



Pitch '22



Annual Report 2021-22





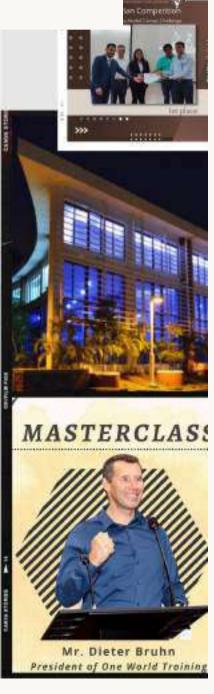




BEYOND 9 TO 5











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# Symbiosis Institute of Business Management, Pune



Symbiosis Institute of Business Management, Pune is a premier B-School in India, known for its academic excellence, high-quality management programmes, and valuable contributions to industry, society, and students. SIBM Pune was founded in 1978.

The following programmes are currently available at SIBM Pune:

- A two-year full-time MBA programme with specialisation options in Marketing, Finance, Operations, and Human Resources.
- A full-time MBA programme in Innovation and Entrepreneurship that lasts two years.
- Weekend Executive MBA and one-year postgraduate diploma programmes for working professionals are also available.
- Executive Post Graduate Diploma programmes for corporations, tailored to the needs of the corporations.

SIBM Pune's essential strong pillars are its illustrious alumni, exemplary students, full-time faculty and numerous visiting faculty members from business and industry. SIBM Pune is a student-led institution. The student council is divided into ten teams. SIBM Pune's student orientation pays rich dividends in the number and nature of awards won by students in various national and international competitions, as well as national and international conference symposiums organised by students on campus:



### **MBA**

### **INNOVATION & ENTREPRENEURSHIP**

The government declared 2010-20 as 'India's Decade of Innovation', and businesses are increasingly expecting their employees to be entrepreneurial. Furthermore, there is an increase in management graduates who eventually go into business for themselves. It is becoming increasingly clear that managers who can conceptualise and execute innovative projects that benefit their organisations' top and bottom lines will be prioritised for advancement in the leadership pipeline.

Because there are no institutes in India that offer an MBA programme that combines innovation and entrepreneurship / intrapreneurship, Symbiosis has a huge opportunity to fill this gap. Furthermore, the Diploma in Innovation Corporate Entrepreneurship (DICE) that SIBM Pune has been successfully running is a case in point to suggest that this programme would be well received by both students and industry.





### **INNOVATION CLUB**

### **Introduction**

The Innovation Club is a student-driven body at SIBM Pune, which promotes the spirit of innovation and a culture of entrepreneurship among the MBA Innovation and Entrepreneurship students. We aim to endow students with the right opportunities to build leaders of tomorrow.

The year 2020-21 has helped us reach higher goals as a team and as a catalyst for Innovation and Entrepreneurship students. Adapting to the new normal quickly, we ensured that all budding entrepreneurs were provided with ample learning opportunities, grooming workshops and even a platform to pitch and win seed funding for prototyping their ideas. We conducted 15 Guest Speaker sessions, 6 Grooming Workshop sessions, 2 Case Study discussions, two inhouse Business Plan Competitions and 1 Guest Mentoring Series.

### **FACULTY'S MESSAGE**



### MR. CHANDRA PRAKASH GUPTA AP and Programme In-charge MBA (I&E)

"It is an absolute pleasure to see you work hard and prove your usefulness. "The Pitch" was a grand success. The new initiatives taken by you were also a great success. The "Seed Camp," which was organized recently, was an eye-opener for our startups and budding entrepreneurs.

With the zeal you have, I am sure you will set new milestones in time to come."



### MR. ARJUN PANCHAL

Startup Mentor-SIBM

"Innovation Club as SIG has excellently worked towards promoting entrepreneurship and assisting startups at various stages through their effective events including its flagship one - The Pitch.

"The Club has onboarded numerous startup stalwarts and mentors from various industries and nurtured priceless relations with them - its "net worth" is enormous because as they say network is net worth!

The Club is tirelessly working towards its vision of nurturing more startups by providing resources such as vendors, industry experts, mentors, digital resources, and last but not least funding. Its upcoming "immersion program" to connect budding entrepreneurs at the campus and external startups would be an immense help to both parties.

Wishing them best wishes for their future endeavors and more startup success stories."

