



KLE Technological
University
Creating Value
Leveraging Knowledge

Annual Report of activities in CTIE for the year 2019-20



Summary of Activities held in the year 2019-20 (till Jan 31, 2020)

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

Sl. No	Type of Activity	Numbers conducted	No. of Participants
1	Mentorship events	39	600+
2	Investor meets	3	110
3	Workshops	6	730
4	Student Entrepreneurship events	7	1800+
5	Number of Startups as of Jan 31, 2020	33	--

Centre for Technology Innovation & Entrepreneurship (CTIE)

KLE-CTIE, is a Technology Business Incubator sponsored by DST and TIDE2.0 (G2C) Incubator from MeitY at KLE Technological University, Hubli, a smart city contender.

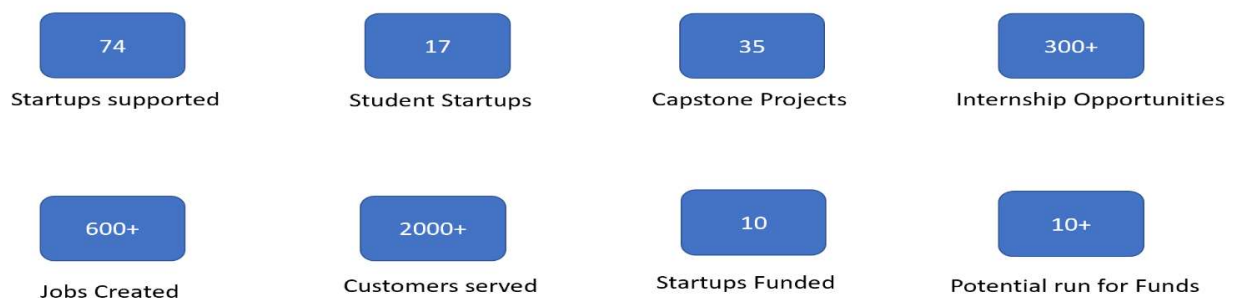
Our Vision

KLE-CTIE has the vision to foster, enable and grow the innovation and entrepreneurial ecosystem in tier-II Cities in India. One of our strategic initiative is to enable electronic hardware product development at Hubli. This is poised to hit full speed with KLE-CTIE setting up a VLSI/ESDM development center with the help of IESA (Indian Electronics and Semiconductor Association). Also, a full-fledged Hardware design center, Electronic Enabling Lab (EEL) for RF testing and validation, we are already on our way to kick start new product development by our start-ups. We work with another local TBI to leverage their SMT line thus creating a collaborative product development environment.

We are a Not-for-profit, start-up friendly incubator. We have incubated over 75 startups since last 7 years. Currently we have 30 tech start-ups spread across over 25,000 sq.ft of work space. Our USP is been, access to young talent in a well-structured model to enable frugal product development. Start-ups love this! 7 start-ups have University faculty as co-founders / partners.

We offer incubation with access to all institutional facilities free of cost and other value added services like 'MakerSpace' at cost. KLE CTIE provides robust technology and business mentoring a real need to Tier 2 city startups.

CTIE Impact dashboard is below.



APRIL 2019

Mentor Me MENTOR by Dr Anant Koppar – 11th April 2019

Dr Anant Koppar, mentored start-ups at CTIE and continued to look at further build-up of the start-ups. He connected few of the start-ups with his network and helped them to elevate to next level. The start-ups that met him were – HaveNow Food tech, Float Design Labs, Prajna Bioscience, Chromosis Technologies, Origami Automations, Simply5 – Student Startup, Unravel – Student Startup, Shreyas Burde – Student having a potential startup.

MAY 2019

Mentor Me MENTOR by Dr Anant Koppar – 15th May 2019

The start-ups continued to get support from Dr. Koppar mentoring sessions. The startups that met were Elegocart, Prajna Bioscience, Float Design Labs, Semiksha, Manomaya, Origami. Discussion went on to realise which areas start-ups need support from him. Dr. Koppar is working on some connections for Semiksha Semiconductors & Prajna Bioscience.

Sales & Marketing Workshop by Mr. Ramu Sankarrao – 25th & 26th May 2019

Mr. Ramu Sankarrao is a consultant and a mentor specifically in sales and marketing area for budding start-ups. He conducted a two – day sales & marketing workshop for all the CTIE start-ups. The key area he covered were, Value Creation, Choosing the right customer, go to market strategy and sales process, Personal Selling effectiveness, Developing sales team, sales plan for start-ups in year 2019 – 20. Each of the start-ups worked on the sales plan and got the same scrutinized. Most of the start-ups relooked at the value creation cycle and started to relook into their businesses and build it strong.



