



Koneru Lakshmaiah Education Foundation

(Category -1, Deemed to be University estd. u/s. 3 of the UGC Act, 1956)

Accredited by NAAC as 'A++' ♦ Approved by AICTE ♦ ISO 9001-2015 Certified

Campus: Green Fields, Vaddeswaram - 522 502, Guntur District, Andhra Pradesh, INDIA.

Phone No. 0863 - 2399999; www.klef.ac.in; www.klef.edu.in; www.kluniversity.in

Admin Off: 29-36-38, Museum Road, Governorpet, Vijayawada - 520 002. Ph: +91 - 866 -2577715, Fax: +91-866-2577717.

S.No	Event Date	2022-23 Quarter-4 (June-July-Aug) IIC Event Title	Participants Count
1	21-JUNE-2023	Master Class on “Sales Funnel for Startups” by KL Technology Startups Foundation”	50
2	30-JUNE-2023	Startup Pitch Fest 2023	40
3	01-JULY-2023	Master Class Session on “Unit Economics” organized by KLTIF	50
4	2 & 4-JULY-2023	Two Day Design Thinking Workshop by ACIC KL Startups Foundation	65
5	4&5-JULY-2023	Participation & Representation of KLEF Incubation Center team @ Digital India Week Celebrations held at Ahmadabad	40
6	5&6-JULY-2023	Two Day Outreach Program on “Art of Sculpting – New Innovating Path Ways” by ACIC KL Startups Foundation @ Machilipatnam	35
7	6 to 9-JULY-2023	An Outreach Program & Workshop on “Think, Make, Break, Repeat” by ACIC KL Startups Foundation at KBN Degree College	30
8	7-JULY-2023	Outreach Program on “Textile Weaving Process – Handloom” by ACIC KL Startups Foundation @ Kaikaluru	25
9	08-JULY-2023	One Day Seminar on “IP Commercialization and Technology Transfer”	35
10	11-JULY-2023	Master Class on “Business Model Canvas” by KLTIF	65
11	12 to 14-JULY-2023	Three Days “Design and Analysis Workshop on ANSYS” by ACIC KL Startups Foundation	60
12	16-JULY-2023	Master Class on “Drone Technology” by ACIC KL Startups Foundation	35
13	16-JULY-2023	Master Class on “Social Entrepreneurship” by KLTIF	72
14	18-JULY-2023	Master Class on “Startup Ecosystem in India & Market Analysis” by ACIC KL Startups Foundation	20
15	29&30-JULY-2023	Two Day Digital Literacy Program to empower the Women Communities from Self Help Groups in association with MEPMA, Andhra Pradesh by ACIC KL Startups Foundation	35
16	29&30-JULY-2023	National Level Startup Fest “Startup Carnival” and visit by Mr. Ramanan Ramanathan, Former Director, Atal Innovation Mission	420
17	23 to 25-AUG-2023	Capacity Building Program on “Go Eco Series – Episode 1: Eco Bags” by	70

		ACIC KL Startups Foundation	
--	--	-----------------------------	--

Master Class on “Sales Funnel for Startups” by KL Technology Startups Foundation

CIIE in collaboration with KL Technology Incubators Foundation has conducted a Master class on “**Sales Funnel for Startups**” on 21st June 2023 through online mode delivered by Mrs. Neetu V Bansal, Mentor & Business Coach with main objective of Understanding and creating a simple sales and marketing funnel to improve conversion rates.

About the Speaker:

Ms. Bansal is a serial entrepreneur, a speaker, an author and an international business coach/mentor. She works with small and medium business; startups and early-stage organizations helping them generate more leads, close more sales and ultimately earn more revenues and profits. She is passionate about applying Customer Perspectives in business and propagates this framework to solve SMarketing challenges with practical examples and QnA session.