## Innovation Club's **EVENT TIMELINE**

**STARTUP 101** *JULY*, 2022

- 2 ICED TEA WITH IC AUGUST, 2021
- **3 PREP NOT PEP TALK** AUGUST, 2021
- **4 BEYOND 9 TO 5** AUGUST, 2021
- 5 IDEA ROOM 6.0 SEPTEMBER, 2021
- 6 MAVERICK SEPTEMBER, 2021
- **7 MASTERCALSS** SEPTEMBER, 2021
- **8 PITCH 2022** DECEMBER, 2022
- **9 iCONCLAVE** FEBRUARY, 2022
- **10 B-PLAN** *MARCH*, 2022
- **11 SOCIO-COMM** MARCH, 2022
- **12 SEEDCAMP** APRIL, 2022

## Start-up



StartUp 101 was the stellar start to our IC legacy with an evening full of creativity, imagination, and wit this Academic Year. Students were divided into small teams and were given real-world problem statements at random; their task was to brainstorm innovative solutions to these problems and present them in front of other teams.







### Prep not Pep Talk

Prep not Pep Talk event was conducted for the MBA-1 Innovation and Entrepreneurship, to set the right step forward in the entrepreneurial journey with the guidance of Ms. Kasturi Jha and Mr. Ankit Kothari. A motivational session for the incoming students in their entrepreneurial and academic journey.





Beyond 9 to 5 is a session aimed at assisting budding intrapreneurs and entrepreneurs while also encouraging innovation and an entrepreneurial mindset. A session that demonstrates that you don't have to quit your job to start something new. The primary goal of this session is to cultivate and harness the spirit of the lean startup.



This year, we hosted Mr. Nilab
Kapoor, who delivered an
informative session and presented
us with real-time strategies and
phenomenally explained the aspects
related to developing and bridging
the gap between client requirements
and candidates' trust development in
the job market. The session provided
a view on how much an impact
Intrapreneurs have in every startup.



# MAVERICK





HIRLEKAR



KADAM



**GUPTA** 



DUA



**BAMBAWALE** 

Maverick is a series of Guest Sessions that foster the spirit of Innovation and Entrepreneurship under the guidance of industry experts and entrepreneurs.

This year, the Innovation Club conducted four sessions.

## MAVERICK

With growing concerns for conflict from small to big organisations, a session on conflict management was arranged for the students of MBA Innovation and Entrepreneurship to know the ways in which these conflicts can be handled and solved without raising any issues to the notion of the firm.



The guest for this session - Mr. Keerthi Kadam, co-founder of Bijjness and Onyyon, delivered an invigorating session on "Conflicts and Negotiations' ", covering both the academic and practical aspects of it. He described various techniques for negotiations along with his experiences of using them.



## MAVERICK



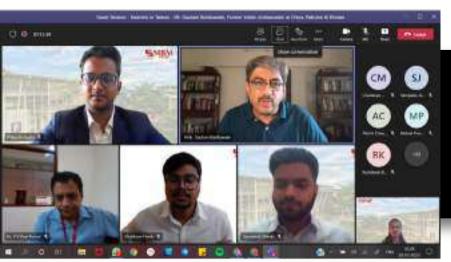
Mr. Tarun Gupta joined the discussion and as the topic suggests was connected to a lot of anecdotes from the guests' learnings and real-life experiences when he started as an entrepreneur with a perfect idea in hand. The session was made really interactive and the guest answered all the questions that the Batch had.

### DECODING ENTREPRENEURIAL OPPORTUNITIES POST COVID-19



The session on 'Decoding Entrepreneurial Opportunities Post COVID-19' was filled with interesting ways to pinpoint opportunities and the way of creating a solution based mindset. Emerging markets such as India, have numerous problems, just waiting to be solved. The Gen Z's have a treasure trove of opportunities to look forward to.

### **DOING BUSINESS IN TAIWAN**



The Innovation Club hosted Mr. Gautam
Bambawale, who is a former Indian
Ambassador to Bhutan, Pakistan and China.
This session created a platform for all the MBA
students to learn from a National
Communications expert and apply the tactics
of doing business in foreign countries.





Idea Room is a platform for the MBA in Innovation and Entrepreneurship students to brainstorm their ideas and present their first draft of Pitch Decks. The students offer their ideas in two stages, first to their seniors in the batch and then to the Alumni from the batch.

This year, the Innovation Club hosted **Mr Sayantan Mukherjee**, **Mr Rohit Chavan**, **Ms Sanjana Pai** and **Ms Veena Balachandran**, esteemed Alumni of the Innovation and Entrepreneurship Batch.

September | 20,21





The students from MBA 1 Innovation and Entrepreneurship were given this opportunity to pitch all their ideas to the guests.

