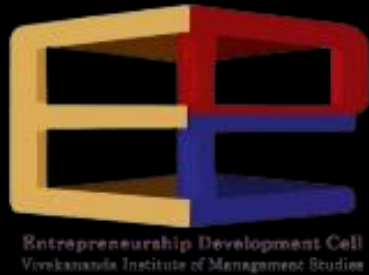




VIVEKANANDA
INSTITUTE OF MANAGEMENT STUDIES
APPROVED BY AICTE AND PERMANENTLY AFFILIATED TO ANNA UNIVERSITY
(A Stand alone B-School)

Final Report 2023-24





ED Cell

VIMS

**The Entrepreneurship Development
Cell**



VIVEKANANDA

INSTITUTE OF MANAGEMENT STUDIES

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"Embracing detours
along your journey is an
essential step towards
discovering the
extraordinary path that
was always meant for
you."

Team's Address

Success is an intricate tapestry woven with diverse threads, each representing unique aspirations and visions. While some perceive success as accolades in the corporate realm, others envision it as the epitome of innovation and change. At the heart of this transformative journey lies the spirit of entrepreneurship, a beacon illuminating the path for visionary leaders and innovators.

Vivekananda Institute of Management Studies (VIMS) Venture embodies this spirit, championing the cause of entrepreneurship and fostering a culture of innovation and growth. Established with a profound commitment to nurturing budding entrepreneurs, VIMS Venture stands as a testament to the relentless pursuit of excellence, innovation, and societal impact.

As student coordinators at VIMS Venture, we are entrusted with a noble mission - to ignite the entrepreneurial spark within our peers, equip them with the requisite skills, knowledge, and resources, and empower them to transform their visionary ideas into impactful ventures. Guided by the principles of Swami Vivekananda, we strive to instil a sense of purpose, passion, and perseverance among aspiring entrepreneurs, inspiring them to transcend boundaries, challenge the status quo, and create a lasting legacy.

Our journey at VIMS Venture is characterized by collaboration, creativity, and commitment. We fervently believe that the future belongs to those who dare to dream, innovate, and persevere against all odds. We aim to cultivate an entrepreneurial ecosystem that fosters creativity, collaboration, and growth through workshops, seminars, mentorship programs, and networking events.

In our endeavour to create a vibrant entrepreneurial community, we draw inspiration from the rich legacy of Swami Vivekananda, whose teachings and ideals continue to inspire generations of entrepreneurs, leaders, and changemakers. We are committed to nurturing a culture of innovation, inclusivity, and impact, fostering an environment where ideas flourish, collaborations thrive, and dreams become reality.

As we embark on this exhilarating journey, we extend a warm invitation to all visionary leaders, innovators, and changemakers to join us in our mission to create a better tomorrow. Together, let us redefine success, challenge the boundaries of possibility, and shape a brighter future for generations to come. Welcome to VIMS Venture - where dreams take flight, ideas transform, and entrepreneurs thrive!

Director's Words

Dr. A. Valarmathi
Director, VIMS

With growing determination, the E-Cell is channelling efforts to establish a novel awareness in the entrepreneurial landscape.



As the Director of Vivekananda Institute of Management Studies (VIMS) Venture, I am profoundly inspired by the transformative power of entrepreneurship and its potential to shape the future of our society. Our institution stands as a beacon of innovation, excellence, and empowerment, committed to fostering a culture of entrepreneurship and innovation among our students and alumni.

I firmly believe that the essence of entrepreneurship lies in thinking differently, envisioning possibilities, and creating impactful solutions that address societal challenges and opportunities. At VIMS Venture, we are dedicated to nurturing the entrepreneurial spirit, equipping our students with the requisite skills, knowledge, and mindset to navigate the complexities of the business landscape and transform their visionary ideas into thriving ventures.

Our mission at VIMS Venture aligns seamlessly with the institution's vision of fostering innovation, promoting entrepreneurship, and creating a

conducive ecosystem for growth and development. Through our initiatives, programs, and collaborations, we aim to inspire, empower, and support aspiring entrepreneurs, enabling them to realize their potential, seize opportunities, and create lasting impact.

I extend my heartfelt appreciation to the dedicated team at VIMS Venture for their unwavering commitment, passion, and dedication to fostering entrepreneurship and innovation. Together, we will continue to push boundaries, challenge the status quo, and shape a brighter, more prosperous future for our students, alumni, and society at large.

As we embark on this exhilarating journey, I encourage our students, faculty, alumni, and partners to embrace the entrepreneurial spirit, seize opportunities, and contribute to our collective mission of fostering innovation, driving growth, and creating a lasting legacy. Together, let us redefine boundaries, transform challenges into opportunities, and shape the future of entrepreneurship at VIMS Venture and beyond.

Faculty Advisor's Words

Dr. S. Umamaheswari
Faculty Advisor, VIMS



As the Faculty Coordinator of VIMS Venture, I am deeply inspired by the transformative power of innovation and entrepreneurship and its profound impact on addressing societal needs, fostering economic growth, and creating high-value job opportunities. Our institution is committed to nurturing a vibrant entrepreneurial ecosystem, fostering creativity, innovation, and collaboration among our students, faculty, and alumni.

I commend the commendable efforts of the Entrepreneurship Cell (E-Cell) at IIT Bombay over the last two decades in promoting entrepreneurship, fostering innovation, and nurturing aspiring entrepreneurs. The E-Cell's commitment to motivating, supporting, and connecting students from various institutes and colleges, including VIMS, is exemplary, and its impact on shaping the entrepreneurial landscape in India is commendable.

As the Faculty Coordinator of VIMS Venture, I am committed to fostering a culture of innovation, collaboration, and entrepreneurship among our students and faculty. We recognize the importance of providing our students with the requisite skills, knowledge, and resources to navigate the complexities of the business landscape, transform

their visionary ideas into impactful ventures, and contribute to societal betterment.

I extend my heartfelt appreciation to the dedicated team at E-Cell, IIT Bombay, for their unwavering commitment, passion, and dedication to fostering entrepreneurship and innovation. I look forward to collaborating closely with E-Cell and other stakeholders to further strengthen and expand our entrepreneurial ecosystem, nurture aspiring entrepreneurs, and create a lasting impact on society.

Together, let us continue to push boundaries, challenge the status quo, and shape the future of entrepreneurship, innovation, and societal impact at VIMS Venture and beyond.

Introduction

The primary mission of the Entrepreneurship Development (ED) Cell at VIMS is rooted in fostering an ecosystem where budding entrepreneurs can thrive. Dedicated to nurturing entrepreneurial spirit, the ED Cell serves as a pivotal platform for aspiring individuals, aiding them in recognizing viable opportunities and cultivating innovative ideas. By raising awareness about market dynamics, emerging trends, and untapped opportunities, the Cell empowers youth with the knowledge and tools needed to transform their entrepreneurial aspirations into tangible ventures. Committed to addressing market needs and fulfilling societal demands, the ED Cell plays a crucial role in bridging the gap between innovation and market potential. Through its initiatives, programs, and collaborations, the ED Cell at VIMS is instrumental in shaping the future of entrepreneurship, fostering economic growth, and nurturing a new generation of visionary leaders and innovators poised to make a meaningful impact in India's entrepreneurial landscape.

The Entrepreneurship Development Club:

The club at VIMS is focused on establishing a nurturing environment for emerging entrepreneurs within our institution. Through a diverse range of activities, including informative speaker sessions, hands-on workshops, engaging competitions, and insightful interactions with industry professionals, the club strives to inspire, educate, and support aspiring entrepreneurs.

National Entrepreneurship Challenge:

We are familiar with the National Entrepreneurship Challenge (NEC) organized by the E-Cell of IIT Bombay, having participated in its preliminary tasks in 2018. However, due to the unforeseen challenges posed by the COVID-19 pandemic, our participation was interrupted. As we navigate through 2023, we have been presented with another opportunity to re-engage with this prestigious competition. With renewed determination and vigor, we are diligently preparing and striving to secure victory in this year's NEC, eager to showcase our entrepreneurial prowess and commitment to innovation.

The Entrepreneurship Summit:

While we have achieved significant milestones, including our participation in the May e-submit, it is essential to acknowledge the unparalleled expertise and innovation demonstrated by institutions like IIT Bombay. Our previous engagement with them in 2018 provided valuable insights and experiences, yet the subsequent absence of similar activities left a gap in our collaborative endeavors. As a business school, we possess a deep understanding of product marketing and sales strategies, equipping us with the knowledge and skills to effectively position and promote our offerings. However, recognizing the distinct capabilities and resources available at institutions like IIT Bombay reminds us of the importance of continuous collaboration, innovation, and adaptation to leverage opportunities and achieve excellence in our entrepreneurial journey.

Idea Mill(Eureka!):

In 2023, we participated in "Eureka," the esteemed Idea Mill business pitching competition hosted by IIT Bombay in collaboration with Venture VIMS. This platform provided us with a unique opportunity to present a myriad of innovative ideas, akin to a business canvas, showcasing our entrepreneurial creativity and vision. Engaging in this competition enabled us to refine our concepts, receive valuable feedback, and demonstrate our commitment to innovation and excellence, further strengthening our collaboration with esteemed institutions like IIT Bombay and enhancing our entrepreneurial journey at VIMS.

E-Connect InternFair:

E-Connect represents a synergistic collaboration among five prominent colleges in Coimbatore, namely Nehru College of Art and Science, INFO College, SNS College, RVS College, and Karunya Institute of Technology and Science. This collaborative initiative fosters a conducive environment for sharing knowledge, resources, and expertise, promoting interdisciplinary learning and innovation. By leveraging the collective strengths and diverse perspectives of these esteemed institutions, E-Connect aims to facilitate holistic development, foster entrepreneurial spirit, and create impactful opportunities for students, faculty, and the broader community in Coimbatore.



“

**Those who never
fall will never rise.**

Content

- 1. Achievements**
- 2. Expert Talk with Mr. R.G. Nawin Krishna**
- 3. Idea Mill(Eureka!)**
- 4. IPL Auction**
- 5. Freshers' Orientation**
- 6. Illuminate Workshop**
- 7. Cater All**
- 8. Sponsor and Associates**
- 9. Media Coverage**
- 10. Social Media and Testimonials**
- 11. Team**
- 12. Editorial Team**
- 13. NEC work Report**

Achievements

1. **2014:** Establishment of the Entrepreneurship Development (ED) Cell.
2. **2016:** Signed a Memorandum of Understanding (MOU) with M/s. Zawawi Powertech Engineering L.L.C., securing financial aid.
3. **2018:** Participated in the E-Submit at IIT Bombay as NEC participants, engaging in foundational tasks.
4. **2023:** Entered into an MOU with Yash Manivanan, the Founder of Watts and Joules Inc.
5. **2023:** Successfully reestablished Venture VIMS with a renewed mission and the introduction of the new ED Cell initiative.

Experts Talks with Mr. R.G. Nawin Krishna



To foster entrepreneurial skills, individuals should focus on visionary thinking to anticipate future trends, develop risk management capabilities, and cultivate creativity and innovation. Emphasizing strategic planning, financial acumen, and effective communication is essential. Networking and collaboration opportunities should be facilitated to build relationships and leverage collective resources. Additionally, resilience, adaptability, ethical

Vision

Empowering individuals with entrepreneurial vision, resilience, and innovation to navigate dynamic landscapes, foster ethical leadership, and seize opportunities for sustainable growth and societal impact.

Impact

The recent entrepreneurial event hosted by Venture VIMS witnessed participation from over 120 aspiring entrepreneurs, fostering collaboration, innovation, and networking opportunities. As a result of this event, five startups received mentorship and financial support, leading to the creation of 50 jobs in the local community. Additionally, partnerships established during the event facilitated access to new markets, resources, and funding opportunities, catalyzing growth, innovation, and sustainable development within the entrepreneurial ecosystem.

Speaker Details

Mr. R.G. Nawin Krishna founder Startuppayanam- StartupPayanam, an initiative to foster entrepreneurship among young fellow Indians. The idea is here a Startup tour where we plan to take the participants across the various established and budding companies / startups. The intention of startup Payanam is to get them experience the real world of Startups. The challenges, Strategies, Problem solving and experience that the Entrepreneurs go through. This is an honest effort by the startup community to inspire and educate aspiring Entrepreneurs for the overall benefit of the ecosystem.

Sponsor

College sponsors the full event

Event flow

The event commenced at 10 PM, providing attendees with comprehensive insights and guidance on crafting and presenting an effective business plan. Participants gained valuable knowledge, strategies, and techniques essential for successfully pitching their innovative ideas to potential investors, stakeholders, and partners. Through interactive sessions, workshops, and expert-led discussions, attendees were equipped with the necessary skills and confidence to articulate their vision, value proposition, and growth strategies effectively. This event served as a pivotal platform for aspiring entrepreneurs to refine their pitches, receive constructive feedback, and enhance their entrepreneurial capabilities, paving the way for future success and growth in their entrepreneurial journey.

Schedule

13th September 2023 It was the Schedule

Record

Media Link- https://www.instagram.com/p/CxK4xghyaWs/?img_index=1

Idea Mill(Eureka!)

The Idea Mill served as a riveting pitching battle, challenging participants to showcase their entrepreneurial acumen and innovative ideas. Sponsored by IIT Bombay as part of the National Entrepreneurship Challenge (NEC), this competition aimed to cultivate and nurture budding entrepreneurs, fostering a culture of innovation, creativity, and strategic thinking. Participants were tasked with presenting groundbreaking business concepts, demonstrating market viability, scalability, and potential impact. Through rigorous evaluation, mentorship, and feedback, the Idea Mill competition empowered aspiring entrepreneurs to refine their pitches, develop robust business models, and gain valuable insights into the intricacies of the entrepreneurial landscape. This initiative not only encouraged entrepreneurial spirit and ambition but also provided a platform for emerging innovators to transform their visionary ideas into tangible ventures, contributing to economic growth, job creation, and societal development.

Vision

Through the Idea Mill initiative, we aim to empower emerging entrepreneurs by fostering creativity, collaboration, and mentorship. Our vision focuses on nurturing talent, inspiring innovation, and driving sustainable growth. We aspire to cultivate a resilient entrepreneurial community that drives economic prosperity, technological advancement, and meaningful societal impact. By providing strategic support and opportunities, we aim to unlock the potential of aspiring entrepreneurs, enabling them to shape the future and leave a lasting legacy of innovation and excellence.

Impact

To introduce and establish new ideas in the market requires unwavering dedication, innovation, and relentless effort. It entails identifying unmet needs, conceptualizing groundbreaking solutions, and meticulously executing strategies to transform vision into reality.

Sponsor

College student association was sponsor this event

Schedule

18th September 2023 is was done

Record

Media Link- https://www.instagram.com/p/Cy5AApCSbqU/?img_index=1



E
e-cell
IIT BOMBAY



Eureka Report

Invitation



*Venture VIMS offers an Idea Generator to
unlock your inner entrepreneur*

*On
October 12th 2023*

@ Vivekananda Institute of Management Studies

Brochure



IDEA

MILL

Bring out your inner Entrepreneur



9:00 AM



**WEDNESDAY
18 OCT 2023**



**VIVEKANANDA INSTITUTE OF
MANAGEMENT STUDIES**

Vivekananda Institute of Management Studies



EUREKA

- **Mission**

Our mission is to inspire entrepreneurs to develop innovative solutions that promote sustainability, reduce environmental impact, and create a greener, more resilient future.

- **Vision**

We envision our competition as a global innovation hub, where diverse talents unite to envision and create a world where groundbreaking solutions lead to a more sustainable, inclusive, and interconnected society.

- **Objectives**

Entrepreneurship competitions foster innovation, provide mentorship and education, and promote social impact. They nurture creativity, stimulate economic growth, and offer a platform for developing solutions that address global challenges while contributing positively to society.



