



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

Academic Year	2022-23		
TITLE	VASAI VIRAR START UP FEST		
Organizing Committee	E-Cell and Institute Innovation Council		
Date:	28/03/2023	Time	10 am
Venue of the Event	Seminar hall		
No of participating Students	1500		
No of participating faculty	80		

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Faculty In-charge

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



**Report of
VASAI-VIRAR START UP FEST
24TH MARCH 2023**

Objective: To inculcate the start up awareness among students and faculty

Exhibition of successful startups and entrepreneurs for sharing success story

About the Event: The chief guest for inaugural function are

1. Mr. AnilKumar Pawar

Chief Guest

Brief introduction of chief guest

Mr.Pawar is a Deputy Collector of 1997 batch and currently working as Commissioner of Vasai-Virar City Municipal Corporation.

2. Mr. Amit Rambhia

Guest of Honour

Brief introduction of guest of Honour

Mr. Rambhia is the Chairman & Managing Director at Panache Digilife Limited.

Other Dignitaries on the dias are

Mr.Vikas Vartak,President,Vidyavardhini Trust

Mr. Hasmukh Bhai Shah, Secretary,Vidyavardhini Trust

Dr.Harish Vankudre,Principal

Mr. Chandan Kolvankar,Faculty Incharge

Brief summary of the event

Startup Street held on 24th & 25th of March from 10:00 AM to 7:00 PM. A total of 50 startups were set up there stalls and exhibits to showcase their products, services, and innovative solutions. This bustling avenue became a hub of creativity, resilience, and collective effort, as entrepreneurs networked, shared ideas, and explored potential collaborations. Visitors had the opportunity to witness the diverse range of startup ventures emerging in the region and experience the energy and passion of these entrepreneurial endeavors.

List of some startups participated in the event are

List of Stall -

Shaileen - Ladoo & Spices
KV Solutions
Advanced Fluro (P) Ltd

Digital Startup
Hrishi Computer Education
Around
Jobwala
EAngel mobile secure services
DSR
Air aromas
Innovative Niyati Property Management Pvt. Ltd.
D'Carbonising Center India Pvt. Ltd.
Tensai Computers Private Limited
MSS powersys
Pratha Naturals and Handmade Pvt. Ltd.
Khaniya Mobility Pvt Ltd
Neelkanth Bhelbhatta
Beauty Services
We worth samruddhi mahila bachat gat
DSR Electronics and financial pvt Ltd
Tailor classes
Rudvi
Yogdeep Food's PVT LTD
Texil Enterprises
Physical Therapy
E Vishwa Electobike Pvt Ltd
Invincibles United
Around
Fresh farm
Fizzul
Media Tribe
BlueKurtosis Consultancy OPC Pvt Ltd
Innovative Niyati Property Management Pvt. Ltd.
Augreli Technologies
Koubek Blockchain Project
Sushrut Designs Pvt Ltd

The students got the opportunity to visit each stall of start up and interact with the owner or the director about their success story. More that 1500 students were participated in two days of event.

The startup ventures also energized as they found association with different customers, enquires and business through such event,

The event was a very successful and all were celebrated it as a festival.

Thank you,



Dr. Ashish Chaudhari

Dr.Ashish Chaudhari

President, IIC

**Report of
VASAI-VIRAR START UP FEST
24TH MARCH 2023**

Glimpses of the Event



Deligates for Vasai Virar StartUp Fest 2023



Hon. Chief officer Mr.Pawar,VVMC and Hon.President,Vidyavardhini Mr.Vartak and Dr.Harish Vankudre visiting the startups



Mr.President during inaugueral function of Vasai Virar Start up Fest



The startups interaction with students and visitors



Start up cubical of one venture.



Report of

How to Negotiate like a Entrepreneur

25th March 2023

Objective: To introduce the audience learned the pros and cons of being an entrepreneur

About the Speaker: The guest speaker for the session

Mr. Abdul Basit Saboowala

Brief introduction of chief guest

Revolutionizing Presentations with Futuristic Holographic Experiences, Visual Storytelling, Youngest Physics Professor, Innovator, Futurist, Speaker, Founder & Chief Executive Officer of Holo Inventions Inc. Holo Inventions Inc. is a multi-award-winning futuristic R&D venture revolutionizing the way human experience technology with WOW Holographic Experiences. They help clients increase ROI with Futuristic Holographic Avatar & Epic Storytelling Holographic Presentations. Backed by SINE IIT Bombay, IIT Mandi Catalyst, Ministry of Electronics & IT, Govt. of India, Wadhvani Foundation and AIC RNTU, Atal Innovation Mission, NITI Aayog.