Mentor Me MENTOR by Dr Anant Koppar – 28th May 2019

The startups that interacted with Mr. Koppar were, Chromosis technologies, Semiksha, Stek Innovations, Biosyl, Transil technologies, Express Analytics, Property360. Each of the startups were received from task given to complete and task completed.

Butterfly B – plan pitching competition – 31st May 2019

Butterfly is a B – plan event conducted for students of KLE Technological University. It's a pitch that students do on a project idea which they would like to pursue for the 8th and 6th Sem projects and first and second year engineering students get to win cash prizes. The event is judged individually in each of the categories – 3rd year, 2nd year and 1st year. The panellist from different sectors, judge the ability of candidates to perform further on the plan.



JUNE 2019

Sales & Marketing Workshop by Mr. Ramu Sankarrao – 7 & 8th June 2019

Since a few start-ups had missed sales and marketing workshop by Mr Ramu Sankarrao and were keen to seek his help to restructure the business offering, the workshop was conducted again. This time we collaborated with DF Start-ups as well. There was a good participation from both the incubators.



AUGUST 2019

Mentor Me MENTOR by Dr Anant Koppar – 7th August 2019

Eight start-ups were lined up for meeting with Dr Koppar. Four student start-ups were also a part of the mentoring session this time, as they were applying for MHRD's IIC contest, from our university. Hence their pitch had to be streamlined. He addition to these, Dr. Koppar met existing start-ups

Chromosis Technologies, Semiksha Semiconductors Indrone Aerosystems & Prajna Bioscience. He discussed individually as to what is next for each one of them to grow further in their journey.

Live Stream of talk by HRD Minister, Ramesh Pokhriyal - Nishank – 22nd August 2019

As part of MHRD Institute Innovation Council activity, this was a mandatory activity for every university registered under IIC to take up. There was a live stream of the talk by HRD Minister Shri Ramesh Pokhriyal, wherein he highlighted on importance of education, innovation in education system and took up questions from students to answer during the program.

MIB Outbound Program – 25th August 2019

Make in BVB (MiB) students, as part of recruiting their newer peers and forming a newer committee to kick start organizing events for the current year, planned an outbound activity to ECO Village, Dharwad. A total of 55 students participated in the outbound program. It was a day full of events and activities, which mainly focused on introducing members to each other, team building activities, gaining insights into MIB organized events from senior students. Evaluating each member strengths and weakness in order to see how far they can push themselves to deliver during event preparations and on the day of event. Overall, this outing helped build strong team to execute events at much better levels.



SEPTEMBER 2019

Pupa Orientation Program – 4th September 2019

Pupa is the first event organized by the MIB students in the odd semester. To start off the event, an orientation session was organized to facilitate participants to understand the format of the event. During the event, Dr. Nitin Kulkarni spoke to participants on importance of participating in PUPA, how it would help them to overall, look at the product journey right from understanding customer problem, to defining the product, building the product and finally selling it to the end customer. Each team is given a seed capital of Rs. 500, to build the product, on the exhibition day is when they sell the products built and make a revenue.



Visit by Mount Carmel College, Bangalore to visit KLE – CTIE Model

Thirty students and six faculty members, from Mount Carmel College visited KLE Technological University, to study CTIE model. They were keen to know how CTIE is able to incubate so many start-ups and support students with required infrastructure and support to start their start-up. They took a visit to all the facilities on campus, visited Makerspace Lab, Tinkering Lab, Start-up Street, KLE Tech Park and other facilities on campus. They were impressed to you the work being carried out by start-ups especially, the milk testing kit from Biosyl technologies, the drones from Skykrafts, the electronic components from Silicon 14inc. Few of our students interacted with them as to how do they carry out activities on campus.



IIC Council Meeting – 17th September 2019

The IIC council meeting took place, to discuss on data entry for ARIIA portal. The meeting was attended by IIC representatives from every department/schools of the university. We took every member through the excel sheet and briefed them on what all fields need to be filled for ARIIA reporting. We answered all queries asked. Every representative was given a in charge of collecting the data for his/her respective department. The same would be collated at university level for overall updates.



