



KLE Technological
University
Creating Value
Leveraging Knowledge

Annual Report of activities in CTIE for the year 2018-19



About: KLE-CTIE, started at the KLE Technological University the year 2012. Today, it is a DST recognized Technology Business Incubator. To enable technology entrepreneurship in the region, DST has approved funding of Rs. 3.4 crores for KLE-CTIE.

Our Vision:

KLE-CTIE has the vision to be a pioneer-to foster, enable and grow the innovation and entrepreneurial ecosystem in tier-II Cities in India.

What Do We Do?

We are a No-Equity and Not-for-profit, start-up friendly incubator. We have 38 tech start-ups spread across over 34,000sq.ft of work space. Our USP is been, access to young talent in a well-structured model to enable frugal product development. Start-ups love this! 7 tart-ups have faculty partners.

Summary of Activities held in the year 2018-19

The year saw a number of activities take place in the campus with the sole aim of aiding the progress of the start-ups that are incubated in KLE-CTIE. We also witnessed few startups catch flight and soar high by bringing laurels on the big stage. In the table below, the activities have been put in a nutshell; coverage of individual activities is mentioned in the report ahead.

Sl. No	Type of Activity	Numbers conducted	No. of Participants
1	Mentorship events	8	170
2	Industry Interface	4	72
3	Investor meets	3	50
4	Workshops	4	200
5	Student Entrepreneurship events	9	2000
6	Institutional visits	1	4
7	Number of Startups as of March 31, 2019	30	--

APRIL 2018

Visit from Directorate of Technical Education, Govt of Karnataka:

Date: 02/4/18

- Mr. S G Venkatesh, **Government Polytechnic College, Davangere**
- Mr. G C Dharanendra, Assistant Director, **Directorate of Technical Education**
- Mr. Shekhar, Deputy Director, **Directorate of Technical Education**
- Mr. A M Bhojedar

The team had visited the campus to understand the model of CTIE and how to implement it in various Engineering and Polytechnic colleges across Karnataka. Dr. Nitin Kulkarni gave a brief presentation on CTIE and further answered questions and doubts posed by the guests. The presentation was also attended by Mr. Murtuj Mirajkar, PRO- KLETech; Mr. Kanthi, Placement officer. The visiting team had drafted a proposal that was to be presented to the State Government of Karnataka to promote Entrepreneurship across various towns and cities in the state. The guests also interacted with the various startups that are incubated in CTIE.

The session was attended by 23 members from various departments and startups.

Design Thinking Workshop:

31st March & 1st April 2018 Venue: Senate Hall, R H Kulkarni Building

Resource Person: Mr. Rohaan Goswami & Ms. Manshi Dubey

About the Resource Person:

***Rohaan Goswami** is the **COO and Director of Product Design** at Ycenter India. He leads the engineering and design teams in their mission to create a global experiential learning platform. He oversees conceptualizing and implementing creative features along with go-to-market strategies for Ycenter's worldwide expansion programs, specifically in Asia and the Middle East.*

In November 2017, Rohaan was invited as a delegate from India to the United Nations Development Program - Misk Global Forum in Riyadh to brainstorm with young leaders, creators and thinkers from around the world for ways to meet "The Challenge of Change".

The workshop was aimed at giving students a platform to enhance their creative and complex problem-solving technique and dwell to possible solution to address the same.

The resource person started off with introducing themselves post which they had a short skype call with Mr. Dhairya Pujara, CEO, Ycenter Development Program.

Ycenter is a USA based global experiential educational enterprise offering human centred design programs for Entrepreneurship, Leadership and Innovation.

The workshop started off with discussing, what Design Thinking is all about. The resource person dealt with double diamond model to make the participants understand how to evolve *through Discover, Define, Develop and Deliver stages*.

Then he dealt with the way problems can be classified,

- *Well Structured Problems* – which yield right answer through application of appropriate algorithm.
- *Ill structured Problems* – which does not yield a particular certain answer, mostly real-world problems where data is conflicting or inclusive.
- *Wicked problem* – those that are difficult or impossible to solve because of incomplete, contradicting and changing requirement that are often difficult to recognize.

Participants were asked to start an organization of their own and recruit members to their organization by choosing other participants from the workshop. This is how teams got formed. Once organization were freezed, each organization choose an area to work on, were the focus was to come up with a business model to address the issue.

Lastly the workshop ended up building a *Business Model Canvas* around the problem to address it appropriately. Ycenter also has a canvas of their own to support start – ups.

The workshop ended by participants showcasing their Business Model Canvas. There were discussions, debate on the same. But a platform to build appropriate canvas was provided.

PHOTO GALLERY:

The importance of Data collection, evaluation, and analysis was highlighted known to the students. The evolution of Data Sciences starting from file-based database to Big Data, Mr. Joshi also explained the reasons behind coining the term 'Big Data'.

The advent of smartphones, laptops and the internet has helped corporates harness data at an unprecedented rate from a variety of mediums. It is further stored, evaluated and analyzed for decision making related to new product launch, exploring new geographies for business, and taking other decisions.