In 2020, Mr.Saboowala founded Holo Inventions, a multi-award-winning futuristic R&D venture with a vision to revolutionize the way human experience technology with Futuristic Holographic Experiences. To build a robust ecosystem for AR VR Holography in India, we launched 'Holo Shiksha' initiative to train millions and connect the bridge between industry & education institutions.

Mr.Saboowala delivered 50+ sessions globally on AR VR Metaverse & Innovation for corporate professionals and educational institutions with a fusion of WOW, entertainment, activities and in-depth knowledge.

Accolades:

- Top 500 Emerging Startups in South Asia
- Innovation Award - Nehru Science Centre, National Council of Museum, Govt. of India
- 2 Times Avishkar Research Convention Award

Some of the interesting projects Mr.Saboowala is working on:

- Holographic Interactive Tech, one of the world's first interactive hologram (International patent)
- Holographic Presentation, helping organizations captivate their audience with 'WOW' by delivering an unforgettable holographic opening & presentation

- Virtual 3D Toolbox, an innovative immersive media that helps luxury brands to provide a Virtual Touch & Feel experience of their products online

Brief summary of the expert talk

- Mr. Abdul is highlighting about the behavior an entrepreneur should have. He should be positive and believe in yourself. If this is the attitude the entrepreneur will definitely win the situation.
- Mr. Abdul also explains the
- Negotiating like an entrepreneurial expert is a valuable skill that could help the entrepreneur to navigate various business situations and achieve favorable outcomes.
- Some key points to keep in mind for a successful negotiation was shared by Mr. Saboowala.
- First point is to prepare thoroughly: Mr. Saboowala suggest to do research of the other party's background, needs, and interests. Based on it define your own objectives and desired outcomes.
- Establish Rapport: An entrepreneur should build a positive relationship with the other party One must show empathy and active listening to understand their perspective.
- Set Clear Objectives: Mr. Saboowala emphasis on this point and suggest to determine your minimum acceptable outcome (BATNA - Best Alternative to a Negotiated Agreement). Further define your ideal outcome and target goals.
- Create Win-Win Scenarios: An successful entrepreneur should look for opportunities where both parties can benefit and as far as possible avoid a win-lose mindset, as it can damage long-term relationships.
- Effective Communication: An entrepreneur should be clearly articulate the points and be a good listener. He should use open-ended questions to encourage the other party to share their needs and concerns.
- Leverage Timing: mr. Saboowala elaborate about the importance of time and mentioned be mindful of timing and deadlines. Use time pressure strategically, but don't rush the process unnecessarily.
- Negotiate Value, Not Just Price: One should explore ways to add value beyond price adjustments. Consider non-monetary factors like delivery times, quality, or additional services.
- Maintain Flexibility: An entrepreneur should be open to adjusting owns strategy as the negotiation progresses. Don't get stuck on a single solution; explore different options.
- Overcome Objections: Entrepreneur should address objections and concerns constructively. Provide evidence or solutions to alleviate their doubts.
- Stay Calm and Professional: Important for an entrepreneur is to keep emotions in check, even in heated discussions. Maintain professionalism and respect throughout the negotiation.
- Negotiate in Person When Possible: As per Mr. Sabwoola. Face-to-face negotiations often lead to better outcomes as they allow for non-verbal cues and personal connections.
- Use Silence Effectively: Sometimes Silence can be a powerful tool to encourage the other party to make concessions or share more information.

- Be Patient and Persistent: Some negotiations take time to reach a mutually beneficial agreement. Don't give up easily; persistence can lead to better outcomes.

Mt.Sabwoola explains all the points with justifications and examples .He also mentioned to Remember that negotiation is a skill that improves with practice. Each negotiation experience will help you refine your approach and become a more effective entrepreneurial negotiator.

The institute Innovation Council in association with e-cell was organized this session on 25th March 2023 at Vidyavardhini's College of Engineering and Technology campus in offline mode.

