



Vidyavardhini's College of Engineering and Technology
K.T.Marg, Vasai Road |(west); Dist-Palghar;Pin-401202

10_Workshop on Proof of Concept and Design Thinking by Mr. Sachin Kumbhoje , Entrepreneur, start up coach, public speaker, winner of India Croatia Startup Bridge 2022 and Director, OpEx Startup School, Kolhapur

9

Academic Year	2022-23		
TITLE	One Day Workshop on Innovation and Creativity in Entrepreneurship by Mr. Sachin Kumbhoje , Entrepreneur, start up coach, public speaker, winner of India Croatia Startup Bridge 2022 and Director, OpEx Startup School, Kolhapur		
Organizing Committee	Institute innovation Council		
Date:	22/02/2023	Time	10 am
Venue of the Event	Seminar hall		
No of participating Students	73		
No of participating faculty	04		

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Faculty In-charge

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HOD,
HEAD

Dept. of Mechanical Engg.
Vidyavardhini's College of
Engineering & Technology
Vasai Road-401202.



AJC

Vidyavardhini's College of Engineering & Technology
Department of Mechanical Engineering

MOU ACTIVITY

Sr No	Organization with which MoU is signed	Name of Institute/ Industry/ Corporate House	Year of signing MoU	List of activities under MoU year wise			Number of students/faculty participated under MoUs
				From	To	Activity	
1	VCET	M/s. Arihant Industrial Corporation Ltd, Vasai	10/07/2018	08-02-2019	16-02-2019	Executive Engineer, Nagpur Municipal Corporation, Mahanagarpalika Marg, Civil Lines, Nagpur-440001..	Mr. Vinay D. Patel and Dr. Ashish J. Chaudhari
2	VCET	M/s. Arihant Industrial Corporation Ltd, Vasai	10/07/2018	08-02-2019	16-02-2019	DigheBalmitra Sane Guruji Udyaan, Navi Mumbai Muncipal Corporation, Plot No.1&2, Govardhani Chowk, Sec. 15A, C.B.D. Belapur, Navi Mumbai-400614..	Mr. Vinay D. Patel and Dr. Ashish J. Chaudhari
3	VCET	M/s. Arihant Industrial Corporation Ltd, Vasai	10/07/2018	08-02-2019	16-02-2019	KoperKhairane Sector-98, Bhagwan Baba Udyan, Navi Mumbai Muncipal Corporation, Plot No.1&2, Govardhani Chowk, Sec. 15A, C.B.D. Belapur, Navi Mumbai-400614..	Mr. Vinay D. Patel and Dr. Ashish J. Chaudhari
4	VCET	M/s. Arihant Industrial Corporation Ltd, Vasai	10/07/2018	08-02-2019	16-02-2019	Nerul Ward-18, Prabodhan Thackeray Udyan, Navi Mumbai Muncipal Corporation, Plot No.1&2, Govardhani Chowk, Sec. 15A, C.B.D. Belapur, Navi Mumbai-400614..	Mr. Vinay D. Patel and Dr. Ashish J. Chaudhari

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HEAD
Dept of Mechanical Engg.,
Vidyavardhini's College of
Engineering & Technology of
Vasai Road 401 202.

To,

Date: 2nd March 2023

The Principal

VCET Vasai

**Subject: IIC Activity "Workshop on Innovation and Creativity in Entrepreneurship"-
Regarding**

Respected sir,

The Institute Innovation Council of VCET were organized the One Day Workshop on "Innovation and Creativity in Entrepreneurship" on Wednesday 22nd Feb 2023 in physical mode as two sessions from 9.00 am to 1.00 pm as well as 2.00 pm to 5.00 pm. The students of all departments were attended the workshop.