The session was an initiative by CTIE in connecting the students with professionals and entrepreneurs to help the students get equipped with the latest happenings in this competitive world.



MAY 2018

Financial workshop for businesses:

Date: 19/5/2017

Resource Person: Mr. Vinayak Hiremath, CA.

Attended by 6 start-ups

Mr. Vinayak Hiremath has expertise in Corporate Accounting, Business setup services, Audit & Assurance, Income Tax advice, Business plans and valuations, Corporate Restructuring, Cross Boarder Taxation, Secretarial services for fund-raising.

His affinity towards startup culture has lead him to mentoring startups on a Statutory Compliances and Management Accounting.

The one day workshop focused on Accounting and Tax Compliances, Other Regulatory Compliance, Maintenance of Statutory Registers, Due diligence and related activities, Management accounting Vs Financial accounting, Pricing and Margins, Cash flow management, Valuation and Methodologies (Net Asset Methods, Enterprise Methods, Discounted cash flow method). He also spoke on tools, which are useful for accounting and communication. One on one sessions was arranged for interested startups post the conclusion of the workshop.

He interacted with the start-ups and shared his journey as an entrepreneur and the challenges that he faced during his course of it. He discussed at length about product development and how do you get the product to the market and sustain the product in the market. The strength of the company lies in the ability to respond quickly to customers, create new markets, rapidly develop new products, and dominate emergent technologies. The key to this process is personal commitment, the employees' sense of identity with the enterprise and its mission.



Pitching for incubation by NOVA GLOBAL:

Date: 24/5/2017

Pitched by: Mr. Manjunath Burli

Review panel consisted of Dr. Nitin Kulkarni, Dr. Prashant Achari, Pavan Sarthi, Sushant Kudagi

Mr. Manjunath Burli and his colleague gave an in-depth introduction about Nova Global and what it plans to achieve in future.

Details about their future products and service offerings were provided.

Their application was approved by the panel and they were incubated in CTIE.

JUNE 2018

Webinar with Mr. Yogesh Thite- A startup mentor/Investor connect.

Date: 02/06/2018

Resource Person: Mr. Yogesh Thite

Attended by 11 start-ups

Mr. Yogesh Thite founder and CEO of Meticulous Business Solutions. He is a seasoned startup mentor and consultant. Young, energetic and result oriented person. Individual with go-getter attitude and always a positive thinker. An Entrepreneur by heart, Product Innovator by skills and Business Consultant by choice.

The webinar was to educate the start-ups about how to prepare themselves for funding. How to make them attractive in the eyes of the investor. Many queries were raised by the start-ups, which were promptly resolved by Mr. Thite.

Startup Internship Experience for 6th semester engineering students:

Course duration: 8 weeks

Number of students participated as interns: 93

Number of startups that offered internship: 11

CTIE had organized an 8-week startup internship for 6th semester students. The students had to submit their resumes to CTIE and the startups would submit the problem statements that they wanted the interns to work on.

Once the initial round of matchmaking happened, students had to approach the startups for an interview. Based on a successful round of interview, the students would be absorbed as interns by the startups.

Sample problem statements on which the interns worked are as mentioned below:

- Virtual platform to ease engineering projects execution for engineering students
- Deploying a deep learning model in production, developing GUI for Machine learning models and deploying them as software platforms.
- Face recognition based attendance management
- Development of open-source data monitoring dashboard for IoT applications

- Using a bio analytical tool called as HPLC, to estimate a bio marker called homocysteine in human blood plasma
- Design and development of mechanical systems for automotive applications
 - Pneumatic systems
 - Hydraulic systems
 - Simulation and Analysis
 - System prototyping and testing

JULY 2018

Elevate2018: Stage 3 evaluation

Date: 31/7/2018

Arranged by Karnataka State Govt, IT/BT Dept.

Hosted by KLE Technological University, Hubballi.

KLE- CTIE encourages startups to participate in the various business plan contest and other activities to get the right exposure and encouragement. Competitions such as Elevate 100 allow start-ups to pit themselves against other start-ups in the state.

Karnataka Biotechnology and Information Technology Services (KBITS) Ministry of IT & BT Govt. of Karnataka took initiative to fund entrepreneurs across the state. 9 incubatees applied for the second edition of Elevate 4 companies got shortlisted for the final pitching to be held in Bangalore.



Next Big Idea 2018:

Hosted by: KLE Technological University and KLE CITE

Arranged by: Nextzone startups and Government of Canada

Date: 12/07/2018

The Next BIG Idea Contest is an annual feature of Zone Startups India's ecosystem development activities, that engages the pan-India startup ecosystem stakeholders including Startups, Incubators, Co-working spaces, Investors, Industry & other enablers through roadshows in 20 cities across India. The Next BIG Idea Contest seeks to discover India's 5 most high-potential and innovative technology companies who are looking to leverage a soft-landing opportunity in Canada as gateway to North America. The selected startups get access to a bespoke market access program includes mentorship, industry connects, investor meetings and a great international exposure.

