



Koneru Lakshmaiah Education Foundation

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S.No	Event Date	2022-23 Quarter-2 (Dec-Jan-Feb) IIC Event Title	Participants Count
1	06-DEC-2022	Workshop on Design Thinking, Critical Thinking and Innovation Design	60
2	10-DEC-2022	Outreach Program at Shrungarapuram by ACIC KL Startups Foundation	30
3	13-DEC-2022	Outreach Event on "Life of Sculptures – Problems, Needs & Challenges	30
4	21&22-DEC-2022	A Two day Hands-on Workshop on "Design Thinking & Innovation"	40
5	22-DEC-2022	Workshop on "Internet of Things and Startup Opportunities	80
6	06 To 08-JAN-2023	Organic Mahostav @ Vijayawada	312
7	23 To 28-JAN-2023	On-Boarding of Startups under TIDE 2.0 Cohort by KLTIF	90
8	24-JAN-2023	Opportunities for Young Startup Aspirants "Young Minds Interactive Session"	20
9	04-FEB-2023	"One Day Workshop on Importance and Benefits of Intellectual Property Rights for Innovators"	60
10	13&14-FEB-2023	Two Days Hackathon on "Life Sciences"	350
11	14-FEB-2023	Outreach Program on "Pottery an ancient Craft Process & Business" and with the sub theme on "Achieving Problem Solution Fit & Product Market Fit"	30
12	23-FEB-2023	Workshop on Entrepreneurship Skill, Attitude and Behavior Development	25
13	27-FEB-2023	Innovation & Entrepreneurship Outreach Program @ Nirmala College of Pharmacy, Mangalagiri, Guntur District, Andhra Pradesh "Pharma Co-Vigilance Workshop"	200

A Report On Workshop on Design Thinking, Critical Thinking and Innovation Design

Center for Innovation, Incubation and Entrepreneurship in association with department of Design Thinking & Innovation (DTI) in collaboration with Wadhvani Foundation, Bengaluru, Karnataka has successfully conducted a Faculty Development Program on fundamentals of Innovation Management from 6th to 9th December 2023. Around 84 faculties who have been assigned to teach DTI course for the upcoming semester across all the departments of both Vijayawada and Hyderabad campuses of KLEF have participated. Majority of the topics covered during the three day FDP are Innovation & Entrepreneurship on how to transform Innovation towards Entrepreneurial model with lot of hands on sessions including Problem Identification Canvas, Lean Model Canvas and Business Model Canvas.

The program has been conducted as a part of MoU Signed between KLEF and Wadhvani Foundation. The FDP was conducted with faculty from wadhvani Foundation which was Activate Program under WE NEN (National Entrepreneurs Network). The objective of the FDP was to build Innovation Managers among the faculty to nourish the innovative talent amongst student community towards startup or venture establishment. Faculty across all departments including Engineering: CSE, ME, EEE, ECE, BT, IoT, AIDS, Civil, CSIT and Non engineering: Pharmacy, Agriculture, Management and sciences.

List of Faculty participated and finally allotted to teach DTI course in the upcoming semester

S. No	Faculty	Faculty Name	Department
1	1000	Dr.B.Loveswara Rao	EEE
2	1102	Dr.K RAJASEKHAR	CSE
3	1767	S. Ramesh	ME
4	2038	Dr. G. Suresh Kumar	DTI
5	2069	Dr.V.S.Bhagavan	MATHS
6	2104	Mr.D.Kalyan	EEE
7	2272	Dr.K.Narasimha Raju	DTI
8	2364	Dr. M.Sujatha	CHEMISTRY
9	2385	Dr. M. Nageswara Rao	BES-2
10	2475	Dr.V.DIVYA	CSE-H
11	2484	Mr. B. Kalivara Prasad	ECE
12	2921	Dr M Latha	ENGLISH
13	3435	ALAPARTHI VENKATESWARA RAO	PHYSICS
14	3652	Dr Shaik Babu	FED-Physics
15	3654	Mr. K. Sai Sarath	ME
16	3841	Mrs.K.SWETHA	CSE-H

