

54.Mentor Me Mentor - 2019 - 20

Title: Mentor ME MENTOR – 36 Mentoring Sessions conducted for Startups at different dates during the year.

Date: 2019 – 20

Banner/Brochure:



Mentor Me MENTOR
Mr Anand Kadakol
26 October 2019
Startup Street Meeting Room
9am onwards

Mentor Me MENTOR
DR ANANT KOPPAR
25TH SEPTEMBER 2019
KLE TECH PARK
10AM ONWARDS

Mentor Me Mentor 2020

Page 1

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54.Mentor Me Mentor - 2019 - 20

KLE Technological University
KLE
CTIE
Center for
Technology Innovation
& Entrepreneurship

**MENTOR ME
MENTOR**

Mr. Anand Kadakol
15th October 2019
Startup Street Meeting Room
10am onwards

KLE Technological University
KLE TECH
Creating Value
Through Knowledge

CTIE
Center for
Technology Innovation
& Entrepreneurship

**Mentor Me MENTOR
with
Dr Anant Koppur**

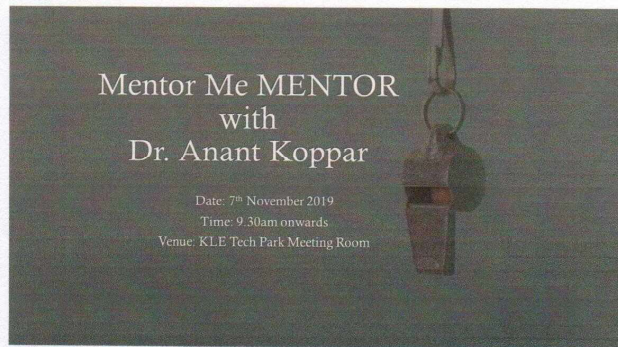
7th August 2019
KLE Tech Park Meeting Room
10am onwards

Mentor Me Mentor 2020 Page 2

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54.Mentor Me Mentor - 2019 - 20



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**Mentor Me
MENTOR**
with
Mr. Anand
Kadakol

