangible value each startup receives.

#### TANGIBLE VALUE — CASH + SERVICES

Type	Component	What It Means for Your Startup
TANGIBLE	Cash Investment	₹40–60 Lakhs per startup, deployed milestone-by-milestone.
TANGIBLE	IKP SmartFab Access + Mfg Lead	Priority access to IKP's fabrication, prototyping & lab infrastructure at subsidized rates. Reduces time-to-MVP by 20%+. Embedded manufacturing & supply chain expert, sprint-by-sprint. DFM, scale-up, vendor qualification.
TANGIBLE	Regulatory Lead	Dedicated embedded regulatory expert. CDSCO, clinical validation strategy.
TANGIBLE	PMU / Operations Team	Programme Lead + Programme Managers + Engineers — bi-monthly, hands-on, accountable throughout all three phases.
TANGIBLE	Co-working & Lab	Hot desk + discussion rooms at IKP Bangalore. Non-Bangalore startups: 1 day/month guaranteed. Lab access at discount.
TANGIBLE	IP, Legal & Finance	Dedicated support for IP strategy, legal entity setup, cap table management, and financial systems.
INTANGIBLE	IKP Leadership Network	Direct access to Dr. Satya Dash + Dr. Sridhar Ramanathan — investor introductions, institutional relationships, 20+ year network.
INTANGIBLE	Curated Advisory Group	2–3 handpicked advisors per startup — imminent industry leaders, rigorous academics, seasoned deep-tech entrepreneurs.
INTANGIBLE	IKP Ecosystem	Research institutions, clinical partners, industry collaborators, and government bodies — 20+ years of relationships.
INTANGIBLE	Peer Cohort	Co-learning with 4–5 other breakthrough science founders navigating the same commercialisation challenges.
INTANGIBLE	Investor Signal	IKP ARK participation signals credibility to institutional investors in deep tech and life sciences.

**Total estimated value per startup: ~₹2 Crores (cash + services + infrastructure + embedded team time)**  
 Cash component: ₹40–60 Lakhs — milestone-linked investment  
 Non-cash component: ₹1.3L–₹1.6 Crore — embedded regulatory & Mfg. leads, SmartFab, PMU team, IP/legal/finance support  
 Follow-on Investment of up to ₹1 Crore based on IC decision

## INTANGIBLE VALUE — NETWORK + ADVISORY

- ▶ IKP Network — Activate 20+ years of investor, hospital, industry, and government relationships on your behalf
- ▶ Curated Advisory Group — 2–3 handpicked advisors per startup: imminent industry leaders, rigorous academics, seasoned deep-tech entrepreneurs
- ▶ Peer Cohort — co-learning with other breakthrough science founders navigating the same commercialisation journey
- ▶ Investor Credibility Signal — IKP ARK participation signals credibility to institutional investors in deep tech and life sciences
- ▶ IKP Ecosystem — 20+ year network of research institutions, clinical partners, industry collaborators, and government bodies

### Q15. What equity does IKP take, and at what stage? — Programme equity flowchart.

IKP receives equity across the programme in three tranches — all milestone-vested. The total target is 6–9% (including the cohort entry of 2%), earned through execution and co-building, not simply by writing a cheque.

## EQUITY FLOWCHART ACROSS THE PROGRAMME

Programme Stage	What Happens	IKP Equity	Conditions & Notes
Cohort Entry (Before Crucible)	Startup selected. Partnership agreement signed. Equity commitment locked in.	-	Equates to ~₹35–40L value delivered.  Cohort 1: entry is fee-free.
The Crucible (5+1 Days)	Venture Blueprint built and signed by both parties. Both commit to Phase 2 — or part ways cleanly. No additional equity at this stage.	2%	If startup does not proceed to Phase 2, no further equity is taken. Clean exit for both parties.
The Accelerator (4 Months)	Risk retirement across all 7 stack elements. Capital deployed milestone-by-milestone. Weekly PMU + bi-weekly mentor cadence.	+3–5%	Tranche-based, vested on specific milestones defined in the Venture Blueprint. Capital deployed: ₹40–60L.
Build & Scale (8 Months)	Founder-led scale. Bi-weekly IKP oversight. Series A preparation. Advisory council most active.	+2–3%	Vested on scale milestones: — First revenue or pilot LOI — Regulatory submission filed — Institutional round closed / in process