17	3909	Mr.CH.M.H.SAI BABA	CSE-H
18	3926	Dr. P.N.V. BALA SUBRAHMANYAM	BES-2
19	4276	JAGUPILLA LAKSHMI PRASANNA	ECE
20	4295	Mr. A.V. PRABHU	ECE
21	4298	Mr R Karthik	ECM
22	4501	Dr Raj Kumar Pittala	ME
23	4568	Ms. K. Sireesha	BES-2
24	4574	Dr.B.B.V.S V. Prasad	ECM
25	4606	Mr.Lingeshwaran N	CE
26	4712	MRS.M.PRAVEENA	AIDS
27	5069	Dr.A. ARAVINDAN	CE
28	5155	Dr.Bukya Balaji	ECE
29	5469	Dr. C KARTHIKEYAN	CSE
30	5501	Dr.G Koteswara Reddy	BT
31	5757	Mr. N. Mahaveer Singh	DTI
32	5842	Dr.Asish Runthala	BT
33	5898	MR.N NAVEEN	CSE-H
34	6072	DR.ATUL BHATTAD	BES-2
35	6229	Mr.Abdul Rehman	CSE
36	6279	MRS.V.LAKSHMI LALITHA	AIDS
37	6285	Dr.R.SHANKAR	DTI
38	6288	Mrs.P.RAMYA	CSE-H
39	6295	Mrs. Smrithi Lekha Das	CSE
40	6296	Dr.Ashwin Raut	DTI
41	6307	Dr.S.HRUSHKESAVA RAJU	CSE
42	6446	N.RATNA KANTH	CSE
43	6543	Ms. P. Mounica	CSE-H
44	6566	Mr. SAVARAM MYTHEREYA	CSE
45	6619	Dr. S ARAVINTH SESHADRI	CSE-H
46	6621	Mrs. MEDIDHA RANI	CSE
47	6640	MR.FEROZ KHAN	CSE-H
48	6704	Dr. IMRAN RASHEED	CSE
49	6777	Ms. VOGIRALA NANDINI	CSE
50	6840	Dr. PRASHANT KUMAR SHUKLA	CSE-H
51	6851	Dr. YOGESH TRIPATHI	CSE-H
52	7235	Mr Altaf Ismail Karani	CSIT
53	7384	DR. MANOJ WADHWA	CSE-H
54	7440	Dr Priyaranjan Sharma	ME
55	7587	Mrs. B.Auradha Shanker	CSS

Faculty Orientation Programme Schedule

Timings	Session Details
Day 1: 7, Dec 2022	
10:00 a.m- 10:30 a.m	Orientation Session, NEN Program and Outcomes
10:30 a.m-11:20 a.m	Introduction to Entrepreneurship and Entrepreneurial thinking (General Enterprising Tendency Test)
11:20 a.m- 11:30 a.m	Break
11:30 p.m- 12:00 p.m	Overview of NextGen Platform for Activate program, Team Formation and Briefing on Milestone Deck
12:00 p.m-1:00 p.m	Introduction to Design Thinking
1:00 p.m-2:00 p.m	Lunch Break
2:00 p.m - 3:30 p.m	Empathize: Opportunity Discovery and Evaluation
3:30 p.m- 3:40 p.m	Break
3:40 p.m -4:30 p.m	Empathize: Problem validation (GOOTB Exercise)
4:30 p.m- 5:00 p.m	Brainstorming Solutions to Ideate
Day 2: 8, Dec 2022	
10:00 a.m- 11:20 a.m	Exploring Customer Personas, Market Estimation for your Ideas
11:20 a.m- 11:30 a.m	Break
11:30 p.m- 1:00 p.m	Create a differentiable and sustainable competitive advantage
1:00 p.m-2:00 p.m	Lunch Break
2:00 p.m - 3:30 p.m	Market Validation: MVP (GOOTB Exercise)
3:30 p.m- 3:40 p.m	Break
3:40 p.m - 5:00 p.m	MVP Group Presentations
Day 3: 9, Dec 2022	
10:00 a.m- 11:20 a.m	Business Model: Create your Lean Canvas
11:20 a.m- 11:30 a.m	Break
11:30 p.m- 1:00 p.m	Lean Canvas presentation
1:00 p.m-2:00 p.m	Lunch Break
2:00 p.m - 3:30 p.m	Create a basic financial plan for your venture
3:30 p.m- 3:40 p.m	Break
3:40 p.m -4:30 p.m	Sources of Funds and Preparing for pitch
4:30 p.m- 5:00 p.m.	Summing up and Feedback



Prof. Ar. Sami Ur Rehman

from the KL School of Architecture is participated in 3days FDP on Fundamentals of Innovation Management (Activate program - WE NEN) in association with Wadhvani Foundation & Department of DTI, KLEF.