DATES - OCT 31st, NOV 5th, NOV
20th, NOV 26th, NOV 27th, NOV 16th
2019

TIME - 9:30AM ONWARDS

VENUE - STARTUP STREET
MEETING ROOM

MENTOR ME MENTOR
WITH
MR. ANAND KADAKOL

DATES - NOV 19th, NOV 22nd, NOV
26th, NOV 28th 2019

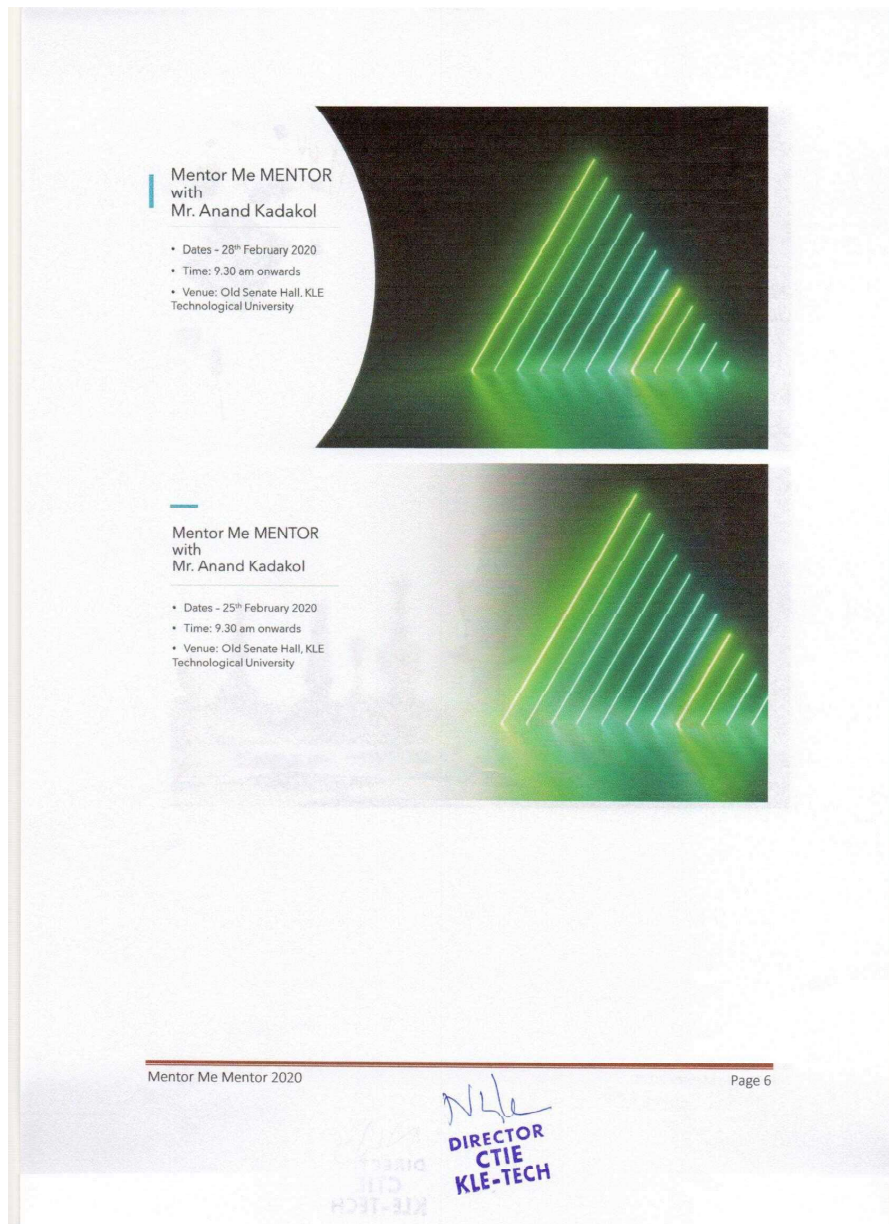
TIME - 9AM ONWARDS

VENUE - STARTUP STREET MEETING
ROOM

Mentor Me Mentor 2020 Page 4

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54.Mentor Me Mentor - 2019 - 20



54.Mentor Me Mentor - 2019 - 20

MENTOR ME MENTOR
MR. ANAND KADAKOL

DATES - DEC 17TH, DEC 20TH, DEC 27TH, DEC 31ST 2019
TIME - 9:30 AM ONWARDS
VENUE - STARTUP STREET MEETING ROOM

MENTOR ME MENTOR
MR. ANAND KADAKOL

DATES - DEC 6TH, DEC 10TH, DEC 13TH 2019
TIME - 9:30AM ONWARDS
VENUE - STARTUP STREET MEETING ROOM

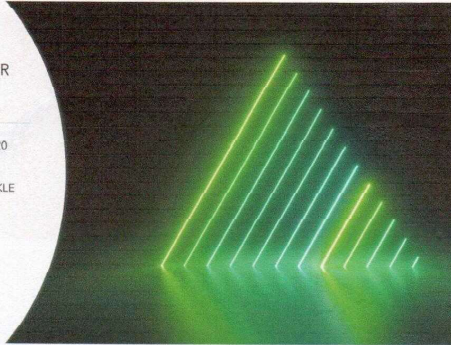
Mentor Me Mentor 2020 Page 5

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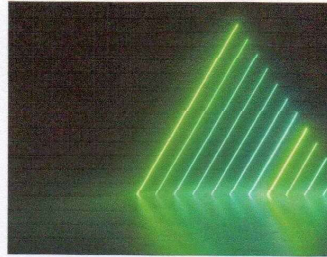
Mentor Me MENTOR with Mr. Anand Kadakol

- Dates - 20th February 2020
- Time: 9.30 am onwards
- Venue: Old Senate Hall, KLE Technological University



Mentor Me MENTOR with Mr. Anand Kadakol

- Dates - 18th February 2020
- Time: 9.30 am onwards
- Venue: Old Senate Hall, KLE Technological University



54.Mentor Me Mentor - 2019 - 20

Mentor Me
MENTOR
with
Mr. Anand
Kadakol

Dates - 17th January 2020
Time: 9.30 am onwards
Venue: Old Senate Hall, KLE Technological
University

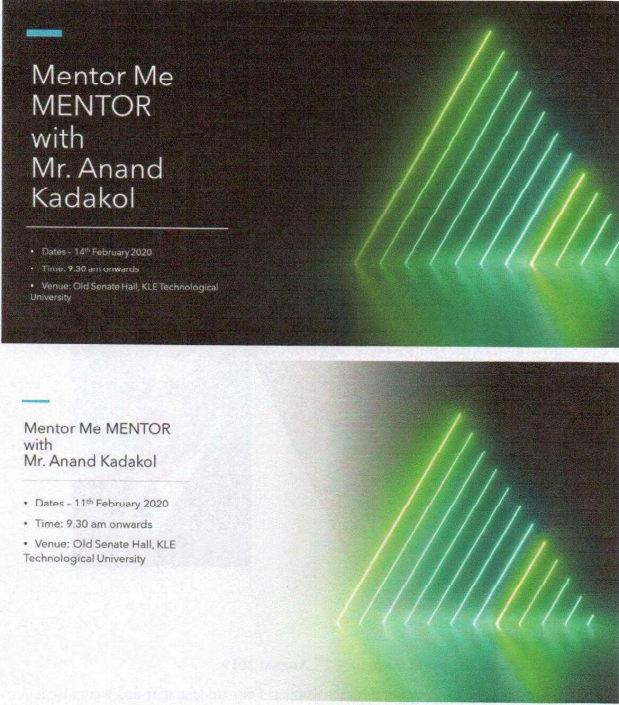
Mentor Me
MENTOR
with
Mr. Anand
Kadakol

Dates - 14th January 2020
Time: 9.30 am onwards
Venue: Old Senate Hall, KLE Technological
University

Mentor Me Mentor 2020 Page 8

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54.Mentor Me Mentor - 2019 - 20




**Mentor Me
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with
Mr. Anand
Kadakol**

- Dates - 14th February 2020
- Time: 9.30 am onwards
- Venue: Old Senate Hall, KLE Technological University