There were 57 students and four faculty members were attended the session.

The vote of thanks was delivered by student volunteer and session was concluded.

Thank you,



Dr. Ashish Chaudhari

Dr.Ashish Chaudhari

President, IIC

**Report of
How to Negotiate like a Entrepreneur
25th March 2023**

Glimpses of the Event



Mr.Abdul Interated on ocassion of how to negotiate like an entrepreneur



Mr.Abdul Interacted with students during the session



Participants for the session



Report of

Key to success as businessman on

24th March 2023

Objective: To introduce the positive and negative behaviour of a person

Key issues to be considered for successful businessman

About the Speaker: The guest speaker for the session

Ms. Richa Maheswari

Motivational Speaker

Brief introduction of chief guest

Ms. Richa is a motivational speaker, performance trainer and life coach had conducted 2500+ workshops and trained 40,000+ people across industries in 10 years.

Brief summary of the expert talk

Ms. Richa begins the session with an enthusiasm motivating students with good afternoon to speak loudly. This is in order to bring the attention of students post lunch. Ms. Richa explained her struggle during the early stage of career development. She came all the way from Uttar Pradesh to Mumbai with no money in hand. She stayed at girls working women hostel in Mumbai on a sharing basis. The struggle for earning as well as learning was really acknowledged by students. Ms. Richa emphasizes on positive attitude an entrepreneur should have? Adaptability is one of the key attitudes. Awareness—continuously challenge yourself and need to learn from market. Confidence and belief is a very important quality that entrepreneurs should have. Ms. Richa explained each term very clearly with examples. Laziness is one of the drawbacks of human beings was also explained with examples. Undermining of potential is another negative thing that needs to change for becoming a good entrepreneur. You are in the company of 5 people with whom you spend your valuable time. So always keep the friendship who always tried to keep you uplifted in life. A bad attitude is like a flat tyre. Your soft skill and attitude will take you far ahead in life. Story of elephant tied with rope is shared by Ms. Richa and interacted with all. The elephant during childhood tries to break the chain tied to his feet. But unable to do so. When the baby elephant grows up and becomes strong enough, still did not break the same chain tied to his leg. This is because he was conditioned from childhood that the chain is very strong and he won't be able to break. Similarly students are also conditioned from childhood which limits the progress of us. The life will change if we ourselves narrate our own story and think differently. Ms. Richa elaborates about the narrating story of life is in our own hand not neighbors, friends etc. It's always easy to play the victim role like why it happened to me always?

The Institute Innovation Council in association with e-cell was organized this session on 24th March 2023 at Vidyavardhini's College of Engineering and Technology campus in offline mode.

There were 52 students and four faculty members who attended the session.

The vote of thanks was delivered by student volunteer and session was concluded.

Thank you,


Dr. Ashish Chaudhari

Dr. Ashish Chaudhari

President, IIC

**Report of
Leadership, Innovation and Gender Constraint on
10th March 2023**

Glimpses of the Event



Expert session on Leadership, Innovation and Gender Constraint by Ms. Richa Maheshwari



Ms. Richa interacted with the participants during the session



Expert Session on Leadership, Innovation and Gender Constraint



Report on “Challenges faced by an Entrepreneur”

25th March 2023

Date of Lecture- 25th March 2023

No. of Participant- 48

Objective: Panel Discussion of challenges and struggles faced by entrepreneurship

About the Judges: The guest panelist are

1. **Ms. Radhika Bajoria , Founder - Radically Yours Inc USA | Podcast Host - ‘Wiping out the Norm**

Radically Yours is the new age, cross-border connecting platform for startups to find their way to investors, who give strategic guidance, not just financial support. In the same way, we help investors and institutions connect with their targeted investee companies through our network of associations and founders across the globe. They are in the development phase currently to shape up this one of a kind, seamless tech led platform. However, They are accepting requests at connect@radicallyyours.com from startups and companies which are, Looking to raise funds, Get mentorship and advice on business plan. Seek help from us on content and website development, LinkedIn brand building. They cover trends and issues in the investment funds industry, governance in listed and unlisted companies. Our purpose is to bring out the unheard stories of how companies fail to maximize shareholder value, thereby educate all the investors by capturing the voices of proxy advisors, bankers, and shareholders.