School of Architecture



klusa_official



Outreach Program at Shrungarapuram by ACIC KL Startups Foundation

Center for Innovation, Incubation & Entrepreneurship in association with ACIC KL Startups Foundation has conducted a One day outreach program on 10th December 2022 at Shrungarapuram of Guntur district to interact with House hold women on Empowerment and Entrepreneurship opportunities. ACIC KL Startups Foundation team along with student interns along with few startup founder and innovators have visited the village and interacted on various issues which are part of their daily life activities including small scale business opportunities like small buddy shops and other important aspects.





A Report on Outreach Event on “Life of Sculptures – Problems, Needs & Challenges”

Center for Innovation, Incubation and Entrepreneurship in association with ACIC KL Startups Foundation has conducted An Outreach Program at Chikmagaluru located in Guntur of Andhra Pradesh on – **“Life of Sculptures – Problems, Needs & Challenges”** on 13th December 2022 all about boosting interest in self empowerment of community of this artistic work from Rural / un-served areas and to promote their traditional processes towards technology integration for well support with bigger empowerment and employment opportunities. The program has been conducted as a part of MoU Signed between ACIC KL Startups Foundation and Sculptures association exists of Guntur. The program was part of another Outreach event Go Eco series on Sculptures. Most of the student interns, Ideapreneurs, startup founders and entrepreneurs have participated in this outreach program.

The following have nominated during the program from both CIIE and ACIC KL Startups Foundation

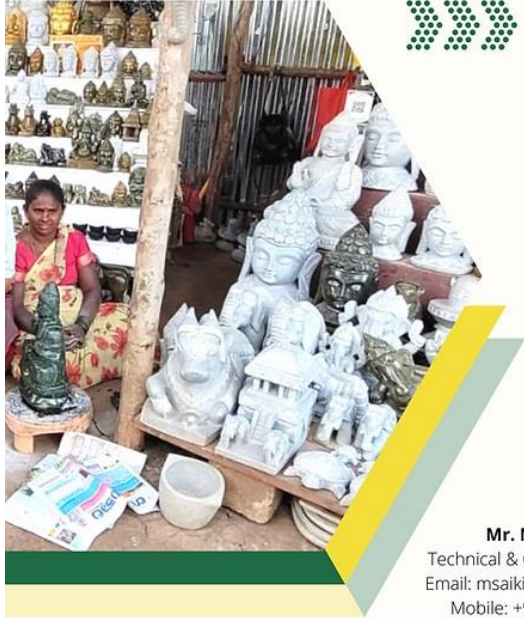
1. Dr. Krovi Raja Sekhar, Director, CIIE
2. Mr. Lanka Babu Hari Krishna
3. Mr. K Sai Kiran, Community Manager, ACIC
4. Mrs. K Lavanya, Office Admin, ACIC
5. Mrs. L Swapna, Office Admin, CIIE



Supported By



ATAL INNOVATION MISSION



OUTREACH PROGRAM

**LIFE OF SCULPTURES - PROBLEMS,
NEEDS & CHALLENGES**



CHIKMANGULURU
13th December , 2022

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A Two day Hands-on Workshop on "Design Thinking & Innovation"

Center for Innovation, Incubation and Entrepreneurship in association with ACIC KL Startups Foundation has conducted An Outreach Program and Two Day Hands on Workshop at Adisankara Innovation & Incubation Center, Adisankara College of Engineering & Technology", Guduru of Andhra Pradesh on "**Design Thinking & Innovation**" on 21st and 22nd December 2022. The two day workshop was a grand mega event sponsored by ACIC KL Startups Foundation of our University. Adisankara College was also recognized by Atal Innovation Mission (AIM) of Government of India. The following are the resource persons delivered sessions on this two day workshop