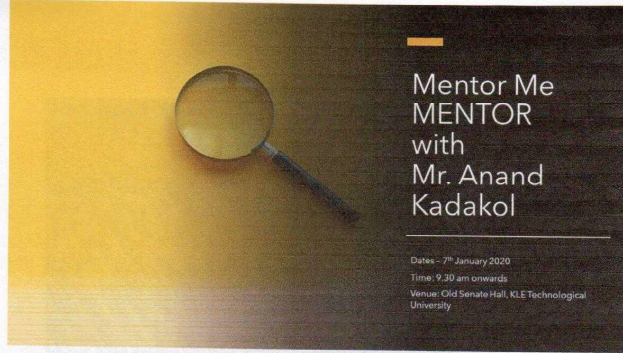
**Mentor Me MENTOR
with
Mr. Anand Kadakol**

- Dates - 11th February 2020
- Time: 9.30 am onwards
- Venue: Old Senate Hall, KLE Technological University

Mentor Me Mentor 2020 Page 9



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54.Mentor Me Mentor - 2019 - 20




Mentor Me
MENTOR
with
Mr. Anand
Kadakol

Dates - 7th January 2020
Time - 9.30 am onwards
Venue - Old Senate Hall, KLE Technological University




Mentor Me MENTOR
Online Mentoring Session
with
Mr. Anand Kadakol
for
KLE CTIE Startups
during the lockdown period



Details of the Program/Report:
Mentor Me MENTOR by Dr Anant Koppar – 7th August 2019

Eight start-ups were lined up for meeting with Dr Koppar. Four student start-ups were also a part of the mentoring session this time, as they were applying for MHRD's IIC contest, from our university. Hence their pitch had to be streamlined. In addition to these, Dr. Koppar met existing start-ups Chromosis Technologies, Semiksha Semiconductors Indrone Aerosystems & Prajna Bioscience. He discussed individually as to what is next for each one of them to grow further in their journey.

Mentor Me Mentor 2020 Page 10



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Mentor Me MENTOR with Dr Anant Koppar – 25th September 2019

A total of six start-ups were lined up to discuss updates with Dr. Koppar. Powaha Infotech Pvt Ltd, Express Analytics, Three Axis Technologies, Skykrafts Aerospace, Evocart Technologies, Semiksha Semiconductors were mentored during the day. Each startup had specific problems which they wanted more clarity on by advice of Dr. Koppar. Start-ups requested Dr. Koppar for industry connections which could enable them to expand their business.

Mentor Me MENTOR with Mr. Anand Kadakol – 15th October 2019

Anand Kadakol, had recently shown interest in mentoring CTIE Start-ups, post addressing start-ups at large, this was the first time he was available to do a one on one session with start-ups. He met six start-ups during the day. Understood their business model and area where he could contribute to improve their pitch decks and the way they conduct business.

Mentor Me MENTOR with Mr. Anand Kadakol – 26th October 2019

Three start-ups met Anand to discuss in length what they do. Each session went on for two hours. Origami Automations, Transil technologies and Float Design Labs were the start-ups who met Anand. They had to explain him, on what they do, what technologies they have adopted, how do they want to build their start-up from here and what is it that they are seeking from Anand. Anand was very positive of the business each startup was in and said they have great potential to grow.

Mentor Me MENTOR with Mr. Anand Kadakol – 31st October 2019

Five start-ups met Anand, to discuss further on their growth plans and what area do they want Anand to help them out in. Powaha Infotech, Origami Automations, Transil Technologies, Stek Innovations and Float Design Labs were the start-ups who met. The discussions went on for an hour and a half to two hours. Each start-up were given specific task to be delivered before the next meet up with Anand.

Mentor Me MENTOR with Mr. Anand Kadakol – 5th November 2019

Four star-ups met Anand. Since Anand has committed to visit CTIE and mentor start-ups every Tuesday & Friday, he is rigorously getting the start-ups to work on their plans and see to it that the start-ups grow further up. He is connecting all required parties to support start-up, be it customer connect, investor connect, cracking some deal for them, making them ready to face a deal and the like.

Mentor Me MENTOR with Dr. Anant Koppar – 7th November 2019

Dr. Koppar, visits CTIE start-ups every month. During this month visit he met five start-ups being Chromosis Technologies, Origami Automations, Prajna Bioscience, Semiksha Semiconductors, and Evocart Technologies. He is connecting Semiksha Semiconductors to a link in US, for potential business. He has been asking Chromosis Technologies to add more people to the business and grow the business further. He is working with Prajna Bioscience, to connect to a distributor in Bangalore for sale of the product.

Mentor Me MENTOR with Mr. Anand Kadakol – 8th November 2019


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Seven Start-ups met Anand this time. Discussions are advancing a little for Float Design Labs & Powaha Infotech, in terms of investor connect and funding in the business. Evocart Technologies, has multiple options to pursue the business, with white labelling his product, to sell off to another company and join them, to also selling product right alone. Pavan Dixit, CEO, Evocart Technologies, is a little confused with multiple options in hand. Anand is working with him to streamline his business. Indrone Aerosystems, Have Now Food and UTD met Anand for the first time.

