



Sardar Patel Institute of Technology E-Cell

Bhavans Campus, Munshi Nagar, Andheri(W), Mumbai-400058



Entrepreneurship Cell

Objective: To develop the entrepreneurial spirit among students and help them realize their potential.

Activities: Guest lectures, workshops and competitions

Recognition: “Leading Entrepreneurship Promoting Student Organization” by National Entrepreneurship Network (NEN)

Achievement : 7th rank out of 717 teams in the National Entrepreneurship Challenge held at IIT Bombay

The students are active members of Entrepreneurship cell of Sardar Patel Institute of Technology supported by National Entrepreneurship Network. The students listed below have held the following positions in the E-Cell committee.

E-CELL 2017-2018 TEAM

| Designation | Name |
|--------------------------|----------------------------------|
| Chair, E-Cell | Mr. Dhananjay R. Kalbande (COMP) |
| Chairperson | Mr. Wesley Pereira (TE EXTC) |
| Vice-Chairperson | Ms. Rujuta Gokhale (TE ETRX) |
| Vice-Chairperson | Mr. Krishna Mehta (TE EXTC) |
| Head of Operations | Mr. Anish Dixit (SE COMPS) |
| Head of public relations | Mr. Sunit Vaidya (SE EXTC) |
| Technical Head | Mr. Shubham Sahu (TE COMPS) |
| Head of Marketing | Siddharth Mehta (TE EXTC) |
| Head of Finance | Ms. Abhivyakti Parihar(SE ETRX) |



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| | |
|----------------|--------------------------|
| Head of Events | Ms. Sarah Hawa (SE EXTC) |
|----------------|--------------------------|

Respected Sir

The following students have worked actively for the academic year 2017-18 as subcommittee of E-cell and helped in organising various events throughout the year.

Heads of Subcommittee :

Chinmay Bajpai (SE ETRX)
Piyush Mishra(SE EXTC)
Muskan Sahu (SE COMPS)
Ruchi Gupte(SE EXTC)
Kareena Redij(SE IT)
Taiyeeba Chikhalia (SYMCA)
Nishant Sikri (SY MCA)

Subcommittee :

Varun Agnihotri (FE EXTC)
Ravi Agrawal (FE IT)
Ebrahim Gabajiwala (FE COMPS)
Kamal Raisinghani (FE EXTC)
Sarika Singh (FE Comps)
Krish Meshram (FE IT)
Trusha Talati (FE Comps)
Shashank Patel (FE Comps)



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Event Calendar:

| EVENT | DATE | VENUE |
|---|-----------------------|------------|
| PANEL DISCUSSION ON CAREER OPTIONS AFTER GRADUATION | 28th August 2018 | S.P.I.T |
| Navayuvak - Start-up Seminar | 8th September 2018 | S.P.I.T. |
| Who's got game ? | 11th September 2018 | S.P.I.T |
| Ideation workshop (ILLUMINATE) | 8th October 2018 | S.P.I.T. |
| Elevator Pitching (ILLUMINATE) | 8th October 2018 | S.P.I.T. |
| Advertising workshop (ILLUMINATE) | 8th October 2018 | S.P.I.T. |
| RUMINATE | 15th October 2018 | S.P.I.T. |
| Social Entrepreneurship initiative at YMCA | 20th December 2018 | S.P.I.T. |
| Outreach partners for Starup | 19th January | SP-TBI |
| NEC (National | 19th and 20th January | IIT Bombay |



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|---|----------------------------|--|
| Entrepreneurship Challenge) | | |
| ICICI Stockmind | January last week | S.P.I.T. in collaboration with ICICI Bank |
| BUSINESS CASE STUDY CHALLENGE | 14th &16 February 2019 | S.P.I.T. |
| Talk by Career Launcher | 21st February | S.P.I.T. |
| FOOD CHALLENGE | 22nd February 2019 | S.P.I.T. |
| Social Entrepreneurship (Sales of bags and jewelry) | From Mid Jan to end of Feb | S.P.I.T (collaboration with YMCA and Good Shepherds) |
| IPL AUCTION (E SUMMIT 2019) | 25th and 26th March 2019 | S.P.I.T. |
| SHARK TANK (E SUMMIT 2019) | 31st March 2019 | S.P.I.T. |
| Negotiations (E SUMMIT 2019) | 31st March 2019 | S.P.I.T. |
| Conclave (E SUMMIT 2019) | 31st March 2019 | S.P.I.T. |
| Entrepreneurship Quiz (E SUMMIT 2019) | 31st March 2019 | S.P.I.T. |