The Expert invited for this event was **Mr. Sachin Kumbhoje**, Entrepreneur, start up coach, public speaker, winner of India Croatia Startup Bridge 2022 and Director, OpEx Startup School, Kolhapur. The expenditure for the event is as follows

Sr No	Activity	Amount, Rs
1	Remuneration to the expert speaker	15000
2	Lunch	665
3	Banner for the event	295
3	Sketch pen set(3 nos)	75
	Water and flowers	80
Total Expenditure, Rs.		16115

The Remuneration of Rs.15000/- may be issued on the following online banking details

Account Details: CURRENT
Account Name: OpEx Accelerator Private Limited
Name of Bank: Bank of Baroda:
Ac No. 36650200000199
IFSC Code: BARB0TARABA
Branch: Tarabai Park Kolhapur MH

There were 81 students and 6 faculty members attended the events. The students were interacted during activities assigned to them with the expert speaker and share their feelings with the expert.

So, I request you to approve the expenditure and issue remuneration to OpEx Accelerators Pvt.Ltd. and remaining to me.

Thank you sir,

Dr. Ashish J. Chaudhari

President, IIC

Encl: Principal Approval Letter
Invoice copy
Original Bills
Report of the Event with photographs
Attendance sheet of the students

To
Registrar / Account
Approved.

To,

Date:20th Feb 2023

The Principal

VCET Vasai

Subject: To organize workshop on Innovation and Creativity-Regarding

Respected sir,

We at Institutions Innovation Council, VCET wish to organize the One day **Workshop on Innovation and Creativity** for students of all departments. The eminent expert speaker will be Mr. Sachin Kumbhoje, Entrepreneur, start up coach, public speaker, winner of India Croatia Startup Bridge 2022 and Director, OpEx Startup School, Kolhapur. The one day session will be scheduled on 22nd Feb 2023.

The outline of the content is as follows

- Problem Identification
- Design Thinking (Innovation, Creativity and Connected Activities)
- Idea Generation
- Idea Validation

The quotation of Rs.15000/- was submitted by Mr. Sachin Kumbhoje. So, I request you to approve budget of Rs.18000/- for organizing this event for approximately 40 students of the institute.

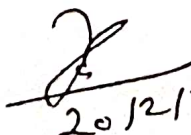
Thank you sir,



Dr.Ashish J. Chaudhari

President,IIC

Encl: The quotation from OpEx Start Up School,Kolhapur

To
Registrar/Acrovel
- Approved
- from Institute Innovation
Council.

20/2/23



Report of

One Day Workshop on Innovation and Creativity in Entrepreneurship on 22nd Feb 2023

SESSION 1

Objective: To create awareness about innovation. start up, entrepreneurship.

To establish the Start up

The Business Model for Start ups

About the Speaker: The guest speaker for the session

1. Mr. Sachin Kumbhoje

Entrepreneur, start up coach, public speaker, winner of India Croatia Startup Bridge 2022 and Director, OpEx Startup School, Kolhapur

Brief introduction of chief guest

Sachin is a Healthcare professional who did his Post-graduation in Pharmacy and MBA in HR & Marketing. He spent few years in US based leading Pharma Industry working in Technology Transfer. Because he wanted to start something of his own, he then happily dropped out Ph.D. and pursued MBA to begin his entrepreneurial journey. In 2015, he was a part of Infosys Foundation's Global Business Foundation Skills Program, which was a turning point to kick-start his own startup, named as OpEx –Operational Excellence in 2016. For his initiative to promote Make-In-India, he got recognition from Prime Minister's Office. With his bootstrapped Start Up, he could manage to impact more than 1,00,000 students & professionals for StartUp & Skill Development in 6 years. He is recipient of 'Gaurav Puraskar' from Maharashtra's Popular Press Media 'Sakaal'. He considered COVID Crisis as an opportunity & started one more StartUp- CiREE in just 18 months of pandemic. He integrated technology, expertise in Skill Development & his network in the Industry to build India's First Pharma Edutainment OTT Platform for Skills, Jobs & Entrepreneurship. CiREE is a Winner at 'India-Croatia StartUp Challenge 2022' as a part of Government of India, Invest India Federation & Indian Embassy at Croatia. For CiREE, he holds Number #01 in India, amongst 306 Start Ups from India & Croatia. CiREE has won prizes& rewards worth of \$12,000 from Government of India and Corporate Partners.