Mentor Me MENTOR with Mr. Anand Kadakol – 12th November 2019

A total of seven start-ups met Anand today. Anand is working towards articulating business proposals and pitches right with the start-ups, whoever is at least ready to face the investor. Indrone Aerosystems, is another potential startup, whose proposal and business plan are being vetted serious by Anand. We also had two students' start-ups meet Anand this time. Simply 5 and Encephalone, each working in different space had a mentoring session with Anand.

Mentor Me MENTOR with Mr. Anand Kadakol – 15th November 2019

Eight start-ups met Anand this time. Powaha Infotech, Float Design Labs, Stek Innovations, Origami Automations, Indrone Aerosystems, UTD, Cluromosis Technologies, Semiksha Semiconductors were the start-ups who met him. Origami Automations product is also looking to be promising considering the target market. Talks are on to help them articulate their pitch right.

Mentor Me MENTOR with Mr. Anand Kadakol – 19th November 2019

Four Start-ups met Anand today. Blynkspeak Solutions & Biosyl Technologies, were the first timers. With Blynkspeak he discussed at length on what areas Preetham has to focus on to build his start-up. With Biosyl, as they are already a matured startup, doing revenue, talks were on how to build and grow business further and network with right people for important connections to built business further.

Mentor Me MENTOR with Mr. Anand Kadakol – 22nd November 2019

Six start-ups met Anand today, Biosyl Technologies met him for the first time and Anand was very much impressed by their product line ups. In addition to this, the discussion with other start-ups were mainly on they are putting the pitch decks in place and integrate valuation models to it.

Mentor Me MENTOR with Mr. Anand Kadakol – 26th November 2019

Seven start-ups met Anand today. Float Design Labs received their seed funding from Anand Kadakol himself, for the progress they have shown. Three Axis Technologies & SkyKrafts Aerospace met Anand for the first time. SkyKrafts Aerospace, is much matured in their products, they needed guidance on getting into the market. Anand discussed in elaborate with them and asked them to focus on certain products, which could catch up quick ask from customers in the market.

Mentor Me MENTOR with Mr. Anand Kadakol - 28th November 2019

54.Mentor Me Mentor - 2019 - 20

Six start-ups met Anand today. A student startup, Backgate stores, met Anand for the first time. They had many ideas to discuss on building their startup. Anand vetted each of the ideas and asked them to validate the scope of each idea presented. Apart from this, the regular start-ups like Powaha Infotech, Float Design Labs, Stek Innovations, Evocart Technologies, continued their discussions with Anand.

Mentor Me MENTOR with Mr. Anand Kadakol – 6th December 2019

Five start-ups met Anand today. Origami Automations, is also pitching at several events for funding. BIRAC funding is on the card for them. UTD, has to appropriately articulate his offerings to customers, which would make him stand out from the rest of them, in his line of business. Encephalones, Evocart Technologies & Stek Innovations where amongst the others who met Anand.

Mentor Me MENTOR with Mr. Anand Kadakol – 10th December 2019

Four Start-ups met Anand today for mentoring session. The session was followed with pre – pitch by Powaha Infotech, Float Design Labs, Evocart Technologies and Float Design Labs. This pre – pitch was mainly to get the start-ups ready for facing investors. The investor meetings were scheduled in December 2019 and January 2020, hence it was important to refine the pitches. Each promoter of start-ups were given specific advices to improvise their pitch.

Mentor Me MENTOR with Dr. Anant Koppar – 13th December 2019

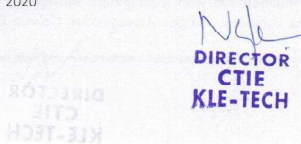
Dr. Koppar, was accompanied by Mr. Venkat Bhat, a serial entrepreneur in US. Mr. Venkat Bhat was keen to know what we do here at CTIE and what are the start-ups we have here. We took a detailed trip to all the start-ups in KLE Tech park. They met SkyKrafts Aerospace employees, spoke to them, what they do. The employees showed different products they have and highlighted on uniqueness of the products. They visited GDV Research, where they discussed in detail on the advantages of the product GDV is building, especially for elderly people. They visited Express Analytics, Mr. Venkat Bhat had some business proposal to discuss with them. Then they saw the EEL facility, followed by VLSI ESDM Incubation Center. They visited Semiksha Semiconductors. Mr. Venkat Bhat had some business proposals to discuss with Mr. Vijay Gudi, promoter of Semiksha Semiconductors. Post this Dr. Koppar met Sujay & Jay Ladawa from Transil Technologies and discussed their business proposal in detail.

Mentor Me MENTOR with Anand Kadakol – 13th December 2019

Only pre – pitch was scheduled for today. Potential start-ups were lined up for pre – pitch who would pitch before investors. Followed by pre – pitch, Anand met Blynkspeak, Semiksha Semiconductors and Float Design Labs for further updates on discussions.

Mentor Me MENTOR with Mr. Anand Kadakol – 17th December 2019

Post discussing and refining pitch of Origami Automations & Stek Innovations, we had Pre – pitch for potential start-ups at CTIE, to see if there was refinement in the way they pitch. Lot of inputs was shared. Anand specifically added certain points in the pitch, which would help them to stand out and investors would be interested in listening to them. The deck was coming out well by now. We had to work on the articulation part.