Electronics Enabling Lab (EEL) Inaugural – 21st September 2019

The Electronics Enabling Lab (EEL) was inaugurated by Vice Chancellor of KLE Technological University, Prof Ashok Shettar, in presence of Mr. Ajit Samasgikar from MMRFIC and Dr. Nitin Kulkarni, Director, KLE – Centre for Technology Innovation & Entrepreneurship. EEL is one of its kind labs having RF, Thermal, Vibration Testing Equipment. The lab is funded by DST and has state of art equipment to enable ESDM start-ups with specific and precision testing equipment. It also housing an Anechoic Chamber which helps for testing of Antennas at zero interference of signal. This facility helps for rapid prototyping and testing and taking the product faster to the market for start-ups.



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

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

Address to start-ups by Mr. Anand Kadakol – 26th September 2019

Mr. Anand Kadakol, has over 26 years of experience in various industries spanning across many geographies across the world. For the last 16 years he has been involved in innovations in financial services sector where he established Fintech presence in global payments space in two leading banks,

one in Malaysia at a Financial conglomerate called CIMB Group as Managing Director, of Global retail payments. He developed a highly successful product called Speedsend which was a leading payments service originating in many countries in South East Asia and South Asia. Second one was with RakBank in UAE to establish a Fintech unit within the bank where he created and developed a very successful payment product branded as Rakmoneytransfer. While at RakBank he was one of the earliest innovators to use Blockchain technology in global payments business. Currently, Anand is pursuing multiple passions in life, like organic farming, he also published a book named iKrshna and wants to now mentor start-ups at CTIE and elevate them to next level. He confirmed his availability every Tuesday and Fridays to mentor start-ups.



OCTOBER 2019

Mr. Arun Bellary, a potential Investor in start-ups – 1st October 2019

Arun Bellary, belongs to the North Karnataka Region. He recently joined a company which invests in start-ups. Further to this, they are looking at collaborating with organizations in Japan, to realise a fund, which can be pooled and funded into Indian start-ups, especially in Tier – 2 cities like Hubli. With this intention, he visited CTIE start-ups and interacted with them, asked them to share the business proposal, with highlighting on funds required to build business further. Start-ups shared their business proposal with Mr. Arun.

Essay Competition – 12th October 2019

To celebrate National Innovation Day, to mark birthday of Dr. APJ Abdul Kalam, Institute Innovation Council mandated every institute associated with them, to hold certain competitions. At KLE Technological University, we decided to host an Essay Competition at department level, and winners of each department will then be judged for over all winning at University level. Three topics were given to students

- Relevance of entrepreneurship to engineering student in the current age
- Differentiators of KLE Technological university in driving entrepreneurial thinking among students'
- Responsible engineering to safeguard our future

Two winners from each department were chosen and finally nominated for overall winners, of which three students won the prize. The prizes were distributed on Pupa Exhibition Day.



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

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

Pupa Exhibition – 19th October 2019

Pupa, has been receiving a roaring response since its inception. With just 20 ideas exhibited in the first series of the competition, we had 220 engineered ideas showcase their product in PUPA 2019. The Vice Chancellor of the University, took a special note of various exceptional ideas such as Smart Bin, earthing tester, Bamboo water sipper, Miniature drill machine, Smart irrigation system, PCB etching machine, Multipurpose stool. Each team was given a seed fund of Rs. 500 to build the product. Many teams made a breakeven and had profits by sale of their product.



Innovator's Life and Crossroad by Mr. Anand Kadakol – 25th October 2019

Anand, has consistently transformed business that he has been a part of over the last 16 odd years. Though he not an engineer by profession, he studies the products from scratch, understands the nitty

gritty in them, and tries to complement the product with his expertise. Thus, he is known to innovate the way businesses run and are perceived. Anand shared his story, on how he was brought up in a very normal way, about his education, first ten years of his career, which laid the foundation and set the path for the next sixteen years of his career. He spoke specific examples of his job in India-mart and how he looked at opportunities knocking at the door and utilised it. He spoke on how he adopted blockchain as a technology in fintech money transfer business. These specific examples helped participants, to relook at how they are handling situations, and how can they improvise themselves going forward.