Mr.Kumbhoje began his first session with the introduction to Start up and shared some thoughts with the participants. Few salient points of the session are

- Start up is a business with innovation
- Innovation may be product innovation for ex. Lenskart, Boat, Nike etc
- Process Innovation is another part of Innovation. For example-Swaggy,Zomato etc
- Business Model Innovation. For ex-Bharatpay,Rapido,Ola etc

Mr.Kumbhoje shared casestudy of the Phone pay start up. The Phone pay start up holds maximum share about 48% in the digital banking of India.

What is the revenue generation model of the Phone Pay? Students replied that the commission obtained on the banking. Mr.Kumbhoje agreed for it. But highlight that its not only the revenue generation model. Important part is advertisements , loans are also possible. The most important revenue generation is by Phonepay wallet which is the primary source of revenue generation. If a person keep Rs.200/- in phonepay wallet and as such if crore people kept such amount. We can't imagine the total amount available with Phone pay ata time. So it's a primary source of revenue generation.

So, Mr. Kumbhoje bring to notice of participants about the importance of primary and secondary source of revenue generation. For any start up, one has to decide the revenue generation model. In short the Business Model Plan is very important for successful start up.

Mr.Kumbhoje bring to notice of the participant about current scanerio of the Indian Patent paublication per month,per year. He pointed that India has power to innovate but not bring the innovation to market. However the Young Generation is the biggest advantage of the country.

Mr. Kumbhoje bring to notice of participant that there are the many sectors in India which are unorganized. SO young generation should come ahead and try to help the society to organize these sectors wherein everybody could be benefitted. Mumbai is the best start up ecosystem. So innovator need to identify the pin point and introduce the business model. Healthcare took advantage post covid .

There are two important terms in Start up that are customer and consumer. Customer is one who paid and the consumer is who used. For example BYJUS application in which the consumer is student who used it. But the customers are the partent who paid for the application.

The first session before lunch was energetic and the environment was created towards the start up and innovation and creativity in the start up to become a successful entrepreneur.

The post lunch session report will be attached separately.