Over the past 5-years, the 27 winners of Next BIG Idea contest have gone onto raise investments in excess of \$100 Mn; with 2 major exits in CitrusPay and Sokrati. Some of the past winners include Vidooly, ShieldSquare, Plackal, Flip Technologies, AdSparx, Konotor (acquired by FreshDesk), Heckyl, Data Resolve, Uncanny Vision, Gray Routes, Sequaretek etc.

The Next BIG Idea Contest started out as a joint-initiative of Zone Startups India and Government of Ontario, has now extended to include Global Affairs Canada, Government of British Columbia and Government of Alberta. Speakers were:

1. Mr. Vivek Pawar, Executive Chairman, Sankalp semiconductors Pvt. Ltd
2. Mr. Mark Schroeter, Consul and Trade Commissioner, Consulate General of Canada
3. Mr. Prakash Kurdekar, Tech Consultant – NETRA, KLE Technological University
4. Mr. Sharath Chandangoudar, Co-founder and Director of Operations, Logistimo



AUGUST 2018

Workshop on Introduction to Systematic Innovation:

15th, 16th and 17th August 2018

Resource Person: Dr. Balachandar Ramadurai.

The workshop was our first step towards thinking of the solution for the problem statements we had.

The students post completion of Course 1 of Minor in Entrepreneurship, had spent enough time in coming up with the Problem Statement, they wanted to pursue their work on. Hence it was time to venture into possible solution these problems could have.

On day one, Dr. Balachandar Ramadurai, took us through basics of Systematic Innovation. His belief was if Innovations are not systematic, then we are bound to wander to arrive at possible solutions.

The resource person stressed on the fact that if ideas are implemented they should lead to sales/revenue from the customer.

Systematic Approach is like solving a multi-dimensional puzzle. People who come up with great ideas are the ones who work close with the customer and know how to crack it and figure out a need.

The objectives of the workshop were then laid out as:

- You will be able to recall phases and steps of systematic innovation (SI)
- You will be able to match phases and steps of SI to the descriptions
- You will be able to apply some of the tools of SI to real problems

Then we had groups present their problem statements to us. **The resource person had asked the teams to present on the following points.**

- Context - Why do we need your idea to work?
- Imbalance - What's wrong with the current context of your idea?
- Balance - How can your idea become irrelevant?
- Solution - How does your idea bring balance (point 3 above) from the state of imbalance (point 2 above)?
- Please prepare a presentation you can talk about for 8 minutes (Represent points 1, 2, 3 and 4 on a chart paper using pictures/visuals/drawings)

With this we ended day one of the workshop.

Day 2 of the workshop dealt with 5 - Whys and Conflict analysis.

The multi why's also known as Toyota's 5- Whys approach was illustrated with an example.

Why does a student come late to class regularly?

The resource person illustrated conflict analysis using an example of Partho's, one of the three Musketeers. So Partho's, loved to wear fancy clothes however, if the tailor measured his

measurements by touching his body, off would go the head of the tailor, as Partho's hated someone touch him. But the need of fancy clothes would still be unfulfilled. Had Partho's not allowed his measurements been taken perfectly the clothes wouldn't fit him well.

He then introduced us to Patent searches and discussed why they are important.

He then informed us to do patent searches for the solution we have come up with for the problems.

With this he introduced us to Genrich Altshuller, notable for the creation of Theory of Inventive Problem Solving, its Russian acronym being TRIZ. Working as a [clerk](#) in a [patent office](#), Altshuller embarked on finding some generic rules that would explain creation of new, inventive, patentable ideas. He eventually created the TRIZ.

On Day – 3 students were asked to work on their proposals and do a round robin presentation for three rounds. By this way the quality of presentations would improve, and newer perspectives would be provided by reviewing teams for the problems and solutions under consideration. He called it Bullet – Proofing.

Day – 3 and the workshop ended with this.

The participants learnt to summarize the ideas and provide suitable solutions to it. Though the solutions proposed may not be exactly the one they wish to implement, the thinking process has started so that they now are capable to venture systematically into arriving at appropriate solution.

Photos:



Rehearsal for Elevate2018 – Final pitching:

Date: 24/08/2018

Reviewed by: Mr. Prasanna Dixit and Mrs. Soumya Bhat

3 of the 4 shortlisted companies presented their ideas to the reviewing panel. Suggestions and improvements were accepted and adopted by the shortlisted companies as instructed by the panelist. The 4 shortlisted companies were:

1. Float Design Labs
2. Havenow FoodTech
3. Property360Degree
4. INDrone Aero Systems.

Mentoring Session with Dr. Anant Koppar:

Date: 30/08/2018

Arranged by: KLE CITE

Dr. Anant Koppar with around 33+ years of industry experience is a Serial Entrepreneur. Dr. Anant Koppar was awarded the prestigious Karnataka Rajyotsava Award 2008, the highest civilian award instituted by the Karnataka Government for outstanding contributions to the growth of IT Industry in Karnataka, India.