### Total IKP equity (typical range): 6–9% — vested across three phases

Every equity tranche is vested on agreed milestones. Both the startup and IKP have skin in the game — accountability runs in both directions.

### Q16. Is the capital guaranteed from the start?

Capital is milestone-linked — each tranche is released against specific progress milestones defined in the Venture Blueprint signed at the end of The Crucible. Both sides know exactly what is required to unlock each tranche. Capital is deployed against demonstrated progress, not promises.

**SUPPORT STRUCTURE**

**Q17. How is IKP structured to support each startup?**

Layer	Who	Engagement	Role
<b>Layer 1 — PMU / Operations</b>	Aaqib Jameel (Lead), Programme Managers, Engineers, Regulatory Lead, Mfg Lead, Finance	Bi-monthly — all phases	Day-to-day execution, milestone accountability, risk retirement
<b>Layer 2 — IKP Leadership</b>	Dr. Satya Prakash Dash (CEO), Dr. Sridhar Ramanathan (SVP), Dr. Viswanadham Duppatla (VP), Priyankana Mukherjee (AVP)	Heavy Phase 1; directional Phases 2–3	Strategic direction, mentorship, institutional network access
<b>Layer 3 — Advisory Group</b>	2–3 curated external experts per startup	On-demand; active in Phase 3	Deep domain expertise, specialist networks, consultative guidance

**Q18. What does a typical week look like for a startup in Phase 2?**

Once in 2 weeks, the startup meets with the IKP PMU/Operations team for a structured 60-minute session:

- ▶ Milestone scorecard review — where does each stack area stand against the Venture Blueprint?
- ▶ Blocker deep-dive — what is blocking progress, and what does it take to unblock it?
- ▶ Next week’s commitments — specific, named, dated actions from both the startup and IKP
- ▶ IKP action items — accountability runs in both directions; IKP has commitments too

Every two weeks: curated expert mentor session — strategic validation, blind-spot identification, and decision support.

**Q19. How are external advisors selected for each startup?**

IKP curates a specific advisory group per startup — not drawn from a generic pool. Advisors are handpicked based on:

- ▶ Imminent industry leaders with operational track records in the startup’s specific sector
- ▶ Rigorous academics with deep domain expertise and research credibility
- ▶ Seasoned deep-tech entrepreneurs who have built and scaled companies in the same space

Most active in Phase 3 when scale challenges require highly specific expertise.

THE IKP ARK TEAM

IKP ARK is led by a dedicated programme team, supported by IKP's senior leadership and domain specialists. These are the people who work alongside your venture — every week, across every phase.

PROGRAMME LEAD & SPOC



**Aaqib Jameel**

**Programme Lead · Chief Manager — Investments & Incubation**

Your primary point of contact. Leads the PMU / Operations team.  
Ex-founder and startup operator.

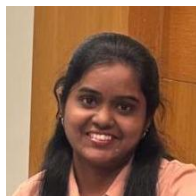
PMU / OPERATIONS TEAM



**Apoorva Bhatnagar**

**Programme Manager**

Programme execution & startup coordination



**Rohika B**

**Community & Program Manager**

Mentor interactions, Logistics & Community engagement



**Karishma**

**Senior Program Associate**

Operational excellence & process management

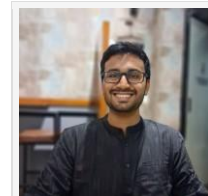
DOMAIN LEADS



**Karthik Venkataraman**

**Regulatory Lead**

CDSCO · FDA · Testing · Clinical validation strategy



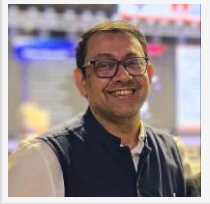



**Shreyas Kuduva**

**Manufacturing Lead**

DFM · Scale-up · Supply chain · Vendor qualification

The team also has a dedicated IP, Legal & Finance support structure — providing startup-level advisory on IP strategy, legal entity setup, cap table management, and financial systems.