Entrepreneur's Life and Crossroad by Mr. Vivek Pawar – 25th October 2019

Vivek Pawar, is known for creating a history in Tier – 2 city by starting Sankalp Semiconductor Pvt Ltd in Hubli, and running it successfully for fifteen years and finally making an exit by selling it to HCL Technologies. The entrepreneurship experience has been there immense in his journey, as he has built everything from scratch. Understanding the gap in VLSI industry, talking to customers, convincing them that world class work can also be delivered from resources in tier – 2 city, creating the whole eco – system around, to make things happen, has been an immense journey to share. Participants gained a lot of insights into his story and were very much motivated to start something down the line.



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

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

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

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

NOVEMBER 2019

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

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

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

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

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

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

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

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

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

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

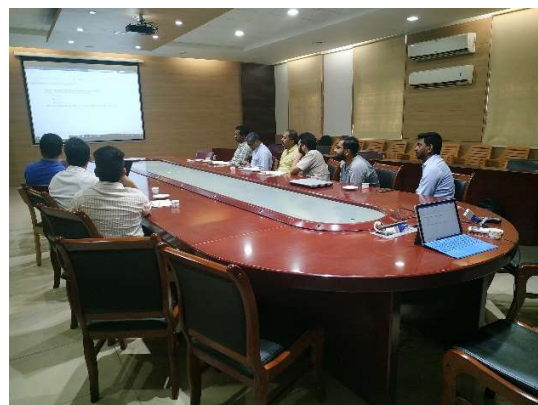
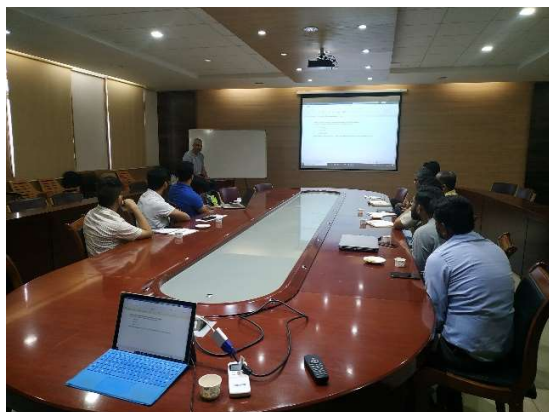
Chai pe Charcha with CTIE Start-ups – 16th November 2019

Chai pe Charcha is more like a networking events with start-ups at CTIE, just to catch up with recent developments in the start-up and see if there are opportunities to collaborate and to promote every start-up to every other person present. We started doing the sessions again, after a gap, as we wouldn't find many inter - start-ups interactions. These sessions will only help them to get to know each other's strengths, to leverage upon it, so that better results be delivered.



Valuation Method Workshop by Mr. Anand Kadakol - 19th November 2019

Since Anand, was seeing more and more start-ups being ready to face the investor now, having a valuation for the startup and asking for the right money to the investor was essential during the pitch. With this intention, he held a workshop for all start-ups, and took them through nine different valuation models. He then asked all start-ups to work out the valuation of their own start-up and ask for the right funding to the investor during pitch before them. This was an essential component that was missing from all pitch decks of start-ups.



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

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

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

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

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

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

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

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

IIC 2nd Quarter Council Meeting – 28th November 2019

The second quarter council meeting of IIC, took place at 3pm on 28th November 2019, where representatives from every department attended the meeting. We discussed, on reporting format for IIC events conducted on campus and checked on the events lined up for coming quarter. We also discussed

on ARIIA reporting formats. And stressed on how being present on the two portals and updating it regularly helps us to improvise the ranking of the institution.



Lean Startup and Product Design workshop by Mr. Anand Kadakol - 29th & 30th November 2019

The two – day workshop was conducted for all the Minor in Entrepreneurship Students. The resource person introduced participants to Innovation Tools. He discussed tools like TRIZ, five patterns of innovations, Scamper, Bio Mimicry, Frugal Innovation, More from less for more, Disruptive Innovation, user innovation with relevant examples at each stage. By giving a case for discussion, the resource person asked the participants to apply and be conscious of what all tools they would use in a given case.

He then defined a problem statement to the participants – His aging mother has problem with hearing, as her hearing capability is depleting, there is problem with her watching television, as she turns it on at a very high volume, which inturn disturbs others in the family. With all this there is a lot of unrest at home. Since she is already about 76yr old, she is not that tech savy, does not prefer to use headphones or any such device. Prefers it to be usual way of watching her favourite serials. Having given this scenario, the resource person put forth a question to all the participants as to what they would suggest to him, to solve the problem.

