

# **Bharat Innovates 2026**

An Indian global outreach of  
deep-tech innovations

Nice, France | 17 – 19 June, 2026

**Pitching Your Deep Tech Idea**  
14<sup>th</sup> Jan, 2026

# Timeline – Path Forward

## Phase 1: Application and Initial Screening

- National Call Opens
  - 29<sup>th</sup> August, 2025
- Mid-Call Consultation
  - In the week of 15<sup>th</sup> September, 2025
- Last Date of Application
  - 5<sup>th</sup> November, 2025
- Phase 1 of First Shortlist
  - 2<sup>nd</sup> December, 2025
- **Phase 2 of First Shortlist**
  - 9<sup>th</sup> January, 2026

# Timeline – Path Forward

## Phase 2: Preparation and National Showcase

- Online Bootcamp
  - Between 1<sup>st</sup> December to 15<sup>th</sup> December
- National Basecamp (IIT Gandhinagar)
  - 18<sup>th</sup> – 20<sup>th</sup> December, 2025 (Phase 1 of First Shortlist candidates)
- National Basecamp Ph2 (IIT Bombay)
  - **22<sup>nd</sup> January, 2026 (Phase 2 of First Shortlist candidates)**
- Second Shortlist
  - 30<sup>th</sup> January, 2026

## Phase 3: Refinement and Final Selection

- Theme-Specific Bootcamp
  - Between 1<sup>st</sup> February to 28<sup>th</sup> February
- Third and Final Shortlist
  - 15<sup>th</sup> February, 2026

# Timeline – Path Forward

## Phase 4: Mentorship and Final Selection

- Pre-Event Basecamp (Mumbai)
  - 7<sup>th</sup> – 8<sup>th</sup> March, 2026
- Continued Mentorship
  - Till 15<sup>th</sup> May
- International Showcase (France)
  - 17<sup>th</sup> to 19<sup>th</sup> June, 2026
- Continued Mentorship Towards Commercialization/TRL Enhancement

# National Basecamp Ph2

- Presentations to Panelists (**Evaluation**)
  - **5-minute presentation**, 10 minute for Q&A
  - **Date of presentation** – 22<sup>nd</sup> Jan, 2026
  - Timing of panel has been shared with you.
  - Arrive and report as recommended, otherwise you may miss your chance.

*Note: Panelists at National Basecamp Phase 2 are not the same reviewers who reviewed your online applications.*

# Presentation Guidelines

- **Submit** your presentation by **Tuesday, 20<sup>th</sup> January, 2026**
  - We will share the link to upload
- Ensure that the Title Slide has your **Main Pipeline Application Number** (BHAR-XXXXXX)
- **File name** should be: BHAR-XXXXXX-Presentation
  - Here XXXXXX refers to your application number