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| Quirks and Quarters (E SUMMIT 2019) | 31st March 2019 | S.P.I.T. |
| E-Megre : Round One | 7th April 2019 | D.B.I.T., Kurla |
| E-Merge : Round Two | 14th April 2019 | S.P.I.T. |
| Talk by Eduabroad | 15th April 2019 | S.P.I.T. |
| Inspire Newsletters | Full Year | E-Cell Social Media Handles |



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Detailed Report of some events :

Panel Discussion : 28th August 2018

After the first month of college, the freshers found themselves at the threshold of an ocean of opportunities. With so much to explore in college, many were unsure about the path they wish to follow.

Entrepreneurship Cell SPIT stepped in at the right time with their annual event, the Alumni Panel Discussion, on the 28th of August. The committee brought in four distinguished alumni to discuss their academic routes and the professional choices they made, imparting their knowledge to the first years. The event aimed to make the students familiar with the variety of options to follow post engineering. They would be guided on the steps to follow during their college, to set themselves up in pole position for their life in the professional world.

The four revered alumni were : Sheryl Paul, currently pursuing MS in Computer Science at Oxford; Gunarjun Chawla: IT advisor and Risk Consultant in Cybersecurity at KPMG and Director at VPS Technologies; Dhaval Kunte: MBA Graduate from NMIMS and currently an MBA coach; Bhavin Kamdar: CEO at Embedos Systems (Start-up).



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After a brief introductory session, the panelists talked about their journey in college and beyond. They then fielded questions from the audience and helped them with various tips. The students were encouraged to try out new things and build up their skill sets depending on what they wanted to pursue in life. The panelists, each from a unique domain, had differing yet valuable perspectives.

Dhaval Kunte emphasized on the fact that it is imperative to look for a path that one enjoys and finds interesting. He also shared his personal experience of pursuing an MBA that completely changed his outlook. Gunarjun Chawla's advice to the students was to try one new thing every semester. This would help them explore their options while making their college experience fulfilling. Sheryl Paul stressed on having a healthy blend of academic and extracurricular pursuits. She explained that a strong GPA and a decent extracurricular resume are equally important. Bhavin Kamdar said that we must not let go off any opportunities that come our way, as our chances to learn and explore reduce as we grow older.

The event concluded with Prof. Kaisar Katchi, E-Cell faculty co-ordinator for first year, presenting the panelists a thank you note and a memorabilia for sharing their knowledge and insight with the students.

“The event helped me get a clearer picture of the choices I have to make in the years to come and I'm



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really thankful for the opportunity E-Cell has given me ” , Kamal Raisinghani(one of the attendees) said.

Who's got game ? : 11th September 2018

E Cell SPIT debuted its premier fun event, Who's got game?, on the 11th of September.



Darts

Wouldn't it be a great idea to be able to take out our frustration by throwing stuff at people? That's what darts was all about. The players were given 4 darts to throw and aim for only the heads of entrepreneurs, succeeding at which would fetch them 15 points. However,striking a balloon or a celebrity would mean losing 10 points. Hilarity ensued as students showcased their aim, varying from brilliant to downright dismal. Unsurprisingly, Vijay Mallya had the biggest bounty of 20 points placed on his head. The winners were awarded with food and vouchers.

Life Size Ludo

Yes, you read it right, the committee had also made arrangements for a life size game of ludo. A huge ludo mat was spread at the entrance of SPIT as the teams gathered to begin the play. As an added twist, whenever two players of different teams landed on the same tile the second player had to perform a task like dancing, singing or even using pick up lines. In the enthralling games that followed, everyone walked away a winner.



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Twister

A game for the nimble and sure footed, twister left its participants in a tangled mess, perhaps symbolic of an engineering student's life. Students had to stretch every sinew to match the tiles as instructed by the coordinators. Furthermore, some tiles had question marks on them, which when stepped on required the students to perform a task without leaving their position. The one whose knees or hip didn't touch the floor stood triumphant. The students thoroughly enjoyed the game, with an atmosphere charged by the cheering of bystanders.

Musical Chairs

The classical party game made its appearance, with accompanying challenges. Ten participants competed in each game, walking, dancing and even being made to hop around the chairs. Those who failed to get a seat had to perform tasks or face elimination.

In conclusion, the event was a huge success, with enthusiastic participation from everyone.