- **Jury Members**

Dr Durai Krishnasamy

Dr P Kowsalya

Mr R R Athish

Mrs Kasthuri

You Imagine We Create

- **Date & Venue**



18/10/2023



**Seminar Hall, Vivekanandha
Institute Of Management
Studies**



- **Any queries please contact**

Dr Uma Maheshwari (NEC Mentor) : 9659375554

Arslaan (Nec Coordinator): 71339614764

VIMS

You Imagine We Create

Jury Member



Mr. R.R. Athish

Dr. K Durai

Dr. P. Kowsalya

Mrs. Kasturi

Teams

S.No	Eureka ID	Name	Email	Address	Idea	Mobile No.
1	EU23274222	Surya R	suryasuri82028@gmail.com	C1 block 2 sripat appartments kumbakonam	community solar sharing	6369147913
2	EU23933437	Ragul.S	ragulsvims@gmail.com	30th flat north Kalipanoor Siva park Thathonimalai karur 639005	consultanting company	8870992174
3	EU233910818	Deepak .SK	deepakskvims@gmail.com	11, Kabini Street, Arisipalayam, Salem	E-commerce website	9344953503
4	EU23087824	Arun k	arunkvims@gmail.com	29/30 mahalakshmi house northandar street Trichy	steel manufacturing	9384164315
5	EU23642690	sailesh.v	vsailesharjun9@gmail.com	303c1 Indian nagar 7th street periachettipalayam pudur 46 post erode-2	sand slipper,shoes producing and selling	9944715559
6	EU23759382	Rajesh . s	rajeshvims@gmail.com	1-41 main road thirukkannmangai thiruvarur 610104	mobile accessories wholesale	9159044892
7	EU23946838	NATHIYA V	vnathiyavims@gmail.com	30A ,Muthu mandhoppu, Near golden rays apartment , Tiruchengode 637211	Fingers n toes (Nail art studio)	9842575264
8	EU23732013	Priyanka G	priyankagvims@gmail.com	193/5 Suppaiyar Chettiyar Colony Thennampalayam Road Annur Coimbatore 641653	food truck business	9344842862
9	EU23267481	Mohanakrishanan PV	mohanakrishanan.vims@gmail.com	117/11 periyar nagar viralimalai pudukottai dt	life guard	8925074980
10	EU23869452	Bhuvanesh S	bhuvaneshsvims@gmail.com	9/5, sheriff colony, 3rd street, tirupur-641604	Café	9788745076
11	EU23667335	Sunil kumar S	sunilskak2002@gmail.com	1/9/34 ,middle street, Therkumedu, puliyarai,Tenkasi,627813	Event Management	9003812030
12	EU23362939	Saran R	saranrajendaran443@gmail.com	6A2, Akkose , Sholur Post , The Nilgiris-643005	Dream Crafters (Event Management)	6380776979
13	EU2374442	Prabu.K	prabuvims@gmail.com	72,Yadhavar South Street, Tisaiyanvilai 627657, Tirunelveli	FinX (Instant Iron Powder)	7708372250
14	EU23133427	DEEBAKUMAR A	deebakumarvims@gmail.com	1/165(A), ANNA NAGAR, ERUMAPALAYAM, SALEM - 15.	A Branding company.	7708240696
15	EU23473468	Aditya Suresh	adityasvims@gmail.com	plot no. 21, narayan colony, nayapura near satellite hospital, lal sager mandore, jodhpur, rajasthan	greenYums	9799512279
16	EU23933046	Jagananthan B	jaganbvims@gmail.com	No 17 lake view road west mambalam chennai-600033	color changing clothes	
17	EU23900539	Inparaj R	rinpa459@gmail.com	18/A gananathagiri nager devakottai sivagagai tamilnadu		6383217950
18	EU23823775	KALEESWARI K	kaleeswarivims@gmail.com	3/348 teachers colony, vilampatti, sivakasi - 626124	E – Transportation	9597583806
19	EU23218280	ATCHAYA CATHRIN .C	atchayacathrinvims@gmail.com	21/160 subbaiah colony , kknagar , madurai -625020	Elegance era (fashion brand)	9080562800
20	EU23027247	RAMYA.C.K	ramyackvims@gmail.com	40/2,New ettari street,ondipudur,cbe-641016	petrol delivery	7339323071
21	EU23728956	KAILASH.D	duraikailash10@gmail.com	90,ponvizha nagar,erugur,coimbatore-641016	bus location tracker app	6379893511
22	EU23008777	ARSLAAN	arslaanvims@gmail.com	425 C/o analysis coaching centre Bank road purdilpur Gorakhpur UTTAR PRADESH	language translator	7080020121

23	EU23680383	DEEPAK RAJ M	deepakrajvims@gmail.com	494 mms building anna nagar viralimalai pudukkottai 621316	Eco-friendly disposables	8220720113
24	EU23566446	VINOTH M	vinothmvims@gmail.com	No 21 mariyamman kovil street , palaiyur , trichy 621005	AI graphics	9345280482
25	EU23123714	Sandhiya M	sandhiyamvims@gmail.com	6/24A,Eastrajastreet,Bodinayakanur-Theni 625534	Event management	9025077951
26	EU23970067	sharmila.s	sharmilavims@gmail.com	154/6 srinivasa nagara Kovilpatti	magic mirror	7708240696
27	EU23274451	Tamilselvi M	tamilselvivims@gmail.com	3/1/133/1, Alagu nachiyamman Kovil street, ayikudy 627852	Food business	7708240696
28	EU23148334	Lakshmi S	01lakshmvims@gmail.com	51/3z/6 P&T colony thoothukudi	AI water bottle	6381087146
29	EU23151802	Nareshkumar R	nareshrvims@gmail.com	2/100 South Street melapudhukudi tiruchendur 628201	sensor vehicle	9994485096
30	EU23889857	Sivasankar N	sivasankarvims@gmail.com	2/326,Thiruvathaur,Melur,Madurai-625110	Food business	9150166405

Events Photos





Dr. A. Valarmathi
(Director)



Dr. K. Durai
(Organizational Psychology & Research)



Mr. R.R. Athish
(An Entrepreneur)



Dr. S. Umamaheswari
(NEC Coordinator and ED cell head)

Dr. P. Kowsalya
(Finance and Market Expert)



Team Photos



Eureka ID- EU23008777



Eureka ID- EU23946838



Eureka ID- EU23869452



Eureka ID- EU23732013



Eureka ID- EU23027247



Eureka ID- EU23728956



Eureka ID- EU23728956



Eureka ID- EU23728956



Eureka ID- EU23680383



Eureka ID- EU233910818



Eureka ID- EU23133427



Eureka ID- EU23473468



Eureka ID- EU23274222



Eureka ID-EU23218280



Eureka ID-EU23642690



Eureka ID-EU23566446



Eureka ID-EU23362939



Eureka ID-EU23267481



Eureka ID-EU23970067



Eureka ID-EU23148334



Eureka ID-EU23123714



Eureka ID-EU23759382



Eureka ID-EU23151802



Eureka ID-EU23823775



Eureka ID-EU2374442



Eureka ID-EU23274451

Evolution Sheet



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IDEA MILL - EVALUATION SHEET

S.NO	Idea	EUREKA ID	Contact No.	LEADER'S NAME	EVALUATING CATEGORY			
					INNOVATION (10)	CREATIVITY (10)	PRESENTATION (10)	TOTAL (30)
1.	COMMUNITY SOLAR CHARGING	EU23274222	6369147913	SURYA	7	8	7	22
2.	CONSULTANCY COMPANY	EU23933437	8870992174	RAGUL.S	9	7	8	24
3	E-COMMERCE WEBSITE	EU233910818	9344953503	DEEPAK.SK	8	6	8	22
4	STEEL MANUFACTURING	EU23087824	9384164315	ARUN.K	6	7	8	21
5	SAND SUPPLIER SHOES PRODUCING	EU23642690	9944715559	SAILESH.V	8	6	7	21
6	MOBILE ACCESSORIES	EU23759382	9159044892	RAJESH.S	7	8	6	21
7	NAIL ART STUDIO	EU23946838	9842575264	NATHIYA.V	9	9	9	27



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S.NO	Idea	EUREKA ID	Contact No.	LEADER'S NAME	EVALUATING CATEGORY			
					INNOVATION (10)	CREATIVITY (10)	PRESENTATION (10)	TOTAL (30)
8	FOOD TRUCK	EU23732013	9344842862	PRIYANKA G	7	5	6	18
9	LIFE GUARD	EU232671481	8925074980	MOHANA KEISHAVAN	9	6	7	22
10	CAFE	EU23869452	9788745076	BHUVANESH S	8	7	8	23
11	EVENT MANAGEMENT	EU23667335	9003812050	SUNIL KUNAR S	7	6	5	18
12	FIN(X) IRON POWDER	EU2374442	7702372250	PRABU K	7	7	7	21
13	ABRANDING COMPANY	EU23133427	8870548133	DEEBAKUMAR.A	8	7	6	21
14	MAGIC MIRROR	EU23970067	7702240696	SHARMILA S	7	6	5	18



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					INNOVATION (10)	CREATIVITY (10)	PRESENTATION (10)	
15	DREAM CRAFTERS	EU23382939	6380776979	SARAN R	7	6	7	20
16	GREEN YUMS	EU23473468	9799512279	ADITYA SURESH	8	8	8	24
17	COLOUR CHANGING CLOTHS	EU23933046	6323590769	JAGANNATHAN	7	6	6	19
18	FOOD AGENCIES	EU23900539	6883217950	TNPRAAS	8	6	5	19
19	E-TRANSPORTATION	EU23223715	7597583806	KALEESWARI	8	8	8	24
20	ELEGANCE ERA	EU23218280	9020562800	ATCHARYA CATHRIN C	7	8	9	24
21	PETROL DELIVERY	EU23027247	7339323071	PNMYA CK	7	7	8	22



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S.NO	Idea	EUREKA ID	Contact No.	LEADER'S NAME	EVALUATING CATEGORY			TOTAL (30)
					INNOVATION (10)	CREATIVITY (10)	PRESENTATION (10)	
22	BUS LOCATION TRACKER	EU23728956	6379893511	KAILASH D	7	6	6	19
23	LANGUAGE TRANSLATOR	EU23008777	7080020121	ARSLAN	6	6	5	17
24	ECO-FRIENDLY DISPOSABLES	EU23680383	8220720113	DEEPAK RAJ	8	6	7	19
25	AI GRAPHICS	EU23066446	9345280482	VINOTH M	7	7	7	21
26	EVENT MANAGEMENT	EU23123714	9025077951	SANDHIYA M	8	5	6	19
27	FOOD BUSINESS	EU23274451	6381087146	TANILCELVI M	7	7	6	20
28	AI WATER BOTTLE	EU23148334	9597870550	LAKSHMI S	6	5	5	16

Winning Team and Certificate Distribution



Their Idea

NAIL ART STUDIO

(Finger n Toes)

Our business idea is all about introducing additional beauty to the self - care and we all know the beauty industry thrives in salons especially on nail salons at present, so we thought of setting up a salon specifically for a nail art.

Nail arts includes service like nail polishing, press on nails, acrylic, nail extensions, various types of nail art designs exclusively at customer choice of preference etc.,

The primary costs to opening a nail salon is for

1. Equipment,
2. Labor,
3. Licensing and
4. Marketing and advertisement.

Our motto is to attract customer with high quality services at effective prices.

- We also provide [home services](#) which will be convenient for our clients with highly skilled team at our side.
- We are [utilizing social media](#) to telecast our presence to the people by running a google ads , posts as many users love to post nails after they just got their nails done.
- [Creating website](#) and they get to know about our works and we also planned to setting up a virtual nail art try on like how it looks into their fingers, in that case they can easily analyze their taste and preferences of art what they really need for.
- Online website also has a option of [online appointment](#) by assisting with instant contact calling and chats
- We do offer for manicure and pedicure in addition to nail art, so it can be a [one stop solution](#) for the nails of our client.

IPL Auction

The "IPL Auction of College Event" aims to replicate the excitement and strategic elements of the renowned Indian Premier League auction within a collegiate context. This unique initiative provides students with a platform to demonstrate their skills, talent, and teamwork while fostering strategic thinking, negotiation abilities, and sportsmanship. By simulating the dynamics of the IPL auction, participants gain practical insights into player valuation, team building, and decision-making processes. This event not only encourages camaraderie and competition among students but also promotes engagement, innovation, and collaboration within the college community, creating a memorable and enriching experience for all attendees.

Vision

The IPL auction-style college event serves as a visionary platform for entrepreneurship development, fostering innovation, collaboration, and strategic thinking among aspiring entrepreneurs and students. Drawing inspiration from the high-stakes, dynamic environment of the IPL auction, this event aims to simulate real-world entrepreneurial scenarios, challenges, and opportunities, enabling participants to hone essential skills, including negotiation, valuation, risk assessment, and decision-making. By engaging students in the process of evaluating, bidding, and investing in hypothetical business ventures or innovative ideas, the event cultivates a deep understanding of market dynamics, competitive landscapes, and investment strategies. Additionally, it encourages creativity, teamwork, and leadership, as participants collaborate, strategize, and compete to secure the most promising ventures or concepts. Through mentorship, expert guidance, and experiential learning, the IPL auction-style college event inspires and empowers the next generation of entrepreneurs to transform ideas into viable businesses, drive economic growth, and make a lasting impact on the entrepreneurial ecosystem.

Impact

The impact of incorporating an IPL auction-style approach into entrepreneurship development is multifaceted and profound. Firstly, it cultivates a practical understanding of market dynamics, enabling participants to navigate challenges and opportunities with confidence. This experiential learning environment fosters critical skills such as negotiation, strategic planning, risk assessment, and decision-making, essential for entrepreneurial success. Additionally, the interactive and competitive nature of the event stimulates creativity, innovation, and collaboration among participants, fostering a culture of entrepreneurship and innovation. Furthermore, by engaging in this simulated business environment, aspiring entrepreneurs gain invaluable insights, mentorship, and networking opportunities, accelerating their growth, development, and readiness to launch and scale their ventures. Ultimately, the IPL auction-style entrepreneurship development initiative serves as a catalyst for fostering entrepreneurial spirit, equipping individuals with essential skills, knowledge, and resources to transform ideas into viable businesses, drive economic growth, and create lasting impact within the entrepreneurial ecosystem.

Event flow

1. Introduction and Orientation:

- Welcome address outlining the objectives, rules, and format of the IPL auction-style entrepreneurship development event.
- Brief overview of the hypothetical business ventures or innovative ideas available for bidding.

2. Idea Presentation:

Participants present their innovative ideas or business ventures in a concise pitch format (e.g., elevator pitch) to attract potential investors.

3. Team Formation:

- Participants form teams or collaborate with others based on mutual interests, complementary skills, and aligned visions.
- Each team refines and prepares their business idea or venture for the auction.

4. Valuation and Due Diligence:

- Teams conduct market research, financial projections, and risk assessments to determine the valuation of their business idea or venture.
- Teams prepare comprehensive business plans, investment proposals, and presentation materials for potential investors.

5. Auction Preparation:

- Teams submit their business plans, investment proposals, and presentation materials for review by a panel of expert judges or investors.
- Teams rehearse their pitches, refine their strategies, and finalize their auction strategy, including the desired investment amount, equity stake, and terms.

6. IPL Auction-style Bidding:

- The auction commences with teams presenting their pitches to a panel of investors or attendees.
- Investors or attendees bid on the business ideas or ventures, negotiating investment amounts, equity stakes, and terms.
- Teams have the opportunity to counteroffer, negotiate, and secure the best investment deals.

7. Post-Auction Networking and Collaboration:

- Participants engage in networking sessions, discussions, and interactions with investors, mentors, and fellow entrepreneurs.
- Teams collaborate with investors, mentors, and industry experts to refine their business strategies, develop implementation plans, and accelerate their ventures.

8. Feedback and Evaluation:

- Teams receive constructive feedback, insights, and recommendations from investors, mentors, and judges.
- An evaluation panel assesses teams based on their pitches, strategies, negotiation skills, and potential for success.

9. Awards and Recognition:

- Recognition and awards are presented to teams based on various criteria such as innovation, viability, presentation skills, negotiation tactics, and overall potential.
- Participants celebrate their achievements, learnings, and collaborations forged during the event.

10. Follow-up and Support:

- Teams continue to receive mentorship, guidance, and support from investors, mentors, and organizers to further develop, refine, and implement their ventures.
- Participants engage in post-event activities, workshops, and initiatives to continue fostering their entrepreneurial skills, networks, and opportunities

Schedule

19th October 2023 It was the Schedule

Record

Media Link-

https://www.instagram.com/p/CzYTU63s9v2/?utm_source=ig_web_copy_link&igsh=MzRIODBiNWFIZA==

Social Media Challenge Report



#AucTack

**Vivekananda Institute of Management
Studies**

*Social Media
Challenge*

Date : 16 - 10 - 23



Seminar hall ,
Vivekananda Institute of Management Studies

Mission

Social media mission statement is a formula declaration. Summarise your reason goals, hopeful, outcome for having a social media presence. To accelerate the world's transition to sustainable energy. To connect the world's professionals to make them more products and successful

Vision

A vision statement provides a brief description of a company's long term goals .

Where you're going !

What you want your mission to ultimately achieve, for you, your customers , and society.

A vision extends your mission to an ideal future state.

Objectives

**Achieve reach amongst us social users
to grow awareness**

**Drive engagement through impactful
content**

**Improve customer service and
retention**

Jury members

Dr P kowsalya

Dr Durai Krishnasamy

Dr Saravanan

Dr Harikaran



For any queries please contact

Dr. Uma maheshwari (Ed mentor) : 9659375554

Arslaan (Ed Head) : 7080020121

#Auctack

social media

Accounts

Audio

Tags

#socialmedia

31.4m posts

#socialmediamarketing

19.1m posts

#socialmediamanager

3.1m posts

#socialmediatips

3m posts

#socialmediastrategy

1.9m posts

#socialmediaqueen

1.2m posts

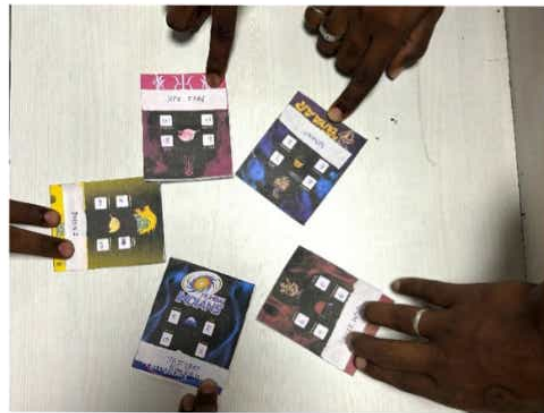
#socialmediamanagement

1.9m posts

#socialmediaagency

1.1m posts

We create a unique hashtag called "AucTack" and used to ensure all entries under these hashtags



Using hashtags that are relevant to your content can lead to increased engagement from users who are interested to find the same topic

IPL Auction

*Insights into Talent
Evaluation and
Team Building in
the League*

- We conducted a challenge among our collegemates which is meant by "IPL Auction"
- And the Challenge should be engaged by 5teams.
- Each team contains 4members.
- The auction will be an open auction with each player being individually put up for bidding.
- The highest bid that is accepted by the auctioneer shall be the buyer at that price.
- There are around 25 players in the auction.
- Each player has an 'base player fee'
- The base player fee' will be the fee at which the bidding for that player starts.
- 50crore is bidding price given to every team.
- Bidding increments will be as 25,000
- Bids from 1,00,00,000-25,000,50,000,75,000



IPL AUCTION

It's time to bid !!!