# Time Your Pitch

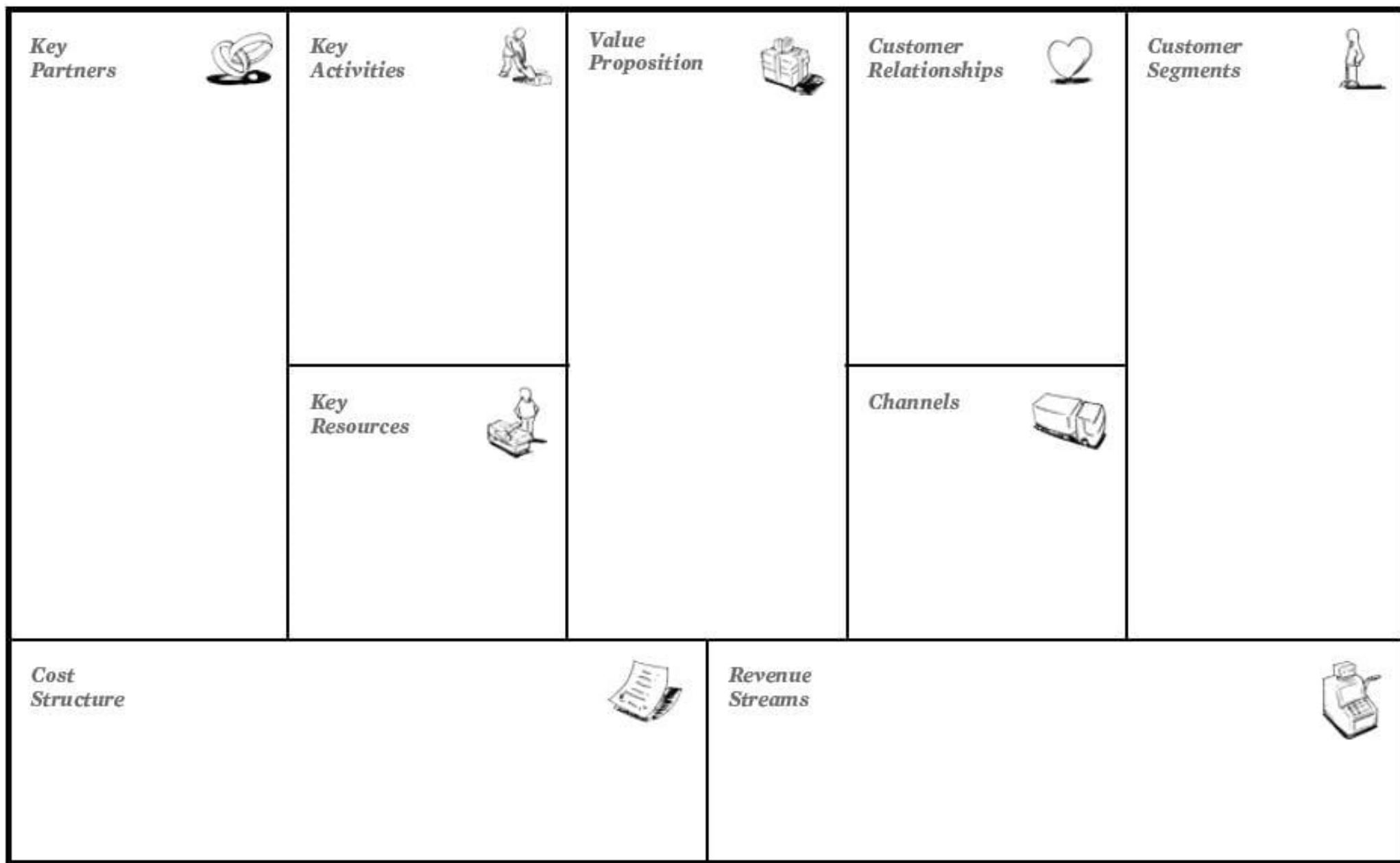
- 30 sec Hook & Intro
- 30 sec Problem
- 45 sec Solution, Tech Deep Dive & Value Proposition
- 45 sec Market & Opportunity
- 45 sec Competition & Moat
- 30 sec Business Model and GTM
- 30 sec Traction & Team
- 45 sec Path Forward: Funding & Milestones

Keep it simple. Be succinct and crisp. Use focused data and not vague numbers. Show your performance with examples. Keep additional slides to dig deeper and address questions.

**Recommended:** One slide of Business Model Canvas or Lean Canvas (main deck or backup slides).

If you have not done a startup pitch, this slide may help to cover the essentials. Get support from the incubator teams at your institute to help you prepare for this national initiative.

# Business Model Canvas



# Lean Canvas

<b>PROBLEM</b> <small>List your top 1-3 problems.</small>	<b>SOLUTION</b> <small>Outline a possible solution for each problem.</small>	<b>UNIQUE VALUE PROPOSITION</b> <small>Single, clear, compelling message that states why you are different and worth paying attention.</small>	<b>UNFAIR ADVANTAGE</b> <small>Something that cannot easily be bought or copied.</small>	<b>CUSTOMER SEGMENTS</b> <small>List your target customers and users.</small>
	<b>KEY METRICS</b> <small>List the key numbers that tell you how your business is doing.</small>		<b>CHANNELS</b> <small>List your path to customer inbound or outbound.</small>	
<b>EXISTING ALTERNATIVES</b> <small>List how these problems are solved today.</small>		<b>HIGH-LEVEL CONCEPT</b> <small>List your X for Y analogy e.g. YouTube = Flickr for videos.</small>		<b>EARLY ADOPTERS</b> <small>List the characteristics of your ideal customers.</small>
<b>COST STRUCTURE</b> <small>List your fixed and variable costs.</small>		<b>REVENUE STREAMS</b> <small>List your sources of revenue.</small>		

# Suggested Backup Slides

- Tech architecture/schematic/flow chart/diagrams
- IP details
- Unit economics
- Competitive comparison (details/additional insights)
- Roadmap/timeline
- Pilot/validation data
- Safety/compliance details

# Sample Questions to Expect

- What is truly new here?
- Why can't a competitor do this?
- How defensible is your approach?
- Who exactly is your first paying customer?
- Why will they switch from existing solutions?
- Is the market global or India-only?
- What is your current prototype status?
- What is the biggest technical or business risk ahead?
- What do you need in the next 12 months to scale?
- Why is your team best positioned to build this?
- What gaps remain and how will you fill them?
- How does this matter for India or improve global competitiveness?

This is not an exhaustive list of all possible questions

# Basis for Evaluation of Presentation

- Novelty
- Defensibility
- Unique Tech Edge
- IP strength
- Market opportunity size (Indian and Global)
- Urgency
- Scalability (in India and cross-border)
- Competitive advantage (national and abroad)
- Team Maturity
- Prototype Quality
- Customer Validation
- Clarity on GTM
- Strategic National Fit (if any)

# THANK YOU