

BANGALORE INSTITUTE OF TECHNOLOGY INNOVATION & ENTREPRENEURSHIP DEVELOPMENT CELL

The Entrepreneurship Cell is setup with the primary motive of encouraging entrepreneurship amongst the students of our college. It was experienced that most of our fellow students opt for placements or plan out their higher studies, but only a few take the choice to go through the rigours of entrepreneurship.

To be an entrepreneur does not mean starting a new company, but an innovative idea as a basis to build upon, putting brick upon brick of time and hard work to bring that idea to fruition.

Risk taking is synonymous with starting anything new, untried and untested. It is this element of risk that teaches us a valuable lesson in life – “Everything comes at a price”. The cell imparts skills and knowledge that will have relevance in the real world.

Not everyone will be lucky enough to become a successful entrepreneur, but what is learnt now will be with you forever - take you where no book prescribed in your syllabus can.

VISION

Help students to change lives and achieve dreams through
Innovation & Entrepreneurship.

MISSION

- To promote students of BIT to become successful entrepreneurs by providing the opportunity, skill, knowledge and resources needed for Idea Incubation.
- IEDC-BIT (Innovation and Entrepreneurs Development Center, Bangalore Institute of Technology) is working towards igniting young minds which creates an opportunity to change lives.

FUNCTIONS

- IEDC shall work towards creating awareness of Entrepreneurship and nurturing Entrepreneurial activities in the institute. IEDC shall create an entrepreneurial ecosystem for promoting establishment of start-ups through its Incubation and Innovation center.
- The IEDC shall create an entrepreneurial culture in the institution by organizing various entrepreneurial activities like Entrepreneurship Motivation Camps, Entrepreneurship Awareness Camps, and Entrepreneurship Development Programs.
- IEDC through its network center, shall strive to foster better linkages between industries and institutions engaged in promoting entrepreneurial activities.

MEMORANDUM OF UNDERSTANDING

- 10.11.2018** Registered for Atal Ranking of Institutions on Innovation Achievements (ARIIA).
- 25.10.2018** Registered for MHRD Innovation Cell, Institutions' Innovation Council
- 20.09.2018** MOU signed with Oravel Stays Private Limited –OYO
- In process** MOU with MSME represented by Er. Santosh G, General Secretary, Confederation of Indian Micro, Small and Medium Enterprises

FACULTY CHAPTER

Prof. Shankar Gowda B. N.	Computer Science & Engg.
Prof. Giri V. S.	Industrial Engg. & Management
Dr. Redappa H. N.	Mechanical Engg.
Prof. Narayanswamy J. C.	Electronics & Communication Engg.
Prof. Ranganath G.C.	Civil Engg.
Prof. Nikitha N.S.	Computer Science & Engg.
Dr. Nagesh H. B.	Electricals & Electronics Engg.
Dr. Hema Jagadish	Information Science Engg.
Prof. Girishkumar N. G.	Telecommunication Engg.
Prof. Neethashree N. R.	Electronics & Instrumentation Engg.
Prof. Suma N. R.	Masters in Computer Application
Prof. Krishna Prasad C. R.	Masters in Business Administration

STUDENT CHAPTER

Mr. Utkarsh Tiwari	Founder & Advisor
Mr. Kuzote Lohe	President
Mr. Nagendra Babu	VP Marketing
Ms. Harshitha R.	VP Finance & Operations
Mr. Abhinav Umrao	VP Technical
Mr. Don Nachaiah	VP Design
Ms. Arfa Fathima	VP Social Media & Content
Ms. Poojitha M. K.	Secretary
Mr. Akhil Singhal	Head Co-ordinator
Mr. Aman Singh	Head Co-ordinator
Mr. Harsha	Head Co-ordinator
Mr. Sankalp Singh	Department Co-ordinator
Mr. Rithwik	Department Co-ordinator
Ms. Ruchita	Department Co-ordinator
Ms. Sriraksha	Department Co-ordinator
Mr. Praveen	Department Co-ordinator