2. **Mr. Soumyadeep Mukherjee,**

A Sales & Distribution Specialist with over 20 years of experience in India & Abroad with some of the top MNCs in the Beverages, FMCG & Financial services sectors. Expertise in start up operations, launching brands, setting up distribution channels, making strategies, managing large sales teams & support functions and setting priorities for immediate actions in achieving sales target. Proficient in managing business operations encompassing channel management, supply chain management, market/ competition analysis, people management with key focus on profitability. Hold the distinction of exploring new markets and New Product Development and standardizing sales operations for escalating turnovers & achieving goals.

Excellent communication, analytical, relationship management and problem solving skills. Willing to work closely with all functional groups within the organization. Experience of Managing complexities of multiple sales channels of Traditional Retail, Modern Format Retail & HORECA for India, Middle East & Africa!!

3. Mr. Pradipta Sahoo.

During discussion some key points are as below:

The panel discussion of entrepreneurs were organized by Institution Innovation Council and E-cell Vidyavardhini's college of Engineering

What are the most significant obstacles faced to start entrepreneurs?

Today setting a good laboratories is important. Companies are ready to work with startups at throw away price to do the testing setting up laboratories. Previously we used to transport material by ourself on truck. Now the logistics is taken care by some other agency. For todays graduates, the world is open with lots of opportunities.

The graduate with required skillset availability?

Ms. Radhika elaborate her experience of human resource as per required skill set. Ms.Radhika highlight to acquire about the necessary skillset apart from the curriculum during the graduation. When a person acquired skill he or she could do something definitely.

The question put on floor that whether there are any sector entrepreneurs in market more than 10 years , how they struggle for survival?

Mr.Pradipta explains about any product any entrepreneur introduced in market is not only product, entrepreneur has to invest lots of money on different modes like advertisement, skill etc. The biggest challenge is the customer because the customer is very uncertain. So while dealing any product, it is very necessary that there must be a group of customer, how it satisfy the need of customer. Entrepreneur has to set the branding accordingly.

How the entrepreneur faces the challenge in change of technology and customer affect the business?

Mr. Soumyadeep highlight about the continuous education need to acquire by the entrepreneur. He or she should be keep updated with the market scanerio and nurture himself.

Ms. Radhika tried to make the entrepreneur mentally strong to accept such changes and try to learn the new things that are important for the growth of the business.

Mr. Pradipta said the customer feedback is important at every stage and incorporating the changes in the product is the utmost need to survive in entrepreneurship.

How the businesses balance and take calculated risk with the resources available ?

-Mr.Soumydeep emphasis about the market scenario is important to take the calculated risk. Being an entrepreneur running 1000 crore business, risk taken is accepted as its have a small effect on overall business. But small entrepreneurs should take a calculated risk with due serious. Prepare the budget for ourself and

decide how much could I take risk. In this journey of business, is on till you become Lifebuoy. Take risk and face the cenerio. Shared example of Colgate with charcoal. Also case study of Kellogg's for breakfast Kellogg's. They spent lots since six years for research for launch. Saffola noodles also another risk by Saffola.

Ms.Radhika emphasis that the culture of organization is important and one need to follow the culture.

All panelist put forward the key points of learning at each level is important for the entrepreneur.

Overall the session was interesting and all had great interactions and audience really enjoyed the session.

Students with an entrepreneurial perspective attended these seminars with great enthusiasm.

I thank all panel members for accepting the invitation and share your experience and views , I definitely look forward for interaction in coming future.

The session ends with a vote of thanks.

Thank you,



Dr. Ashish Chaudhari

Dr.Ashish Chaudhari

President, IIC

Report on “Challenges faced by an Entrepreneur”

25th March 2023

Glimpses of the Event



Panel Discussion on Challenges faced by entrepreneurs. Panelists are Ms. Radhika, Mr. Soumyadeep, Mr. Pradipta



Panel Discussion on Challenges faced by entrepreneurs. Panalist are Ms. Radhika, Mr.Soumyadeep,Mr.Pradipta



Panel Discussion on Challenges faced by entrepreneurs. Panalist are Ms. Radhika, Mr.Soumyadeep,Mr.Pradipta with host of the panal discussion

Social media link for the event

<https://www.youtube.com/watch?v=1gzHQfMnSvc>