Students asked relevant information, which would help them to understand the problem better and deeper, so that appropriate solutions could be built. They suggested few of existing solutions which were already in the market. However, there was counter point to each of the solution suggested as it wasn't user friendly for the mother's age. Then the resource person asked to think of some innovative way to solve the problem and build solution around it. The students decided on the features what need to go in the product and made a sketch of the same. They worked on pricing the product as well having understood what components would go in the product and how much would each of them cost. They compared the product now with existing solutions available and analysed what attractive for the customer now to buy it. They then started working in teams as enterprise. Started looking at how to set up manufacturing unit, what are the cost involved, how many employees required, how to scale business and the like. The coming day the students were asked to do a mini role play and promote their product. With this day 1 ended.

On day 2, participants, reviewed the work done so far, and built further on it. They did the complete cycle from defining the problem statement to launching the startup. They then performed their acts, which was more like an advertisement to promote the product. The resource person notified them on what possible corrections to be made, what is the key things they are selling and how the information has to be conveyed to make a connect to the audience. With this, the participants were reshuffled into different teams and asked to do the whole exercise on a new problem statement of their choice. The participants now had to define the problem statements, by evaluating atleast five problems and choose the best amongst it by critically evaluating it. They then had to work on features, pricing, what would they like to have in the MVP and how would they connect with customer with their solution, what is the experience of the team, what segment of customers would they target, how does the revenue look like, work on some financials. Each team presented the work done at the end of the session. With this we closed the workshop.



DECEMBER 2019

Fundamentals of Business, Venture Capital Investment & Intellectual Property workshop by Mr. Anand Kadakol – 5th & 6th December

Having done the previous workshop on lean startup and product design and having gone through the cycle of working right from scratch with defining problem statement to selecting MVP to thinking of revenue model, the participants were now introduced to fundamentals of business, Venture Investments and Intellectual Property. The resource person, Mr. Anand Kadakol, having immense experience in the industry with 20plus years, slowly transitioned the participants to start looking into problems they have worked on and encouraging them to carve a potential business out of it. He started with fundamentals of business – where in he emphasized on points like who are the founders in the start-up, who is infusing how much money. Is it mere money one brings along or is it technical capabilities and how do you weigh the shares for both the scenarios. What will be the share holding partner between the co – founders, getting the MoA ready, registering a company as proprietor or private ltd, designing the company logo, branding company stationary, letter heads, name cards, getting a rubber stamp for the company, registering for PAN Card, opening a Bank Account, Appointing a Company Secretary or a Chartered Accountant, who would advice on financials matters for the company. Applying for required

certifications to run the show, ISO, product specific and the like depending on the nature of product. How many man hours spent on product build-up.

The resource person now asked the teams to discuss amongst themselves on who should work as what in the start-up viz who would be the CEO, COO, CFO, and the like. Are they in themselves capable to handle the position? Should they look outside for appointing the prominent positions. The resource person also asked for possible conflicts arising amongst the team and discussed on the same and resolved it one by one.

He then discussed with the team on different models by which a startup can be valued for the Venture Capital Investments. He discussed Berkus Model, Venture Capital Method, Risk factor Summation Method and encouraged the participants to work on valuation of their own startup, so that they now have know how an investor would look at the whole thing.

The participants having worked on numbers for the startup, to grow the business, attempted to value their business using these Venture Capital Models. During the same period there was enough emphasis laid on how to protect what is being built so that others cannot replicate it. Filing for an Intellectual Property rights is every much essential for the existence of a business.

With all this experiential learning activity, the participants were now asked to prepare pitch of their business idea. Tata pitch template was used for the same. With this day 1 ended.

On day 2, participants asked doubts for drafting the pitch, clarified the same with the resource person and presented the same. Here, the resource person was acting like a VC and critically evaluating every point. It was essential that each team had to work on venture investment model and have a slide on valuation and ask to VC. There were healthy debates on the same and the resource person informed what went right and what could be improved further on each of the deck.

With this the workshop came to an end. Students now were thinking entrepreneurial and had a inclination to build their own startup. The objectives set were achieved.



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

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

Chai Pe Charcha with CTIE Startups – 7th December 2019

This was the second time we organized Chai pe Charcha for CTIE start-ups. To our surprise, this time, the employees of different start-ups came and joined along with the founders of startup. We played a few games, and grouped people who haven't met before into different teams. It was a very informal event but very fruitful as many got to know each other and what they do in each startup. This will help for building a strong bonding between start-ups and therefore build a strong ecosystem.