1. Mr. Alok Govil, CEO, ACIC KL Startups foundation, KLEF Deemed to be University
2. Mr. Jetty Rahul, Industrial Designer, Founder, D'NITI

They have spoken on various topics of the following

1. Design Thinking Process and Steps
2. Critical Problem Identification
3. Problem – Solution Fit for research conducted
4. Ideation and its steps
5. User Needs and problems to be mapped with right identity



**Atal community Innovation Centre
Audisankara Innovation and Incubation Centre**

**A Two day Hands-on Workshop on
Design Thinking & Innovation**
21-12-2022 & 22-12-2022



Govil Alok
CEO, ACIC - KL STARTUPS FOUNDATION

Jetty Rahul
INDUSTRIAL DESIGNER, FOUNDER, D'NITI

Venue: KVT Convention Centre Registration Link: <https://forms.gle/wT1nHGujMtoTuGK4A> Contact us: 08106255717

Dr. A.Immanuel
CEO, ACIC-ASIIC

Dr. Vanki Penchalaiah
Chairman



Report on Workshop on “Internet of Things and Startup Opportunities”

Center for Innovation, Incubation & Entrepreneurship in association with KL Technology Incubators Foundation has conducted a One day workshop on the topic “Internet of Things” and its related startups on 22nd December 2022 at 5th Floor Seminar hall of KLTIF Technology Business Incubator supported by DST and MeitY. The following topics were discussed by the resource person

1. IoT Applications and its significance
2. Smart Manufacturing
3. Smart Solutions and Intelligence software

The resource person is Mr. Ajay Kabadia, Founder of Docket Run solutions Private Limited who is a founder of Industrial Security Solution Provider. Participants have interacted with several questions.





Report on Organic Mahostav @ Vijayawada

5th Organic Mahostav 2023 was conducted by ACIC KL Startups Foundation, Bhoomi Organics in association with MSME Cluster of Vijayawada Division of Andhra Pradesh. As a part of the event a 3 Day Fest was conducted at SS Convention hall, Vijayawada where the following activities are done. Around 80 Startup ventures MSME Business ventures have put their stalls. More than 15000 have visited the stalls during the three day fest

1. Exhibition of Startup stalls
2. Seminar on various topics
3. Announcement of National level Awards
4. Workshops
5. Conferences
6. Meeting with Venture Capitalists and Angel Investors

The event was also recognized by Atal Innovation Mission (AIM) as a part of Government support to ACIC KL Startups Foundation towards establishment of Atal Community Innovation Center (ACIC). The inaugural session was initiated by Mr. Alok Govil, CEL of ACIC KL Startups Foundation, Mr. Raghuram, CEO of Bhoomi Organics, Mr. T Sanjeev, Deputy Director, STPI and Officials of MSME cluster of Vijayawada Division and AP Food Processing Society (APFPS)



Workshops and Seminars by eminent speakers:

Day 2 and Day 3 are filled with encouraging and interactive sessions as the building blocks towards sustainable agriculture and other key important topics. Organic farming is actually initiated as an answer to end the environmental sufferings, and the connect people together to save our mother. All the three days are experienced a huge shift of 15000+ visitors, variously curious, provoking and interesting personalities educating themselves and others and purchasing the goodness filled goodies. People from different places arrived to experience the taste of organic and connect themselves to a better life through better food.





On-Boarding of Startups under TIDE 2.0 Cohort by KLTIF

MeitY Startup Hub is initiative that supports innovators to turn their electronics/IT solution ideas into proof of concept. As part of the MeitY TIDE 2.0 initiative, KL Technology Incubators Foundation had invited applications and Committees were constituted. The shortlisted applicants pitched their ideas before the respective panels. Among them, 7 of them were selected for the EiR and Grant with maximum of 4 lakhs and 7 Lakhs respectively during offline training program and on-boarding event held from 23rd to 28th January 2022 at Seminar hall of KLTIF

The startups that were sanctioned the grant are:

- 1) Fleetwings
- 2) Emsensing Technologies Private Limited
- 3) Future Officers Academy Private Limited
- 4) Multe Arts Private Limited
- 5) Protonix Technology Private Limited
- 6) Mobicase
- 7) Kode Blue Technologies (Ayushmann bhav Technology)

KLTIF TBI extends the support to innovators to turn their electronics/IT solution ideas into proof of concept. It aims to provide a platform to young innovators to generate solutions for relevant local and social problem. The programme is aimed at promoting a vibrant innovation ecosystem by establishing a network between innovators, academia, mentors and incubators by catalysing the process of commercialization for innovators.