"The atmosphere around us was full of joy. We enjoyed watching people perform the tasks set up in Ludo and Twistangle. Listening to everyone cheer while cheering for our friends was fun ", said Shivangi Kochrekar, FE Computers.

Navayuvak - Start-up Seminar : 8th September

It is hard to bind a curious young mind to a 9-5 job. Taking that idea forward, E-Cell organized a workshop for Student Entrepreneurship Development on 8th Sept.



The session commenced as Mr. Gaurav Mishra welcomed everyone and gave a brief introduction about himself. “Where does India rank in start-ups?” was his opening question to the students. After quite a few guesses made by them he revealed the position to be “Second”. Throughout the workshop, he gave facts about entrepreneurship while also delving into his personal experience of how he, himself began his career as a young entrepreneur.

He discussed the startup policies which were put into action in 21 states in India. As the talk went on there remained a constant dialogue between him and the students.





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After explaining what being an entrepreneur is, he took a poll asking how many of the students were interested in setting up their own start-ups, the poll ended with a vast majority leaning towards becoming an entrepreneur. A few chosen students were called upon the stage and asked why they wished to be an entrepreneur. Their answers were inspiring for the rest of the audience too.

“You don’t need a fancy office to begin, a start-up an idea is enough to get you started.” said Mr. Gaurav Mishra.

As the workshop approached its end, he also dipped into the other end of the start-up business, a side overlooked by many. He told the students and explained to them why startups failed or could fail. At the end of the seminar, Mr. Gaurav was felicitated with a sapling as a memento by Mr. Kaiser Katchi, E-Cell faculty Coordinator.

“It was an essential seminar to introduce the students to the world of startups. Their response was encouraging and we look forward to organizing more talks.” said Anish Dixit, Head of operations-E-Cell.

It was a short workshop attended by the ones who were keen to pursue their career as a self-employed person in this vast society. It became certain from the response of the inspired audience that the next generation will bring greater innovations.

Illuminate : 6th October





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You don't build a business-you build people and then people build the business." Moving a step closer to realizing the adage, on the sixth of October, E-Cell, SPIT organised Illuminate, an event which aimed at helping people discover and improve their entrepreneurship skills. As a start-up building workshop , 14 teams from colleges around the Mumbai attended the event and competed to beat others to the first place. The event kicked off with a talk by the founder of Forehotels, Mr Jaidev Parashar, who shared his experience of starting a business from scratch and overcoming difficulties owing to it. Mr. Deep guided the students on how to go about the elevator pitch and how to advertise their product. This was followed by talks by Ms Prutha Atre , Outreach Manager and Dr. Kalbande Sir, Dean of industrial affairs who motivated the students to think out of the box and follow their passion

The teams were each handed the day's newspapers along with an inspirational article about Sir Walt Disney. The participants were supposed to skim through the papers and identify potential problems that could be solved by businesses. Out of all the ideas gotten from the papers, the teams had to select one that could best be sustained and marketed

Lunch was followed by the pitching of the idea to potential investors in the best way possible way to convince them to invest into the business. Each team was given two minutes to explain the idea and a minute to advertise it. The advertisement had to be made as appealing and funny as possible, for obvious reasons. The team was then open to questions from the audience. And when you look into an idea from the eyes of another, flaws are found, mistakes identified, schemes reconsidered, and what you end up with is a polished idea that is all sustainable, marketable, and profitable. " After all the bookish things they have been teaching in college, we learnt something which was actually worthy like putting forth ideas to the audience"~Yash Chhadva, FE IT, SPIT.

While the judges came forth with the results, the participants were provided with coffee and snacks. Pranay, Rohit, Shubham and Rohit from SIMSREE bagged the first place, winning a cash prize of Rs. 3000. Aishwarya, Prachi, Riya and Namisha from Jai Hind arrived a close second, and won Rs. 2000, while Sarika, Ebrahim and Varun from SPIT stood third, winning Rs. 1000. Certificates of Participation were given to every participant. "Organising illuminate was an enriching experience. The participants showcased great enthusiasm and confidence and it also provided a conducive platform for start up ideas. All in all, it was a huge success." Sarah Hawa, Head of Events, E-Cell.



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Ruminate : 15&16th October



It was time for first years to show their talents. Ruminare by E-Cell witnessed roles being changed, the first years were the organizers and their seniors participating.

Ball It

It had two games “Backheel Football” which tested your footwork as a footballer in which you had to hit the goal post with your back heel. Sounds easy? Well, the targets toughened up as the level increased with different creative shots to aim.