Thank you



Dr. Ashish Chaudhari

Dr.Ashish Chaudhari

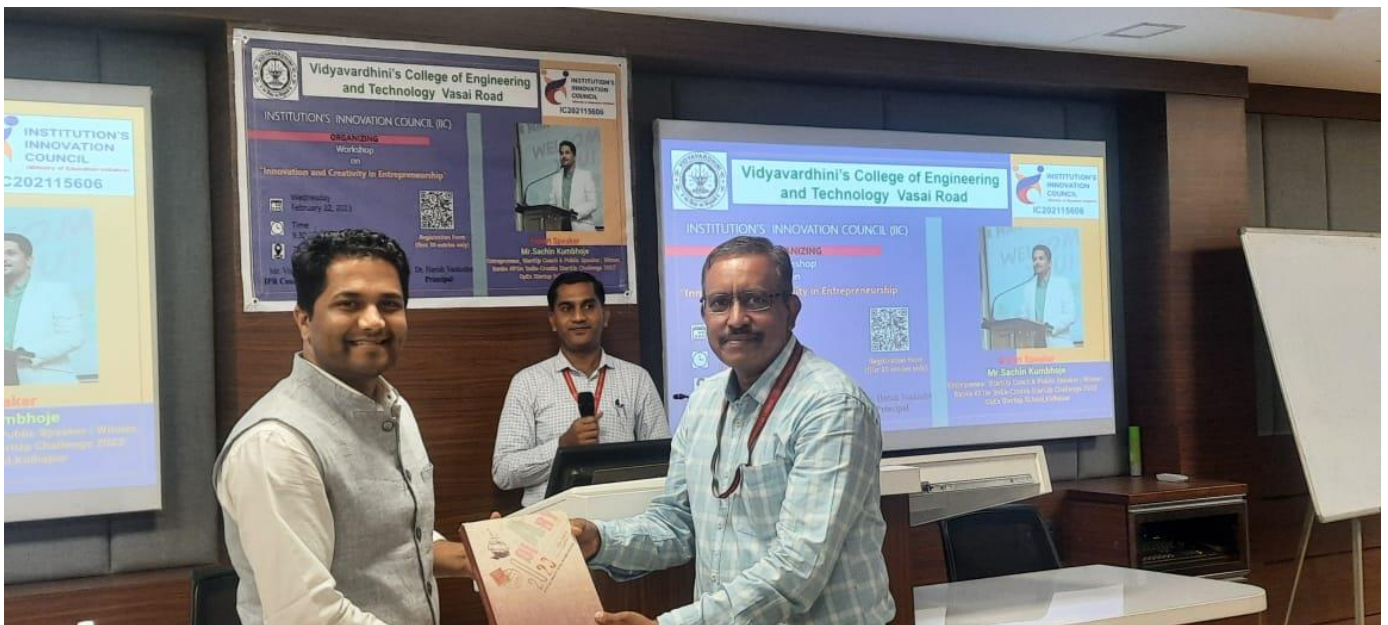
President, IIC

**Report of
One Day Workshop on Innovation and Creativity in Entrepreneurship on
22nd Feb 2023
Session One**

Glimpses of the Event



One Day workshop on innovation and creativity in Entrepreneurship by Mr. Sachin Kumbhoje



Felicitation of Mr. Kumbhoje after First Session by Mr. Vinay Patel



Report of One Day Workshop on Innovation and Creativity in Entrepreneurship on 22nd Feb 2023

SESSION 2

Objective:

To identify the sector wise startup ideation

To develop a Proof of Concept for start up.

About the Speaker: The guest speaker for the session

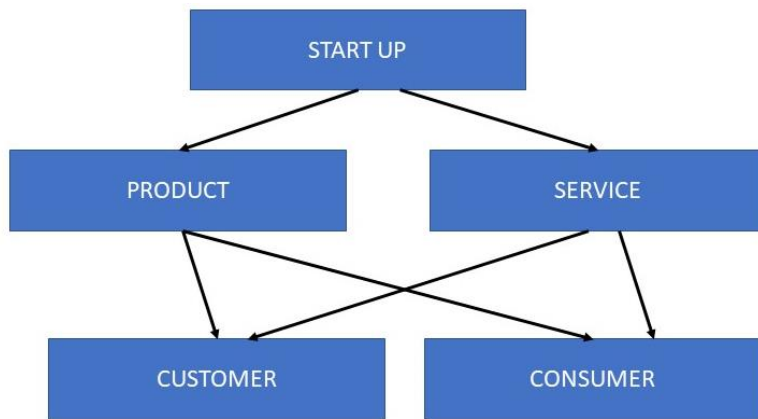
2. Mr. Sachin Kumbhoje

Entrepreneur, start up coach, public speaker, winner of India Croatia Startup Bridge 2022 and Director, OpEx Startup School, Kolhapur

Brief introduction of chief guest

Sachin is a Healthcare professional who did his Post-graduation in Pharmacy and MBA in HR & Marketing. He spent few years in US based leading Pharma Industry working in Technology Transfer. Because he wanted to start something of his own, he then happily dropped out Ph.D. and pursued MBA to begin his entrepreneurial journey. In 2015, he was a part of Infosys Foundation's Global Business Foundation Skills Program, which was a turning point to kick-start his own startup, named as OpEx –Operational Excellence in 2016. For his initiative to promote Make-In-India, he got recognition from Prime Minister's Office. With his bootstrapped Start Up, he could manage to impact more than 1,00,000 students & professionals for StartUp & Skill Development in 6 years. He is recipient of 'Gaurav Puraskar' from Maharashtra's Popular Press Media 'Sakaal'. He considered COVID Crisis as an opportunity & started one more StartUp- CiREE in just 18 months of pandemic. He integrated technology, expertise in Skill Development & his network in the Industry to build India's First Pharma Edutainment OTT Platform for Skills, Jobs & Entrepreneurship. CiREE is a Winner at 'India-Croatia StartUp Challenge 2022' as a part of Government of India, Invest India Federation & Indian Embassy at Croatia. For CiREE, he holds Number #01 in India, amongst 306 Start Ups from India & Croatia. CiREE has won prizes& rewards worth of \$12,000 from Government of India and Corporate Partners.