54.Mentor Me Mentor - 2019 - 20

Mentor Me MENTOR with Mr. Anand Kadakol – 20th December 2019

This time Anand choose to pitch to the start-ups, their own products. He pitched Origami Automation's Airprint and Evocart Technologies Property 360degree product to the promoters themselves. This helped the two of them, Sagar & Pavan Dixit, to look at how the language can be more simplified and non – technical. Anand didn't use the ppt for the presentation, he simply did a story telling of the whole product.

Mentor Me MENTOR with Mr. Anand Kadakol – 24th December 2019

In the morning, there was one to one discussion on pitch and what needs to be further added and deleted from the deck. This was followed by pre – pitch in the afternoon, were each startup again had to pitch, refine, relearn and redo it.

Mentor Me MENTOR with Mr. Anand Kadakol – 27th December 2019

This was again a pre – pitch session, to prepare to face Investor Timmanna Gouda C, who was visiting the next day. Five start-ups were ready for the Investor Pitch. Evocart Technologies, Origami Automations, Indrone Aerosystems, Powaha Infotech and Celium Devices (Float Design Labs). Their pitches had come a far way from the time they had pitched first. It was well taken by Anand as well for the efforts put in.

Mentor Me MENTOR with Mr. Anand Kadakol – 31st December 2019

Anand majorly spoke to all the startups who had pitched before Timmanna Gouda. He shared views from Timmanna Gouda and what can he do to support them. He also said, considering this to be first investor interaction, the level of preparedness was very good. The start-ups were delighted by the way they were perceived by the investor.

Mentor Me MENTOR with Mr. Anand Kadakol – 7th January 2020

Anand met five start-ups today. He more so discussed as to how Powaha Infotech & Transil technologies could collaborate and work together for a common product. Since each of them were doing two different ends of the same solutions. He proposed if they can collaborate to do one solution end to end. Post this he met Elegocart Technologies and took an update on their developments.

Mentor Me MENTOR with Mr. Anand Kadakol – 10th January 2020

Anand met six start-ups today. HaveNow Food Tech, UTD, Chromosis Technologies, Three Axis Technologies, Coding Spider and Manomaya. Few of these were meeting Anand for the first time. They saw a value in Anand interaction and said they would meet him again.

Mentor Me MENTOR with Dr. Anant Koppar – 13th January 2020

For first two hours, we discussed on how we should revamp CTIE operations, website, processes. It was important as it was high time, we did something to promote ourselves and make a mark. Mr. Anand Kadakol, was also a part of the meeting, along with Dr. Nitin Kulkarni & Ms. Soumya Kudagi. Each one of us, finalised on what we will close and discussed how to go about it. Post this Dr. Koppar met six start-ups. He met Evocart Technologies, for a potential collaboration with a Bangalore startup that he has connected him to. He also met Blynkspeak solutions, Indrone Aerosystems, Celium Devices, Elegocart

54.Mentor Me Mentor - 2019 - 20

Technologies and spoke to also Mr. Srinivasalu Reddy & his friend Mr. Wali, for a potential business that they wanted to start.

Mentor Me MENTOR with Mr. Anand Kadakol – 14th January 2020

Anand met six start-ups. He continued talking to Biosyl on potential for them to start pitching before Investors. He looked at the existing pitch deck, suggested changes to it. Anand pushed student startup, Simply 5 to go ahead and register themselves. They have a great potential and they will go far away is what he believes. However students have to take a call between doing a full fledged start-up or going for campus jobs.

Mentor Me MENTOR with Mr. Anand Kadakol – 17th January 2020

Six start-ups met Anand today. There were few discussions with existing start-ups. Backgate Store & Knock Knock are student start-ups, whom he groomed so that they are ready for next level. He met other start-ups as well, for updates from there end.

Mentor Me MENTOR with Mr. Anand Kadakol – 21st January 2020

There was an investor pitch planned the very next day, hence Anand wanted to screen pitching by start-ups for the investor meet. Biosyl Technologies & Indrone Aerosystems, pitched and possible corrections were suggested. A total of five start-ups were lined up for pitching before investors the next day.

Mentor Me MENTOR with Mr. Anand Kadakol – 11th February 2020

Mr. Anand Kadakol, continued with his mentoring sessions, he met Mr. Sagar Virapannavar from Origami Automations and Mr. Shivkumar, from Indrone Aerosystems. Sagar has been paralleling working on building an automated Ambu Bag along with his other product – Air Print. He had applied to different competitions like BIRAC funding and others. He evaluated his approach and verified whether he was on right track. Shivkumar, wanted to understand how to stitch all the applications of his startup Indrone Aerosystem together and project it together as one offering.

Mentor Me MENTOR with Mr. Anand Kadakol – 14th February 2020

Mr. Anand Kadakol met six startups viz, Transil Technologies, Evocart Technologies, UTD, Chromosis Technologies, Celium Devices, Origami Automations. There were different progress in each discussion. Few of these startups are getting lined up to meet investors in Mumbai & Bangalore. Hence the readiness for same was discussed. Few other startups met to evaluate different path to progress their journey.