For More Details: <https://lnkd.in/dkHFG24T>



MEITY STARTUP
HUB



KLTIF
KL Technology
Incubators Foundation



DST NIDHI
START-TO-SCALE STARTUP SUPPORT

KL Technology Incubators Foundation
glad to announce the selected startups under
MeitY TIDE 2.0







MULTE-ARTS
Be it Virtuality



KODE BLUE
TECHNOLOGIES



MYSENSE



FeetWings



Future Army
Officers Academy

KL Technology Incubators Foundation congratulates all Startups for Innovative solutions in Technology, Healthcare, Social Impact and Edutech sector.



S.NO	Display Name
1	DODDA MOHAN REDDY
2	NIMMAKAYALA VINOD KUMAR
3	PADARTHI BHASKAR PAVAN
4	EDARA SRI LAKSHMI KOUSMITHA
5	THUNUGUNTLA SRI VASAVI PRIYANKA
6	LINGAMALLU V V L INDRAJA
7	GADAM AVINASH
8	BHAGYASREE NIMMAGADDA
9	BANDLAMOORI CHAKRADHAR
10	VALLURI SRAVANI
11	YADAVALLI SRIVINYA
12	VANAM TEJA HARSHINI
13	AVVARI VENKATA MANJUSHA
14	AVULA BHARGAV REDDY
15	MAHESH ADHAPAKA
16	DANDAMUDI NAGA MOUNIKA
17	PALLAPOTULA SAISUMANTH KUMAR
18	SHAIK SHOAIB AHMED
19	RENUKUNTLA SHIVA PRASAD

Report on

Opportunities for Young Startup Aspirants “Young Minds Interactive Session”

Center for Innovation, Incubation & Entrepreneurship in association with ACIC KL Startups Foundation has organized an series of Expert Talk sessions (Multiple Episodes) on **“Process of Innovation Development, Technology Readiness Level (TRL); Commercialization of Lab Technologies & Tech-Transfer”** on 24th January 2023 at ACIC Ideation room of ACIC Incubation center.

The inaugural function was held from 9.00 AM on 24th January 2023 at Seminar hall of Incubation center where the following speakers have spoken

1. Dr. Krovi Raja Sekhar, Director, CIIE
2. Mr. Alok Govil, CEO, ACIC KL Startups Foundation
3. Mr. Babu Hari Krishna Lanka, Incubation Manager, ACIC KL Startups Foundation
4. Mr. A Sai Krishna, Community Innovation and Technical Lead, ACIC KL Startups Foundation

Around 50 students, research scholars have participated in this One Day series of sessions including Community Innovator Fellows of ACIC Incubation center and Ideapreneurs of University.





Sl.No	Name
1	BALLA SAKHYATA
2	P NAVYA JASPER
3	D.SAIMANOJ REDDY
4	INAMPUDI SAHITHI
5	KADIYALA VENKATA MANI KUMAR
6	K.Leela sabarish
7	Vinay Are
8	Jitendra Reddy y
9	Mutluri Anusha
10	Velivela srinukhi
11	Gadde Anusha
12	Katepalli Prathyusha
13	V. SAI VENKATA MURALI KRISHNA
14	kanchanapalli pranay
15	D Lasya
16	Eate Rahul
17	P.Ajay Vamsi
18	B.KOMAL
19	KANYADHARA AKASH
20	K sravya reddy

Report

“One Day Workshop on Importance and Benefits of Intellectual Property Rights for Innovators”

ACIC-KL Startups Foundation in collaboration with KL IPFC center and Center for Innovation, Incubation & Entrepreneurship have jointly organized a one day workshop on **“Importance and Benefits of Intellectual Property Rights for Innovators”** on 4th February 2023 at Sun flower hall of university. The event was honored by the presence of Mr. Satish Kumar Garu, Asst. Director, IPR Division, DC-MSME, Ministry of MSME, and Government of India. He professionally delivered insights and threw lights on the importance and benefits of IP filing and provided a novel perception and approach into the world of patenting. The keynote Speaker Mr. Satish Kumar a renowned expert in IP and market entry strategies explained the concept of innovation and criteria for obtaining a intellectual property rights to protect ones rights providing competitive advantage.