Mr.Kumbhoje began his second session with the focus on start up.According to him



The Problem Statement is very important for a successful start up. Mr.Kumbhoje shared case study of Mr.Tilak Mehta who tie up with Mumbai Dabewala who is just a 13 years kid. Another case study of Mr.Arjun Deshpande who is 16 years kid developed Generic Aadhar and received start up funding from Mr. Ratan Tata. So Mr. Kumbhoje pointed out that age is just a number. Important part is the timing of introducing the start up.

The statrtup plan could be

Ideation —————>PoC(Revisions possible)—————> Prototype(Functional model not saleable.

The activity conducted by Mr. Kumbhoje . He divided the participants in seven groups sand assigned them the sector of their own choice. Accordingly,

Group-1 – Agriculture

Group-2-Energy

Group-3- Textile

Group-4- Tourism

Group-5- Food Tech

Group-6- Aviation

Group-7- Education

Mr. Kumbhoje instruct all the groups to have the interaction among themselves and identify number of problem which you could solve in the given sector.

Accordingly students comeout with number of ideas and shared by presenting them infront of all groups.

Based on the ideas, Each group was asked to work on any one idea identified as per the following sequence.

1. Empathize(Understanding for people)-Putting yourself in his/her shoes and understand the intensity of the problem.gravity of the problem
2. Define-Need of the customer or want of the customer. When want will be converted to need then only customer will buy the product.
3. Ideate- Solve the problem, Formulate the outline
4. PoC to be developed- Proof of Concept is to be developed.
5. Prototype-Creation and Experimentation

Participants were given time with white paper and some colour sketch pens to prepare the proof of concept. Finally with interaction of Mr.Kumbhoje with each group , they able to develop the proof for the idea they planned.

The student group captain present their idea in details and explain the contents of the application to be developed. Lot of questions raised from student participants and teams enjoy the event largely.

The second session was concluded with the knowhow of innovation and creativity are the inherent parts of a successful start up and to become a entrepreneur.

Student participants appreciates the efforts of Mr.Kumbhoje and shares their feeling of happiness and enjoyment durin the session.

The vote of Thanks was delivered by Dr.Ashish Chaudhari. The token of appreciation was handed over to Mr.Kumbhoje by Mr.Vinay Patel.

This is how concluded the session.