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The second was “Squap” a leaderboard based game where the players competed against each other for the longest rally. The game got interesting when different tasks were introduced at respective scores! The event was well received as many people who attended it.

“It was inspiring watching people put in so much efforts to score a goal and it was an enriching experience for all of us as a team” Vaidehi Vatsaraj, FE Comps.

Live trivia

A game for the smart ones to prove their knowledge, Live Trivia held up to its name as they displayed the general but rather interesting questions. Not only the headlines of the day but also the things minute things from our day to day life. It was a heated event with everyone competing with each other



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to be the winner!

Pubg Mob

Ruminate would have been incomplete without the most popular online mobile game, Player Unknown's battlegrounds. A great idea and planning of having pubg matches were put into action by the first year students. An excellent execution led to one of the most successful events as everyone gathered in herds to shoot and bomb each other.

“It was an amazing opportunity for us to be able to organize an event and coordinate with each other.”
Naveen, FE EXTC

Fifa Auction

The football enthusiast's needs were catered with the highly anticipated FIFA Auction. Everyone gathered around in teams as they took part in buying and selling making the best teams and competing with each other for the prize money head on! It was a huge success with loads of participants taking part.



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“Ruminate was a great experience to learn the basics of organizing an event from scratch. The participation of the crowd was great and kept this event going for two days”. Kamal Raisinghani, FE EXTC

Freakout

It was a triple game event with a regular Ludo being turned into its life-sized version, yes human Ludo! The next one was the Whisper Challenge in which loud music was blasted around the crowd as they tried to guess the sentences. Next in line was choc-a-bloc an interesting event. Quite the amount of people tried out the Freakout games.

Cups and circles

Followed up by a regular fun Darts game, cups and circles had some interesting games lined up. First,



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Flip the Cup as the name suggests people flipped the cups one after another to earn their sweet points and some prizes. Next was cover the sport, a simple looking game which offered a lot more of a challenge to the participants as they had a hard time covering the spot! Everyone was gathered around the event in lines waiting for their turn.

Beerless pong

If you sink it, they drink it. Each player took turns attempting to shoot ping pong balls in the opponent's cups. For every 'make', the contents of the cup were consumed by the opponent.

Mad4games

It had 3 games, Continto in which the players had a great time designing their own paper planes and departing them! Blow darts tested the accuracy and stability of the users as it requires to hit the bullseye. Then was the coin drop another accuracy game which had the users drop the coin in a glass kept in a bucket full of water. It was a fun event which everyone enjoyed.

Minute to cherish

A fusion of 5 exciting one-minute games, although easy, was a race against time.

"From PR, handling finance to last-minute issues, the event taught us to handle them all and definitely brought me and my teammates closer!", said Sarika Singh, organizer.

Wok off

A game to put our taste buds to test! Three random ingredients you choose are yours to guess...blindfolded. The food and the winning prize of free Netflix and amazon prime subscription was what caused all participants to 'walk-off' right into this game!

Beer and skittles

The game consisted of a quiz on various topics like the Game of Thrones, F.r.i.e.n.d.s, Harry Potter and Bollywood. The one minute round kept all of us on our toes throughout the game. It was a blend of questions to test our binge-watching abilities and instincts



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"Participating in Ruminare was an amazing experience. We got a hands-on experience on organising stalls and the response from the students was great. All the efforts were more than rewarding and in the end, it all paid off." Yash Chhadva, organizer

Double trouble

Three games played by three teams of two. 'Tic tac toe relay' testing your agility, 'knee trembler' your patience and 'spoon frog' your aim, is what made this event a massive hit among the students. Your teamwork put into stern test, this game was indeed a 'double trouble'.

Play win eat repeat

The search for the greatest gambler ends right here! Playing cards were not the only game they organized. Piñata, crack and stack and infinity stones also received vast participation and applause. A perfect fusion of luck and ability successfully brought together!

The organizers of the events were ecstatic after their success. Seeing the success of the Ruminare as a whole, the organizing committee, E-Cell couldn't contain its happiness either.

"It was truly an amazing sight to see all our first years pull off such amazing events! Ruminare 2018 was an amazing experience for us and the participation was truly breathtaking!" Wesley Pereira, Chairperson E-Cell.

Social Entrepreneurship Initiative : 20th December 2018.