EVENTS REPORT : 2018-2019

EVENT 1 : Orientation of IEDC:BIT Student Chapter and “Panel Discussion on Entrepreneurship and Leadership”

Event Details :

Venue	–	MBA Seminar Hall
Date & Time	–	11/04/2018 and 2PM to 5PM
Registrations	–	124
Attendance	–	110
Guest	–	Prof. K. Mallaiah (Chairman - BIT)
Patron	–	Dr. A. G. Natraj (Former Principal - BIT)
Speakers	–	R. Gopinath Rao (Deputy Director - MSME GOI) Suresh Babu (Founder One - Life Academy) Santosh G (General Secretary - CIMSME) Sidharth Jain (Founder - Graffersid)

Purpose : The main moto of the event was to spread awareness among the student community of BIT regarding entrepreneurship and how to start off their entrepreneurial journey.

Highlights : The event started by welcoming the Chief Guests, Speakers, HOD's, Faculties and Students followed by lighting the lamp. The chief guest (Prof.K.Mallaiah) shared a few words on the future of entrepreneurship and motivated students to start off. Thereafter a talk was given by Principal BIT (Dr.A.G.Natraj) on entrepreneurship and its scope. Post the dignitaries talk the student chapter orientation plan was presented by President of IEDC Student Chapter (Utkarsh Tiwari). The way forward for the student community of BIT has been explained to reach the entrepreneurial goals through a plan presentation.

Thereafter Sidharth Jain (Founder of Graffersid) gave the first talk followed by a motivational video. In his talk he covered all the aspect a young entrepreneur might face during their entrepreneurial journey. He explained all the challenges a student faces from ideation till incubation.

Then R Gopinath Rao (Deputy Director of MSME) a Government of India representative shared his views on entrepreneurship and its wide scope. He explained different government schemes for startups and also gave a better insight on different resources available from the government of Indian for the startup industry and aspiring young entrepreneurs.

Thereafter Suresh Babu (Founder of ONELIFE Academy) a MBTI expert gave a talk on different psychological factors an entrepreneurial journey involves. He discussed in detail regarding entrepreneur personality type he gave an insight on introspection and motivated students to think out of the box.

The last talk was given by Santosh G (General Secretary of CIMSME), Santosh has a shared an industrial need for Entrepreneurs. He gave details on Industry 4.0 and the future scope for young entrepreneurs to achieve industry 4.0 goals and develop the latest technologies.

After the talk session a panel discussion took which focused on how a young entrepreneur grows with the government, psychological and industrial support. The panel discussion covered all the aspect of “GOLDEN CIRCLE” i.e. WHY, HOW and WHAT of Entrepreneurship.

The event ended with a Question and answer session followed by thanking and felicitating the guests and speakers.



Event 2 : Two Step Entrepreneur

Event Details :

Venue	-	Classroom 523
Date	-	29/08/2018
Time	-	01:30PM
Teams Registered	-	19
Teams Attended	-	13

Purpose : The event was planned to instil the entrepreneurial spirit among the students and to give a mock idea on how entrepreneurship works.

Highlights : The event started by welcoming all the teams. Thereafter the rules of the competition were explained to all the teams. Then an elimination round was conducted where all the teams were given an organisation for which they need to do the relevant marketing and pitch their USP's. After the first round the selected teams were given niche products for which they need to do a mock pitching and attain funding as well as customers.

The event ended by the prize distribution to the winners.

Event 3 : Stock Market 101

Event details :

- Venue - Seminar hall
- Date & Time - 01/10/2018 - 02:30PM
- Speaker - Mr. Vipin M.K. (Co-founder of 'Inception' and an author)

Purpose : The purpose of stock market 101 was to conduct an informative seminar on different variations involved in the stock market.