- A downloadable tool to test hypothesis.
- Learn about visual tools to optimize sales and marketing strategies



The poster features the Wadhvani Foundation logo at the top left. The main title 'MASTERCLASS ON SALES FUNNELL FOR STARTUPS' is centered in bold red and black text. To the left of the speaker's photo, a box indicates the time '5:00 - 6:30 PM IST'. To the right, a box shows the date 'JUNE 21 2023'. The speaker's photo is in the center, with a microphone icon at the bottom. Below the photo, the name 'NEETU V BANSAL' is written in bold red, followed by her title 'BUSINESS COACH AND MENTOR' and specialization 'SPLCIALIZING IN SALLS, MARKLTING & FIR' in black.

WADHWANI
FOUNDATION

**MASTERCLASS ON
SALES FUNNELL FOR
STARTUPS**

**5:00
-
6:30
PM IST**

**JUNE
21
2023**

NEETU V BANSAL
BUSINESS COACH AND MENTOR
SPLCIALIZING IN SALLS, MARKLTING & FIR

Startup Pitch Fest 2023

KL Technology Incubators Foundation has conducted one day Startup Pitch Fest 2023 for all the startups funded through the following schemes including TIDE 2.0 EiR/Grant, HDFC Startup Parivarthan and MeitY 's Scale-UP Grant. As a part of releasing the subsequent Tranche amount to all the TIDE 2.0 Cohort 2, a Startup Pitch Fest was organized by KL Technology Incubators Foundation on 30th June 2023.

Around 14 startups have participated in the pitch fest. The registration link is

Registration Link: <https://lnkd.in/g-xCaN4B>

Date of the event: 30th June 2023

Venue: Conference Room, L503, 5th Floor, L Block, KL (Deemed to be) University, Green Fields, Vaddeswaram, Guntur, Andhra Pradesh, PIN 522302.



Supported by



Date:
30th June 2023

Time:
10:00 AM - 05:00 PM

Venue:
**V- Floor, L - Block,
KL University**

STARTUP PITCH FEST 23

EPISODE 01

Opportunities
Expert Meet
Incubation
Funding
Networking
Mentoring
Collaborations



REGISTER NOW



Contact Details:
Dr.Sunny Agarwal
Operations Manager
sunnyagarwal@kluniversity.in
+91-8797578039

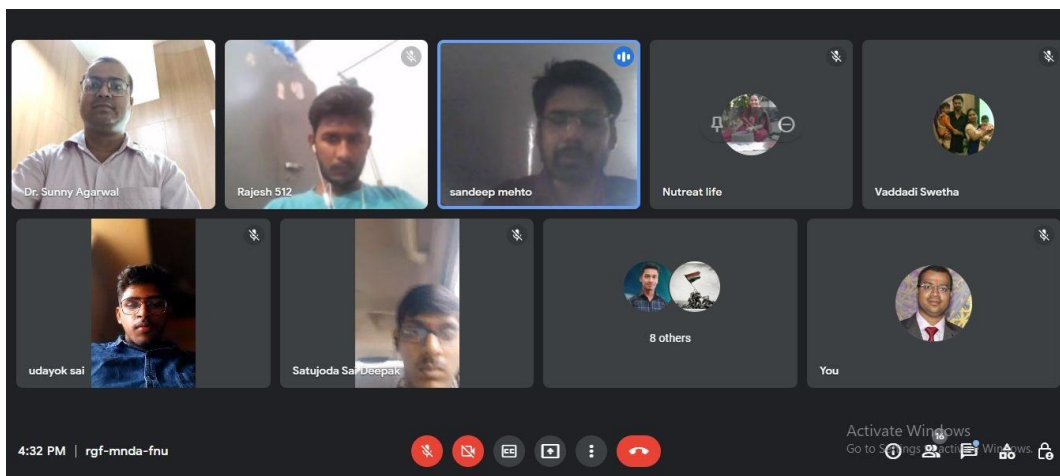


www.kltif.kluniversity.in



Master Class Session on “Unit Economics” organized by KLTIF

KL Technology Incubators Foundation, a DST supported Technology Business Incubator (TBI) and MeitY supported TIDE 2.0 center has conducted a Master Class session on Unit Economics as a part of Startup School Pre Incubation program on 1st July 2022 through online mode. The session has elaborated a detailed discussion on “Unit Economics” where the entrepreneurs would be exposed on Customer Acquisition Cost, Lifetime Value and more. This method of analysis enables them to make projections around how fast they can grow their business, and how profitable it is likely to be. (Online)