E-Cell S.P.I.T conducted a social drive program on the 20th of December in collaboration with Bombay YMCA. This initiative saw participation from women who come from socially backward backgrounds and was aimed at inspiring them to be able to stand out for themselves and make a successful living.



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The atmosphere for the session was set. All the women sitting in the audience had one thing in common- the desire to be independent. Many of them did not have an educational background but their willingness to learn was indomitable. Most of them did not know why they were there but their inquisitive eyes fueled the spirits of the members of the SPIT Ecell.

The first event in line was the guest speaker's session which was conducted by Mrs.Neelima Deshpande from Abhyudaya, SPJIMR. This session started with the audience introducing themselves along with their hobbies. Then Mrs.Deshpande went on to talk about how women feel in various situations, especially situations which bring about major changes in their lives. She started the conversation by sharing her own story, about how she felt when her family was about to shift from Delhi to Mumbai. After the audience was more comfortable with the conversation, she asked the women to share their own experiences. Mrs.Neelima encouraged the women to talk about times when they have experienced anger or irritation and told them how they could channel these emotions properly to avoid chaos in their lives. She then told them how one must handle the priorities in their life and how women tend to treat themselves as the last priority. She asked the audience to take some time and spend it with themselves. The goal was to make them realize that thinking about themselves is not wrong and that they should understand their individuality and not let anyone take them for granted. That one should make themselves happy before looking out for other people's happiness. She also emphasised how each one of them was special and that they and even their loved ones should accept them for that rather than complaining or trying to change under societal pressure. As the session concluded, a new flame of self-awareness was ignited in the hearts of the women sitting there.

Mrs.Despande's session was followed by a small activity. A 'Board of Aspirations' was circulated among the audience. They were given sketch pens and asked to write whatever they wanted in life on that board. They were told that this was an anonymous activity which was aimed at getting them to know their deepest desires. Many of them wrote their aspirations on it, while some were hesitant to write. But at least one thing was sure, even if they had not written it on that board, they did come face to face with their aspirations as they thought of it when the members circulated the board.



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The activity was followed by a snack break, which was followed by an analysis session. The members of E-cell analyzed which words came over for the maximum number of time on the 'Board of Aspiration'. It turned out fashion designing was the most recurring dream. Thus the members decided to talk about that itself. They encouraged the audience to talk to more people about the same, learn from them, teach them, form a team and go about making this a collective dream. The members also talked about how a team with a common dream will help them become stronger and cover up their weaknesses.

Followed by this analysis session was a small talk on how to take your first step towards entrepreneurship. The E-cell members volunteered to help them in this. They introduced the E-Summit to the people and urged them to come up there and sell their commodities there. They told them how their food items can be sold during the food challenge and the other commodities like bags, etc. can be put up during the main event. They also offered to sell the goods for them, in case they weren't available. Many women there were thrilled at the opportunity to earn profits using their own talents.

As the session concluded, the audience departed, but a new hope was seen in their eyes. It seemed that they had a much more clear view of what they wanted for themselves in the future. And that no matter what obstacles they would face, they would overcome them and achieve their dreams.



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Business Case Study Competition : 14&16th February 2019

What's common in the recruitment process of Delloite and KPMG's recruitment process? Well, both of these companies hold case study competitions to check the abilities of the applicants. Clearly being able to present case studies is an important skill for an engineer, so SPIT E-Cell and IR cell came up with the Case Study competition. The competition was held from 14th to 16th February 2019. No surprises, the competition received an overwhelming response from students of the first, second and third year. The maximum size of the team was 4 members and the first round was scheduled for 14th February. The very first task they had before them was to clear the Aptitude test. This 30-minute exam was designed to test the mathematical, logical and decision-making skills of the teams. The teams were in close competition and wracked their brains to make it the top 15.



The second round took place on the 15-16th of February. The case was disclosed to all the contestants which cleared the first round in the evening of 15th February. The case study demanded the participants come up with a plan to improve the sales of Coca-Cola in the rural sector. The twist was that the market in focus was the rural market where the urban strategies would fail to connect. Every team got an ample amount of time to study the case and submit their final presentations by 10 am, 16th February.

All of those 15 teams got a chance to present their solutions on 16th February. Every team had 10 minutes to present their solutions, followed by the question-answer round. The panel of judges consisted of Prof. Kaisar Katchi (Faculty Mentor, E-Cell S.P.I.T.), Michelle Vetekar (S.P.I.T alumni, currently balancing work at JP Morgan and managing her start-up Quirkhouse) and Mohit Joshi (former E-Cell chairperson, S.P.I.T., and currently working at JP Morgan). It was a close competition



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and the judges had a tough time coming up with the winners. After a lot of discussion and debate, the team headed by Kaushik Jha from SE EXTC won the first prize of 3,500 rupees and the team lead by Neha Lakhani from FE IT won the second prize of 1,500 rupees. The competition ended on a good note with all participants, judges, and organizers elated.