Initial icebreaking session with 4 companies was held in CITE. The companies were:

1. STEK Innovations
2. Jellycone
3. Chromisis Technologies
4. Float Design Labs

SEPTEMBER 2018

Elevate2018:

Date: 05/09/2018

Attended by IT/BT department, Government of karnataka

Elevate2018 was final pitching round was organized in Bangalore. Out of the 4 shortlisted startups, INDrone Aero Systems was one of the winner.

INDrone Aero Systems provides Aerial data capture coupled with advanced analytics to applications like land mapping (survey) and inspection of structures (dams, bridges, electric towers etc), surveillance, plant health (Agriculture), thermal imaging (Energy industries) and disaster management.



Pitching session for incubates:

Date: 06/09/2018

Organized by KLE CITE

20 startups participated in the pitching session and gave a 4 slide presentation, which gave a birds-eye view about the startups. The presentations were reviewed by Mr. Nayan S Momaya and Mrs. Soumya Bhat. The presentation focused on understating the vision and mission of the startup, current financial status, team profile and product/service description.

Mentoring Session with Dr. Koppar:

Resource person: Dr. Anant Koppar

6 startups met Dr. Koppar, 2 Startups met Dr. Koppar for the first time. The mentoring session now helped Dr. Koppar understand the problems the startups faced.

The 2 startups that met Dr. Koppar for the first time were:

1. Tweak Labs
2. Express Analytics

OCTOBER 2018

18 October 2018 – D-Day!

Experiencing Entrepreneurship – PUPA 2018

Entrepreneurship, the spirit of believing yourself and initiating a business, is an Art. PUPA has been a platform that has helped students put their best foot forward in exhibiting their entrepreneurial talent. It's a mega platform, which has helped the makers of tier 2 and tier 3 cities to design, develop, build and Sell any product to experience the entrepreneurial process.

Being held since last five years, PUPA has garnered attention from institutions all over the state. A journey that began with **20 budding ideas in 1st season in 2013**, has now reached to **414 engineered ideas in its 6th season**. With highest number of registrations up till date, from total **32 institutions**, sixth edition of PUPA promised to set up a technical fiesta like never before. These 32 institutions include 4 schools, 3 polytechnic colleges, 5 MBA institutions, 2 PU colleges and 16 engineering institutions from across of North Karnataka.



PUPA 2018, an entrepreneurial arena, was kicked off with “PUPA” emerging out of the cocoon by Vice Chancellor of KLE Technological University, Dr. Ashok Shettar. The exceptional start had already raised the bars to new heights. Whole of the arena glowed with perfect combination of young aspiring talents and well experienced minds.

With ideas officially turning into products, PUPA 2018 technically bridged the gap between ‘**Project**’ and ‘**Product**’. Well-developed, sellable products and extremely focused participants gradually embraced it with touch of motivation and inspiration. One of the products, **Swara**, completely handcrafted with teak wood and deodar which amplifies the mobile speakers was one of them. A simple technology of concentrated sound giving loud outputs was employed in this product.

Fans of the gaming sensation PUBG also had something to take away. **PUBG trigger**, which emphasized the shooting and focusing experience in game, emerged as the centre of attraction. **Cool Buzz**, a mini portable refrigerator which helps travellers and hostellers, worked on pie electric module with a DC power.



A handy, portable car battery operated **vehicle cleaner** was grabbing everyone's attention. **Headphone Splitter** lets multiple individuals to enjoy the music from single device, stood out of the crowd. **Solar Helmet**, which charges the power bank simultaneously, was another highlight. **Solar Tracker**, designed to rotate in the direction of sun to utilize maximum solar energy was an amazing product. All the products were designed, made and SOLD!



Participants appreciated the efforts made by team 'Make in BVB', in helping them transform their ideas to products. Students, in the process garnered skills like critical thinking, team and time management, communication skills and developing a marketing strategy. Solving real life problems by their products and helping people around them, had made them extremely happy. They also added that, proper and accurate mentorship has helped them achieve more.

A newly developed **Make in BVB** app was launched too. This is an application that will help students to connect not just with PUPA but with all the upcoming events of Make in BVB. Further Hon'ble Vice Chancellor, Prof. Ashok Shettar congratulated the team MIB for presenting PUPA as a great example of sheer passion and also broadening the range of its participation from young school students to engineering graduates.

Exceptional and Amazing ideas now have a new destination; a destination of doers, unmasking their potential of realizing their ideas. Pupa 2018 marked the beginning of another exhilarating year filled with a bunch of entrepreneurial events. The huge success of this mega event is attributed to all the budding entrepreneurs, inspiring minds of Make in BVB and all the faculties who have been a guiding light since the inception of PUPA. With the promise, to return with the new bunch of ideas, and make the arena radiate with innovations yet again in the next year, PUPA 2018 concluded.



r me session:

Startup Review- Seeking Incubation Space:

Date: 10/10/2018

Mr. Shriram from ERFOLG had presented his idea in front of 3 panel members and was seeking incubation in CTIE. His idea was not accepted by the panelists, however he was free to get mentoring and any assistance from CTIE.