This was followed by Mr. BJK Singh Garu, Dean, R & D, who discussed the importance of research and encouraged students, researchers and professionals to learn more about IP filing. Further the Gathering was addressed by Mr. K. Raghav Rao garu, Head KL-IPFC & MSME-BI who expressed his thoughts on potential participants and encouraged the crowd towards innovation and Patent. Last but not the least Mr. Govil Alok, CEO, ACIC-KL Startups Foundation stepped and owned the dais while giving his valuable insights about design patenting and how startups and researchers can benefit by applying for IP. He expressed gratitude towards the speaker for the wonderful master class and experience provided for the young innovators, explaining the importance of IP. More than 60 faculty, students, research scholars and innovators have participated in the workshop.



GUEST LECTURE

IMPORTANCE & BENEFIT OF IPRs FILING & PATENT DRAFTING FOR INNOVATORS

4 FEB
2023
10AM-1PM



Targeted Audience

Innovators
Startups
Academicians

Outcomes

Understanding Intellectual Property
Benefits of IP-protected invention
Steps involved in generation of IP
Benefits of IP in recent government rankings, schemes & policies

Resource Person

Satish Kumar
Director, IPR Division
DC-MSME, Ministry of MSME
Govt. of India, New Delhi



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2 – Day Hackathon in Life Sciences

Department of Bio-Technology, Pharmacy, Agriculture and Center for Innovation, Incubation & Entrepreneurship in association with KL Technology Incubators Foundation have jointly organized and also collaboration with Empiezo IT solutions Private Limited on 13th & 14th February 2023 at Peacock hall.

The inaugural function was held at Peacock hall from 9.00 AM where the following speakers have spoken on various aspects of Hackathon

1. Prof. K Jagannadha Rao, Pro-Chancellor, KLEF
2. Dr. BJK Singh, Dean R&D, KLEF
3. Dr. Buchchi Naidu, Director, Life Sciences, KLEF
4. Dr. K Giridhar, Head, Department of BT,
5. Dr. G Chakravarthy, Principal, Pharmacy KL College
6. Mrs. Veena Hanamsagar, CEO, KLTIF TBI

Empiezo IT solutions Private Limited is a trusted partners in developing AI Solutions across the verticals. Projecting as development partners also service providers to various customized business needs. They have domain experts, AI experts, data engineering and visualization teams with successful career makers as frontline warriors. Innovations out of box solutions, cutting edge technologies... the Jargon list are big. It's pretty straight forward for the company to build solutions for complex problems, make it simple to use for business users and organizations. They also develop AI based solutions for Life Sciences and its realistic problems facing in daily life.

Around 300+ Students 60+ Teams 10+ experts took active participation at this Hackathon. Winners were awarded with exciting cash prizes and goodies and selected teams were offered internship at Empiezo where they would get an opportunity to work on esteemed projects.

Hackathon was held on two days both 13th & 14th where it was started morning 11.00 AM on 13th and went second day till 5.00 PM. Awards were given to some of the top performing teams and the selected teams were on-boarded to Pre-incubation program at KLTIF TBI supported by Department of Science & Technology (DST)





Department of
Biotechnology

भारत 2023 INDIA

Digital
Innovation
Alliance

**13th & 14th
February
2023**

**HACKATHON
IN LIFE SCIENCES**

in collaboration with EMPIEZO IT solutions

Registration fee
200/-

QR Code for registration

Supported by:

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Report on Outreach Program on “Pottery an ancient Craft Process & Business” and with the sub theme on “Achieving Problem Solution Fit & Product Market Fit”

Center for Innovation, Incubation & Entrepreneurship in association with ACIC KL Startups Foundation has conducted a One day outreach event at Kolakaluru, Guntur District, Andhra Pradesh on the topic “**Pottery – An ancient Craft – Process and Business**” with the background theme on “**Achieving Problem Solution Fit & Product Market Fit**” on 14th February 2023 where around 50 members belonging to Studentpreneurs, Ideapreneurs, Innovators, Interns and Startups founders have participated in the event. The objective of the workshop is to understand the two important topics of Problem solution Fit & Product – Market Fit.