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

Two Day Design Thinking Workshop by ACIC KL Startups Foundation

ACIC KL Startups Foundation has organized a two day “Design Thinking Workshop” on 2nd & 4th July 2022 at KL University campus. The participants enjoyed highly interactive sessions and had hands-on experience on various topics Opportunity Identification, Empowering with User, Define the Problem, concept development, concept selection and modeling/prototyping.



Participation & Representation of KLEF Incubation Center team @ Digital India Week Celebrations held at Ahmadabad

Ministry of Electronics & information Technology (MeitY), government of India has conducted award ceremony function for all the grantees and finalists under various startup funding schemes on 4th & 5th July 2022 at Ahmadabad as part of Digital India Week celebrations. Honorable Prime Minister Sri Narendra Modi has inaugurated the function and deliberated a thought poking session on startup Ecosystem in India. More than 5000 participants across India have participated in the event. The second day has a program on award ceremony function to all the grantees and winners from various startup funding schemes like Scale-up grant, NGIS by STPI and other schemes under MeitY. Dr. K Raja Sekhar, Additional director, CIIE, Smt. Veena Hanamsagar CEO, TBI and Mr. Lokesh Vanka founder of Milatronics Private Limited who is a winner of MeitY Scale-up Grant with 38.5 Lakhs have participated and represented our incubation center during this two-day event.



Two Day Outreach Program on “Art of Sculpting – New Innovating Path Ways” by ACIC KL Startups Foundation @ Machilipatnam

ACIC KL Startups Foundation has conducted a two day outreach program on 5th & 6th July and had a Wonderful Interaction at Machilipatnam with the sculptors and all the guests with Lots of understanding, experience and insights by experts from various places. Mr. Mutthu and his Team of sculptors explained the process of sculpting which is an elusive Journey which requires an enormous amount of patience and perseverance. It was wonderful to have participation by Deputy Mayor of the Machilipatnam City Mrs. M. Venkateswaramma and YSRCP Leader Mr. Perni Krishnamoorthi who appreciated the sessions. It was one of a kind moment for all to meet such people especially Dr. D. V. Narayan Rao, who enthralled with his words "The power of creativity and optimism is what your mind need". Dr. VSV Prabhakar, Director CII, KL provided us with a wonderful opportunity to interact, understand and gather insights to promote and uplift the communities working in Sculpting Art. Mr. Alok govil, CEO of ACIC has discussed with the entire audience about the importance of such art form and the respective problems, needs and challenges.





An Outreach Program & Workshop on “Think, Make, Break, Repeat” by ACIC KL Startups Foundation at KBN Degree College

ACIC KL Startups Foundation has conducted an outreach event and a Four day workshop on “Think, Make, Break, Repeat” at KBN Degree College from 6th July to 9th July 2022. All the sessions of “Think, Make, Break, Repeat” workshop are enthusiastic and innovative. These sessions helped the participants to develop a mindset for being more creative, interactive & collaborative. Most of these sessions are hands on to understand the concept of user center design process. Physical models are developed using the concept SCAMPE.





Outreach Program on “Textile Weaving Process – Handloom” by ACIC KL Startups Foundation @ Kaikaluru

ACIC KL Startups Foundation has organized a one day outreach program on “Textile Weaving Process – Handloom” on 7th July 2022 at Salipeta, Kaikaluru which is 100 KMs from Vijayawada. The session was a wonderful experience to interact with Handloom weaving community. Session has discussed on the number of opportunities that can be self-created with the help of ACIC-KL Startups Foundation. This Outreach could help in not only to encourage, and implant confidence but also boost up the grass root innovation within them. Dr. Komaragiri Raghava Rao, Professor in CSE and Head-KLIP Facilitation Centre discussed on few MSME schemes to promote and uplift the communities working in Weaving Handloom. Community head Mr. Poolana Bhavanarayana Shared his painful Experiences faced in supporting this community. Mr. ALok Govil CEO, ACIC KL Startups Foundation has detailed with the entire audience about the importance of such traditional art of weaving and the respective problems, needs and challenges.