Mentor me session:

Date: 29/10/2018

Mr. Alwyn from Leoxipraade Pvt Ltd, Mr. Chinmay Dharwad from BestBK and Mr. Vijay Gudi from Semi-ksha Technologies Pvt Ltd pitched in front of the reviewing panel.

Leoxipraade Pvt Ltd was rejected on the grounds of lack of clarity about the product. BestBK was rejected due to lack of clarity. Semi-ksha Technologies was granted incubation by the panelists.

Mentoring session with Dr. Koppar:

Date 24/10/2018 & 25/10/2018

11 startups met Dr. Koppar over two days and discussed their problems at length with him. 6 new startups met him during this session.

The 6 new startups were:

1. UTD
2. Prajna Biosciences
3. Havenow Foodtech
4. ARA
5. BigRec
6. Origami Automation

NOVEMBER-2018

Sales and Business Workshop with Mr. Bhuvnesh Sharma and Dr. Anant Koppar:

Date: 22/11/2018

30 participants including 2 faculties from school of Management had participated in this day long workshop. The workshop focused on various topics such as:

- 7 critical steps of business planning
- Basics of sales process
- Importance of IP in business success
- Basic sales concepts

The workshop was very well received by the startups and a few startups have also started consulting Mr. Bhuvnesh Sharma on a one on one basis.



DECEMBER-2018

Dec 29-2018 to Jan 11-2019

Student Exchange Program 2018

Student Exchange Program is a two week course that drives a multi – disciplinary, multi – cultural set up with students of US, Japan, China and other international institutes participating so that each student appreciates the varied background and experience that every other colleague of his brings to the class room. It promotes collaborative learning on an international platform. Started in 2013, in collaboration of BVB college of Engineering, Hubli and Manning School of Business at University of Massachusetts, Lowell, USA this program has only been growing and proved more successful every year.

SEP is held in the USA in June of every year and in Hubli in December of every year. In 2017, China also hosted the SEP in July.

Out of the students that attended this exchange about 15 students have gone on to have a successful business enterprise of their own.

Students gathered for the program on 29th of December, 2018 and were welcomed with a grand orientation. It took them some time to get acquainted with each other especially because of the language and other barriers. But as the classes started and as they started working in teams, they got connected to more people in the program. The classes in this program were also planned very interestingly. They were very interactive and were almost never a monologue. The interactive class discussions which included case studies; basic concepts; global entrepreneurship; process and entrepreneurship components such as marketing, financing, designing business model, team building activities and most importantly presentation skills. The students were made to sit in teams for all the classes which encouraged peer learning.



As the days passed with the interesting classes, group discussions, fun sessions in scholar house and much more, the professors also made sure that students never fall short of motivation. Every now and then they were given a dose of motivation with guest speakers sharing their exciting journeys. The participants also got to visit Akshay Patra, India's Largest Kitchen and Utsav Rock Garden as a part of field trips. Also, to give the foreign participants an essence of Indian Culture, one of the days was celebrated as Ethnic Day which turned out to be very colorful and fun.



The overall experience of the Student Exchange Program has been life changing and enlightening for both Indian and International students. In these two weeks, that they stayed and learned together, they got to make many friends and collected beautiful memories to be cherished. More importantly they got to experience what it's like to be in a diverse environment and how it contributes to innovation.

Networking session with Mr. Rajendra Galgali:

Date: 17/12/2018

Rajendra Galagali is an alumnus of BVB who graduated in 1992 from E&C dept. He also did his MBA from Duke University's Fuqua school of business with specialization in "Entrepreneurship and innovation". He started his career right here as a lecturer before joining Wipro. He moved to USA in

1997 to join a young startup called Exodus with his former boss from Wipro. Exodus went on to become one of the favorites of wall street. It also became the poster child of dot com era that experienced the boom and the bust with aplomb. It was here that Raj saw and learned from close quarters all the nuances of a startup.

He then joined BV Jagadeesh, co-founder of Exodus to be part of "NetScaler" another startup that was acquired by Citrix. Today NetScaler is one of the most successful revenue generating products of Citrix. Raj then became part of Ankeena Networks which was acquired by Juniper. Raj leaped from

Silicon Valley to Israel for the next startup Trusteer – a cyber security startup that was eventually acquired by IBM. The success of Israel and US teams led to the birth of the current cyber security identity startup called Transmit Security. As a core member of Transmit Security, Raj focuses on all aspects of field engineering that includes teams from technical pre-sales, enablement and sales and product strategy.

Raj is also very deeply involved with the startup community as an angel investor and mentor. He is also an investment partner in Blue Ivy Ventures, The Fabricnet ventures which have had many successful exits. He is very passionate about giving back to the community and grooming the next-gen entrepreneurs.