Thank you



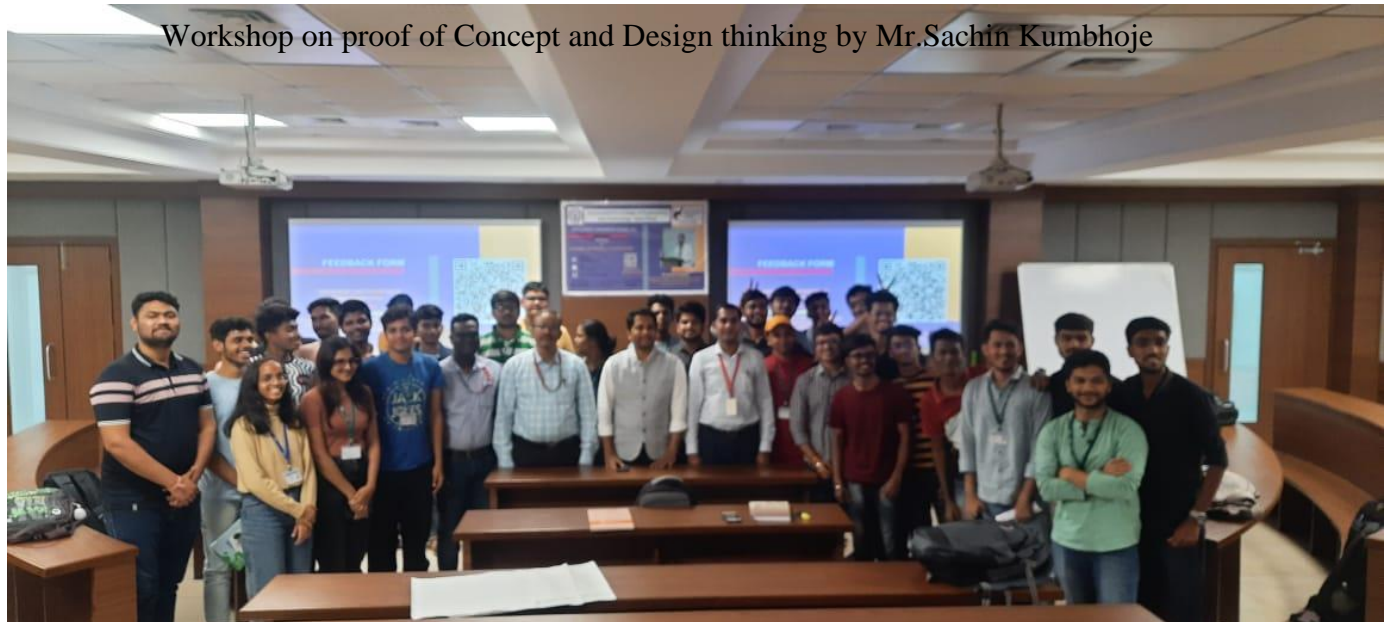
Dr. Ashish Chaudhari

Dr.Ashish Chaudhari

President, IIC

**Report of
One Day Workshop on Innovation and Creativity in Entrepreneurship on
22nd Feb 2023
Session Two**

Glimpses of the Event



Student participants developing their own project proposal during the event of Mr. Kumbhoje



Mr.Kumbhoje Discusses with the participating students during the session.



ATTENDANCE SHEET

Date: 22/02/2023

Workshop on "Innovation and Creativity in Entrepreneurship"

Expert Speaker

Mr. Sachin Kumbhoje

Entrepreneur, Start-Up Coach & Public Speaker,

OpEx StartUp School, Kolhapur.

Sr. No.	Name of Student	Mobile No. (Whats App)	Year	Branch	Sign
01	Amulya C. Shetty.	7666887265	SE	AI	Amulya
02	Shruti Pawar	8828353395	SE	AI	Shruti
03	Shreyank Karable	7738760789	SE	AZ	Shreyank
04	Kunal Poojary	9175506207	SE	AI	Kunal
05	Meet Paghachari	8657191248	S.E	AI	Meet
06	Anuj Mishra	9320215112	SE	AI	Anuj
07	Jeet More	9152566703	SE	AI	Jeet
08	Sakshi Karande	9987702391	SE	AI	Sakshi
09	Amey Ghule	8657557690	SE	Civil	Amey
10	Vik. Dhanabhai	9862011053	SE	CIVIL	Vik.
11	Pranav Patil	9049534537	SE	CIVIL	Pranav
12	Omhar Chake	7850609188	SE	CIVIL	Omhar
13	Shubham Goniwale	7045859828	SE	CIVIL	Shubham
14	Sakshi Katke	7021544505	SE	CIVIL	Sakshi
15	Shabnam Kumari	8210676721	SE	CIVIL	Shabnam
16	Suyash Sanju Dalvi	8767858225	TE	MECH	Suyash
17	Tarun Dalvi	8208261227	TE	MECH	Tarun
18	Sakshi Anant Shelar	5221335209	SE	CIVIL	Sakshi
19	Bhavesh Mude	8454807117	SE	CIVIL	Bhavesh
20	Nilesh Yadav	9307374941	SE	AI	Nilesh
21	Pratham Patel	9529937996	SE	Civil	Pratham
22	Mayur P. Patil	7756891025	SE	MECH	Mayur
23	Harsh Modhasiya	9372023171	SE	Mech	Harsh
24	Narsh Thakur	8551949330	SE	Civil	Narsh
25	Ayaan Diwan	9284504568	SE	Mech	Ayaan
26	Rohan Patil	9029205861	SE	Mech	Rohan
27	Bhushan Mandave	9702756797	SE	Mech	Bhushan
28	Aryan Varma	8104392302	SE	Civil	Aryan
29	Satyashel. Patode	7249441250	SE	MECH	Satyashel
30	Hemant K. M. Vora	8600549184	BE	CIVIL	Hemant