This platform helped the students to know the viability of their ideas and also get a reality check from the hustlers.



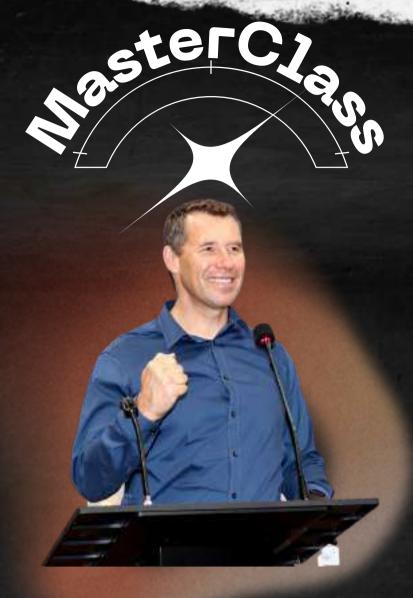


Ms. Saloni Borar
SALESFORCE

Our first guest for the workshop was Ms. Saloni Borar, Director, User Experience and Product Design at Salesforce and an expert in UX/UI Design who spoke on Why User Experience Matters. For the next session, the Innovation Club hosted Mr. Dieter Bruhn, President of One World Training who is an industry expert in training and coaching entrepreneurs and business professionals. Mr Dieter covered major topics of business communication and presentation skills including personal branding, elevator pitches, formal pitches, and negotiation.



July | 08



### Mr. Dieter Bruhn ONE WORLD TRAINING

This MasterClass session Innovation Club hosted Mr. Dieter Bruhn, President of One World Training who is an industry expert in training and coaching entrepreneurs and business professionals. Mr Dieter covered major topics of business communication and presentation skills including personal branding, elevator pitches, formal pitches, and negotiation.



September | 28

# rooming WORKSHOP



POWER OF PERSUASION by Revamp Moto Group



SC DK

Colored C C Service

VN MP

Warder Sc. S. Manage Tra. S.

RB V

Market Tra. S. Manage Tra. S.

Market Tra. S. Market Tra. S.

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Mark

PERSONAL BRANDING AND WINNING
BUSINESS COMPETITIONS
by Dr. Shubhra Chakraborty





FINANCE: THE BREATH OF BUSINESS by CA Saimanohar Prabhu

## PITCH' 22

The Pitch is an extension of the Idea Room where the participants get a chance to pitch their fine tuned ideas over stages to the real time hustlers of the Business World -Entrepreneurs. The event takes place in two stages. In the first stage, the students were asked to send their video pitches and also their Pitch Decks to be evaluated by a panel of guests. The short listed students got a chance to pitch their ideas to Industry stalwarts and also win cash prizes worth Rs.1,75,000.

### **ROUND 1 PANELLISTS**





**Chatur Ideas** 



**Eunimart** 



**Brand Horizon** 



**BoTree** 



**Digizen Consulting** 



## PITCH' 22

### **ROUND 2 PANELLISTS**











Ganesh **Pawar** 



Hetal Sonpal

**Wyntra and Kearney** 



Sandeep Suryavanshi









Jigyasa Jain





Anshul Srivastava

Nilesh

NordicMojo



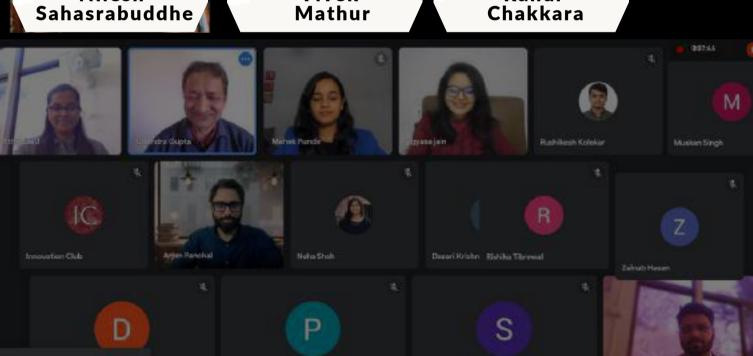
**Aditya** 

Ganguli

Vivek Mathur



Rahul Chakkara



iConclave'22

Probudh Gupta



For the Transcend Event conducted by the Co-Curricular Team of SIBM Pune, the Innovation Club conducted a National B-Plan competition in which the participants were given unsolved issues existing in the business world, to which they presented a detailed Business Model Canvas with the solution.