" To witness such a huge participation ranging from FEs to TEs was overwhelming! It was a pleasure to organize an even where everyone learnt so much while having fun" Abhivyakti, Head of Finance, E- Cell

Food Challenge : 22nd February 2019

“ There is no sincere love than the love of food”, said George Bernard Shaw, something which truly captures the spirit of humanity as a species ; in a world filled with people who have no time to relish the little things in life that are bound to fill them with happiness. Food is truly an obscure necessity. Countries have fought countless wars over food and millions are forced to go without it; but humans enjoy the act of relaxing and consuming the food they love, no matter what the circumstances.



With this spirit of in mind, E-Cell of S.P.I. T organised a Food Challenge, where students of the college were given a chance to put up stalls where they had the opportunity of serving their peers fresh, enjoyable food made with their own hands. The E-Cell proclaimed the day as a No Tiffin day, encouraging students to ditch their boring lunch breaks and enjoy the delicious food and experience of being fed by their friends. The event was held on the 22nd of February in the SPIT



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Quadrangle in two carefully planned, slots one in the afternoon and in the evening. When the gates were opened, students from the whole college almost overcrowded the Quadrangle to have their share of the delicious treats on offer. Dishes such as Chinese Wadapav, Pancakes, Manchurian Spring Rolls, Sweet Corn, Sandwiches and Pasta were on the menu which surely got everyone excited.

The Event followed a coupon system wherein customers had to purchase tickets worth various denominations to buy food, something which truly highlights the bright minds of the entrepreneurs in the E-Cell.

A major highlight of the event was the presence of renowned food bloggers. These bloggers gave the contestants valuable tips regarding their dishes and gracefully scored each dish.

Official Statistics released by the E-Cell revealed that total sales of Rupees 36,500 was made within four hours. Prizes were given out to the best stalls based on overall taste, presentation and profitability. 'Bandra to Bhayander' put up by FE EXTC was declared as the best stall put up followed by 'Back to Kitchen' by FE ETRX and 'Sugar and Spice' by SE EXTC.

"The event gave us an opportunity to innovate and learn new ways to sell our product, something which will surely help us in the long run. We had a lot of fun serving food to our friends and making a wholesome profit along the way was definitely a plus.", said Rajat Naoghare, one of the participants



The event was surely a huge success as most stalls left with a profit, and students with a full and



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satisfied tummy, who can barely wait for its next iteration.

Social Entrepreneurship (Sales of bags and jewelry)

Taking a step forward in social entrepreneurship, E-Cell S.P.I.T along with YMCA took up the initiative to help the underprivileged women and give them a reason to smile. At YMCA, these women have an opportunity to learn and showcase their talent stitching beautiful bags. Some of these women make jewelry with unique intricate designs. What these talented women lack is confidence and a platform to exhibit their creations. E-Cell S.P.I.T provided them this platform. E-Cell made these beautiful creations available to people. A total of 30+ bags and 25+ pieces of jewelry have been sold yet. Do make your own contribution and help these talented women. The sheer smile on the faces of these women knowing that something they created received so much love was worth all the effort.



E-Summit 2019

E-Summit

On 31st March, a lazy Sunday was turned into an inspiring and eventful one as the E-summit 2019 took place right in S.P.I.T

CONCLAVE

The Entrepreneurship Conclave was the flagship and highly coveted event of the E Summit which featured a star-studded lineup of influential speakers to narrate their entrepreneurial journeys.



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First on stage was Munaf Kapadia, founder of the Bohri Kitchen, who expressed his passion to create something of his own. His startup was conceived, he said, to solve the age-old quarrel over who gets the remote between his mother and him. He conveyed the importance of the support systems in his life and how one should never be afraid of failure to succeed.



Next came the co-founder of the renowned HDFC Bank, Luis Miranda. He has juggled various professions in his life: banker, Venture Capitalist, member of the BoD for multiple organizations, and running non-profit organizations. A man with impeccable business acumen, he shared his life lessons and counsel the audience. The most important takeaway from his talk was what he considered his motto in life: don't be afraid of what people will think of you.