Mentor Me MENTOR with Mr. Anand Kadakol – 18th February 2020

Six startups met Anand for mentoring session. Transil Technologies, Powaha Infotech, UTD, Blynkspeak Solutions and Pequerel Microelectronics were the startups who met Anand. Anand has plans to churn out a startup by collaborating with Transil Tech and Powaha Infotech. Discussions on the same are on.

Mentor Me MENTOR with Dr. Anant Koppar – 20th February 2020

Six startups met Anant for mentoring session. There was a follow up discussion with Semiksha Semiconductors and Evocart Technologies, as Sir had introduced them to possible

54.Mentor Me Mentor - 2019 - 20

prospect for business. Kalpas Innovations & AJ Deals met Sir for the first time and got mentored on their present idea for building the startup. Transil technologies & Indrone Aerosystems discussed on offering the product as a complete package to the customers.

Mentor Me MENTOR with Mr. Anand Kadakol – 20th February 2020

Mr. Anand met five startups. AJ Deals he was meeting for the first time. Since he was part of their selection committee, he knew the business plan. They discussed further on volume of business Mr. Sunil, promoter of AJ Deals need to look at and the funding required for same. There was follow up discussion with Indrone Aerosystems & Celium Devices, as these two startups were pitching at Mumbai in coming days. Transil Technologies & Powaha Infotech continued with their regular interactions.

Mentor Me MENTOR with Mr. Anand Kadakol – 25th February 2020

Four startups met Anand to take their discussions further. The startups were Transil Technologies, Celium Devices, Origami Automations and UTD. With Celium Devices and Origami Automations, there were deliverables discussed, basis the recent Mumbai visit and meeting with Mr. Vivek Oberoi. Connecting with Vivek Oberoi has opened channels for his network for business prospect for Celium Devices.

Mentor Me MENTOR with Mr. Anand Kadakol – 28th February 2020

Four startups met Anand for mentoring session. Evocart Technologies, UTD, Semiksha Semiconductors, Pequerel Microelectronics were the startups who met. Pequerel Microelectronics is one of the recently incubated startups.

Number of Participants: 33 Startups

List of Participants:

01	Stek
02	Property 360
03	3 Axis
04	Silicon 14
05	UTD
06	Semiksha
07	Powaha
09	Marksense
10	Curilux
11	Kalpas
12	Skykrafts
13	GDV
14	Elegokart
15	Express Analytics
16	Chromosis
17	Transil
18	Manomaya
19	Celium Devices
20	Prajna

54.Mentor Me Mentor - 2019 - 20

21	Biosyl
22	Pequerel
23	Vegam
24	Origami
25	Indrone
26	Suereno
27	Encephalon
28	Nabros
29	Simply 5
30	Backgate Store
31	HaveNow
32	Netwrk.AI
33	BlynkSpeak

Notes during Mentoring Session:

Time Slot	Company Name	Comments/Discussions	Comment by Anant	Deliverable
10 - 10.45am	Chromosis	Applied for ISO Certifications Hiring of Sales Person with Domain Knowledge Connecting with BVB Alumni Connecting with JSW	ISO Certification cross check on time line Koppar Sir has influence in JSW which can be utilised Connected with Prakash for ISO	JSW write up write up for Alumni
10.45 - 11.30am	SemiKsha	FPGA IOT based application in water control and LPG and other household stuff	Gajanan Pathak, Venkat Bhat connect from Anant to Vijay	

54.Mentor Me Mentor - 2019 - 20

11.30 - 12.15pm	Indrone	Real time data and analytics company than a drone company B2G is hot B2B is still less	<p>Drone data is one part and Services on other hand Analytics Data customer collects but you tell him how to operate and all Take the data and analyse the data is what matters in international markets Send an email to Koppar Sir, he can connect to someone in Canada Software focus has to be - data, represent it well and analyse it - sector wise also they can bifurcate and represent well for future orders too Be a generalist from company point of view but for customer be a specialist Show the software to Anant Sir when in Bangalore, so that more connections basis the work done can be built Strengthen your roots in Analysing data, and how to represent this to customer, solve pain point of customer This can further be extended to supporting customers on how to increase yield in future year what is the yield this year, how can the yield be improvised. Strategy Session for improvising product in Bangalore/Hubli Study GIS package Built Integration Software Ask requirements from Anurag Father on software requirement for project undertaken by his department</p>	Mail a report to Anant Sir on what they need help on, and the software integration requirement Plan on Strategy Software
12.15 - 1pm	Prajna	Tata Motors Deal Done Emphasis is a potential customer	Vinolaya Entreprise - ask Shreyas Apartment potential customers Agency - through word of mouth Change the form of product Railway a potential market Bottom to Top Approach - with retail and institutions to cooperates	

