

# ENTREPRENEURSHIP PANEL Q&A

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*Q. As I can see, three panelists are professors at premium industries. Can it be interpreted that having access to an academic research lab gives an advantage in bringing together a viable idea for a scientific tech product startup? What other avenues might be available to explore product ideas in absence of an academic research lab? (Asked by Kunal Gupta)*

A. There are also incubators and accelerators with access to lab infrastructure that can be used by startups that are looking for that.

*Q. Do you think having a co-founder is important? Also at what point in the entrepreneurship journey do you start building a team?*

- A. It is objective. If you can manage on his own, it's the best. If not (because the struggle is too much), you might want to on board a like-minded person sharing same goal and passion with a different skill set. Different skill set is of utmost importance.
- A. Team building point comes when you think you can delegate ABC tasks to someone else. It should not be burning your cash. It should be doing something to grow the revenue.

*Q. '@Dr. Roy: Can you pay yourself (sustaining amount) using the funding made available for the startup or is it only for the technology?*

A. Pre-revenue, it is dependent on investment and is fair pay based on market scale. Post revenue, depending on the revenue you generate, there is no upper cap. P.S.: Most successful startup founders are more wealthy than faculty, even international ones anyday. You will see them with expensive cars and expensive gadgets. Not directly related, but you do the extrapolation.

*Q. '@Dr. Roy..great talk...thanks...How long was the IP process for AqCure technology?(Asked by Soumik BasuRay)*

A. IP is still in patent pending stage. Should be a couple of years before granted. It is a long haul.