WINNING TEAM



Team work and intelligence wins championship

We dreamt for this success and here we are today with victory ! Thanks to all the team members, without you all this success would not have been possible

Freshers' Orientation

NATIONAL ENTREPRENEURSHIP CHALLENGE 2023

VIMS
VIVEKANANDA INSTITUTE OF MANAGEMENT STUDIES
APPROVED BY AICTE AND PERMANENTLY AFFILIATED TO ANNA UNIVERSITY
(A Standalone B-School)

Freshers' Orientation
Entrepreneurship
Startup Starter: Freshers' Entrepreneurship Kickoff

Resourse Person
R.R. Athish
Entrepreneur
CEO of Texace Enterprises

9:00 AM **Wednesday**
1 November 2023

VIVEKANANDA INSTITUTE OF MANAGEMENT STUDIES

e-cell
UT BOMBAY







The Freshers' orientation for entrepreneurship development promises an enlightening experience with esteemed guest speakers sharing invaluable insights, experiences, and wisdom. These speakers, renowned for their expertise and accomplishments in the entrepreneurial realm, will inspire and guide our incoming students on their entrepreneurial journey. Through their engaging presentations and interactive sessions, attendees will gain a deeper understanding of the entrepreneurial landscape, emerging trends, challenges, and opportunities. This orientation serves as a catalyst for fostering innovation, creativity, and entrepreneurial spirit among our freshmen, setting the stage for a transformative academic and entrepreneurial experience.

Vision

Our vision for the Freshers' orientation in entrepreneurship development is to cultivate a vibrant ecosystem that ignites passion, curiosity, and innovation among incoming students. By inviting esteemed guest speakers, we aim to inspire and empower our freshmen with the knowledge, skills, and mindset required to navigate the entrepreneurial landscape confidently. We envision fostering a culture of creativity, collaboration, and resilience, where every student is equipped with the tools, resources, and support to transform ideas into impactful ventures. Through engaging sessions, mentorship opportunities, and experiential learning experiences, our vision is to cultivate the next generation of visionary leaders, innovators, and changemakers committed to driving positive change, economic growth, and societal impact.

Impact

The Freshers' orientation on entrepreneurship development leaves a lasting impact on participants by igniting a spark of curiosity, creativity, and ambition within them. By exposing incoming students to industry experts, successful entrepreneurs, and innovative ideas, the orientation fosters a culture of learning, exploration, and growth. This immersive experience equips students with essential entrepreneurial skills, knowledge, and resources, empowering them to

navigate challenges, seize opportunities, and transform ideas into viable ventures. The orientation's impact extends beyond academic boundaries, influencing students' mindset, aspirations, and career paths. By instilling confidence, fostering networking opportunities, and providing mentorship, the orientation catalyzes the development of future leaders, innovators, and changemakers committed to driving innovation, economic development, and societal progress. Overall, the Freshers' orientation on entrepreneurship development plays a pivotal role in shaping students' entrepreneurial journey, cultivating a culture of innovation, and fostering a thriving entrepreneurial ecosystem within the institution and beyond.

Speaker Details

Contact

athishrr07@gmail.com

www.linkedin.com/in/athish-r-r-22310bb3 (LinkedIn)

Top Skills

New Business Development

Entrepreneurship

Human Resources (HR)

Languages

English (Native or Bilingual)

Athish R R

Student at Coimbatore Institute of Technology
Coimbatore, Tamil Nadu, India

Experience

Texace Enterprises

Proprietor

August 2016 - October 2019 (3 years 3 months)

Coimbatore, Tamil Nadu, India

Pursued an Independent Business career in Textile Garment Manufacturing (uniforms) for Schools, Colleges, and Corporates

Education

Coimbatore Institute of Technology

Master of Business Administration - MBA, HUMAN RESOURCES & FINANCE · (November 2021 - May 2023)

PSG College of Technology

Bachelor of Engineering - BE (SW), Manufacturing Engineering · (2012 - 2017)

Sponsor

The college sponsors the full event

Event flow

Event Flow for Entrepreneurial Workshop featuring Athish R. R.

1. Registration and Welcome Reception:

Welcome participants, provide event materials, and facilitate networking among attendees.

2. Opening Remarks:

Introduction and welcome address by the event organizer, setting the context, objectives, and expectations for the workshop.

3. Keynote Address by Athish R. R.:

Athish R. R. shares insights, experiences, and lessons learned from his entrepreneurial journey at Texace Enterprises.

Discusses challenges, successes, strategies, and innovations implemented to drive growth and excellence.

4. Interactive Session:

Facilitated discussion and Q&A session with Athish R. R., allowing participants to engage, ask questions, and gain personalized insights.

5. Breakout Sessions:

Participants divided into smaller groups for interactive workshops, brainstorming sessions, or case study analyses related to entrepreneurship, innovation, and business development.

6. Networking and Collaboration:

Networking break allowing participants to connect, collaborate, and exchange ideas with peers, industry professionals, and potential partners.

7. Panel Discussion:

Panel discussion featuring Athish R. R., industry experts, and successful entrepreneurs discussing emerging trends, opportunities, and challenges in entrepreneurship.

8. Skill Development Workshops:

Concurrent workshops focused on essential entrepreneurial skills such as strategic planning, financial management, marketing, leadership, and innovation.

9. Pitch Competition:

Participants present innovative business ideas or solutions to a panel of judges, including Athish R. R., for feedback, evaluation, and recognition.

10. Closing Remarks and Thank You Note:

Concluding remarks, appreciation, and vote of thanks by the event organizer, highlighting key takeaways, insights gained, and next steps for participants.

11. Networking Reception:

Informal networking reception allowing participants, speakers, and organizers to connect, discuss, and explore potential collaborations, partnerships, or opportunities further.

12. Follow-Up and Resources:

Distribute event materials, resources, presentations, and contact information for further collaboration, mentorship, or support.

Encourage participants to stay connected, engage with speakers, and leverage insights gained from the workshop to drive their entrepreneurial endeavors forward.

Schedule

1st November 2023 It was the Schedule

Record

Media Link-

https://www.instagram.com/reel/CzZRos8Mq7h/?utm_source=ig_web_copy_link&igsh=MzRIODBiNWFIZA==

Illuminate Workshop

The "Illuminate Workshop" conducted by IIT Bombay serves as a pivotal platform dedicated to nurturing and enhancing entrepreneurial skills among participants. This immersive workshop blends theoretical knowledge with practical insights, leveraging the expertise of industry leaders, successful entrepreneurs, and academic professionals. Participants engage in interactive sessions, hands-on activities, and real-world case studies, fostering critical thinking, innovation, and problem-solving abilities. Through comprehensive curriculum modules, mentorship opportunities, and experiential learning experiences, the Illuminate Workshop empowers aspiring entrepreneurs to navigate the complexities of the entrepreneurial landscape confidently. By fostering collaboration, creativity, and resilience, this workshop catalyzes the development of future leaders, innovators, and changemakers committed to driving innovation, economic growth, and societal impact within the entrepreneurial ecosystem and beyond.

Vision

Our vision for the Illuminate Workshop is to cultivate a transformative ecosystem that ignites passion, fosters innovation, and empowers aspiring entrepreneurs to redefine boundaries, create value, and drive sustainable impact. By seamlessly integrating cutting-edge curriculum, mentorship, and experiential learning, we aim to nurture a generation of visionary leaders equipped with the entrepreneurial mindset, skills, and resilience to navigate challenges, seize opportunities, and shape the future. We envision fostering a dynamic community of innovators, collaborators, and disruptors committed to harnessing technology, creativity, and knowledge to address global challenges, stimulate economic growth, and create meaningful change. Through the Illuminate Workshop, we aspire to inspire, educate, and empower individuals to transform ideas into impactful ventures, drive innovation-driven growth, and leave a lasting legacy of excellence, integrity, and positive societal impact.

Impact

The impact of the Illuminate Workshop extends far beyond its participants, shaping the entrepreneurial landscape, fostering innovation, and driving economic growth. By equipping aspiring entrepreneurs with essential skills, knowledge, and resources, the workshop catalyzes the launch and growth of innovative startups and ventures. Participants emerge with enhanced confidence, clarity, and capabilities, translating into tangible outcomes such as successful business launches, job creation, and industry disruption. Furthermore, the workshop's emphasis on collaboration, mentorship, and experiential learning fosters a supportive entrepreneurial ecosystem, encouraging knowledge sharing, networking, and community building. As a result, the Illuminate Workshop contributes to stimulating local economies, attracting investment, and positioning IIT Bombay as a hub for entrepreneurial excellence, innovation, and societal impact. Ultimately, the workshop's enduring impact resonates through the successes of its alumni, the innovations they drive, and the positive change they create within the entrepreneurial ecosystem and broader society.

Google Form

https://docs.google.com/forms/d/1J_DljqW0W1EHi8AIVH-7H8HOc9JIFf924LSvCYxiiFk/edit#responses

Banner



Illuminate -Workshop- E-Cell (IIT Bombay)

The workshops aim to raise awareness about entrepreneurship, business modeling, marketing, and finance, and potentially secure a spot at IIT Bombay.

 21st November 2023
 10:00 AM
Venue- VIVEKANANDA INSTITUTE OF MANAGEMENT STUDIES

Registration Link- https://docs.google.com/forms/d/1J_DIjqW0W1EH8AIVH-7H8HOc9JIFt924LSvCYxiiFk/edit
For Any Queries Contact us
Dr S. Umamaheswari Arslaan
+919659375554 +917080020121



Speaker Details

About !

Manjunath R.S. is a technology and business development professional with over 14 years of diverse experience in product and business development. He was born and raised in Bengaluru, India, and holds a Bachelor's degree in Computer Science Engineering and an MBA from Strathclyde University (Scotland) in the UK.

Embarking on his career in product engineering with Symphony Services and later contributing to the delivery of data centre storage semiconductor solutions to OEMs at Broadcom Inc., he then shifted his focus to the SaaS Mobility Platform, FAIRTIQ (Switzerland). Taking on the position of Country Director for India at FAIRTIQ India, he played a pivotal role in customizing the Euro-centric product to cater to the unique needs and specifications of the Asian and Middle Eastern markets. This strategic move resulted in the successful expansion of the product's presence across the APAC, Middle East, and Indian markets.

Now focused on creating sustainable last-mile deliveries at RyleX (Germany). His work involves developing carbon-neutral solutions by utilizing micro-fulfilment hubs and electric vehicles, addressing operational inefficiencies in traditional delivery models.



Sponsors

Participants paid for this event ₹600 each

Event flow

Event Flow for Workshop with Manjunath RS on Entrepreneurial Behaviour

Date and Time:

Date: 21st November 2023

Time: 10:00 am - [End Time]

1. Registration and Welcome (10:00 am - 10:15 am)

Welcome participants and provide workshop materials.

Introduce the agenda and objectives of the workshop.

2. Introduction by Organizer (10:15 am - 10:25 am)

Brief introduction about the importance of entrepreneurship.

Introduction of Manjunath RS as the esteemed speaker for the workshop.

3. Kickstart your Journey! (10:25 am - 10:40 am)

Manjunath RS begins with an inspiring talk on initiating the entrepreneurial journey.

4. Exploring Entrepreneurship: Insights and Challenges (10:40 am - 11:00 am)

Dive into the intricacies of entrepreneurship, highlighting insights and challenges faced by entrepreneurs.

5. Idea Generation (11:00 am - 11:20 am)

Explore techniques and strategies for generating innovative business ideas.

6. SCAMPER Technique (11:20 am - 11:40 am)

Introduction and hands-on activity exploring the SCAMPER technique for idea generation.

7. Design Thinking (11:40 am - 12:00 pm)

Delve into the principles of design thinking and its application in entrepreneurship.

8. Building Team (12:00 pm - 12:20 pm)

Discuss strategies for building and leading effective teams in entrepreneurial ventures.

9. Business Model Overview (12:20 pm - 12:40 pm)

Introduction to business models, emphasizing the importance of a robust and scalable model.

10. Business Model Canvas (12:40 pm - 1:00 pm)

Interactive session on using the Business Model Canvas to structure and validate business ideas.

11. Lunch Break (1:00 pm - 2:00 pm)

12. Practice your Learning (2:00 pm - 2:20 pm)

Engage participants in practical activities and exercises to reinforce learning.

13. Finance Fundamentals (2:20 pm - 2:40 pm)

Explore essential finance concepts, budgeting, and financial planning for startups.

14. Pricing Strategies (2:40 pm - 3:00 pm)

Discuss effective pricing strategies and considerations for startups.

15. Revenue Model (3:00 pm - 3:20 pm)

Explore various revenue models and strategies for monetizing business ideas.

16. Marketing Product (3:20 pm - 3:40 pm)

Dive into product marketing strategies, branding, and customer acquisition.

17. Art of Pitching (3:40 pm - 4:00 pm)

Conclude with insights on crafting compelling pitches, presenting ideas effectively, and securing investments.

18. Q&A and Closing Remarks (4:00 pm - 4:30 pm)

Open floor for questions, discussions, and insights sharing.

Closing remarks by Manjunath RS and organizers, expressing gratitude and encouraging continued learning and exploration in entrepreneurship.

Schedule

21st November 2023

Record

Media Link-

https://www.instagram.com/p/Cz-5HjOyvrE/?utm_source=ig_web_copy_link&igsh=MzRIODBiNWFIZA==









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Nie Bie

Vision & Aim	To know about stock value
Target Audience	College students
Name	Nie Bie
Pre Event	Banner and WhatsApp messages advertisement
Event flow	The event started at 2 pm on 8 December in different places of the college and completed at 7 pm
Work distribution	SK Deepkak was the main coordinator of the event
Post Event	Event coordinator and all the participants get a certificate related to their field
Reviews	People have hesitate to come forward and they even don't know what game it is
Suggestions	Money management was quite difficult and winning or losing its through depended on it
Glimpses	https://www.instagram.com/p/C064xyUpOvh/?utm_source=ig_web_copy_link&igshid=MzRlODBiNWFlZA==
Link of the post	https://www.instagram.com/p/C064h7GJaR7/?utm_source=ig_web_copy_link&igshid=MzRlODBiNWFlZA==
Provide links(it may of website, instagram post) from which you have taken inspiration	https://www.ecell.in/enclub/#page-2
Photos of the events	https://drive.google.com/drive/folders/1vOcS_-jWYnoWavzBPgLkigYb9rZ8-HN8?usp=drive_link

https://www.instagram.com/p/C064xyUpOvh/?utm_source=ig_web_copy_link&igshid=MzRlODBiNWFlZA==

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Enthusiastic and Idea Guy

Vision & Aim	To know the different career aspect in which field future is safe like Job v/s Entrepreneurship v/s Higher Education
Target Audience	College students
Name	Enthusiastic and Idea Guy(Job v/s Entrepreneurship v/s Higher Education)
Pre Event	Banner and whatsapp messages advertisement
Event flow	The event started at 2 pm on 8 December in different places of the college and completed at 7 pm
Work distribution	Anushuya and Surya was the main coordinator for this task
Post Event	We ask our faculty members to give their suggestion on this. The suggestion round turn into debate
Reviews	Batchmates have not ask their doubt
Suggestions	Entrepreneurship is far better then anythings else
Glimpses	https://www.instagram.com/p/C064xyUpOvh/?utm_source=ig_web_copy_link&igshid=MzRIODBiNWFIZA==
Link of the post	https://www.instagram.com/p/C064h7GJaR7/?utm_source=ig_web_copy_link&igshid=MzRIODBiNWFIZA==
Provide links(it may of website, instagram post) from which you have taken inspiration	https://www.ecell.in/enbclub/#page-2
Photos of the events	https://drive.google.com/drive/folders/1vOcS_-jWYnoWavzBPgLkigYb9rZ8-HN8?usp=drive_link

https://www.instagram.com/p/C064xyUpOvh/?utm_source=ig_web_copy_link&igshid=MzRIODBiNWFIZA==