Highlights : The talk began on a convincing note with a lucid explanation of the basic, vital question that is “Why to invest?” The increasing rates of inflation compared to disproportional hike in incomes, the Return on Investments, diversifying sources of income and the rewards of taking calculated reasons were reasons given to substantiate the need of investing. This was followed by talking about various investment choices like Derivatives, Shares, Gold, Mutual Funds, Debentures, Real Estate, Insurance, etc. The major part of the remaining talk delved on explaining the nuances of above-mentioned Investment options, the appreciations, risks and their merits and demerits. Mutual funds were stated as an ideal investment choice for small investments, needing very less capital to start with. Along with that, Debentures was discussed in detail which is a loan, companies take from people, wherein first interest is paid and then the principal amount is paid on maturity, the reverse of actual loans. The talk briefly touched upon crucial topics like Primary market (IPO) like Stock Exchange, share brokers, merchant bankers, etc. and the Secondary market involving companies that buy and sell shares, hedging, etc. This was followed by enlightening the students about the entire trading process which begins with choosing a broker, opening a 'Demat' account till the last step of buying shares and trading.



The talk concluded with a lucid explanation on Sensex and Nifty, as indices of Stock market. This was followed by a round of 'Question and Answer' session wherein students got an opportunity to clear all their doubts on various matters related to the stock market, shares and stock exchanges.

Event 4 : IDEA LAB

Event details :

Venue	-	Seminar Hall
Date	-	06/10/2018
Time	-	11:30 AM
Guest	-	Dr.Aswath M. U. (Principal BIT)
Speaker	-	Dr. Shweta Singh (Founder & CEO of Ennoble IP & WIEF) Karl Lillrud (TEDx speaker, Entrepreneur from Sweden)

Purpose : The purpose of Idea Lab was to achieve the first step towards the entrepreneurial journey i.e. Ideation.

Highlights : The event started with a video talk by Karl Lillrud (A keynote speaker from Sweden) followed by welcoming the chief guest, Dr M U Aswath, Principal, BIT and the esteemed speaker Dr Shweta Singh. The chief guest shared a few words about the experiences of employment in the market and motivated students to take up entrepreneurship. Thereafter the talk by the speaker began with an introduction on the concept of 'Idea Generation' by identifying a problem, understanding the requirement of the markets and then producing effective solutions. Examples of companies like Uber, Airbnb were given to elucidate the explanation. It was followed by informing the audience about generation of transformational and innovative ideas which are executable, after correctly identifying the problem. The further talk stressed on the need of innovation in creating a solution for existing problem with risk-taking capability. Then the talk touched upon generation of Intellectual Property (IP), Intellectual Property Rights (IPR) based on shape and type of the product like design registration, trademark, design patent, copyrights, etc. The talk went on to shed more light on protecting our innovative and creative ideas in terms of IPR and interesting cases regarding patents was shared by giving examples of various Start Ups which hit the market like Paytm, OLA, etc.

The talk culminated with an interesting group activity of 12 students, who were provided with a balloon and a toothpick and were tasked to save their balloon from other members till the last and the winner at the end gets a certificate from the company. The task seemed trivial with students trying to burst each other's balloons, to win, however the twist was the moral of the task and that was 'To flourish in a competitive market, one should take all together instead of pulling anyone down', that unity and cooperation is real strength, was the highlight of the event. The exciting event neared the ending with a round of 'Question and Answer' session, providing an

opportunity to the enthusiastic audience to interact with the speaker and get their doubts cleared.

The event finally ended with thanking and felicitating the speaker for the insightful talk on identification of problem, idea generation and protection and motivating the students with a stimulating talk.



EVENTS REPORT : 2019-2020

EVENT 1 : Induction program for 2019-2020 batch

Event details :

Venue	-	MBA Seminar Hall
Date and Timings	-	29/08/2019 2PM TO 4:30PM
Registrations	-	51
Attendance	-	18

Purpose : The main motto of the event was to spread awareness among the student community of BIT regarding entrepreneurship and how to start off their entrepreneurial journey.

Highlights – The event started by welcoming the members of IEDC: BIT. The student chapter orientation plan and introduction of IEDC (E-Cell) was presented by Founder of IEDC Student Chapter (Utkarsh Tiwari). The way forward for the student community of BIT had been explained to reach the entrepreneurial goals through a plan presentation. During his presentation he also talked about BRAINSTORM, a monthly engagement of IEDC: BIT to help budding entrepreneurs of BIT to reach a step forward in the process of MVP development.