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

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

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

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

Dr. Koppar met Sujay & Jay Ladawa from Transil Technologies and discussed their business proposal in detail.

Mentor Me MENTOR with Anand Kadakol – 13th December 2019

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

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

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

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

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

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

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

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

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

Investors Meet with Mr. Timmanna Gouda C – 28th December 2019

Mr. Timmanna Gouda is promoter of Whatsloan, and he is a very well-connected person, in the line of his business and outside as well. He happens to be a good friend of Mr. Anand Kadakol. Timmanna Gouda was more of a seed capital investor. He vetted each idea carefully. He was impressed by the work being carried out by the start-ups. He said he will support them with more connections in the

industry to grow their business further. He infact said he will promote few start-ups in his circle of people, this would help the start-ups in a great way to go ahead with their businesses.



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

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

JANUARY 2019

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

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

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

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

Seminar by Fintel – 10th January 2020

Fintel, is an organization started by Rajeev Verma, CS and Karthik Shetty, CA. They mainly came here to provide their services to start-ups and discussed as to what all they handle. They spoke on key points by which way start-ups can get loan, the documents they need to maintain for clean audit. They spoke on recent changes in government policies, which start-ups should note and act upon, so that their licenses are protected. They were happy to extend their services to CTIE start-ups and work closely with them for helping them keep their financial documents clean and updated.



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

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

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

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

KLE-CTIE Board Meeting – 14th January 2020

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

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

Screening Peqrel Microelectronics for incubation at KLE – CTIE – 21st January 2020

Peqrel Microelectronics, had applied for prospective incubation at KLE – CTIE incubator. Mr. Kiran Baddi, pitched on what they do. The pitch was vetted by Dr. Nitin Kulkarni, Mr. Anand Kadakol, Mr. Shrikrishna Joshi and Ms. Soumya Kudagi. There were questions asked during the pitch and was

appropriately answered. The committee came to a consensus that there is a potential in the business plan and work done so far. And hence agreed to incubate the startup.

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

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

Investor Meet with Mr. Sanjay Belawal, Mr. Savita Samat, Mr. Sandeep Bidasaria, Mr. Suresh Neelkanth, Mr. Vishal Nadagoud and Mr. Anand Kadakol – 22nd January 2020

The investor meet was attended by a lot of potential investors. Mr. Suresh, who is has amazing connections in the industry locally as well as outstation, brings in a lot of people who would possibly look at investing in start-ups. Mr. Sandeep, appreciated the quality of pitching. He said these start-ups have a great potential to grow and create a story of their own. Mr. Sanjay, said he will help star-tups with sales force requirement. Mr. Suresh said he will connect each start-ups and get the potential business to grow further. The presentations were received very well by the audience.



Investor Meet in Mumbai with Mr. Chetan Mehra, Wiezmann Forex – 29th January 2020

Four start-ups presented their business plan in Mumbai at Wiezmann Forex, before Mr. Chetan Mehra, for funding opportunities. The start-ups were, Powaha Infotech Pvt Ltd, Celium Devices, Indrone Aerosystems and Origami Automations. The presentations were very well received by the investors. They gave critical feedback to each startup. They even gave certain milestone to be achieved by each startup, basis which the funding opportunities would open. Mr. Anand Kadakol, drove the whole process. It was mainly his connections, which helped start-ups pitch at Wiezmann Forex.



Two – day workshop on Research, Technology & Innovation – Jan 31 – Feb 1, 2020.

The two-day FDP provided practical, hands-on, experiential training to prepare faculty to become a researcher, build industry relevant technologies, develop innovations for industry and society, understand IP creation, protection, and monetization to enable KLE Tech as one of the premier universities in India. Along with learning best practices, group activities to identify multi-million dollars research opportunities, leveraging students' project work, identifying research collaborators within and outside of India, developing research proposal, and emerging models of innovation were held. The aim of this FDP was to create a long-term positive impact in driving and embedding research, technology and innovation at KLE Tech University through Department research and KLE-CTIE initiatives. Over 40 faculty from 8 different engineering schools of KLE Tech, participated in it.



TiE Sharks – Pitch Master Class: 31 January 2020.