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Beta Guy

Vision & Aim	<i>Survival of best idea in the market</i>
Target Audience	<i>College students</i>
Name	<i>Beta Guy(Illuminate workshop and Pitching competition on entrepreneurship)</i>
Pre Event	<i>Banner and whatsapp messages advertismet</i>
Event flow	<i>The event started at 2 pm on 8 December in different places of the college and completed at 7 pm</i>
Work distribution	<i>Sandhaya was the main coordinatore</i>
Post Event	<i>Event coordinator and all the participants get a certificate related to their field</i>
Reviews	<i>Collecting money was very difficult and making people to do representation was hard</i>
Suggestions	<i>Time management was required and due to exam it was difficult</i>
Glimpses	<i>https://www.instagram.com/p/C064xyUpOvh/?utm_source=ig_web_copy_link&igshid=MzRIODBiNWFIZA==</i>
Link of the post	<i>https://www.instagram.com/p/C064h7GJaR7/?utm_source=ig_web_copy_link&igshid=MzRIODBiNWFIZA==</i>
Provide links(it may of website, instagram post) from which you have taken inspiration	<i>https://www.ecell.in/enbclub/#page-2</i>
Photos of the events	<i>https://drive.google.com/drive/folders/1vOcS_-jWYnoWavzBPgLkigYb9rZ8-HN8?usp=drive_link</i>

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Beta Guy

Vision & Aim	<i>As the old cock crows, so crows the young.(So we get connect with CEO and young entrepreneur) to bring ideas to motivate the young generation</i>
Target Audience	<i>College students</i>
Name	<i>Startup Guy(CEO meet and IIC (Institution's Innovation Council) meet)</i>
Pre Event	<i>Banner and whatsapp messages advertisement</i>
Event flow	<i>The event started at 2 pm on 8 December in different places of the college and completed at 7 pm</i>
Work distribution	<i>Thana Laxmi and Arslaan</i>
Post Event	<i>Event coordinator and all the participants get a certificate related to their field</i>
Reviews	<i>Scheduling the meeting with CEO was difficult and IIC meet we didn't get On duty from the college</i>
Suggestions	<i>Many question was repeated so we missed many point ask from them</i>
Glimpses	<i>https://www.instagram.com/p/C064xyUpOvh/?utm_source=ig_web_copy_link&igshid=MzRIODBiNWFIZA==</i>
Link of the post	<i>https://www.instagram.com/p/C064h7GJaR7/?utm_source=ig_web_copy_link&igshid=MzRIODBiNWFIZA==</i>
Provide links(it may of website, instagram post) from which you have taken inspiration	<i>https://www.ecell.in/enbclub/#page-2</i>
Photos of the events	<i>https://drive.google.com/drive/folders/1vOcS_-jWYnoWavzBPgLkigYb9rZ8-HN8?usp=drive_link</i>

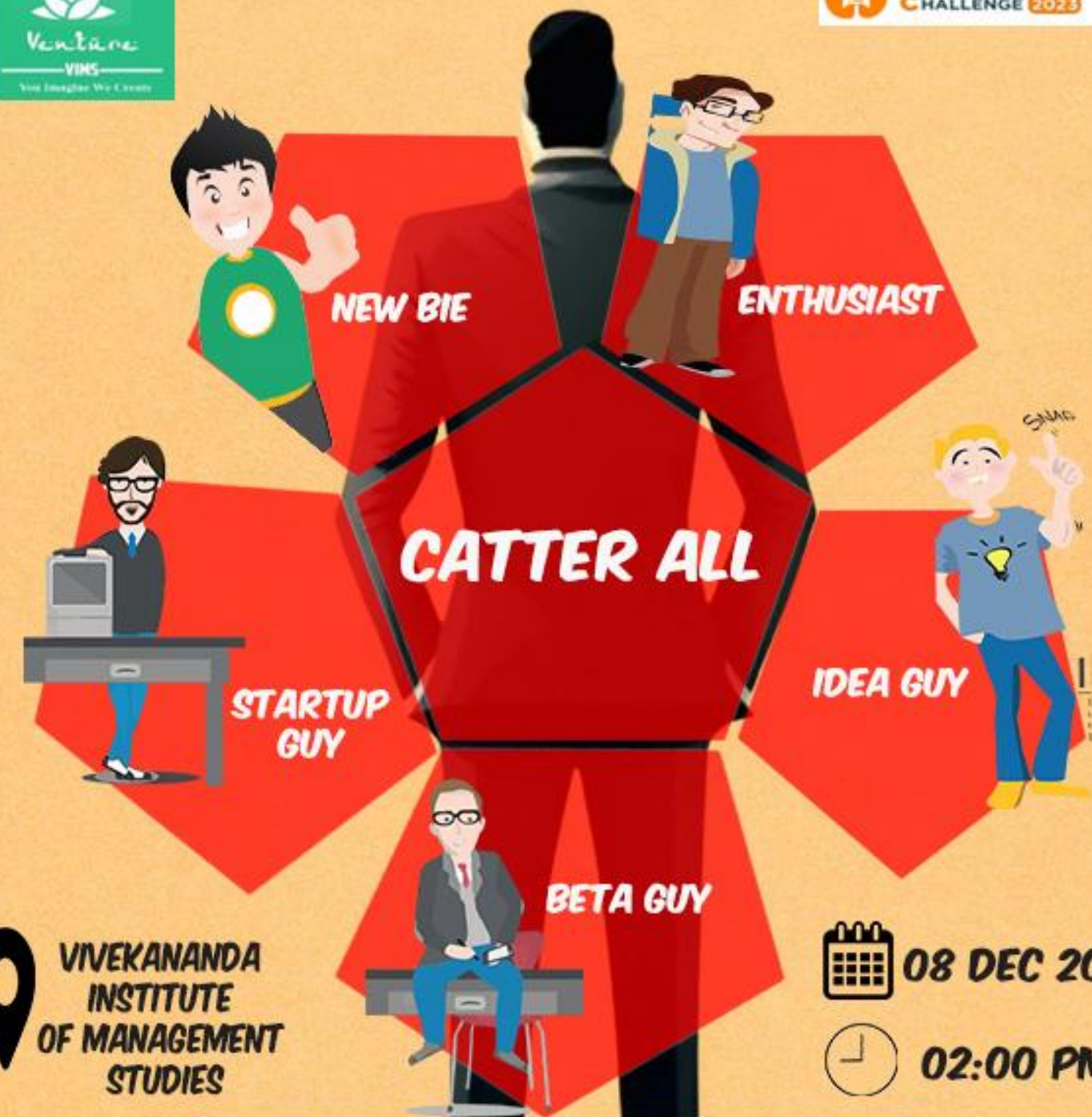
https://www.instagram.com/p/C064xyUpOvh/?utm_source=ig_web_copy_link&igshid=MzRIODBiNWFIZA==

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STUDIES

 **08 DEC 2023**

 **02:00 PM**

Venture Vims: Unleash Your Entrepreneurial Brilliance at the Cater-All Event, Showcasing Your Mastery of Business Craftsmanship!



NEWBIE REPORT

STOCK MARKET EXTRAVAGENZA

We conducted a papercraft game, in that participants are split into two teams. They can create any small papercrafts using only scissors and glue. But there is a time constraint of 10 minutes. Each team was provided with ₹100. If they want additional scissors and glue, they have to buy from the coordinator, have to negotiate for the price. Finally, who has more money along with the crafts, will be considered as the winner.





CSK TEAM

Team No #1 – CSK, started well and the team co-ordination was just awesome, they started from simple things, and they did beautiful crafts which really cool



RCB TEAM

Team No #2- RCB, they initially did creative crafts, but due to time constraint, they missed their concentration and they got collapsed. Finally, they created some useful crafts for the day to day life.



Both the team, negotiated well. We had some funny conversation, and finally they got the products at cheaper rate. Team CSK negotiated well than team RCB and they got the additional at cheaper cost.

WINNER



CSK TEAM

Team CSK won the game with many papercrafts and money. They created eye-catching papercrafts with that short span of time. Each participants were awarded with certificates.

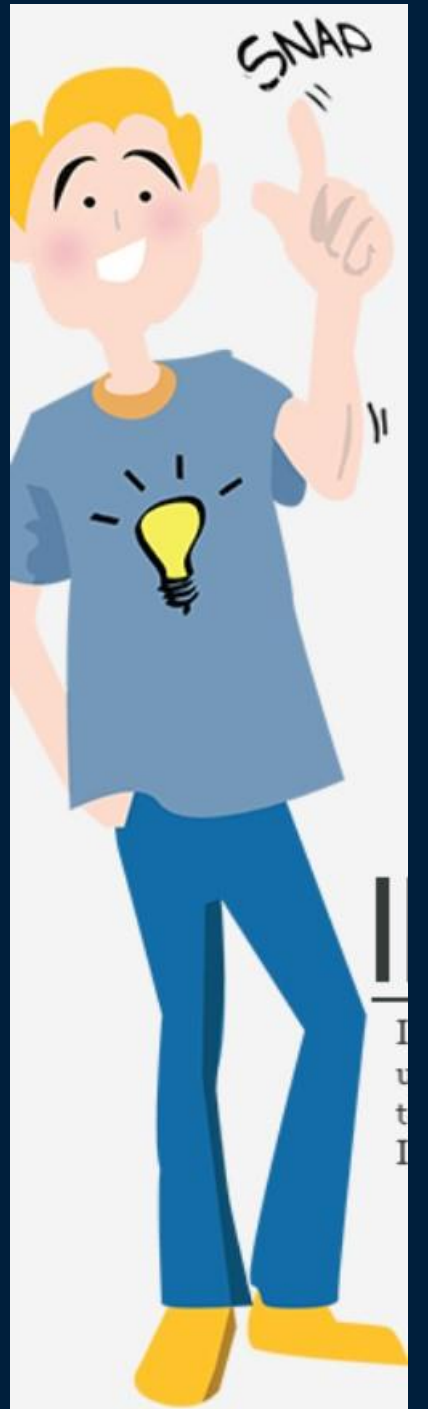
Enthusiast and Idea Guys

Job v/s Entrepreneurship
v/s Higher Education



Enthusiast and Idea Guys

Job v/s Entrepreneurship
v/s Higher Education



JOB v/s Entrepreneurship v/s Higher Education

Report on Government Subsidies for Women: Empowering through Investments and Entrepreneurship

Executive Summary:

This report delves into the government's initiative to empower women through a series of subsidies, ranging from small to large scales. The primary focus is on the contributions of individuals like Saravan sir, who emphasizes investments leading to employment and business opportunities, and Hariharan sir, advocating for entrepreneurship as a means to wealth creation. Additionally, Poornila Mam's role in higher education is highlighted, demonstrating how it aids in the overall development of women, enhancing their skills and opening avenues for job opportunities and entrepreneurship.

Introduction:

In recent years, governments worldwide have recognized the pivotal role women play in economic development. In this context, various subsidies have been introduced to support women at different stages of their professional journey. This report sheds light on key figures and their contributions to this initiative.

Saravan sir - Bridging the Gap between Investments and Employment:

Saravan sir, a prominent figure in job creation initiatives, advocates for the government to provide subsidies for investments. The proposal involves allocating a certain percentage of funds to individuals, particularly women, who can use these resources to invest in various sectors. The objective is to generate employment opportunities within two to three years, eventually paving the way for the initiation of small businesses. The proposal aligns with attracting international

Hariharan sir - Entrepreneurship as a Path to Wealth:

Hariharan sir, a seasoned entrepreneur, emphasizes the limited impact of employment on wealth creation. Instead, he promotes entrepreneurship as a viable avenue for individuals, especially women, to tap into enormous opportunities. By encouraging women to recognize and leverage their skills and knowledge, Hariharan sir advocates for a shift towards business ownership. The government's role here is to provide subsidies and incentives to facilitate the entry of women into entrepreneurship, thereby contributing to economic growth and wealth creation.

Poornila Mam - Higher Education for Holistic Development:

Poornila Mam, a key influencer in the realm of higher education, underscores the importance of education in developing soft skills. Higher education is not merely a gateway to employment but a transformative journey that equips women with the necessary skills and knowledge to thrive in diverse fields. The government's support in subsidizing higher education for women plays a crucial role in fostering an environment where women can not only secure jobs but also become successful entrepreneurs.



Conclusion:

The government's commitment to empowering women through subsidies at various stages of their professional journey is a commendable initiative. Figures like Saravan sir, Hariharan sir, and Poornila Mam contribute valuable insights into the multifaceted

approach required for women's economic empowerment. As the government continues to invest in such initiatives, there is a tangible opportunity for women to not only secure employment but also thrive as entrepreneurs, contributing significantly to the nation's economic development.



Beta Guy

Entrepreneurship
Workshop and
Pitching Competition












VIVEKANANDA INSTITUTE OF MANAGEMENT STUDIES

ILLUMINATE WORKSHOP

The workshop was taken over by Mr. Manjunath and he inspiring insights about entrepreneurial skills. Exploring Entrepreneurship: Insights and Challenges that are faced during the running of the business. Idea Generation-How do we generate Ideas?-Creative Thinking, Diverse Perspective, Exploration, Continuous Learning, Problem Identification, Inspiration from Trends. he gave all details about the above. Then he made Team Workshop 1 Form a group of 4 to 6 People, Identify the individual strengths, Develop a Business Model Canvas on the idea, Present the Business Model Canvas to the audience and that really inspiring.



requirements to deliver the service and more.

Partnerships  Who are our Key Partners/suppliers? Which Key Resources do they provide?	Key Activities  What are the key processes & tasks we need to create our Value Propositions?	Value Propositions  Which of our customers' problems are we helping to solve? What does a winning Value Proposition look like, vs today?	Customer Relationships  What type of relationship do you want with Customers? Which fits best with each Segments?	Customer Segments  For whom are we creating value? Who are the most important customer?
	Key Resources  What Key Resources do our Key Activities require?		Channels  Through which Channels do each of our Segments want to be reached? Which ones are most cost-efficient?	
Cost Structure  What are main elements of operational expense? (including variable cost, inventory, WIP and capital assets)		Revenue Streams  From which Channels and Segments? How much does each contribute to overall revenue?		

Based on business model canvas, create 2 Min pitch to the audience. Problem statement, Solution, Unique selling proposition (USP), Market opportunity, Financial Viability, Team, Traction & Future growth.



Exploring the Organizational Structure: A Comprehensive Overview of Various Departments within GJK&DAB

BY: Aditya Suresh



GJK&DAB
Timeless Elegance



Introduction

This comprehensive overview will delve into the various departments within a company and their roles in achieving organizational goals.

CEO : Aditya

HR : Bharanidharan

Production : Arun C

Marketing : Komala

Sales : Gayathri

Operations & IT : Daniel

Finance : Jothi

R & D : Keerthiraj



Executive Leadership

The **Executive Leadership** team sets the overall direction and strategy for the organization. They are responsible for making high-level decisions and ensuring that the company's mission and vision are upheld.

Overview of the Company

From an unknown workshop in the outskirts of Coimbatore to Today's Market Giant GJK&DAB company is a luxury watch retailer. Previously, we operated as a pre-order service specializing in luxury watches. Now, we're hoping to expand our operations to overseas so we can better meet the expectations of our investors and allow us to hire more youth with innovative minds so we can extend into global markets with innovation.



GJK&DAB

Timeless Elegance

- Currently, GJK&DAB is a limited liability corporation
- All business-related decisions through a Meritocratic process
- As small business owners, we feel that our partnership is the fairest and most effective legal structure for our company for taxation, management and decision-making purposes
- We built this project together, and we intend to lead it together as it grows.



For the last three years, we've operated in Coimbatore as a pre-order service, but now we're looking to expand into overseas. We've identified two potential break through points mainly in Indonesia and Vietnam. We hope to establish a plant for our business their with the support of our investors thus allowing us to enter a new market to increase our revenue so we can continue to serve the community who helped us start our business while expanding our reach to the global community by Quality, Aesthetics and Originality.