54.Mentor Me Mentor - 2019 - 20

2pm - 2.30pm	Simply5	Have identified retailers Height adjustment a suggestion by retailer	Onboard loyal customers and do word of mouth
2.30 - 3pm	Mrutunjay	Hybrid Umbrella	Look for 3x3 or 4x4 setup look for selco push cart Look at more Structural Design Have temperature controller embedded Have chair and elevated platform to display products Think more Innovation in terms of Product Design Meet more customers and understand their problem deeper
3 - 3.30pm	Screw Press - Sushet		Do more Customer Survey How the market is in Dakshina Kannada Increase Efficiency of machine How to make it smaller Decide who is the customer
3.30 - 4pm	Aura Education - Ninad	BYJU is only 2D modelling and video based	Test with Students more than teachers 3D model of college for students to identify different facility on campus Be clear on who is the customer

Time Slot	Company Name	Comments/Discussions	Comment by Anant	Deliverable
11 - 11.45	Powaha Infotech	Made presentation on the company offering, 25 students enrolled for MasterOne, where training on one skill is given. Traction will be shown by December 2019. Revenue needs to be proven for funding.	Business Model is weak, as not many people would enroll for it. Business wise, its not very strong. All industries will have induction program to do it. People may like it at first go, however when money needs to be paid, there could be a set back. Funding available only if traction is shown. Xiang - Odin platform similar work being done.	


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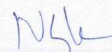
54.Mentor Me Mentor - 2019 - 20

11.50 - 12.15	Express Analytics	Ongoing project with US customer. Product Development going on side by side. Not attending many conferences in Metro cities.	Will services be useful in India. Sales team will work on their own. All employees can pitch the product and check for opportunities of sale.	Prepare a plan for what needs to be done to improve sales
12.15 - 12.45	Three Axis	Doing work with Mercedes, Team size is 15, Major work comes between Nov to Feb, No Sales person yet,	Can hire a junior sales person, increase focus on sales and improve people experience by training on the job, add 1 sales person and 5 ppl, spend some 50K extra, continue doing this going forward.	Make a list of all connects you have and see what work they can offload to you Add 5 ppl Add 1 sales person
12.45 - 2	SkyKrafts	Investment in the Incubator, investment in company, talking to investor, connect with investor	Survival of Entrepreneur vs Company, leaving out ego and cynicism, keeping pitch deck ready for investment, talking to Santosh Hurlikoppi, Investment by Hubli Angel	
2 - 2.30	Lunch			
2.30 - 3	Property360	1cr vs 10lakh, question of survival of company, 1cr sale plus 2 year maintenance contract, how will R&H get connected to different real estate market, Australia market too matured, have 2 more leads, one in bangalore and one in mumbai	Negotitate on pricing, focus on selling present product, check on customers	

54.Mentor Me Mentor - 2019 - 20

		Met 30 - 35 - 40 companies in Bangalore, being direct vendor to Qualcomm, Broadcom is a hurdle, Synopsis does give work to tier - 2 city, seeking for contacts in US, UK, developing a product IoT based under Elevate, Hescm - hoe do they do the meter, debug pin, where can the product get fixed.	Can talk to bozes in synopsis, Hescm head - crack through local influence.
3-3.30	Semi-Ksha Semiconductors		

Time Slot	Company Name	Comments/Discussions	Comment by Anant	Deliverable
9.30 - 10.15	Chromosis	part of Nuture Program with TIE Have 2 sales ppl on field Made changes in product, with regard to customer feedbacks Problem in structuring business	Make a strong business plan therefore a good sales plan know what you are doing	in 1 month deliver sales plan
10.15 - 11.40	Origami	Air print new product - not sure on the market Starter integration with previous product is a issue, it burns off as they are old, customer unwilling to pay for new starter	Look for 3D printing options whatever is available is expensive Air Print - Difficult for product to survive in long run as printing is outdated	Re-think on printing business
11.40 - 12.15	Prajna Bioscience	Bar code is pending to be printed 3500 ltr per month in Tata Motors Pune and Jamshedpur	Work with Retail focus Get the smaller package out Large size orders take time to come by	Get back by 20 September to Anant Sir on plan to expand


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54.Mentor Me Mentor - 2019 - 20

12.15 - 1	Semiksha Semiconductors	Building Connections in Industry Semiconductor market is slow Added new vertical on Embedded System - 3 customers already Planning to bring out FPGA - but need funding Water & Electricity manufacturing companies, as the chip would go into those products	For investor working on HID document Pitch presentation Document	Send the pitch so that investor connect can happen
2 - 2.45	Evocart - Property 360	Demo with 350million dollar plus company in Gurgaon for sale of product - Squareyard Travelling on 13th November Can some clause be put in so that they don't mishandle the source code	Its better to sell source code atleast that way some money comes in	Quote 2cr and check for reaction and close accordingly

Time Slot	Company Name	Comments/Discussions	Comment by Anant	Deliverable
9.30 to 11.20	CTIE	Discussion on how we can be more process oriented in operations at CTIE, to do active Branding & Marketing,		Numbers on Cumulative Revenue - Nitin Monthly Reporting - Anand Kadacol Different Incubator Website review - Soumya Agreement - Soumya & Dr Koppar