A day with KLE-CTIE and other young start-ups, about 45 of them, with well known VC, Ms. Dharti Desai, Bodhi Capital, NY, USA. Over 80 participants got tips on finessing their pitching skills. Knowing the fact that presenting and communicating is a real challenge of the startups from this region, Dharti gave impactful insights on the art of pitching.

These startups were shortlisted to pitch in TiE Sharks program under TiECon 2020 held at Hubli. Many students and aspiring startups founders attending this session held under the banner of KLE-CTIE.



TiE Sharks Pre – pitch by startups with Mr. Anand Kadakol & Dr. Nitin Kulkarni – 31st January 2020

Nine startups were shortlisted for TiE Sharks, a pitching contest held during TiECON 2020, Hubballi. Indrone Aerosystems, Powaha Infotech Pvt Ltd, Origami Automations, Celium Devices, Evocart Technologies, Biosyl Technologies, Encephalon, Stek Innovations, Chromosis Technologies Pvt Ltd, were shortlisted for the event. Mr. Anand Kadakol & Dr. Nitin Kulkarni, reviewed all the startup pitch and provided inputs to them for further improvisation. Anand helped startup to understand investor perspective and provided specific startups with information where they could get stuck and how to answer the questions appropriately. This boosted the startup confidence.

FEBRUARY 2020

TiE Sharks Pitching – 2nd February 2020

Nine startups shortlisted for TiE Shark event held during TiECON 2020, Hubballi Edition, pitched before panellist on day one of the event. The investors were, Mr. Shashank Randev from 100x VC, Ms. Dharti Desai, Bodhi Capital, Mr. Hemant Gupta, Zone Startups. Indrone Aerosystems, Powaha Infotech Pvt Ltd, Origami Automations, Celium Devices, Evocart Technologies, Biosyl Technologies, Encephalon, Stek Innovations, Chromosis Technologies Pvt Ltd, were shortlisted for the event. Team from Indrone Aerosystems, Origami Automations were chosen to pitch during the finale of the event. The discussions between investors and startup are on, funding yet to materialize.



Pitching by Potential Startup – AJ Deals & Kalpas Innovations – 11th February 2020

AJ Deals – a firm working on connecting retailers to customers directly for encashing the benefits and Kalpas Innovations – a firm into providing a platform for school children to understand their strengths, do a proper career mapping, choose a right career path and build on it appropriately, had applied to get incubated with CTIE. The startups were evaluated by panellist consisting of Mr, Anand Kadakol, Mentor at CTIE, Mr. Sanjeev Kulkarni, CEO, Chromosis Technologies, Dr. Nitin Kulkarni, Director, CTIE and Ms. Soumya Kudagi, Consultant, CTIE. Each startup pitched their idea and how they aspire to build the business further. The panellist evaluated the proposal. It was decided that, Kalpas Innovation would be incubated and mentoring support would be offered to AJ Deals.

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

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

IIC Quarter 3, Council Meeting – 13th February 2020

The IIC Council Meeting, Quarter 3 was held with representatives from each department/school at Old Senate Hall. We briefly discussed updates of previous quarter events held at the institution and discussed on plans for current quarter. Each representative was briefed on the mode of submission of events. This was followed by discussion on, line up of events for current quarter. Institutional score on each quarter needs to be monitored for further winning quarterly stars by IIC for the institution.

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

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

Ideation Camp – 14th & 15th February 2020

The Ideation Camp – a two-day event, conducted for students of KLE Technological University was indeed a great success. With 50 students participating in the event, from different streams and different year of engineering, the event sowed a seed of entrepreneurship in each participant. Students were randomly distributed into teams, depending on their interest of being a Technical person, a Business person and a team builder. They were then provided with pre – ideated ideas by Make in BVB (MiB) students, the write up on same were shared. Each team had to pick one of the topics for building on it further during the two – day event. The teams filled up different templates, on Understanding the problem supported by key facts & data and their insights on it, Identifying user segment, selecting main

user and discussing problems associated with this user segment, selecting the problem by using importance versus frequency map, defining the problem statement, selecting solution on level of uniqueness versus value mapping, describing the solution further, and finally making preparing a pitch deck for the same. Each of the team was mentored by a student mentor, one who had already attended Ideation Camp in previous years and by Dr. Nitin Kulkarni & Ms. Soumya Kudagi. At end of day two, the teams were evaluated by judges, Mr Sagar Virapannavar & Ms. Deepika M. Top three teams were awarded with cash prizes.