Roadmap

- Increase our market share to 3% by 2024
- Establish a Production plant of 20,000 units per month capacity in Indonesia by 2026
- Increase our ranking by 20 at Neuchâtel and Geneva 'concours' in 2027
- Get an influential Brand Ambassador by 2028
- Reach market capitalization of 23,00,00,000 by 2030



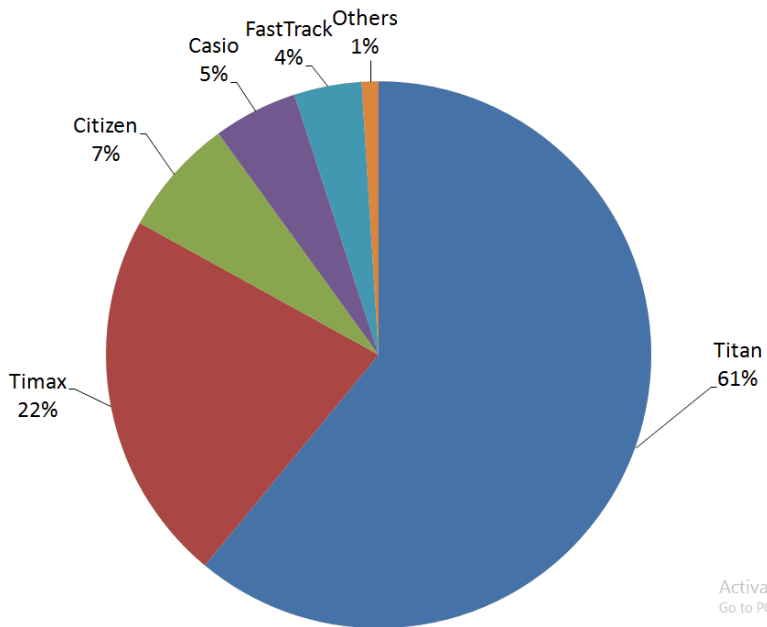


Human Resources

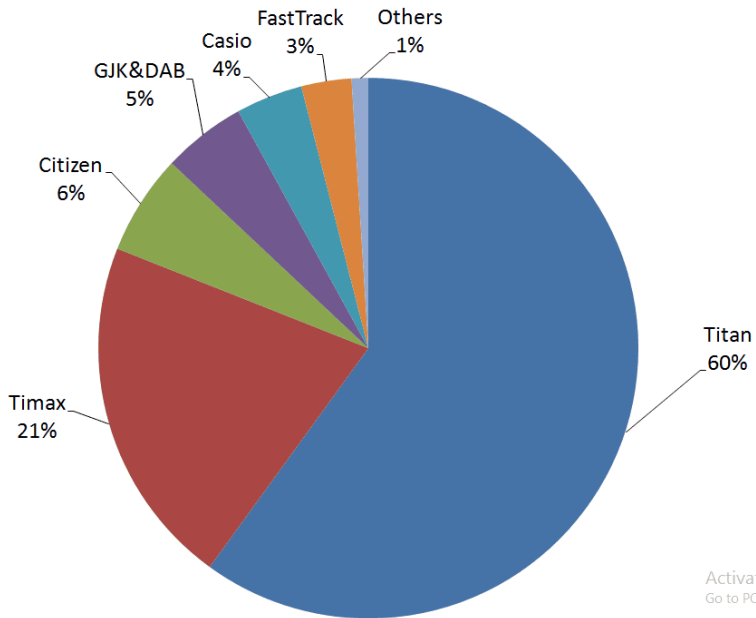
The **Human Resources** department is responsible for recruiting, training, and retaining employees. They also handle employee relations, benefits administration, and ensuring compliance with labor laws.

- Market comparison information
- Updates on HR initiatives
- Required reporting
- Leave Policies
- Staffing Trends
- Other helpful Data
- Why don't we pay our best employees more?





Expected Market share of 2030



Activate W
Go to PC settir

Expected Market share of 2030

Some updates on HR Initiatives

- Progression: The only way is'nt necessarily up
- Introducing platforms for collaborative work
- Hybrid Workplace Design
- VR for bias and soft skills training
- Resilience Training



Required reporting is done every fortnight to provide work flexibility for managers yet ensuring accountability
Leave policies are decided according to prior performance

DESIGN-POLICY

"NEXT PRACTICE"
IN NEW TERRITORY —
TAKING ON A NEW CHALLENGE
TO SET FUTURE POLICY

THINKING ABOUT FUTURES,
IN A PRESCRIPTIVE WAY
WHAT MIGHT BE? WHAT COULD WE DO?

USING PROTOTYPES — EXPLORATORY,
NOT SOLID, PLAYFUL, CHANGABLE,
PROVOCATIVE, FOR TESTING & LEARNING

VS.

TRADITIONAL POLICY

"BEST PRACTICE"
FOCUSED BACK ON
ESTABLISHED THINGS THAT
HAVE WORKED BEFORE

THINKING ABOUT THE PAST
IN RETROACTIVE &
DESCRIPTIVE WAY
WHAT HAS BEEN? WHAT DID THEY DO?

USING ARCHETYPES —
ESTABLISHED, IMMUTABLE,
VERIFIED, NOT TO BE
QUESTIONED

ANDREA SIODMOK, UK POLICY LAB MELBOURNE, JULY 2019

Staffing Trends

- Hybrid work culture will stay
About 85% of the recruiters believe that hybrid working culture is here to stay.
- DE&I to gain more prominence
80% of professionals ranked diversity hiring as the recruiting industry's most important trend in 2022,



- Focus on employee satisfaction and retention
- AI (Artificial Intelligence) in recruitment
17% of the companies used AI tools in 2019, the number will increase to 30% by the end of 2022.

To encourage our HR employees to work harder let's give them bonuses for boosting training, employee retention and individual performance.

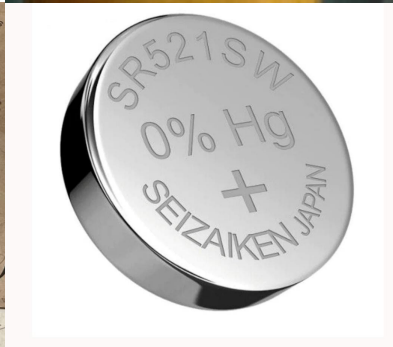
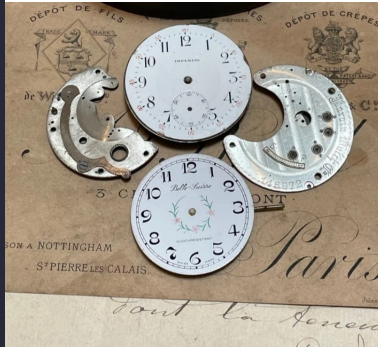
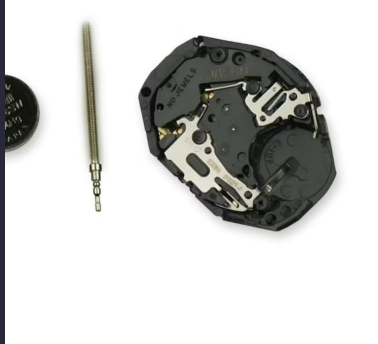


Production

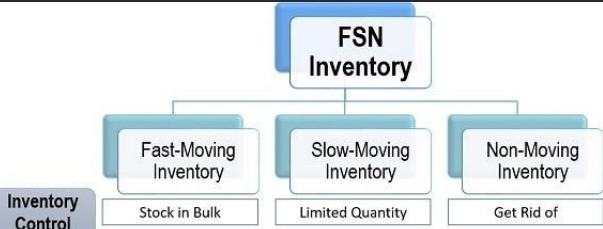
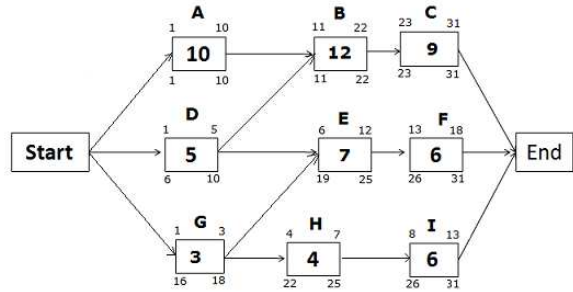
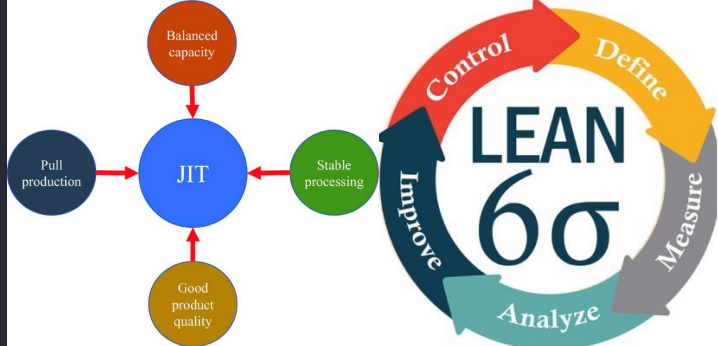
The Production department is responsible for ensuring efficient production processes and delivering high-quality products or services and production planning.



- Movement - 482 per piece (ETSY e-commerce)
- Dial - 600 per piece (Komal dials)
- Strap of leather - 500 per piece (Solace Time & Co)
- Case -450 (Gaba watch cases Pvt Ltd)
- Battery - 90 (Genuine Battery e commerce)

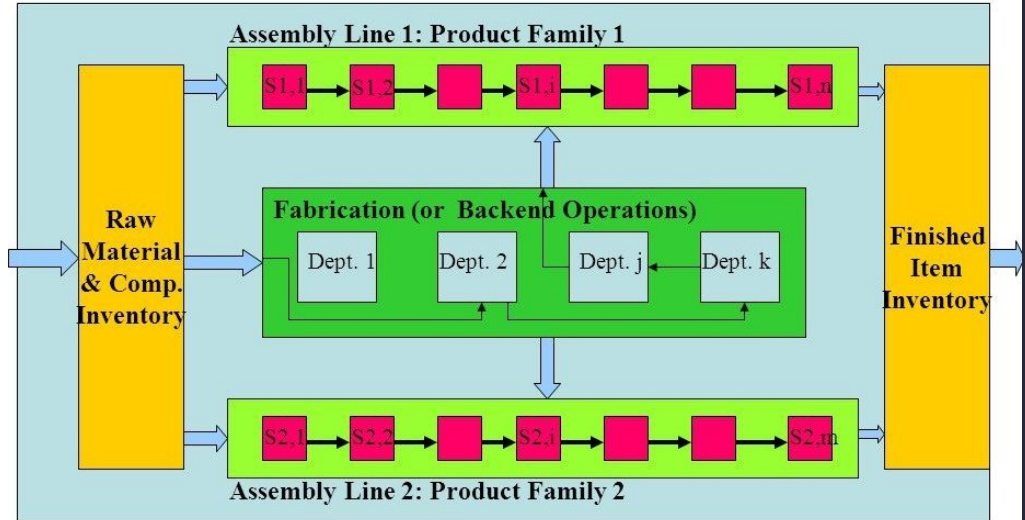


- Maintaining defective rate lower than 1 in every 3000
- Method Analysis by CPM
- Inventory Control by JIT, forecasting & FSN



Inventory Control

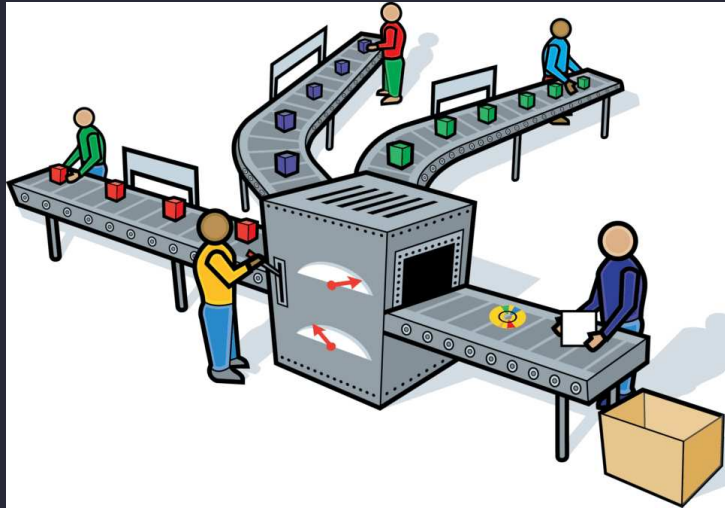
Plant Layout is streamlined without cross interactions



Work Measurement is achieved by comparing performance of various competing groups



- Cost Control by incentivising workers
- Standardisation by batch quality control and Storage of only crucial components
- Price Analysis by Market Research
- Provision for wage incentives to workers to ensure employee retention and productivity



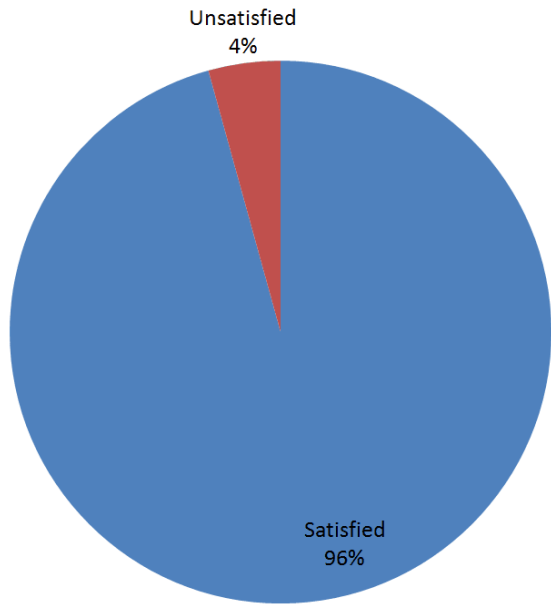


Marketing

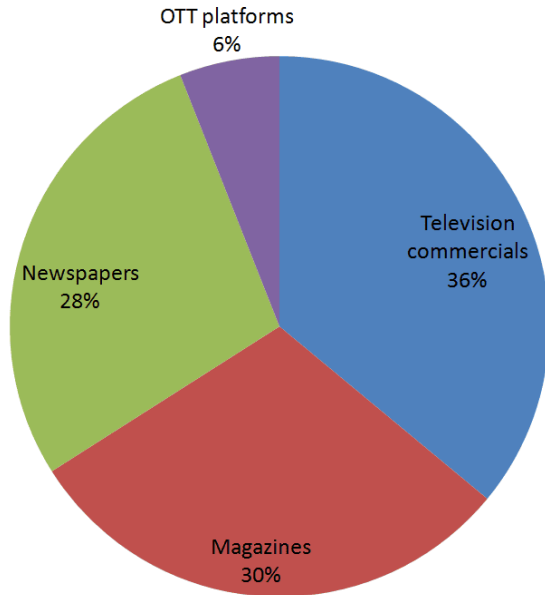
The **Marketing** department focuses on promoting the company's products or services. They develop marketing strategies and build relationships with customers.

- Marketing Budget 26 lakh for 2023-24
- Marketing Activities : social charity events,
- Market Analysis by survey, feedback and independent bodies
- Advertisement : Social media, News commercials and newspapers
- Target Customers : Emerging and upper middle class
- Trend Analysis by independent teams





Marketing survey



Budget allocation for Advertisement

Strategy

- Brand Positioning We offering luxury,fashion and sports watches
- Digital Presence: We use online platforms for marketing,we establish a user-friendly website engage in social make marketing Ex: Amazon,Flipcart, Meesho
- After Sales Service: We provide excellent customer service





Sales

The Sales department focuses on generating revenue. They manage sales teams.



Sales Data analytics tools

- Pareto Bar Chart
- Sentiment Trend Chart
- Double Bar Graph
- Progress Chart



Top 4 Sales Data Analysis Examples to Try With Your Own Data

Sales Revenue - Product

PRODUCT A

Ut wisi enim ad minim veniam, quis nostrud exerci tation ullamcorper suscipit lobortis nisl ut aliquip ex ea commodo consequat.

VS

PRODUCT B

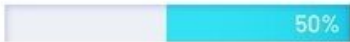
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OPTION 1



OPTION 2



OPTION 3



OPTION 4



OPTION 5



OPTION 1

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed diam nonummy nibh euismod tincidunt ut laoreet dolore.

OPTION 2

Duis autem vel eum irure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis.

OPTION 3

Ut wisi enim ad minim veniam, quis nostrud exerci tation ullamcorper suscipit lobortis nisl ut aliquip ex ea commodo consequat.

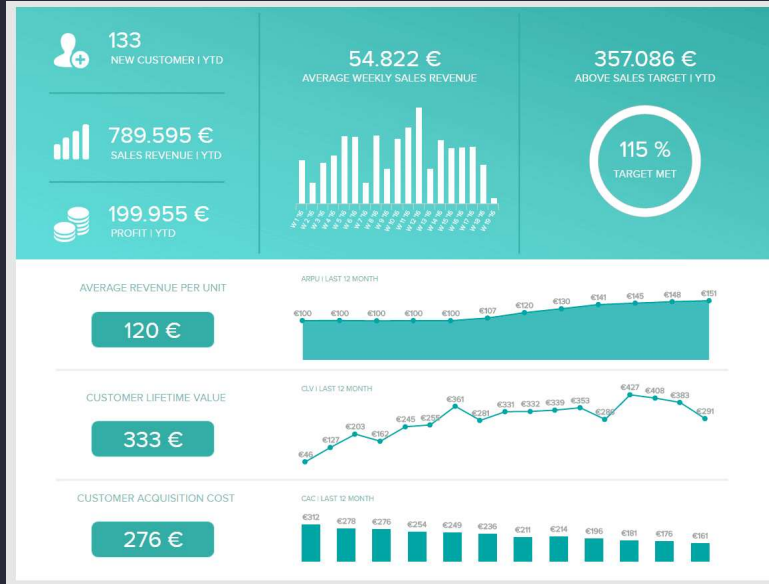
OPTION 4

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed diam nonummy nibh euismod tincidunt ut laoreet dolore.

OPTION 5

Duis autem vel eum irure dolor in hendrerit in vulputate velit esse molestie consequat, vel illum dolore eu feugiat nulla facilisis.