SocioComm was a workshop conducted by the Innovation Club for the E-Summit of the Social, Entrepreneurship and Consulting Cell. This workshop hosted Mr. Amit Jain from Mitti Ke Rang which is a Social Entrepreneurial platform that works to generate livelihood for women through Ecommerce platform - mittikerang.org.



# SEED CAMP

WAGHMARE



**SAHADEVAN** 

Seed Camp is Symbi's own Shark Tank within its very own startup environment. Real time investors had been hosted as the sharks for this event who critically analysed and reviewed the StartUps.

**BHATIA** 

This year's sharks were Mr. Shailesh Waghmare from Apohan Consultants, Mr. Ajeesh Sahadevan from Pravega Ventures, Captain Vivek from NITI Aayog, Dr. Shaurabh Bhatia from The StartUp Keeda and Mr. Deep Mehta from Digi Chefs.











AJIO.COM



















OI× PEOPLE











Our Associates











**Digizen Consulting** 

WishCare 18









Craly Startups



В



One World Training

Our Associates

## INITIATIVES TAKEN BY INNOVATION CLUB

#### <u>Dil se Entrepreneur</u>

This initiative by Innovation Club was hosted on LinkedIn, celebrating the occasion of World Entrepreneurs Day in collaboration with WishCare. The contest was to submit a short writeup on either one of the questions below:

- 1. Why do you want to be an Entrepreneur?
- 2. How is life as an Entrepreneur?

The contest announced two best write-ups and was rewarded with our collaborator - Wishcare's products. The winners for this series were Ms Amya Madan from MBA 2 in Innovation and Entrepreneurship and Ms Rachana Khandelwal from MBA 1 in Innovation and Entrepreneurship.



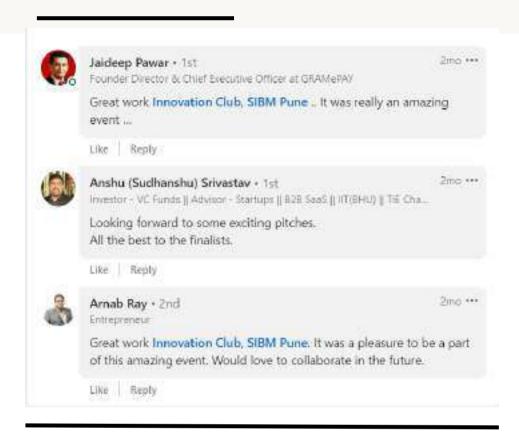
## INITIATIVES TAKEN BY INNOVATION CLUB

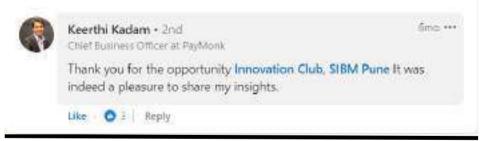
<u>Competencia</u> - Competencia is a unique initiative by the Innovation Club that focuses on listing the competitions every week related to entrepreneurship. The ones that had a reasonable amount of prize money and those considered relevant to take part were updated in a Google Sheet.

Iced Tea with IC - Iced Tea with IC is an initiative for the upcoming batches of Innovation and Entrepreneurship and their seniors' interaction. The event is filled with interactive and fun games and other activities. This event was conducted as an ice-breaking session among the seniors and juniors of Innovation and Entrepreneurship.