**IKP LEADERSHIP**

 <p><b>Dr. Satya Prakash Dash</b>  <b>CEO, IKP Knowledge Park</b>                  Strategic direction · Investor access · Deep science ecosystem</p>	 <p><b>Dr. Sridhar Ramanathan</b>  <b>SVP, IKP Knowledge Park</b>                  Strategic mentorship · Industry network · Scale guidance</p>	 <p><b>Dr. Viswanadham Duppatla</b>  <b>VP, IKP Knowledge Park</b>                  Technical depth · Institutional relationships</p>	 <p><b>Priyankana Mukherjee</b>  <b>AVP, IKP Knowledge Park</b>                  Technical depth · Institutional relationships · Regulatory &amp; Clinical Networks</p>
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**BEST-IN-CLASS MENTORS — CURATED PER STARTUP**

PHOTO	PHOTO	PHOTO
<p><b>To Be Announced</b>  <b>Industry Leader</b>                  Sector-specific · Curated per startup</p>	<p><b>To Be Announced</b>  <b>Academic Expert</b>                  Research depth · Domain credibility</p>	<p><b>To Be Announced</b>  <b>Seasoned Entrepreneur</b>                  Built &amp; scaled in the same space</p>

Best-in-class mentors are not a generic mentor pool. Every advisor is selected by IKP leadership specifically for a single startup — based on what that venture most needs at that phase of its journey.  
**Imminent. Rigorous. Experienced.**

## OUTCOMES & EXPECTATIONS

### Q20. What outcomes does IKP ARK aim to achieve for each startup?

By the completion of the 12-month programme, each participating startup is expected to have achieved:

- ▶ A manufacturable and validated product or prototype
- ▶ Key regulatory or clinical validation milestones
- ▶ Early market adoption — at least one commercial pilot or letter of intent from a paying customer
- ▶ Strategic industry or institutional partnerships
- ▶ Investor-ready documentation and narrative for Pre-Series or Series A fundraising

### Q21. What happens if a startup is not progressing as expected?

Underperformance is surfaced early through the weekly milestone scorecard — not at the end of a quarter. Course correction is the immediate response.

~25-40% cohort attrition is expected and planned for — not as failure, but as rigorous milestone governance applied to genuinely hard-to-build deep science ventures.

### Q22. What does IKP gain from running this programme?

- ▶ Equity participation in high-potential deep science ventures that IKP has co-built
- ▶ Strengthening IKP's position as India's leading deep science venture creation platform
- ▶ Deepening relationships with research institutions, investors, and industry partners
- ▶ Building institutional knowledge in operationalising deep science commercialisation

## COHORT 1 — SPECIFICS

### Q23. When does Cohort 1 launch and begin?

IKP ARK will be formally launched in 15 April 2026.

Cohort 1 is expected to begin by June 2026, following active scouting and open applications post the launch event.

### Q24. How can a startup express interest or apply?

- ▶ Direct outreach — Contact Aaqib Jameel (Programme Lead & SPOC) at [ark@ikpknowledgepark.com](mailto:ark@ikpknowledgepark.com)
- ▶ Open applications — Published via IKP's website and official channels following the April 2026 launch

Reach out directly to Aaqib Jameel to discuss eligibility, fit, and the application process before the formal open call.

## FOR FURTHER INFORMATION

**Programme Lead & SPOC:** Aaqib Jameel

**Email:** [ark@ikpknowledgepark.com](mailto:ark@ikpknowledgepark.com)

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