Thereafter Kuzote Lohe, President of IEDC gave a welcome note, followed by a presentation on IEDC Cell which also covered all the aspects on upcoming events. The below mentioned vice presidents spoke on their respective domains:

- a) Abhishek.G.Singh - VP (Marketing and PR)
- b) Harshita - VP (Finance and Operation)
- c) Abhinav Umrao - VP(Technical)
- d) Don Nachaiah - VP(Design)
- e) Arfa Fathima - VP (Social Media and content)



After the talk, next program scheduled was a 10 minutes motivational video on Entrepreneurship to encourage and build self-confidence to budding entrepreneurs. The last talk was given by Prateek (4th year,CSE) on how technical ideas of engineering can be incorporated in IEDC.

A few members gave an encouraging talk on importance of entrepreneurship for growth and development. After the talk session a panel discussion with the Vice Presidents took place and got to know more about their respective domains and followed by presentation of ideas from each group.

The event ended with a Question and answer session followed by vote of thanks by Kuzote Lohe.



EVENT 2 : BRAINSTORM 1.0

Event Details:

Venue	–	BIT Seminar Hall
Date and Timings	–	27/09/19 and 11:30 AM to 1:30 PM
Registrations	–	250
Attendance	–	300
Guest	–	Mr. Rishabh Manot (Founder of Questerra)
Patron	–	Dr. Ashwath M.U (Principal BIT)

Purpose - To enable the students to learn about the design thinking, see its values and have the confidence to bring it to the real world and also to overcome pain points in technology and business industry.

Highlights – The event was diligently organized. There was a soul to it. A soul that was vibrant, contagious and exuberant. IEDC being a complete student run cell had organized an interactive session on Design thinking which is the way of the future wherein companies satisfy the demands of their customers and find best solutions to their problems using Design Thinking and how one needs a clear understanding of what this method is and how to use it if one wants to remain in the top.

Mr. Manot spoke about everything related to Design Thinking, simplifying complicated jargon and telling students about his experiences and achievements. There's no denying that Design Thinking is the way of the future. Companies can really satisfy the demands of their clients and find the best solutions to problems using Design Thinking. However, one needs a clear understanding of what this method is and how to use it if one wants to remain on top, motivated the students on how every successful start-up began with a single decision. It's not about the dream, it's not about the vision, it's about having the courage to take that very first step - to start.



The program which was an initiative on Design thinking covered each and every important point helping the students to run theoretical as well as practical knowledge and also enhancing knowledge and the skills of the young minds aspiring to be successful entrepreneurs.

Takeaways - The address which he gave to the effervescent young gathering where he briefed them about his business and enumerated the driving factors behind them which are following one's passion, working with the right squad, manifesting a positive attitude towards life and never to give up in spite of debacles. These words made an impact on the listeners enabling them to ask questions and interact with him. The event concluded with Utkarsh (Founder of IEDC Cell) presenting a memento as a token of appreciation.



EVENT 3 : BRAINSTORM 2.0

Event Details :

Venue	-	MBA Seminar Hall
Date and Timings	-	21/10/19 and 2PM to 5 PM
Registrations	-	32
Attendance	-	35
Guest	-	Mr. Deepak Sahoo (IIT MADRAS ALUMNUS)

Purpose - To enable the students to learn about the Business Model Canvas, see its values and have the confidence to bring it to the real world and also to overcome pain points in technology and business industry.

Highlights – The session on Business Model Canvas was perfect in today's fast paced ever changing business environment, which is popular business planning and strategising used by start-ups , gave an opportunity to think big and was to demystify the concept of developing a business idea from scratch, clearly identifying the key elements that make up business simplifying a business plan into a condensed form .



Mr. Sahoo spoke on difference between a business model canvas and a business plan wherein he also spoke about Start-ups are anything but traditional businesses and so these frameworks such as Business Model Canvas have emerged precisely because the old-school business plan couldn't be applied anymore.



List of questions were given in advance to help students brainstorm the precise idea for business canvas innovation. A series of key questions were answered by when filling up business model canvas.