The following are the speakers represented by CIIE and ACIC KL startups Foundation

1. Mr. Alok Govil, CEO, ACIC KL Startups Foundation
2. Mr. Hari Babu Lanka, Manager, ACIC KL startups Foundation
3. Mr. K Sai Kiran, Young Professional, ACIC KL startups Foundation

Mr. Alok has spoken the following topics of Problem solution Fit and Product-Market fit

Problem solution Fit (PSF):

Problem-Solution Fit (PSF) can solve a real problem and align it to a viable market. PSF is ‘the fusion of intellectual and hard skills’ required for startups to solve problems that can be monetized. It is about understanding the market and identifying the problem you are trying to solve; what your team needs is a person with both ideas on how to change things. PSF is not only about the product or service you are trying to deliver, but it’s about having a solution to a problem. If the existing solution to the problem is not working or you have a new way of solving it, which is important to the bottom line, it is the PSF. The **problem-solution fit canvas** has 3 main areas to focus on: be clear, build and test.

It’s good if you have tried out something and found out that it was not what you thought it would be. If you had an idea of the solution that could solve your

problems, this is PSF. How confident are you in solving a real problem? What is the challenge you have faced? If there has been nothing major in your life where you had to solve a problem and find a way to do so, this is PSF.

Sometimes, the solution to a problem is not what we initially see. Sometimes, this process is not as easy or quick as we initially thought. So, working through it, identifying problems and coming up with different options is PSF.

Product – Market Fit (PMF):

The Product Market Fit Pyramid is more so about the product or service itself. It is not about solving a problem, but rather, it's about identifying the potential of your product once you have a product to market.

Product Market Fit (PMF) is a very important indicator to determine if you have the right product to market at the right time. This is not an easy process, it's quite difficult to have a **product in front of customers**, but pf can be done successfully.

It's about understanding the potential of your product and what it can do for your target customer. It's about validating a great product that solves genuine problems. Getting rid of the 'idea of the product' is important because it is all about solving a real problem that customers are facing and being confident in doing so.

The **lean startup methodology** helps you get into the PMF phase before you even have a product in the market. Product Market Fit as a startup founder or an entrepreneur has got to be confident in solving problems so that you have got to be confident in creating value for your customer.

It's a lot of things, and the product has got to be quality and can solve problems that people are facing. If a few customers try out your product and find it to be IOU, the product is not Product-Market Fit.

It's always about validating what you are doing to ensure that you will solve real problems. This is very important for the product to become valuable for your customer.

The workshop was held in two sessions of pre-noon and after-noon. The morning session was an interactive with pottery makers who are living in that village. Afternoon session was held with the innovators and Startup founders on pottery making with respect to needs of the users from various places and locations. Several use cases have been discussed during the session with respect to pottery making through demonstration given by the makers.





OUTREACH PROGRAM

POTTERY - AN ANCIENT CRAFT - PROCESS & BUSINESS

KOLAKALURU, ANDHRA PRADESH

14th February, 2022

TARGET AUDIENCE

Any Enthusiast Willing to Explore



**JOIN US
FOR MORE**

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Workshop on Entrepreneurship Skill, Attitude and Behavior Development

Center for Innovation, Incubation & Entrepreneurship in association with ACIC KL Startups Foundation has organized a sensitization session for the Students, Startup Founders, Entrepreneurs and Ideapreneurs on “**Entrepreneur Skill, Attitude and Behavioral Skills**” on 23rd February 2023 at Peacock Hall from 10.30 to 12.30 Noon. Mr. Ashish Mittal CHRO, Sreenidhi Educational Group expressed his views regarding different life skills, importance of design thinking, and best practices for startups to learn and unlearn to get the best. He exemplified various success stories and the primary reason behind it (Understanding, the Customer Needs).