Meldeo

Dr. Ashish Chaudhari

Sr. No.	Name of Student	Mobile No. (Whats App)	Year	Branch	Sign
31	Smit Padsala	9137761011	SE	AI&DS	<u>Smit</u>
32	Dhruvit. B. Chaudhari	9780734075	T.E	mech	<u>Dhruvit</u>
33	Arya Reddy	9096861057	S.E	MECH	<u>Arya</u>
34	Aditya Deepak Jadhav	8104886205	A.S.E	Mech	<u>Aditya</u>
35	Pareesh Patil	9209324736	S.E	Mech	<u>Pareesh</u>
36	Anuj Pagi	8153045450	S.E	mech	<u>Anuj</u>
37	Vighnesh S. Parab	8975712868	S.E.	Mech	<u>Vighnesh</u>
38	Raja R Shah	9022682501	SE	Mech	<u>Raja</u>
39	Smeat Shah	8451824805	SE	Mech	<u>Smeat</u>
40	Kailash Maharana	7718933471	SE	Mech	<u>Kailash</u>
41	Jatin Vatare	8355853471	SE	Civil	J.S. Vatare
42	Tejas Shende	8446618920	SE	Civil	<u>Tejas</u>
43	Abhan Khar	7219268795	B.E	Civil	<u>Abhan</u>
44	Omhar Chetke	7850609188	SE	Civil	<u>Omhar</u>
45	Anurag Sharma	8657269261	SE	AI&DS	<u>Anurag</u>
46	Mishra Utkarsh	9529628146	SE	Mech	<u>Mishra</u>
47	Anirudha Jadhav	8591080677	SE	MECH	<u>Anirudha</u>
48	Uthagan Ambawale	7400448070	SE	Mech	<u>Uthagan</u>
49	Dewang Nimbare	7304314467	SE	Mech	<u>Dewang</u>
50	Janushka Gavit	8855913927	SE	Civil	<u>Janushka</u>
51	Himanshu Patil	9321279413	SE	Mech.	<u>Himanshu</u>
52	Prabodh RAO	8080442752	SE	MECH	<u>Prabodh</u>
53	Meghana. K. Chavan	9820287659	SE	MECH	<u>Meghana</u>
54	Adarsh AVhad	8390079213	S.E	CIVIL	<u>Adarsh</u>
55	Venketesh Mehta	8454981322	SE	CIVIL	<u>Venketesh</u>
56	Ajay Lachaka	7972337913	S.E	CIVIL	<u>Ajay</u>
57	Harshit Raul	8793479622	T.E	MECH	<u>H.B. Raul</u>
58	sai S. Gosani	7620170426	S.E.	CIVIL	<u>Sai</u>
59	Mitali Salve	8425914589	TE	MECH	<u>Mitali</u>
60	Omkar Bhoir	7219639049	TE	MECH	<u>Omkar</u>
61	Shubham Jha	8950729521	TE	EXTC	<u>Shubham</u>
62	Nilesh Jangid	8454913316	TE	EXTC	<u>Nilesh</u>
63	Nikhil Kargatia	7875856630	TE	EXTC	<u>Nikhil</u>
64	Shreya Dardle	7620052205	TE	EXTC	<u>Shreya</u>
65	Mrudula Bidvi	9370883401	TE	EXTC	<u>Mrudula</u>
66	Shubham Goregaonkar	7858485060	S.E	AI	<u>Shubham</u>
67	Aditya Shinde	8805406489	S.E	AI	<u>Aditya</u>
68	Anirudha Rao	9326267280	S.E	CIVIL	<u>Anirudha</u>
69	Omkar Bhikle	8879135446	SE	AI	<u>Omkar</u>

Ashish
Dr. Ashish Chaudhan