A total of 32 students registered which were divided into 8 teams, the teams prepared the canvas model plan strategy portraying 60 to 70 people working under different verticals of technology and marketing and also covering all parts of business work together and the winners were the teams 7 and 8.

Takeaways : The session covered all elements of a business wherein the set of questions made to think on all aspects of business , common mistakes that are made in business planning process can be addressed in a Business Model , students were also guided and helped on the positive steps that need to be taken towards running a successful enterprise

The event concluded with Akuzo (President of IEDC Cell) honouring the chief guest with token of gratitude and remembrance by presenting a sapling as a token of appreciation.

EVENT 4 : BRAINTORM 3.0

Event Details :

Venue	-	Placement cell
Date and timings	-	11-11-2019 and 2PM to 4PM
Attendance	-	15
Guest	-	Prof. Giri - Chairman of IEDC

Purpose : An interactive session for budding entrepreneurs on how to make better use of engineering life as a student. Also, different strategies to keep in mind when starting the business.

Highlights : “Executing the idea, you have without second thoughts is the way to success” said Prof. Giri in the Brainstorm 3.0. This event was more of ideas and strategies to be thought out before start up. This event had a certain energy to it and it was reflected in Prof. Giri sir's eyes. The event started with Akuzo briefing about the organized events by IEDC this semester 2019-20. He introduced professor Giri and from there on professor Giri took on; narrating different stories of himself and other entrepreneurs. After the talk, there was a question answer round, where students asked different questions.

“Are you ready to fail?” he asked the audience, as he narrated his own story how he succeeded in his journey of being a successful entrepreneur. It was a motivational speech which brought confidence in the attendees to become entrepreneurs.

Takeaways : IEDC gave its members to have an interactive session with the teacher coordinator. The session was very interactive and informative about strategies to be used to build start-up. Professor spoke focused on a simple story and made changes in it to teach the strategies and value required for an entrepreneur. The discussions were very lively and participating. He focused on how to effectively use time as a student and start a business.



EVENT 5 : WEBINAR

Event Details :

Venue	-	Cisco WebEx App
Date and timings	-	23-05-2020 and 7PM to 8PM
Attendance	-	60
Guest	-	Mr. Varun Choraria, Founder - Bookwalla and AiboMBA

Purpose : An interactive webinar for the budding entrepreneurs to have their own SaaS product using the tools available to them.

Highlights : “Executing your ideas without spending much from the pocket is next generation startup.” said Mr. Varun. This event was more on how self-marketing is the best way of marketing. He even spoke the various tools he used online for free without buying any domain names. This event was more into product building and creating a market for it through LinkedIn and other platforms. The second half of the session was more of a personality development. He spoke how to organize our goals through OKR's and Eisenhower's Matrix. The event started with Akuzo and Abhinav welcoming the speaker and principal who joined us.