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The next speaker was Debasree Banerjee, beauty and lifestyle blogger, who spoke about how she overcame her fears to start a Youtube channel, using it as a medium to express her love for fashion. Hailing from a small town in Assam to becoming Cosmopolitan's Beauty Blogger of the year, Debasree discussed her journey so far, mental health in today's atmosphere, and on how she handles negativity on social media.

Last came the founder of EIC, and a bestselling author, Saurabh Panth. He commented on a wide array of topics ranging from his days back at EIC to his kids before delving into the realm of self employment. He delivered a well-balanced talk about his learnings with copious amounts of personal observations, which made for a perfect end to a wonderful evening.

Individual events :

Shark Tank



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Don't you find the idea of being an entrepreneur fascinating? Well, Shark Tank was one of such events to live your fantasy. People formed groups and they were given a start-up briefing and were expected to pitch an idea in front of a panel of judges, inclusive of Deep from SPTBI within a given time-span. The groups took the stage to express their creative ideas to the jury and were made to answer the questions asked by them. Heeral Dedhia and Divya Rawat from KJ Somaiya emerged as winners.

E-Quiz



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This was an event for the witty ones who have always been browsing the internet and looking around about the old and the new companies and the controversies related to them. Herds of people came in and sat down for a buzzer round quiz session in which they were asked questions based on entrepreneurship and about the big companies. The winners were Akshit sanghavi, Shrirang Mahajan, Rahil Sheth and Pratik Rath

Negotiation Competition



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Recognizing that the art of negotiation is one of the most effective ways to reach an amicable conclusion, E-Summit brought to us, Negotiation Competition. There were two teams, competing against each other, each given the same case to analyse and work on. They had to choose their clientele, and prepare an outline of their ideas within a given timeframe. After this, they had to negotiate and conclude whether they had or hadn't reached an agreement. The event was judged by professor Kaiser Katchi. Winning team consisted of Aparna Lidhu from SNDT and Govind from Nationals.

Quirks and Quarters

The journey to being an entrepreneur is abundant in hurdles of various forms; from being able to pitch your idea to investors effectively, to making profitable business deals, and many more. Aiming at equipping the entrepreneurs with experience of all kinds, Quirks and Quarters was a game that did just that. The game developed decision-making skills and on-spot thinking capability of the participants. Each participant was given options at every stage of the game, and their choice would bring drastic



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changes to their stories and position in the game. There was also an UNO round, where the participants could make other teams skip their turns or reverse a power-up. Anish Dixit , Prathmesh Talekar and Krish Sukhani were the winners



Thus concluded E-Summit 2019.

E-Merge 2019

We hear countless stories about startups and how they succeeded and made a name for themselves. But all these startups all began from the ground up, starting small and then growing to reach where they are today. With the intent to help such small and budding startups, the Entrepreneurship Cell of S.P.I.T. in collaboration with Don Bosco Institute of Technology's E-Cell organised EMERGE, a nationwide competition for startups to showcase their ideas and vision to incubators and venture capitalists, and get a chance to secure investments and mentorships.



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The first stage was held on 7th April 2019, at Don Bosco Institute of Technology, where startups who hadn't been through the incubation process yet were given a chance to pitch their startup idea to incubators such as CIBA, Navyuvak Entrepreneurs, JITO and SPTBI. The winners of this stage received a special one week accelerated incubation experience, where they were mentored and given networking opportunities.

The final stage was held on 14th April 2019 at SPJMIR Auditorium, where the winners of Stage 1, as well as other incubated startups competed. In this stage, the startups had to present and pitch their idea to esteemed venture capitalists: Prasad Menon, Prateek Jain and Gaurav Mishra, and convince them to invest. A total of 8 startups presented, demonstrating their product/idea and showcased their vision to the venture capitalists. They concluded with the amount of investment required and how they would use it.



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After a fierce round of presentations and Q&A, it was now up to the judges to choose the winners of EMERGE 2k19. The top 3 startups would not only get a potential investor but also an all expenses paid trip to Singapore where the team would attend the annual Singapore E-Summit.