- Sales Budget vs Actual by Quaterly Reports should not exceed by 12%
- Sales Activity monitored in real time to ensure effectiveness of Decisions



Operations and IT

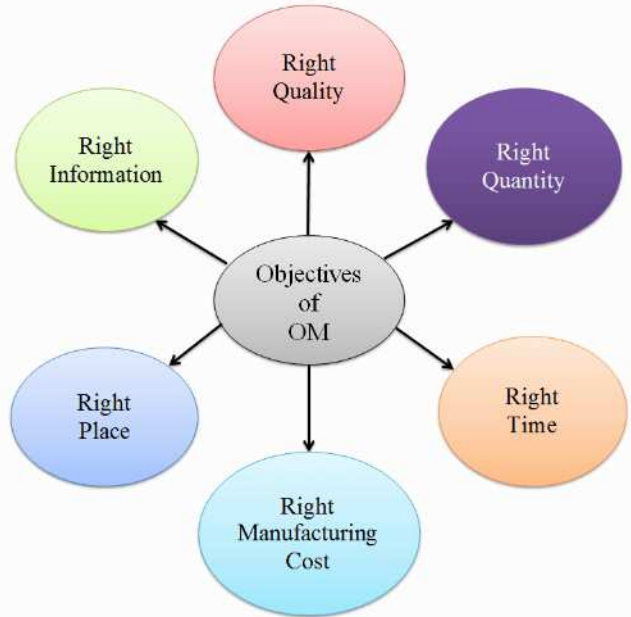
The Operations department is responsible for ensuring efficient production processes and delivering high-quality products or services. They oversee inventory management, supply chain, and production planning.

The Information Technology department manages the company's technology infrastructure, including hardware, software, and network systems. They play a critical role in supporting the organization's digital operations.



Operation Management Goals:

- 5 % reduction of time in in-process delays
- 3% decrease in inventory to delivery time
- Reduce packaging wastes by 5%
- Increase intra-department coordination by 18 more coordinators,
- Increase Profits by 2% by effective logistics management



SWOT ANALYSIS

STRENGTHS

- After Service
- Customer service
- Brand value & Position
- Unique designs
- Reliable quality at competitive price

WEAKNESS

- Capital
- Slow innovation
- Poor Target audience

OPPORTUNITIES

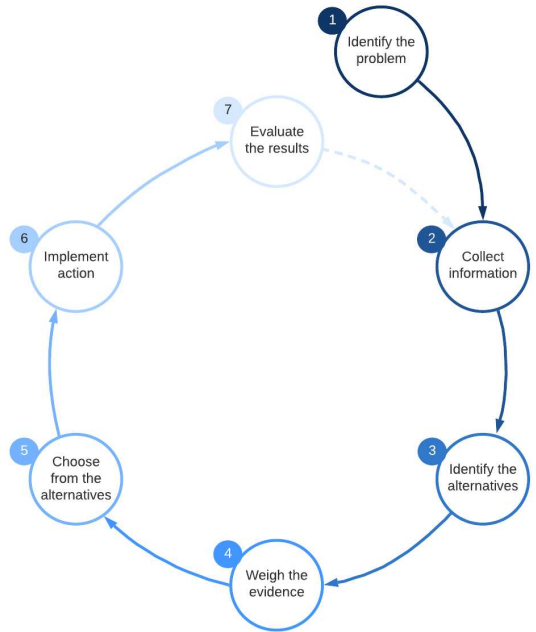
- New Trends
- Innovation Breakthrough
- Online presence
- Emerging Markets

THREATS

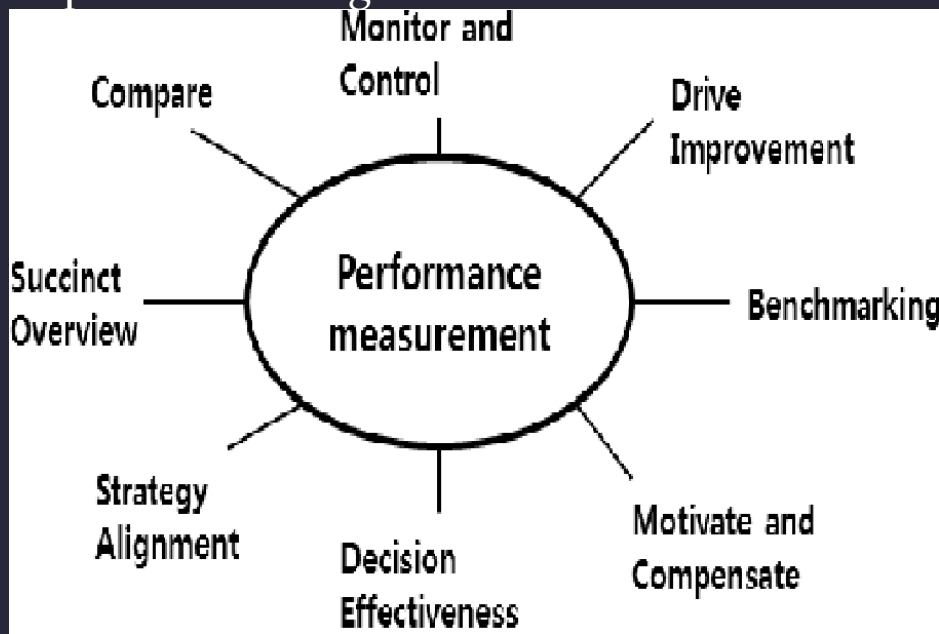
- Influence of smart Watches
- Competitors
- Pirated Products

Next Steps

- Identify operational alternatives
- Weigh the alternatives
- Balance risk and maintain Priorities
- Follow the roadmap



Operation Management Performance Metrics

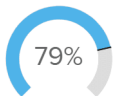


Company Objectives

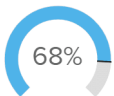
- Generate long-term revenue
- Enhance customer retention
- Improve product quality
- Create an Closed Ecosystem



Financial Summary



GROSS PROFIT MARGIN



OPEX RATIO



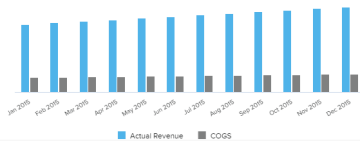
OPERATING PROFIT MARGIN



NET PROFIT MARGIN

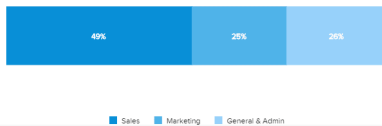
Revenue & COGS

Month-to-Month | YTD



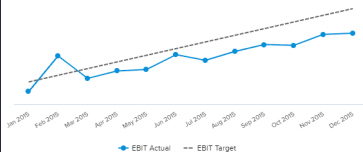
OPEX

Year-to-Date



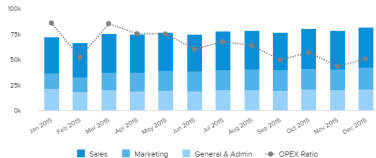
Earnings before Interest and Taxes

Month-to-Month | YTD



OPEX

Month-to-Month | YTD



INCOME STATEMENT

Revenue	1,351,503	\$
COGS	289,859	\$
GROSS PROFIT	1,061,698	\$
OPEX	913,015	\$
Sales	446,901	\$
Marketing	225,951	\$
General & Admin	240,117	\$
Other Income	7,440	\$
Other Expenses	18,804	\$
OPERATING PROFIT (EBIT)	137,329	\$
Interest and Tax	58,943	\$
NET PROFIT	78,386	\$

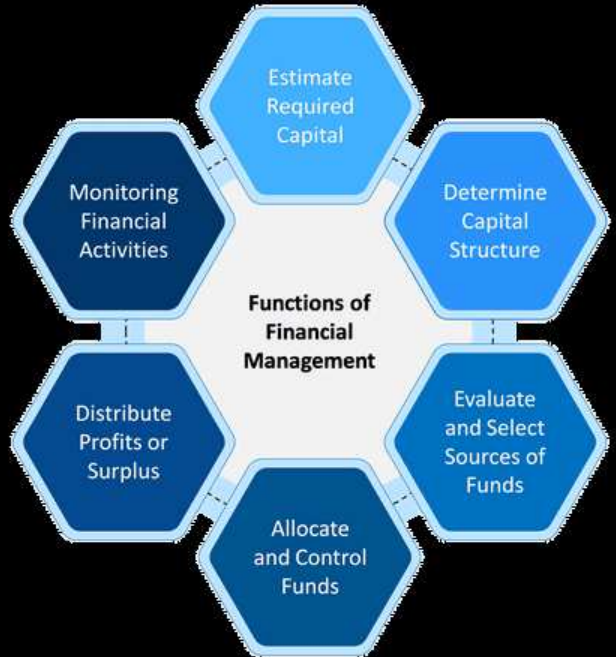


Finance

The **Finance Department** manages the company's financial resources, including budgeting, financial reporting, and risk management. They play a crucial role in ensuring the company's financial stability and growth.

KEY FUNCTIONS

- KPI Development & Analysis
- Budgeting & Expenses
- Forecast
- Financial Planning & Analysis
- Financial Objective
- Financial Forecasting & Budgets





Research and Development

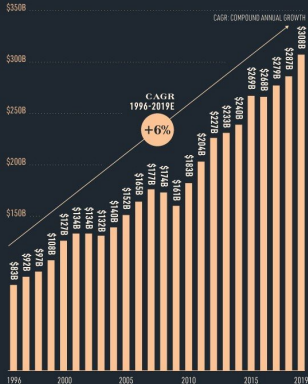
The **Research and Development** department focuses on innovation and creating new products or improving existing ones. They conduct research, design experiments, and develop prototypes.

Reference Market Needs

The Rise and Fall of the Personal Luxury Goods Market

The personal luxury goods market has grown nearly every year since the late 90's, and was worth over \$308 billion as of 2019...

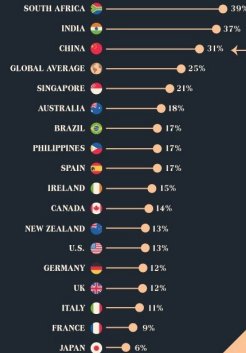
Global personal luxury goods market (USD)



*NOTE: ALL USD AMOUNTS ARE BASED ON 2020 CONVERSION RATES AND ROUNDED TO THE NEAREST B

But the industry has since plateaued as a result of COVID-19, with consumers the world over holding out on luxury purchases.

% OF INTERNET USERS WHO HAVE DELAYED PURCHASING LUXURY



China accounted for 90% of the market's growth in 2019.

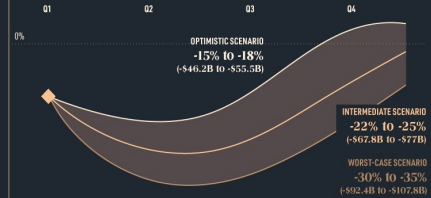
90%

Experts predict a brutal decline in market growth as a result.

2020 scenarios for quarterly evolution of global retail-equivalent sales

The three scenarios reflect the immediate decline in sales as well as the delayed impact of lower wholesale orders.

FULL-YEAR MARKET GROWTH (2020E VS 2019)



*NOTE: ALL USD AMOUNTS ARE BASED ON 2020 CONVERSION RATES AND ROUNDED TO THE NEAREST B

SOURCES: BAIN & COMPANY, GLOBAL WEB INDEX

A RANGE OF FACTORS WERE TAKEN INTO ACCOUNT TO DETERMINE EACH SCENARIO SUCH AS:

- Geography
- GDP expectations
- Intensity of the outbreak
- Consumer confidence
- Other macroeconomic factors

Analyse Trends



Analyse Demand



Conclusion

In conclusion, a well-structured organizational design ensures that each department plays a vital role in the company's success. Understanding the functions of each department is essential for effective collaboration and achieving strategic objectives.

Thanks!

For queries :
adityasvims@gmail.com





LEGACY BAGS

“THE WAY TO GREAT OUTDOORS”





VISION

The vision of legacy bags is to promote a good quality and affordable for all people to purchase and see the customers smile when they own

In 2025 we bring out a wide branches across the world to promote our business growth...

MISSION

we pride and have a courageous to make a perfect bags for every situation to world wide people who belongs to our customers

To bring out a quality bag fabric in the manufacturing industries

ABOUT LEGACY BAGS

Type	Manufacturing
Founder	ARTHI K
Founded	20/03/2002
Head quarters	Coimbatore
Number of branches	25
Area served	Tamil Nadu
Key People	ARTHI K(CEO)
Products	School bags College bags Trekking bags Laptop bags Lunch bags Hand bags
Capital	10 crores

HR DEPARTMENT

LEGACY BAGS

Market comparision information

Recruit&training

The recruitment is based on their talent they attained & even a fresher also taken to improve business growth and mainly experienced person get a first preference to join our company to attain a higher profits

Salary data

salary may vary for the workers according their role in legacy bags private limited...

Average salary in our company is 2L PER ANNUM

Benefits packages

There maybe a availability of health care & insurance of each & every employee

MARKET INFORMATION

EMPLOYEE TURNOVER

There may be a availability of employee whichever brings a higher or lower production but the production level will always remain constant

we bringout the workers through employee referral & advertisement in various places like bus stand,main area of the city,colleges and infront of other companies gates

COMPLAINCE

There is a Petition box in each and every branch outlets to know the employee needs and try to find the complaint which may arise in LEGACY BAGS to develop the employee satisfaction.We Human resourse Department analyse the data and send to development team to improve workers Happiness

LEAVE POLICIES

Vacation leave

Sick leave

Casual leave

Entertainment leave

My updates on HR Initiatives

- *video interview analysis

- *candidate sourcing

 - eg.announcement in public places through advertisement,posters etc...,

- *workplace safety

- *introduction about LEGACY BAGS before interviewing a person to know the company's profile to the candidate

 - *to bring a eco friendly background.

Staffing Trends

We promote a different role for employers

 - Delivery and driver role to give a customer satisfaction

 - Automation and Technology for company profit motive

 - Remote work for both urban and rural employees

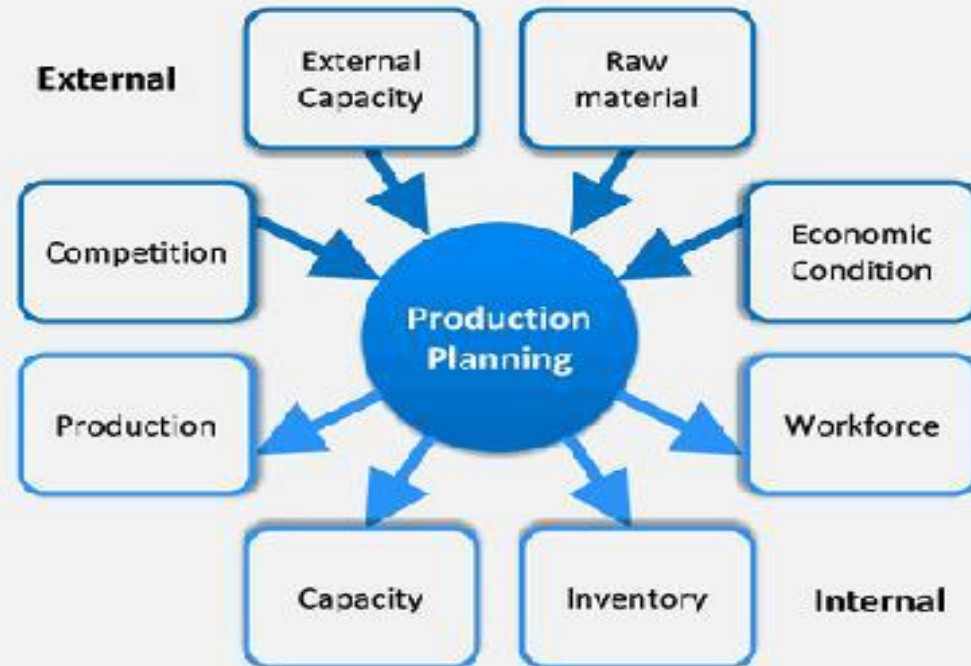
Other Helpful Data

We Organize a HR Meeting in each and every production industry and even outlets employees to improve the business as a ECO-FRIENDLY background and also We conduct a sports day for every half yearly to be a stress free person in the competitive world...

PRODUCTION DEPARTMENT

PRODUCTION PLANNING

Enter your sub headline here



LEGACY BAGS

‘Style is a way to say who you are without having to speak’



SCHOOL BAG



LAPTOP BAG



LUNCH BAG



TREKKING BAG



COLLEGE BAG

PRICE LIST OF LEGACY BAGS

TYPES OF PRODUCTS	PRICE LIST
SCHOOL BAGS	600
COLLEGE BAGS	800
TREKKING BAGS	1200
LAPTOP BAGS	1000
LUNCH BAGS	150

MARKETING DEPARTMENT

- ▶ 1.Brand Promotion: Establishing and promoting the brand image of the bag company. Creating a positive perception of the brand among the target audience.
- ▶ 2.Market Research: Conducting market research to understand customer needs, preferences, and trends in the bags industry. Gathering insights that inform product development and marketing strategies.
- ▶ 3.Advertising and Promotion: Creating and executing advertising campaigns across various channels. Implementing promotional activities to increase brand visibility and drive sales.
- ▶ 4.Digital Marketing: Managing the company's online presence through website management, social media, and other digital channels. Leveraging digital marketing strategies to reach a wider audience and engage customers.

MARKETING DEPARTMENT

- ▶ 6. Customer Engagement: Building and maintaining relationships with customers. Implementing customer engagement programs and responding to feedback.
- ▶ 7. Sales Support: Collaborating with the sales team to develop effective sales collateral. Providing marketing materials and support to enhance the sales process.
- ▶ 8. Public Relations: Managing public relations efforts to enhance the company's reputation. Handling communication with the media and other stakeholders.
- ▶ 9. Analytics and Reporting: Utilizing data analytics to measure the effectiveness of marketing campaigns.