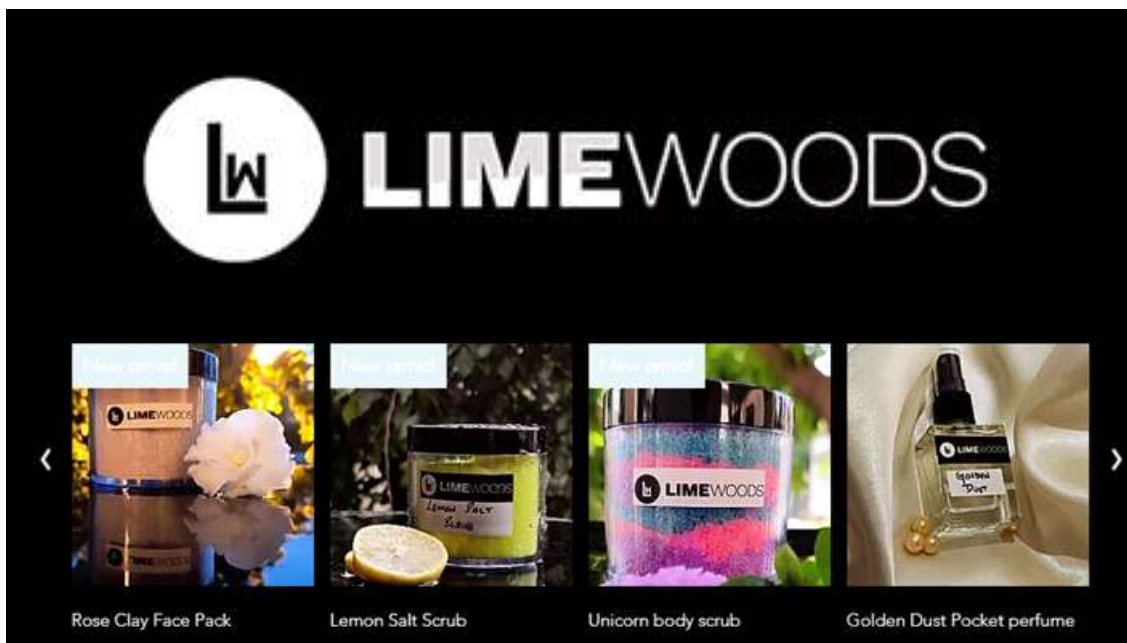
“Publishing your ideas and not being hesitant about your ideas, gives you visibility and helps you improve it” he said. The author of Miraclepreneur spoke about how motivating friends lift your own spirits. “Ask feedbacks from your own friends” he spoke. As he started sharing his own experience from his products Aibo and Bookwalla, he also mentioned what motivated for his book. He inspired everyone present in the webinar by saying “If I can do it, you can too!”. This line motivated the participants to execute their existing ideas.

Takeaways : We at IEDC tried a new approach for this pandemic. We did a webinar, over 110 participants registered for the webinar. The webinar proceeded very smoothly and from the feedback we got, the participants were happy. The webinar was very lively and participating. In the end, we had Q&A session with Mr Varun which lasted for more than half an hour as he had so much to give to us.



STARTUPS ESTABLISHED UNDER IEDC:BIT

LIMEWOODS : LIMWOODS is a personal care product brand started by Nishitha Suresh in her 1st year which makes handcrafted and spa range products which include spa scrubs, face packs, lip balms and many more.



FLOSA: FLOSA is a small entrepreneurial drive started by Manasa in her 4th year where customers can easily purchase custom flower arrangements along with chocolates, champagne for their loved ones and delivered to the doorstep.



SOCIAL MEDIA CAMPAIGNS

1. ALUMNI ENTREPRENEURS : Giving visibility to the graduated engineers of BIT who have started their initiatives.

The Hudli Porject by Adarsh

Gangtri Enterprises by Abhishek Beriwal

2. ENTREPRENEURIAL SUCCESS : 3 episodes consisting of 5-9 slides which gives basic insights to learn while endeavouring start-up journey.

E1 : 5 Reasons how professionalism can help you become a better entrepreneur.

E2 : Finance basics every individual should know.

E3 : Stages of funding.

3. BITPRENEURS : Students of Bangalore Institute of Technology have created their own start-ups / initiatives which is given visibility in our social channels as to why was it launched.

Nishitha Suresh - LIMWOODS was started to provide herbal and personal products at affordable prices and to encourage more of handcrafted products.

MANASA - FLOSA was started to show people to truly appreciate having them in their life by simply sending flowers, chocolates to their doorstep.

NAGENDRA BABU - BE THE CHANGE HOSPET is an NGO started by Nagendra and his team because he believed to give something back to the society and focus on working towards UNO's sustainable development goals.

KUZOTE LOHE - THE WALL is an online youth community where people tell their stories despite how small or big it is to create an impact and inspiration among others.

UTKARSH TIWARI - IEDC:STUDENT CHAPTER is an E-cell created as a stepping stone for all the future entrepreneurs through this strong start-up ecosystem.

KARTIK DHADWAL - THE DESIGNOTRON is a YouTube channel to showcase his product designs to educate people to develop scientific community in India where innovation prevails.

SANKALP SINGH - TALK is a mental app which is an effective way in making therapy more accessible, efficient and portable.

CONTACT US

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