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

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

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

Six startups met Anant for mentoring session. There was a follow up discussion with Semiksha Semiconductors and Evocart Technologies, as Sir had introduced them to possible prospect for business. Kalpas Innovations & AJ Deals met Sir for the first time and got mentored on their present idea for building the startup. Transil technologies & Indrone Aerosystems discussed on offering the product as a complete package to the customers.

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

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

Investor Meet with Mr. Vivek Oberoi @ Mumbai – 22nd February 2020

Indrone Aerosystems, Origami Automations & Celium Device Pvt Ltd, were scheduled to meet Mr. Vivek Oberoi, a known investor in startup world. The meeting was set up based on recommendation

by Mr. Anand Kadakol to Mr. Suresh Neelakanth. Mr. Suresh, is based out of Hubli, and is known for contacting startups to right investors. The three startups have shown immense progress in past few months, hence it was time to take their efforts in right direction and make the most of it. This connection was also guided by Ms. Dharti Desai, from Bodhi Capital, who was panelist/investor in TiE Shark event. The pitch went well, startups are working on deliverables discussed. This will soon materialize into investment in coming time.



A Seminar on Entrepreneurial & Job Opportunities in VLSI Design by Mr. Shripad Annigeri – 22nd February 2020

Mr. Shripad Annigeri has over 20 years of experience in VLSI Industry. He was Director, Analog Mixed Signal IP Development at MegaChips. He is currently engaging students and faculty members of Engineering Colleges in designing Chip following industry like practices. Shripad regularly conducts workshops and training sessions in VLSI Field. It was an honour to have him interact with students and engage them with his session.



A seminar on Entrepreneurial and Job Opportunities in VLSI Design

This seminar brings awareness about VLSI Design and its subfields, skills to be acquired for job as well as starting your company. It will cover various opportunities available and means to tap them.



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Date: 22 February 2020
Time: 10:30am
Venue: Mechanical Seminar Hall,
 School of Mechanical Engineering,
 KLE Technological University,
 BVS College Campus, Hubballi

For clarifications connect – 9886707196 / 9742211120

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

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

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

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

MHRD Institution Innovation Council (IIC) Ambassador Training @ ACS College of Engineering, Bangalore – 26th & 27th February 2020

The MHRD's IIC had hosted Ambassador Training, for training various institutions faculty on topics like Design Thinking & Innovations, IPR & Technology Transfer, Entrepreneurship Development Program and Pre Incubation & Incubation Management. Four Faculty members were nominated from KLE Technological University IIC Council for the same. Dr. Nitin Kulkarni, Dr. B S Hungund, Dr. Arun Patil & Mr. Ashwin Kubasadgoudar, attended the sessions.

Investor Meet with Mr. Anand Sankeshwar – 28th February 2020

Mr. Anand Sankeshwar is a well known business owner plus investor in Hubli. Chromosis Technologies, UTD, Havenow Foods, Evocart Technologies, Stek Innovations, Biosyl Technologies, where the startups who pitched their ideas before him. He did like a few ideas. There was progressive meeting set in coming days for few startups. Mr. Anand shared his story of starting something. He also welcomed everyone to contribute to his idea to take it big.



MARCH 2020

Investor Meet with Mr. Vivek Dahiya, Boudhik Ventures – 5th March 2020

Mr. Vivek Dahiya, Director, Boudhik Ventures, visited CTIE and few startups were lined up to pitch before him. Celium Devices, Indrone Aerosystems, Origami Automations, Evocart Technologies, Chromosis Technologies, Biosyl and Stek Innovations, pitched before Mr. Vivek. He gave specific inputs to each startup, in terms of value add to their business. In addition to this, he showed interest in taking stakes in few startups and take them to next level. The startups and his team will work together in coming days to materialize the decisions and take them forward.



Elevate 2020 Finale – 9th & 10th March 2020

Eleven startups were shortlisted for zonal round of Elevate 2020, an initiative from Government of Karnataka. Of which six startups got further shortlisted for finale round of pitching in Bangalore. Suereno & Kalpas Innovations won. The quantum and schedule of funding is yet to be disclosed. It is yet again a feather in the cap for CTIE, that consistently during every Elevate series, startups are winning the event and getting funded appropriately.



Events scheduled post March 16th 2020, were either postponed or suspended due to outbreak of COVID 19, followed by lockdown