11 startup founders and employees attended the networking session. Mr. Rajendra Galagali had a fruitful interaction with eight startups incubated in CTIE. The startups introduced their line of business and Mr Galagali shared his experience with them. Mr Galagali's rich experience in taking five startups to the next level was fairly evident as he shed light on the important aspects that a startup has to take care if it has to succeed and he also provided useful insights from an investor perspective. Importance of employee equity, the difference between a 'must have' and a 'nice to have' product, understanding whether a product solves a business problem were some of the topics that were touched during the interaction. The startup founders were grateful for the interaction and welcomed future interactions with Mr. Galagali.



Networking session with Mr. Basu Ullagaddi – Serial Entrepreneur and Investor:

Date: 19/12/2018 & 20/12/2018

Mr. Basu Ullagaddi has over 25 years of experience in the engineering, manufacturing, sales, and marketing areas. He has spent a significant amount of time in building new products in the Automotive, Robotics, White Goods, Consumer Electronics and Control Systems. He has also been successfully running a technology consulting company for over two decades. He is a high energy individual with very strong vision for successful goals. He has developed and managed sales and marketing teams globally.

He has developed significant business in networking, semiconductor and E-Commerce industry. He has also built superb business relationships with various fortune 500 companies in Bay area. He has been an entrepreneur and was involved in several technology startups in USA & India. He is an avid risk taker with clear vision for success for the companies.

He has a bachelor's degree in mechanical engineering from NITK Suratkal and has done his masters from IIT Delhi in Robotics & Automation. He is also has a Masters in Automation & AI from McMaster University, Canada.

He met 14 startups on 19/12/2018. He shared his insights about how to scale-up and also helped few startups with his personal connects. He spent two fruitful days with the startups and engaged in one on one sessions as well.



Networking session with Mr. Nitin Motgi - Serial Entrepreneur and Investor:

Date: 21/12/2018

Nitin lead product and engineering initiatives at Cask Data, Inc. Cask Data, Inc. (acquired by Google), provides industries first Unified Integration Platform for building data analytics applications and frameworks called CDAP (Cask Data Application Platform).

Prior to Cask, Nitin spent 5 years at Yahoo!, where he was an working on a large-scale content optimization and personalization engine known externally as C.O.R.E. He was one of the founding members of C.O.R.E at Yahoo! He pioneered the use of HBase in production at Yahoo!, running what was at the time one of the biggest HBase clusters in the world. Under his engineering leadership, Yahoo! Frontpage reached a whopping 300% increase in engagement due to optimization, deep personalization and a substantial increase in incremental revenue. He was instrumental in getting C.O.R.E deployed into different parts of Yahoo! C.O.R.E was featured in the 500th Information Week publication, anniversary 2011 edition, as one of the “20-IT-ideas-worth-stealing”.

Before Yahoo!, Nitin was at Altera, building systems that helped improve the overall process for identifying fabrication issues at scale. Prior to Altera, Nitin was with FedEx, where his various roles helped Fedex build a revenue monitoring and prediction system.

Nitin is known as an exceptional collaborator and product leader with both his peers and team members. He is optimistic, energetic, transparent and approachable. He takes a strong interest in the career development of his team members and the relationships he builds with others. He is someone who can be trusted, leads by example and will get the absolute best out of his team.

Specialties: BigData Technologies, Cloud, Web Technologies, Creation of Productive Teams, Engineering Team Turnaround, and Coaching / Mentoring.

He met five startups and scheduled a Go-to market session for the month of January for the startups.

JANUARY-2019

Go-to market session with Mr. Nitin Motgi:

Date: 02/01/19

Facilitator: Mr. Nitin Motgi

The interaction was between Mr. Motgi and eight startups. Mr. Motgi shed light on various important points required in designing and implementing Goto market strategies. He stressed on having a playbook designed by the founder(s) for their startups and play by the rules formulated in the playbook.



Meeting with Mr Harsh and Mrs. Mamata Mutt (Angel investors and BVB Alumni):

Date: 26/1/2019

Harsha brings more than 25 years of general management experience as head of business units, and learning from multiple assignments across geographies. The insights gained as an angel investor and board member with early stage technology companies in India along with his extensive customer management experience in the US makes him unique. A mechanical engineer and a management accountant, Harsha has a track record of rapidly growing businesses by providing solutions to address key customer problems, by leading large multi-functional and multi-locational teams, and by building extensive relationships with key stakeholders both internal and external.

An engineer who began his career in the area of programming, he moved on to lead teams before playing business management & strategic roles. He has a solid understanding of engineering, finance and people practices, and has built several leaders during his 26-year work life. He moved out of the corporate sector in August 2010. His last three assignments were: -Head of Capital Markets Services and Head of BFSI Solutions at HCL Technologies -Head of Customer Delivery-Banking & Capital Markets at Infosys -Business Manager, Canada & North East US at Infosys

Currently he is a practicing Business & Leadership Coach, an angel investor, and a board member. He is an active Mentor at NSRCEL, IIM Bangalore

They met two startups namely: PixArt and Semi-ksha Technologies. Each startup spent thirty minutes with Mr and Mrs. Mutt. Several suggestions were provided by them which were found to be useful by the startups.