SALES DEPARTMENT

- ▶ **Product Innovation:** Understanding market trends and customer preferences to develop new bag designs, materials, or features that cater to evolving consumer needs.
- ▶ **Quality Enhancement:** Improving the durability, functionality, and aesthetics of bags through R&D efforts, ensuring high-quality products that resonate with customers.

SALES DEPARTMENT

- ▶ **Cost-effective Manufacturing:** Researching and implementing efficient manufacturing processes or sourcing methods that maintain quality while controlling production costs .
- ▶ **Market Analysis:** Analyzing consumer behavior, competitor products, and market demands to identify potential gaps or niches for new bag offerings.

OPERATION & IT DEPARTMENT

TEAM GOALS

QUALITY AND INNOVATION

Creating durable, stylish, and functional bags that meet customer needs while staying ahead in design and materials...

MARKET EXPANSION

Increasing market share by entering new geographical areas or targeting different customer segments

SUSTAINABILITY

Developing eco friendly bags, reducing carbon footprint, and implementing sustainable manufacturing practices

CUSTOMER SATISFACTION

Ensuring high customer satisfaction through excellent service, reliable products, and responsiveness to feedback...

► SWOT ANALYSIS

STRENGTHS

- *Established brand with a loyal customer base

- *known for durable, well designed bags and efficient distribution channels in place

WEAKNESS

- *Lack of employee turnover

- *Limited market reach

OPPURTUNITIES

- *Entering new markets or segments like E Commerce growth, sustainable products and collabarations

THREATS

- *Facing competition from established and emerging bag brands

- *risks due to global events, natural disasters or logistics issues...

Finance Department

BUDGETING:

- 1.Startup cost
- 2.Operational cost
- 3.Marketing and sales
- 4.Administrative expenses
- 5.Tax

KPI-ANALYSIS:

1. Sales revenue
2. Profit margin
3. Inventory turnover
4. Customer satisfaction
5. Production efficiency

Revenue:

Product sales:

Backpacks-500000

Handbags-300000

Travelbags-200000

Total product sales-1000000

Other revenue sources:

Licensing fees-50000

Total other revenue-50000

Total revenue:1050000

Costs:

Cost of goods sold

Materials-350000

Manufacturing-200000

Total COGS-550000

Operating expenses:

Marketing-100000

Salaries-300000

Rent-50000

Utilities-20000

Total operating expenses-470000

Total cost:1020000

NET INCOME:30000



RESEARCH AND DEVELOPMENT TEAM

▶ We will research all the technical problems and verify with customers through online and offline access the people and dealers

▶ CURRENT CHALLENGES

*Identify specific challenges the LEGACY BAGS Limited is facing

*Emphasize how the goals align with addressing industry challenge

CUSTOMER FEEDBACK

Share insights gathered from customer feedback, both online and offline

COLLABORATION WITH DEALERS

We assign a meeting with every dealers through R&D team to know about the product compliance

Through this we can solve the problems and try to find a solutions to get some innovative...



VectorStock.com/19281288

SURAMMET

Ride with your
Partner

Presented By

M. Siva Prakash ; A. Roshan Akhtar

OUR PRODUCT

- ❑ Motive of providing safety for the mankind, we planned to launch “Helmet”.
- ❑ Our helmet is for both men and women
- ❑ Compare to other helmets, we have some special features, which will be explained in the further slides.



PRODUCT FEATURES

- Safety alert indicator
- Inbuilt google map service
- Heat Resistant
- Weight less

TARGET CUSTOMERS

- ❑ Long drive riders
- ❑ Police officers
- ❑ Normal society peoples



COMPETITORS

- Vega helmet
- Steelbird helmet
- Studds Helmet
- SMK helmet
- LS2 helmet

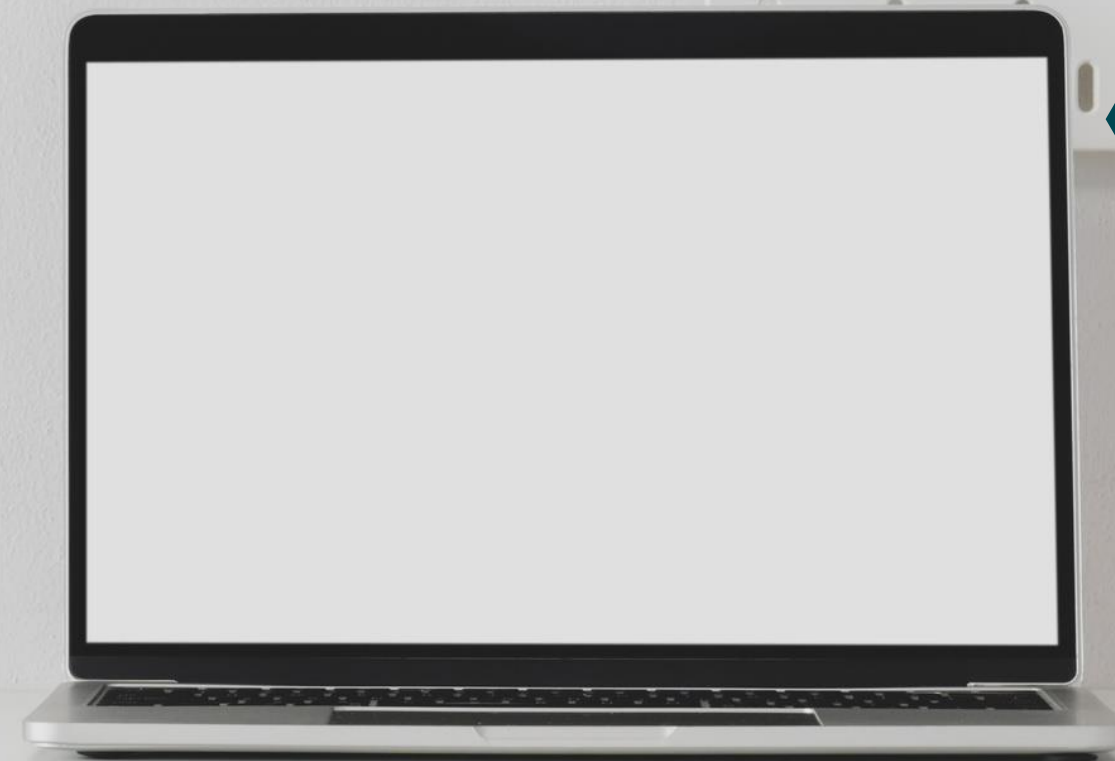


Thank You!



Urban Needs

Time to serve you





**What
Are We**



What

Are

We

We are providing services like repairing AC, washing machine and for other household products.



What

Are

We

**These services will be rendered by the
people surrounded by you**

(Upto 2 Kilometers)

Targete Customer

r

- **Housewife**
- **Bachelors**
- **Home maids &**
- **Aged people**



Our Service

S

Imagine a situation, your Air Conditioner is not working, instead of searching for the mechanic with neighbours and friends, you can reach us by our app.



Our Service

S

Imagine a situation, if you are a bachelor working in some other cities, you might don't have the mechanic contact, by that time, you can avail our services.



Our Service

S

Imagine a situation, if you are a bachelor working in some other cities, you might don't have the mechanic contact, by that time, you can avail our services.

Ou Policie

S

- **Reach within 30 minutes**
- **Cheaper than other mechanics**
- **Professional repairing**
- **Maintaining decoram at any home**

Revenue Stream

S

We will make money from the mechanics who are registering with us in a commission basis. We won't make money from the subscription from the app.



Competito

r

Urban

Gurgaon,
Haryana, India

Thank

You





Startup Guy

Mr. NAVEEN MANICKAM

Founder & CEO

WBN Awards | NM Academia



INTRODUCTION

Naveen Manickam, from a young entrepreneur to a seasoned business coach, helps individuals and organizations achieve success through expert guidance and impactful seminars.



ACHIEVEMENTS



WBN is being recognized by big brands in Tamil Nadu

Their proven system and expert team provide the tools and support you need to succeed.

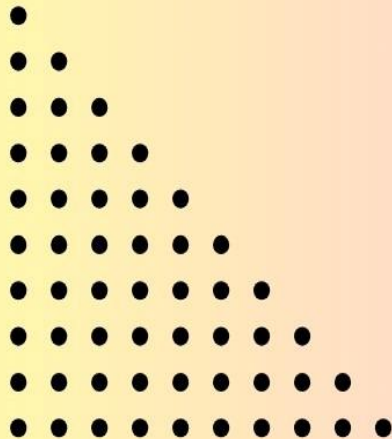


Our team - with Naveen Manickam



COMPANY INFO

- WBN - Woman business network started in 2020 to recognize the women entrepreneurs
- NM Academia was started in 2023 to provide E-learning services



Company Info



Ms. Ambika

Founder
Girls Hub



Maker of Maternity wears

Young and energetic
woman entrepreneur
evolved in 2023

ACHIEVEMENTS



**Awarded for the best
maker of maternity wears
in Entrepreneurship
Thiruvizha**



Our team with - AMBIKA

ACHIEVEMENTS



**Awarded for the best
maker of maternity wears
in Entrepreneurship
Thiruvizha**

MR. SRINIVASAN

People Point Solution

Coach and Consultant

Finance and HR



PEOPLE POINT

- **24+ years in training, learning and development services**
- **People sourcing specialist with more than 15 years experience in handling Integrated DOMAIN Specific and ACTIVITY oriented Solutions with expertise from wide spectrum of industry.**

ACHIEVEMENTS



- **Being one of the mentors in Punch Gurukulam**
- **Got more awards in JCI - Junior Chamber International**



Our team with - Srinivasan



Mr. Yash Manivannan

Founder & CEO

Watts and Joules Inc.



Company Info



- Company was founded in January 2018 in Saskatoon, Saskatchewan.
- With the main focus on R & D of higher efficiency carbon-based Solar PV's and LiPo batteries, we have developed a range of PV modules and smart batteries.



Our ED cell team is participating in the Institution's Innovation Council meeting. On 4th Dec 2023





Discussion with Dipan Sahu (Assistant Director MOEI & AICTE)





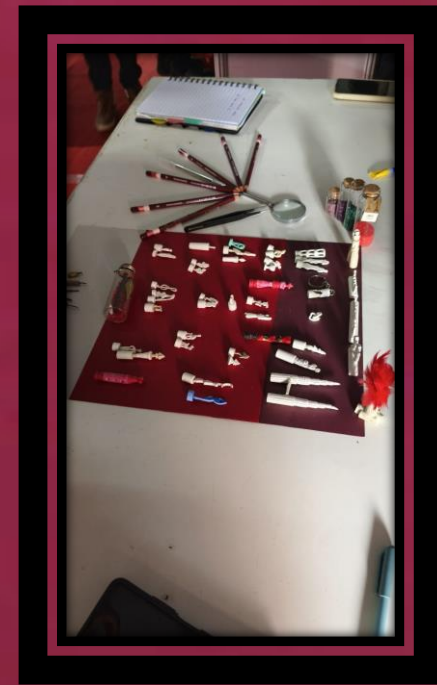
Innovative Ideas by several Colleges



Seeds with good growth



Innovative Ideas by several Colleges



Pencil lead Design



Innovative Ideas by several Colleges



Using Sea Water purifying it for drinking



Innovative Ideas by several Colleges



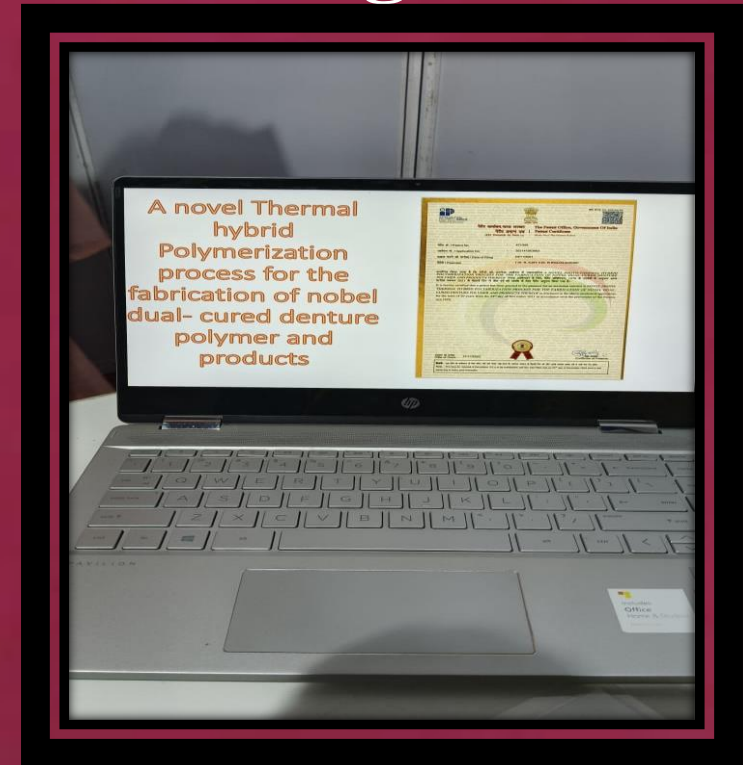
Automatic fire extinguisher



Innovative Ideas by several Colleges



Dental tool





Innovative Ideas by several Colleges



Herbal Product



Innovative Ideas by several Colleges





Innovative Ideas by several Colleges



Pesticides from waste



Innovative Ideas by several Colleges



Missile launcher



Innovative Ideas by several Colleges



Item that add taste in foods



Innovative Ideas by several Colleges



Herbal bodywash

Sponsor work and Images with them





Arslaan

NEC Leader

Vivekananda Institute of Management Studies

28th November 2023

Sugapriya

CEO

4D Café Saravanampatti

Coimbatore- 641016

Subject: Sponsorship Proposal for "Cater all" Event - Venture VIMS ED Cell

Dear Sugupriya,

I hope this letter finds you well. My name is Arslaan, and I am reaching out to you on behalf of Venture VIMS ED cell, a significant initiative by the Vivekananda Institute of Management Studies (VIMS) guided by the National Entrepreneurship Challenge (NEC) E-Cell of IIT Bombay. We are excited to introduce you to our upcoming event, "Cater all," which is an integral part of our entrepreneurial journey.

Event Overview: "Cater all" is an event that revolves around the entrepreneurial spirit and is designed to provide a platform for aspiring entrepreneurs to showcase their innovative ideas and products. This event is a collaborative effort between Venture VIMS ED Cell and the E-Cell of IIT Bombay. It is scheduled to take place at Vivekananda Institute of Management Studies, and we anticipate active participation from students, faculty, and industry professionals.

Sponsorship Opportunities: We believe that your esteemed company, 4D Cafe , aligns perfectly with the vision of our event, and we would be honored to have you as a sponsor. By partnering with us, you will not only support the success of "Cater all" but also gain significant visibility among our diverse audience. We are pleased to offer the following sponsorship packages for your consideration:

Title Sponsor (Exclusive):

- Prominent branding as the "Title Sponsor" of the event.
- Exclusive stall space to showcase your products/services.
- Opportunity to address the audience during the event.
- Logo placement on all promotional materials.

Stall Sponsor:

- Dedicated stall space for your company to display and promote products/services.
- Logo placement on event banners and marketing collateral.
- Recognition during event announcements.

Volunteer T-Shirts Sponsor:

- Provide branded T-shirts for event volunteers.
- Logo prominently displayed on the T-shirts.
- Recognition during volunteer orientation and closing ceremonies.

Benefits to Your Company: In appreciation of your sponsorship, we are open to negotiating mutually beneficial terms. This may include offering discounts on your products/services during the event and providing an opportunity for direct engagement with potential customers. Additionally, your brand will receive extensive visibility through our marketing channels and during the event itself.

Your support will not only contribute to the success of "Cater all" but will also play a vital role in fostering the entrepreneurial spirit among the participants and the broader community.

The event Date is 8th December 2023

We would be delighted to discuss this sponsorship opportunity with you in more detail at your earliest convenience. Please feel free to reach out to us to discuss any specific requirements or preferences you may have.

Thank you for considering our proposal. We eagerly anticipate the possibility of a successful collaboration that benefits both our organizations.

Sincerely,

Arslaan

NEC Leader

+917080020121

arslaanvims@gmail.com

Venture VIMS ED Cell



4DCafé

Dear Arslaan,

I trust this message finds you well. Thank you for your letter dated 28th November 2023 and the comprehensive details about the "Cater all" event organized by Venture VIMS ED in collaboration with the NEC E-Cell of IIT Bombay.

I am delighted to accept the sponsorship proposal on behalf of 4D Café Saravanampatti. We are honored to be considered as a sponsor for such a significant entrepreneurial event.

The vision and objectives of "Cater all" align seamlessly with the values of 4D Café, and we are excited about the opportunity to contribute to the success of the event. We hereby confirm our sponsorship as the Title Sponsor for the event, and we look forward to the associated benefits, including prominent branding, exclusive stall space, and the opportunity to address the audience.