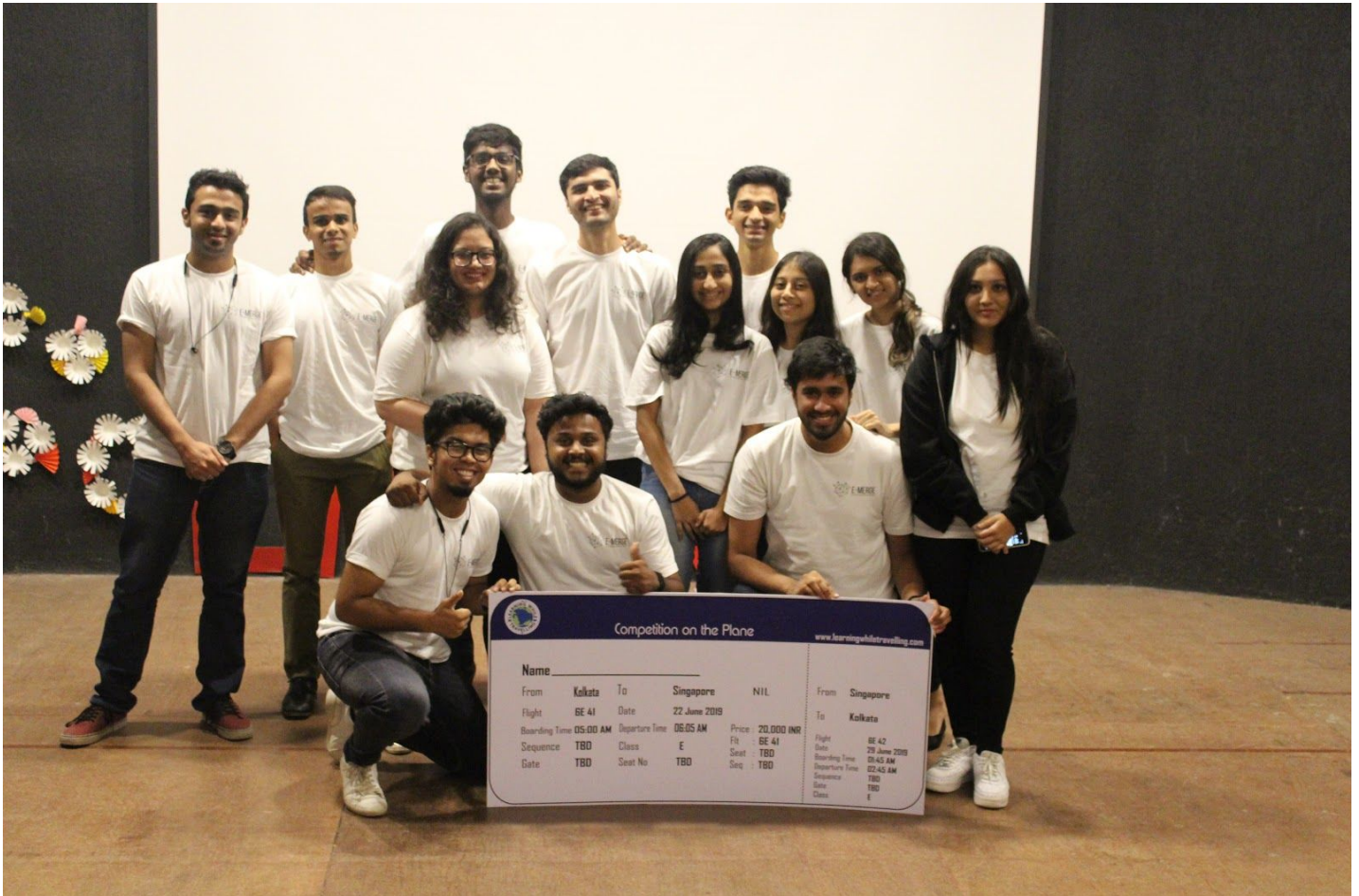


With these high stakes and after a lot of deliberations, EAP India, a startup focused on developing an AI-based program to help employees fight mental illness, was declared the winner. The second and third place went to Arregogreen, a startup dedicated to install and rent compost machines to buildings to achieve an eco-friendly India, and Frotels, a startup which provided cheap and easy hourly hotel bookings for companies and day travellers, These three startups and the venture capitalists would discuss various options over the course of a week and possibly negotiate a deal. Meanwhile, they would also have the Singapore visit to look forward to.



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The event concluded with a short talk by all the investors, where they gave feedback and a few words of inspiration to all the startups, encouraging them to follow their dreams and never give up on it. They reminded all the startups that the journey would only get tougher as they would go on, but that it would get just as rewarding and amazing if they persevered.

The startups thanked E-Cell SPIT and E-Cell DBIT for providing such a unique platform and that they would all go back, filled with a new spirit and determination.