Workshop on Innovation and Importance of IP:

Resource Person: Dr. Aravind Chinchure

Date: 31st January 2019

Venue: Old Senate Hall

The workshop was held for the Minor Program in Entrepreneurship Students along with other aspiring students who are interested in startups and faculty who are interested in IP. The workshop was focused on helping budding entrepreneurs and engineers with protecting their product through use of IP. The resource person discussed a lot of parameters that need to be looked at while patenting a product and also discussed how to go about it. Our university helps students with patenting their product free of cost. There are few great ideas that the students are working on currently which can be patented as per the resource person.

The resource person has great experience in the industry, he in fact helped a lot of startups and students to shape up their startup idea and set a direction towards approaching their goals. He also shared areas where innovations can be done. He encouraged the participants to think of possible changes that can be achieved in Business Model, Network, Structure, Process, Product Performance, Platform, Service, Channel, Brand and Customer Engagement. He categorized them as Configuration, Offering and Experience, where changes can be brought about and where innovations could happen which could possibly lead to new patents. The resource then had a one on one discussion with KLE CTIE Incubated Startups and discussed where innovation in their company be brought around. Few startups had specific ideas pertaining to their product IP, which he addressed. Overall the resource person helped students, faculty and startups get required exposure to IP and guided them through process of Innovation.

FEBRUARY-2019

Intel Ideation Camp:

Date: 15/2/19 & 16/2/19

Organized by: Make In BVB (MIB)

Participated by 70 students

The Ideation of Ideas started with collective effort of Team MIB led by the director of CTIE, Dr. Nitin Kulkarni. From over 200 applicants, 70 of them were scrutinized and selected based on their skills in expressing themselves on the paper.



The Ideation Camp in collaboration with Intel, is a 2 – day immersive program which helps participants to plan from start to end of their entrepreneurial journey.

The event is open to all semester engineering students of KLE Technological University. It starts with asking basic questions on Innovation & Entrepreneurship, and why is it important. The resource person, Dr. Nitin Kulkarni, walks the participants with how innovations fail, and how an entrepreneur raises a bar set before him and plays his game well, to achieve a better result than just desired. The students were then exposed to different problems we could be facing in the society we live in today. Though we are a blessed generation, with all the fields of evolution at its best, even then one resulting to other is causing some disturbance in the whole system. With problems comes opportunities, and an aspiring entrepreneur will go crazy on these opportunities to churn a prospective business out of this.

With this the participants were asked to form a team. There was a pre – designed game that each participant played to identify and join his team member. Post this each of the team member was asked to identify their strengths and relate to one being a Techie, or a Designer or a Businessperson. The teams were also encouraged to partner with other teams and share amongst themselves the idea that they were thinking upon.

Stage one of the competition was to ***Understand***. Teams were encouraged to think of the problem and not the solution. The teams were given five themes on which they could start thinking, as to how they want to build their own startup. With each team deciding on the problem area they would like to take up. They were then asked to go deeper in understanding of the problem area, and read, discuss, analyse and research upon it. With this each team filled in the first template called Understand.

The next phase was into understanding the user, users are the most crucial part of any business we intend to develop. Hence identifying the right set of customer for the problem in hand, analysing them, selecting the appropriate customer segment, and describing their behaviour in association with a problem is what was crucial for all teams. They were also encouraged to fill in key insights of the user they have gained through research. The participants filled in the following templates.

Then the participants were given following templates, to select the occurrence of problem in congruence with its importance to user. Post mapping each of their problems on the chart below using sticky notes, the teams were encouraged to think of the best problem they wish to work with.

By filling the above template, teams became sure on who the user is, what is his problem and what is the scope up to which this problem could be addressed. Thus, defined an apt problem statement to work on.

The teams were asked to also go around other participants table and check for their segmenting of user and the problem they have chosen to work on and question them or appreciate them for the effort put. This stage also helped most of the teams to validate their ideas. Teams were then encouraged to think about integration of technology into addressing the problem. How using social, local and mobile technology one can increase their reach and how solutions can be provided using these platforms which the user accesses daily.



Then we applied techniques of creative problem solving, concepts of design thinking, to address the solution more innovatively. Teams were asked to write How Might We statements, followed by generating as many ideas as possible, sorting different ideas and describing them. Each of the ideas were checked for their uniqueness and value addition to the customer and were mapped on the following template.

Following this, upon choosing the idea which the teams want to work on, teams were asked to fill out this holistic template on problem that they are trying to solve, solution they want to provide and how it works along with value proposition and plan to reach the user, listing the most important user, listing competitors, cost at which the solution would be developed and forecasted revenue, the team wishes to make.