We appreciate the flexibility mentioned in terms of negotiating mutually beneficial terms. We are open to discussing various aspects, including offering discounts on our products/services during the event and engaging directly with potential customers. To discuss the sponsorship details further, we would be pleased to arrange a meeting. Please let us know a convenient time, and we will ensure our team is available for a comprehensive discussion.

Once again, thank you for considering 4D Café as a sponsor for "Cater all." We are eager to collaborate successfully and contribute to the entrepreneurial spirit of the participants and the broader community.

Looking forward to a fruitful partnership.

Sincerely,

Sugupriya

CEO

4D Café Saravanampatti

Coimbatore- 641016



Images of the event Link

https://drive.google.com/drive/folders/1vOcS_-jWYnoWavzBPgLkigYb9rZ8-HN8?usp=sharing

Sponsor and Associates



Media Coverage

2:05 83.23 KB/s 4G 52%

covaimail.com/?p=98

Workshop Focuses on Innovation

VIMS Entrepreneurship Workshop Focuses on Innovation

November 24, 2023 CovaiMail Comments Off



#News | THE COVAI MAIL | www.covaimail.com

Vivekananda Institute of Management Studies' Entrepreneurship Development Cell organized the Illuminate Workshop in Entrepreneurship, conducted by IIT Bombay on 21.11.23. A. Valarmathi, Director of VIMS, highlighted the importance of creativity and innovation in the current business scenario during her Presidential Address. VIMS students have actively engaged in the National Entrepreneurship Challenge (NEC) since September 2023, completing tasks like Brand your E-Cell, Know your Surroundings, and more.





TOWN CITY
MEGA CITY

LIVE ABOVE

HOPE COLLEGE, AVINASHI ROAD

MARKET PRICE ₹90L*
OUR PRICE ₹65L* ONWARDS

76676 99999
76674 66666

Manjunath, Director of Fairtiq India Pvt. Ltd., served as the Resource Person, delivering insights on finance basics for new businesses. The interactive session covered topics like Break Even Point, funding types, pricing strategies, and revenue models. Students presented their Business Model Canvas, and the Resource Person advised prioritizing the product over marketing. Umamaheshwari, Associate Professor, Head of ED Cell, and Arslaan, Student Coordinator of NEC, also participated in the event.



« **PREVIOUS**

CyberKnife Debuts at Apollo Cancer Centre

NEXT »

கோவை விழாவின் 16வது பதிப்பு



Social Media and Testimonials

NATHIYA

IDEA MILL WINNER

“

Exploring Entrepreneurship, Insights and Challenges that are faced during the running of the business. Generating creative thinking, diverse perspective, exploration, continuous learning, problem identification, inspiration from trends. Eureka! Network with elite investors connection that drive success and mentoring experiences from experts, get benefits and essential for the new startups . IIT Bombay Workshop which is led by the expert expands my knowledge and skills and get to know the real meaning of entrepreneur by making as a team of 4 to 6 People and thereby identify my individual strengths, developing a business Model Canvas on the idea and presenting the canvas to the audience and that was really inspiring.

Testimonial

Team

Faculty Advisor



Dr. S. Umamaheswari

Overall Coordinators



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7868085781
jananihvims@gmail.com



Arslaan

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Media report



Mohanakrishnan

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Design Head

A black and white photograph of a person reading a newspaper on a cobblestone path in a park-like setting. The person is wearing a dark coat and a hat, and is holding a large newspaper open. The path is made of cobblestones and leads towards a large, multi-story building in the background. There are trees and a street lamp visible in the scene. The overall atmosphere is quiet and contemplative.

“

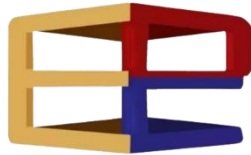
You

imagine,

we create




VIVEKANANDA
INSTITUTE OF MANAGEMENT STUDIES
APPROVED BY AICTE AND PERMANENTLY AFFILIATED TO ANNA UNIVERSITY
(A Stand alone B-School)



National Entrepreneurship Challenges Report 2023(NEC)

Filtration Task

Head Start task



Total Points 100
Deadline: 2023-09-18

Description

Having a healthy competition is always necessary to grow and develop. Challenge your friends from other colleges to develop an entrepreneurship cell in their college. The ultimate aim is to inculcate this entrepreneurial spirit throughout the country.

Our team

Name			
Janani	Tamil selvi		Nathiya
Vinotha	Sunil	ThanaLaxmi	Sivasankar
Saran	Sandhya	Arslaan	Sharmila
Mohanakrishnan P V	Kailash	Sabri	
Vinoth	Muthu K	Prabu	
Guru	Deepak	Ravi	
Ramyra		Yoga Praveena	
		Anushya	

Our Score out of 100

2	Download	100	2023-09-25T14:34:19.861580	Pending
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Brand your E Cell



Total Points 75

Deadline: 2023-09-25

Description

Defining the vision and mission of a team is very important for any organization. It motivates work and synchronizes every team member to work towards the same motive. Branding your E-Cell is the way in which everyone can distinguish your E-Cell from other E-cells. Start creating a brand for your E-Cell.

Our work

VISION:

Our vision is to disrupt industries create meaningful impact and leave a lasting legacy. ×

Vision into reality to become a frontier B-school imparting knowledge in management, developing research skills and creating globally competent leaders with social consciousness.

MISSION:

Our mission is to leverage our diverse talents, skills and entrepreneurial spirit to create innovative solutions that address real world challenge.

Foster a learning environment with industry engagement for dissemination of management knowledge to transform young minds into technically proficient, socially committed and globally competent professionals and entrepreneurs.

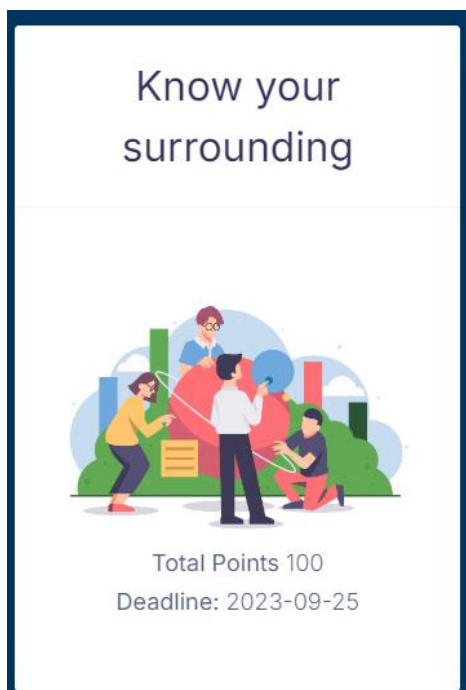
To inculcate professionalism in developing ethical business leaders, researchers and business consultants through critical thinking and innovation.

Tag Line

You imagine we Create

Our Score out of 75

S No.	File	Points	Submitted Date and Time	Feedback	Status
1	Download	55	2023-09-25T23:32:40.857763	future actions you were going to take to improve your ecell was supposed to be added. also, you were supposed to write vision and mission of ECELL not your college	Pending



Description

One of the major works of an E-Cell is to understand the problems that are faced by startups in the surrounding. Interacting and surveying startups will help you understand the startup ecosystem and the various challenges faced while building a startup.

Our work

We created a Google Form that included multiple-choice and subjective questions to gather information about the problems faced by individuals. We received 100 responses to the survey.

Our Score out of 100

S No.	File	Points	Submitted Date and Time	Feedback	Status
1	Download	90	2023-09-26T23:53:11.156747	had to suggest solutions to the problems faced by startups	Pending



Description

Knowing the events that have been done earlier and understanding them completely always helps to better the future events and initiatives better.


Our work

We are pleased to present the comprehensive report on all the events organized by the Entrepreneurship Development Cell (ED Cell) at VIMS. Our featured speakers, successful entrepreneurs with profound knowledge in their respective fields, contributed to the success of these events.

Our Score out of 100

S No.	File	Points	Submitted Date and Time	Feedback	Status
1	Download	55	2023-09-26T14:47:28.538619	Proper timeline of events not listed. Problem faced in each event, solutions to each of them?	Pending

Idea box



Total Points 125
Deadline: 2023-10-15

Description

Ideate and maintain a social media series relevant to entrepreneurship.
Keeping your Social media pages active is very important for any organization. It shows that the organization is functioning actively and imparting knowledge to its members

Our work

We've crafted an Instagram post highlighting entrepreneurship, and we've also scheduled a meeting to further discuss and explore entrepreneurial opportunities.

Our Score out of 125

S No.	File	Points	Submitted Date and Time	Feedback	Status
1	Download	120	2023-10-15T20:06:10.087585	good. Something different, I like it. Designs of posts can be better, and they have to be similar	Pending

Get feedback



Total Points 50

Deadline: 2023-09-25

Description

Understanding what to provide stems from understanding what is required. Gathering feedback from past year's participants is incredibly crucial to enhance the effectiveness of your event which will help you take the further steps.

Our Work


We have created a Google Form to inquire about the work of the ED Cell and gather reviews from individuals regarding their experiences with it.

Our Score out of 50

S No.	File	Points	Submitted Date and Time	Feedback	Status
1	Download	30	2023-09-26T14:41:25.791447	did not have to get feedback for nec! you had to get feedback for the events conducted by your ecell	Pending

Ignite Propel Task

Social Media
Challenge



Total Points 50
Deadline: 2023-11-08

Description

It is important to have a good number of followers for a social media handle, and one of the reasons is to ensure good participation in any event, as it is the easiest way to reach out to our audience. We should try new ways to increase the followers of our social media handles.

Our Work

We successfully conducted the IPL Auction as per schedule. We have requested all participants to share their event experiences by uploading images on their social media, tagging both our Instagram page and the Entrepreneurship Cell of IIT Bombay.

LinkedIn Presentation



Total Points 50
Deadline: 2023-11-08

Description

Crafting a personalized and strategically tailored LinkedIn profile is not only essential for personal growth but also serves as a powerful representation of your commitment to your E-Cell. Your LinkedIn profile should not just speak on your behalf; it should shout your passion for the E-Cell and its mission. This not only facilitates connections with fellow professionals and startups but also helps establish a robust and influential professional presence. Many Google extensions help contact through LinkedIn (RocketReach and Apollo for mail finding) and Streak for mass mailing. This plays a pivotal role in accelerating the growth and reach of your E-Cell.

Our Work

We gathered information on entrepreneurs and compiled a presentation. We requested all NEC (National Entrepreneurship Cell) members to contribute by sharing their efforts and accomplishments for the Entrepreneurship Cell (E Cell) of VIMS in the presentation.

Freshers' Orientation



Total Points 75
Deadline: 2023-11-08

Description

After establishing an entrepreneurship cell it is important that everyone knows about the entrepreneurship cell's activities, vision, and the opportunities which they can avail themselves from the cell. Conducting a freshers' orientation is thus important for any club or institute body. This is a great opportunity to introduce the freshers to your E-cell and its goals. Orientation is a chance to showcase your E-cell's most exciting events and initiatives and to get them excited about participating in your activities.

Our Work

We invited Mr. RR Athish, an expert in the Textile Industry, to share his extensive knowledge and motivate our batchmates for entrepreneurship.

Get a sponsor



Total Points 125
Deadline: 2023-11-30

Description


Entrepreneurship cells play a pivotal role in fostering innovation, creativity, and a spirit of entrepreneurship among students. However, the execution of impactful event often requires financial and resource support. Sponsorship is not just a financial contribution; it is a strategic partnership that benefits both the sponsor and the entrepreneurship cell

Our Work

We have engaged 4D Cafe as a sponsor for catering at our college event, and all arrangements have been successfully finalized with them.

Comprehensive Task

Campus Quest



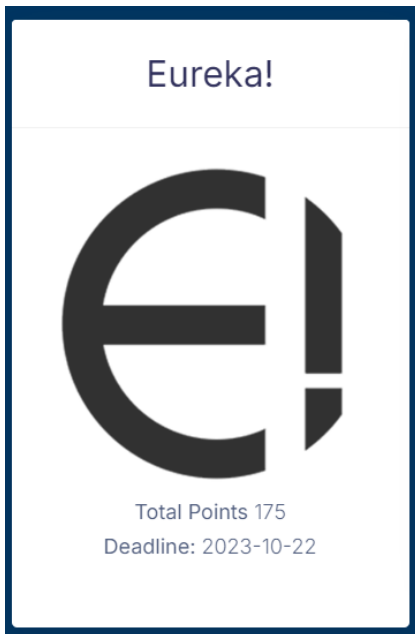
Total Points 100
Deadline: 2023-10-10

Description

Our core task in our journey to promote entrepreneurship in and around our campus is understanding the environment, needs, and wants around us. To begin this mission, we must first develop a deeper understanding of serving different target audiences – students and beginners.

Our Work

We generated a new Google Form to inquire if individuals have any entrepreneurial ideas or aspirations, receiving a total of 85 responses.



Description

"Ideas are easy. Implementation is hard"

This task is based on Eureka! Asia's Largest Business Model Competition. This year is grander than ever in its 26th edition. To promote startup culture in your college, you must get your fellow students to participate in events and competitions at an International level to help them step up their game.

Instated 25 years ago to foster the spirit of entrepreneurship and business acumen among people all around the world, Eureka! fast-tracks the journey of a startup from an innovative idea to commercial success. Being Asia's largest business model competition (accredited by CNN & Thomson Reuters), Eureka! prides itself on providing a 360-degree holistic experience in the 5 month period that it spans. Right from acknowledging the potential of your idea, to drafting a B-Model and pitching it in front of an esteemed panel of investors, this platform has it all!

Benefits of Eureka!

Networking
Mentoring

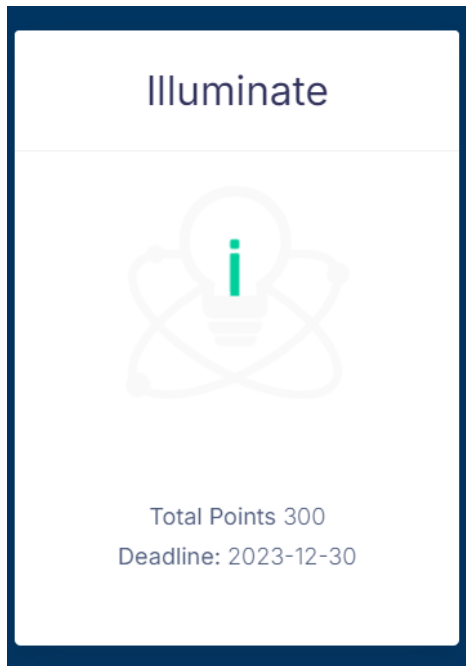
Direct qualification for global entrepreneurship competition

Our Work

We organized an offline pitching competition on entrepreneurship, named Idea Mill.

Our Score out 175

S No.	File	Points	Submitted Date and Time	Feedback	Status
1	Download	175	2023-10-22T15:08:13.465065	good	Pending



Description

Illuminate is a series of offline workshops based on Entrepreneurship organized by E-Cell IIT Bombay in different colleges.

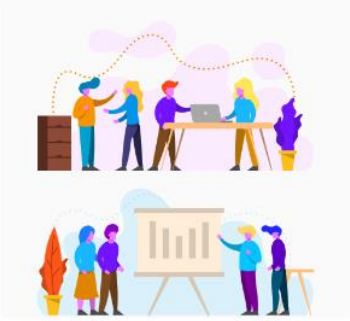
The aim is to provide the maximum number of people the opportunity to experience this thrilling series of entrepreneurship covering every aspect of it. Illuminate is coming to every college to spread the entrepreneurship word with interactive speakers and exclusive content for 6 hours. The incentives for the participants are a Certificate from E-cell IIT Bombay, a startup kit, and a lot more worth than the participation fee.

Can visit the Website to know more: <https://www.ecell.in/illuminate>

Our Work

For the entrepreneurship workshop, we collected a fee of 600 rupees per participant. We invited Mr. Manjunath R S as the speaker, and we obtained workshop kits from the Entrepreneurship Cell of IIT Bombay.

Cater All



Total Points 500
Deadline: 2023-12-15

Description

Given that you have done the campus quest and get feedback task giving you a brief understanding of the dynamic of your college, helping you identify the needs and possibilities within your institute.

You can now plan events specifically for your audience. To become an established E-Cell, it is good if you have events that cover all from a newbie to a startup. To get more idea about the stakeholders, go through our EnB club website

Our Work

We organized five events, namely Newbie, Enthusiastic, Idea Guys, Beta Guys, and Startup Guy. For Newbie, we included a small game related to the stock exchange. Enthusiastic and Idea Guys participated in a debate with faculty members on the topics of job versus entrepreneurship versus higher education. Beta Guys had the opportunity to pitch their ideas on becoming entrepreneurs, and for Startup Guy, we showcased a presentation from a CEO we met. Additionally, we attended the Institution's Innovation Council (IIC) meet held on December 5, 2023.

Overall, View

NEC Score Card				
S no.	Task Name	Total Score	VIMS SCORED	Leaded By
1	Head Start Task	100	100	Arslaan
2	Brand Your E cell	75	55	Janani H
3	Know Your Surrounding	100	90	Saran
4	Make a Report	100	55	Sandhaya
5	Idea Box	125	120	Vinotha
6	Get Feedback	50	30	Thana Laxmi
7	Eureka	175	175	Arslaan/ Anushuya
	Total	725	625	