54.Mentor Me Mentor - 2019 - 20

				Business Plan Format - Soumya & Anand Kadakol February pitch by all startups
11.20 to 11.50	Evocart Technologies Pvt Ltd			
11.50 to 12.20	Srinivasalu Reddy & Mr. Wali			
2 2.20	Elegocart Technologies Pvt Ltd	Sushant, presented businesses Elegocart Technologies are in, He discussed on how the focus from servicing different modules was focussed to one module with attracting more customers. Target is to get 50,000 customers by year end. Requirement of every customer is different. Hence integrating and automating is challenge	To do 50,000, number of employees is 60 to 70, with cost per month per employee is 20k to 25k, With just revenue of 5000 per customer, ends will not be met. Hence automating few sub modules will help.	
2.25 - 2.45	BlynkSpeak Solutions	Built Bot for TITAN on Sales Management, More on RPA, less on IoT, This year revenue 30 to 35 Lakhs, How to progress ahead, Going through a vendor currently, Vendors in Mumbai & Bangalore, They have products, and they need solutions, hence they come to Preetham, Providing the services, not into building platforms, currently there are 6 ppl, Total expense is	Automation within organization. Difficult to get investors money. Product at the end of selling this in 6 months. You can go directly to customers with all this integration. Discussed on product by Tattva Labs, Squirrel. By plug and play, we are reducing time of project deliver to 5 to 8 days,	

54.Mentor Me Mentor - 2019 - 20

		not more than 40k per month excluding his salary	versus industry standard of 1 to 1.5 months. So modularizing will help. Chat Bot company called Chat Mia, they have modularized the whole thing. Gap here is industry players may not know how to integrate. Hence use this as a opportunity, and integrate things well. Hoon on one area where usage is better. Put API on subscription model and let ppl use it.	
2.45 - 3.45	Indrone Aerosystems	updated on on-going projects, How Sales is still a problem, Recruited 4 last month, In talks with Divyashree Private Infrastructure player. Got clearance from ___ for flying. One of 15 companies In India to do it. Looking at Logistics as the next area to venture into. Thinking of starting company in Canada. There is a good resource who could be promising, but not sure if he will stick on for all. Conversion of company from partnership to Private Ltd.	Re Start talking to JSW, Infrastructure - Solar, Wind, Smart City, Railways, - Data to plan. Company like Atkins, BMRCL - prospective leads, Ask for advance while talking with Government Agency. Take Canada Person on Partnership and not share equity with him.	

54.Mentor Me Mentor - 2019 - 20

		1 product - 24,000, other product - 10,000 n one more for 80,000, talking to distributor for more connection		
3.45 - 4	Float Design Labs	Production happening in Bangalore, PCB in China and Gujarat,		Close deals faster, work on closing multiple deals simultaneously

Time Slot	Company Name	Comments/Discussions	Comment by Anant	Deliverable
11 to 11.45am	Semiksha Semiconductors	Venkat Bhat & Murali Connection working well for Vijay. Looking at building FPGA team in India through these connections. And this will be in Hubli. Infrastructure is the need of the hour to scale up. Need place for 50plus employees. Connect with Rohit Bahadur (VC connection) has been good. Working on a product with them. Create an association in Hubli for startups to solve local ppl/industry problem	Be cautious of charging the right money. Get in touch with local chamber of commerce.	Add 5 ppl per quarter.
11.45 to 12.30am	Transil Technologies	Spoke on building of a platform how students will get to know job openings and skills required for it, how company will identify right candidate. One to two months a report, three to four months will be	Build a simple website, ppl login, pay and download reports. Research reports of bigger companies listing of it. How to solve students	Design the website and send a mail, feedback will be given appropriately. Target in 2months is 3000 students.


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54.Mentor Me Mentor - 2019 - 20

		application, per dept 50k to 100k price points.	problem on what they should do.	
2.20 to 2.50pm	Kalpas	Introduced the product, B2B model currently working on where school pays but ultimately parent is paying in the background.	Be careful on who is your customer and why will they pay you, look at traditionally how things are done. Is there money in this field. Systematically look at how to execute things else pivot completely. As Education is more of less money making sector. Very fragmented business with no money and sustenance will be a issue.	Rethink on the business and get back
2.50 to 3.30pm	Indrone Aerosystems	Drone Services to dash board to Saas Based model, in discussion with Anand, they want to puch things now itself for Saas based model. For customer - everything will be done by Indrone itself. Including Drone, survey report and everything. Saas based accelerator by Xcel partners. Swiggy got in touch for some work, but at present this is more deviating, want to focus more	Participate in ipreneur accelerator program which could lead to possible funding. Look into KITone funding. Look at how working with Swiggy will help grow further	

54.Mentor Me Mentor - 2019 - 20

		on building something more strong. Going forward, model will be SaaS and fleet management.		
3.30 to 4pm	AJ Deals	Sunil proposed his idea and spoke about how the business is run currently.	How can we get more traction with customers. Need to discuss more on how things will work further.	Detailed discussion to be planned next month
4 to 4.30pm	Evocart Technologies	Spoke on his experience of Meeting Mr. Samrat, in Shobha Society in Bangalore. Delhi thing is still in waiting stage. Accelerator Program by Anil Chickhara in Bangalore - 7% stake is what they are asking. Anand Kadakol suggested why not look at Seed fund to start with for 7% stake	Be cautious of accelerator programs. Do complete due diligence before getting through. What is it that they promise, if they do not get any investor	