Teams were also encouraged to think on the possible patents that have been already filed in the area of their work and check if there is any infringement of the same using the solution to wish to

build. With elaborate explanation and understanding of Business Model Canvas, teams were now asked to fill in the Business Model Canvas and revisit each area on it for improvement and further elaboration. Teams were also asked if they could do some iterations of the canvas and debate amongst themselves on which is the best and which one would be more sustainable.

Post this, teams were asked to pitch their whole exercise before a panel of judges. They were given tips on how to make good pitch – like maintaining body language, tone of speech, eye contact, content on slides, and the like. Each pitch was restricted to 3mins only.

The teams were evaluated on level of understanding the pain, market understanding, the idea, feasibility and its uniqueness.

With this, the two – day workshop came to an end, there were top three prizes announced and each team was encouraged to continue their journey towards entrepreneurship.

Design Thinking Workshop:

Date: 18/2/19

Venue: R.H.Kulkarni building, LHC Senate Hall

Number of participants: 20

The workshop on design thinking was organized with the aim of making the participants think from multiple angles and understanding the needs & expectations of multiple stakeholders while designing a product. The workshop was conducted for employees and employers of all startups incubated in KLE-CTIE.

Design Thinking is essentially a problem-solving approach specific to design, which involves assessing known aspects of a problem and identifying the more ambiguous or peripheral factors that contribute to the conditions of a problem. This contrasts with a more scientific approach where the concrete and known aspects are tested in order to arrive at a solution. Design Thinking is an iterative process in which knowledge is constantly being questioned and acquired so it can help us redefine a problem in an attempt to identify alternative strategies and solutions that might not be instantly apparent with our initial level of understanding.

Design Thinking is often referred to as ‘outside the box thinking’, as designers are attempting to develop new ways of thinking that do not abide by the dominant or more common problem-solving methods – just like artists do. At the heart of Design Thinking is the intention to improve products by analyzing how users interact with products and investigating the conditions in which they operate. Design Thinking offers us a means of digging that bit deeper to uncover ways of improving user experiences.

The workshop was conducted by Mr. Rajeev Mankar, he has his roots in Dharwad. He has 22 years of Industry experience. Currently, he is the Product Manager at Veritas Software. He contributes in designing and strategizing the various services products offerings for the entire Services product portfolio. He completed his M.S. in Computer Science from Manipal University. He has a PGDBA from Emeritus Institute of Management Singapore (In collaboration with MIT Sloan, Columbia and Tuck University). In free time plays Tennis and loves trekking and music.

Few of the participants have given their feedback as follows:

Today's Workshop on design thinking was amazing. Got to understand lot of good things about design thinking. Please let us know when workshops like this happens in future I am very much interested to attend.

- Pragati Kerur, Property360degree

It was a pleasure attending the workshop today, getting to know people and processes was fun. I have been through several ideation camps, this was on the similar lines. Thank you for the opportunity.

- Sushma Jain, GDV Research

Very thankful to you and others who made this event happen. Was very helpful. Thanks again :)

- Kiran Dhongade, Property360degree

Some of the memories captured during the workshop:



MARCH -2019

BUILDATHON 2019:

8th March to 15th March 2019

Buildathon 2019, was a 9 day product buildup event with primary focus on students building products on campus. The whole idea was conceived as we believed that students need to understand the problem first and then start building solutions to address customer needs. The fact that their engineering course provides exposure at a solution level having predefined problems, we taught of attacking the problem first and made students to visit the customers facing the problem and empathise with them by experiencing the problem and then devise reasonable solutions to satisfy customer's needs.

This year for the competition we identified the theme as Street Vendors and their problems. Since the event was for 9days, we thought of choosing a theme, as keeping it too open ended would keep

scope too broad for students to think through and figure out which customer should they focus on to actually start understanding the problem.

We shared a short story on the life of a street vendor with the aspiring participants and a video on the market size of the street vendors and how they are contributing to the GDP of the country.

We did receive good response from the university crowd on event, as we were doing it for the first time. A total of 74 teams registered for the event with 254 students.

During the week long, there was continuous calling made to each team to understand how far they have progressed with the product buildup. The teams came in for additional mentorship on one on one basis during the week. There was a session on 14th March 2019, to showcase the products built so far. There were few suggestions given to the teams on addon to the products built. 15th March 2019 at 2pm was the finale.

On the day of finale, the teams did put up a great show, with 11 teams presenting with their self-built product, it was an amazing journey we had travelled. The teams pitched the problem, showcased how their solutions defined would help street vendors for better life and shared their learning from the whole exercise. CTIE, did give away a seed capital of Rs. 500 for the finale participants who pitched with products.

There was a lot of learning from the whole event, since we were doing something like this for the very first time, it gave us a lot of confidence to organize the similar events better the next time.



The year 2018-19 ended with a bang but it has also helped us explore other avenues for KLE-CTIE and its incubatees to carve out their own niche in the rich history of KLE Education Society.

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