Mr. Govil Alok, CEO, ACIC KL Startups Foundation reiterated that, all these life skills, Design thinking skills, leadership skills should be practiced every time and should become an intrinsic part of day to day life. Around 220 including students, faculty, innovators and startup founders have participated in the event.



**CATEGORY 3
UNIVERSITY**

**KL ACCREDITED BY
NAAC WITH A++**

**ntf
2022**

**RANKED 27
UNIVERSITIES**

**42 YEARS OF
EDUCATIONAL**

Webinar on

DESIGN THINKING, LIFE SKILLS AND DYNAMIC LEADERSHIP

On 23rd February, 2023 @ 10.30am to 12.30 pm

Venue: Peacock Hall

Resource Person:

Ashish Mittal

HRO, Sreenidhi Group,
Industry Expert and Motivational Speaker

Organized by:
Dept. of ECM, CS&IT
in Association with
KL IPFC & ACIC-KL

Sl.No	Name
1	Ms.Neelima Challagulla
2	Ms.Sukreeta G.Menda
3	Ms.Smita,Judge
4	Mr.Suresh Rayudu
5	Mr.Rathnakar Samavedam
6	Mr. Jagannatha Rao
7	Dr.A.Srinath
8	Dr.K.Raja Sekhar
9	Dr.P.Sai Kiran
10	Dr.K.Giridhar
11	Mrs L.Swapna
12	Dr. K. Raghava Rao
13	Mr. Srikesh
14	Mr. S Venkata Srikesh
15	Dr. B Polaiah
16	Dr.K Raghava Rao
17	Mr.K.Sripath Roy
18	Dr. C. ARUN
19	Dr. Krovi Raja Sekhar

A Report On Innovation & Entrepreneurship Outreach Program @ Nirmala College of Pharmacy, Mangalagiri, Guntur District, Andhra Pradesh “Pharma Co-Vigilance Workshop”

Center for Innovation, Incubation & Entrepreneurship in association with KL Technology Incubators Foundation (KLTIIF), and DST supported Technology Business Incubator (TBI) has organized one day Outreach program / Workshop titled “**Pharma Co-Vigilance Workshop**” on 27th February 2023 at Nirmala College of Pharmacy located at Mangalagiri of Guntur District. Nirmala college of Pharmacy has executed MoU with KLTIIF – TBI to promote I & E ecosystem in their campus. They got hands on practice and overall knowledge on how PV becomes a vital discipline of clinical science and to prevent harm to patients and thus improve public health, mechanisms for evaluating and monitoring the safety of medicines in clinical use.

The workshop was held in collaboration with Cavaxion Clinical Research Private Limited. The company builds one of the finest patient management systems & efficient site management activities keeping the essential to ensure that the clinical study runs smoothly and results in the best outcome. They ensure selecting sites as per your study protocol and applicable regulatory requirements can positively impact the quality of data collected and ensure that the study is conducted as per the agreed timelines and within the budget. The company includes most demanded services and finding a patient who is in need for medicine neurophysiology, pulmonology, Gastroenterology, cardiology, ophthalmology, dentistry, dermatology, gynecology, oncology, genomic screening and other medical devices.

The resource person is Karishma Rampilla who is Director of Cavaxion Clinical Research Private Limited. She expertise in many areas with sponsors and CROs have historically been responsible for ensuring full chain of custody for their own clinical supply even its typically outside the control & this had become a burden years on going to determine the most cost-effective process. She expertise in the area of building most efficient way of meeting regulatory requirements of full chain of technology with resource in clinical research.

For More Details: <https://lnkd.in/dkHFG24T> and visit social media

LinkedIn: <https://lnkd.in/gGr-UG95>

Facebook: <https://lnkd.in/gbhEjEmr>

Instagram: <https://lnkd.in/gauYDBRP>

Twitter: <https://twitter.com/KltifT>



PHARMACOVIGILANCE WORKSHOP



27TH FEB, 2023



NIRMALA COLLEGE OF PHARMACY

Karishma Rampilla

Founder

**Cavaxion Clinical
Research Private Limited**

REGISTER HERE



**TOPIC : "PHARMACOVIGILANCE AND VIGIFLOW WITH HANDS ON PRACTICE OF HOW
A PATIENT SAFETY REPORTING WILL BE DONE"**

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