### WE TAKE PRIDE

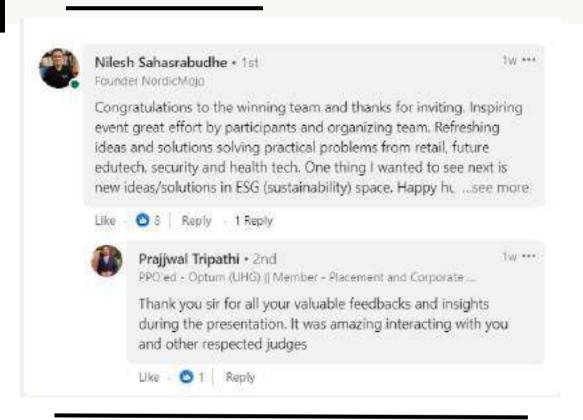


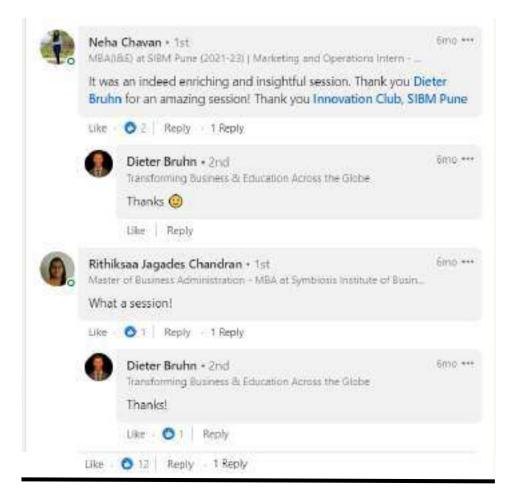




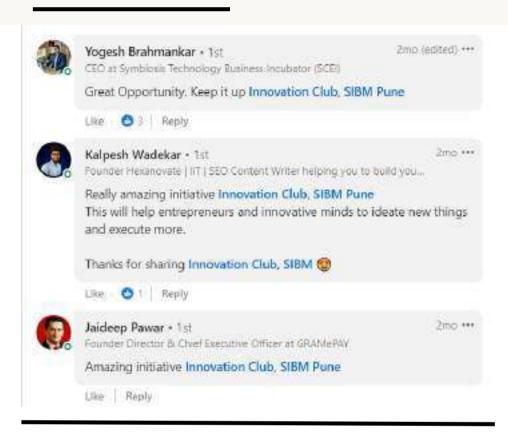


### WE TAKE PRIDE





### WE TAKE PRIDE







# Meet the Team Senior Team



Varun Narula



**Apury Barot** 



Saiyam Jindal



Sakhi Chaudary



**Promoth Kumar** 



Zainab Hassan

# Meet the Team Junior Team



Deepika Hajare



Samarjeet Shinde



Shubham Harsh



Ritikhsaa J



**Tarun Tanwar** 



Prabudh Gupta



Suyash Goenka

## TESTIMONIAL

"We firmly believe that practice and repetition is the best way to perfect a skill. The Innovation Club's competitions like Pitch and iConclave helped us iterate our pitches and ensure that both our idea and presentation were refined."

- Promoth Kumar

R

"The Innovation Club has provided me with great learning opportunities; from mentoring with industry experts to introducing me with a network of VCs and investors, they have been doing a great job. We as young entrepreneurs need access to these resources specifically. And I truly believe that they will continue to raise the bar higher with each academic year."

Habitup

-Neha Shah FemmePURE

"Innovation club does every justice to the purpose is stands for: encouraging innovation and Entrepreneurial spirit with its amazing activities, insightful sessions and acting an Aid for guidance mentoring and networking to all Aspiring entrepreneurs of our batch."

- Mahek Pundir Vasami

## TESTIMONIAL

"Coming from Innovation and Entrepreneurship, the Innovation council has always been a support system which provides us ample of opportunities to showcase our startups and achieve our dreams, starting from idea room to seed camp, we have gained alot from the activities hosted by IC."

- Rishika Tibrewal Snackify

RE

"Innovation club helped students generate ideas by organizing excellent guest sessions where students gave great entrepreneurial advice, encouraged students to explore their business ideas, and scheduled regular competitions to upscale their skills and learn from them."

> - Puneet Jangid IEW

"IC has conducted some wonderful sessions with experts from various domains that were insightful, we also got a chance to network with multiple VCs and Entrepreneurs through different events and competitions, which will be useful in the future too."

-Kaustuv Gosh Zero

### CLOSING NOTE

Throughout the endeavour, Innovation Club is being driven by the culture of entrepreneurship, which focuses on the benefit and growth of MBA in Innovation and Entrepreneurship students at SIBM Pune. Innovation Club, since its inception, has not only conducted events specific to the Innovation and Entrepreneurship batch but has also expanded to Pan-SIU. It will continue its efforts in the same direction for years to come, taking the batch to greater heights. And now that the Innovation Club has become a council, we are grateful and glad to work for all the students of SIBM and further SIU. Thank Dr R. Raman - Director, SIBM Pune, Dr.V.V. Ravi Kumar - Dy. Director, SIBM Pune, Dr Madhura Bedarkar - Dy.Director, SIBM Pune, Mr Yogesh Brahmankar - CEO of SCEI, Mr Arjun Panchal - our Mentor, Mr Anand Singh - Head of Administration at SIBM Pune, Mr Chandra Gupta - our faculty in charge and the entire faculty and staff of SIBM Pune for their support and trust towards the Innovation Club team. We would also like to thank all the student bodies of SIBM, Pune, for their support of our team. We express our deepest gratitude to every individual who contributed to our mission of helping the students of SIBM Pune.