One Day Seminar on “IP Commercialization and Technology Transfer”

CIIE in collaboration with KL Technology Incubators Foundation has conducted one day Seminar on “IP Commercialization and Technology Transfer” on 8th July 2023 delivered by Dr. BK Sahu, NRDC, Vishakapatnam and have successfully wrapped up the National Innovation Talk on IP commercialization & technology transfer. It was an incredible platform to discuss the crucial role of IP in driving innovation and fostering technology transfer. We are grateful to Speaker Dr Bijay Kumar Sahu, PhD and participants who made this event a huge success. Together, let's continue to unlock the potential of intellectual property for transformative advancements!

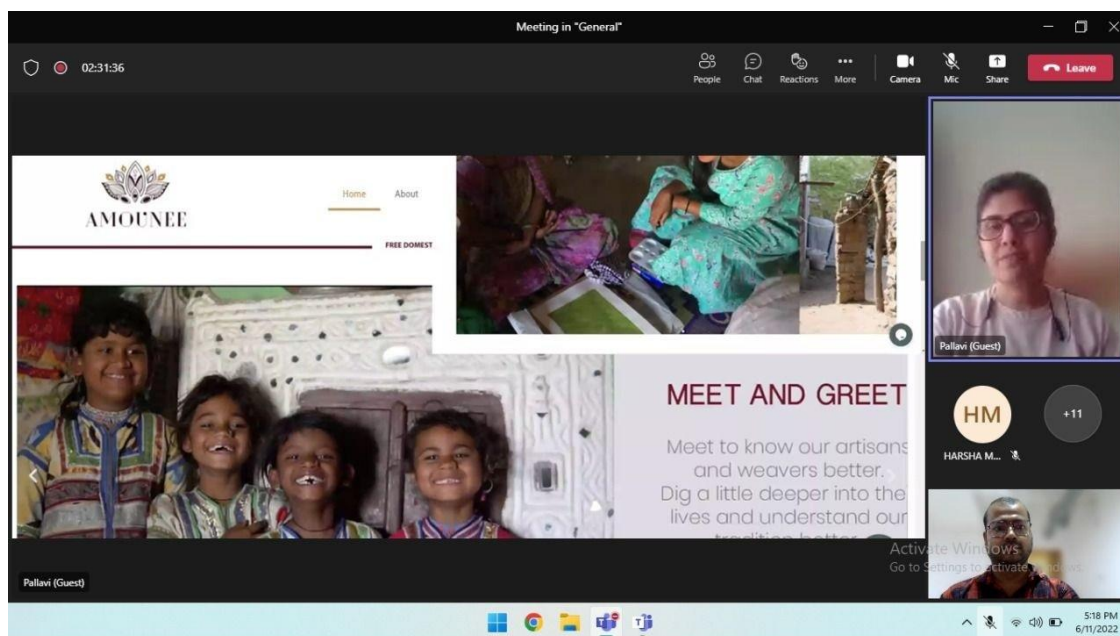




Sl.No	Name
1	CHATAKONDU TEJKUMAR
2	PILLUTLA TEJASWI
3	DHAKUPATI TARAKA RAMA
4	KUKKALA TEJA SUMANTH
5	M HEMANTH REDDY
6	P Sai Ram Prasad
7	VENKATA SAI RAGHAVA BODDUPALLI
8	Abhiram
9	P.Surya Abhishek
10	lakshman sai ram dulla
11	Shaik Mohammad Anjum
12	Vallurupalli Sai Prudhvi
13	ALEKHYA NARAHARISETTI
14	Mahesh Raavi
15	V.Nishanth
16	A. V. V. KRISHNA VAMSI
17	D. A. S. S. KEERTHANA

Master Class on “Business Model Canvas” by KLTIF

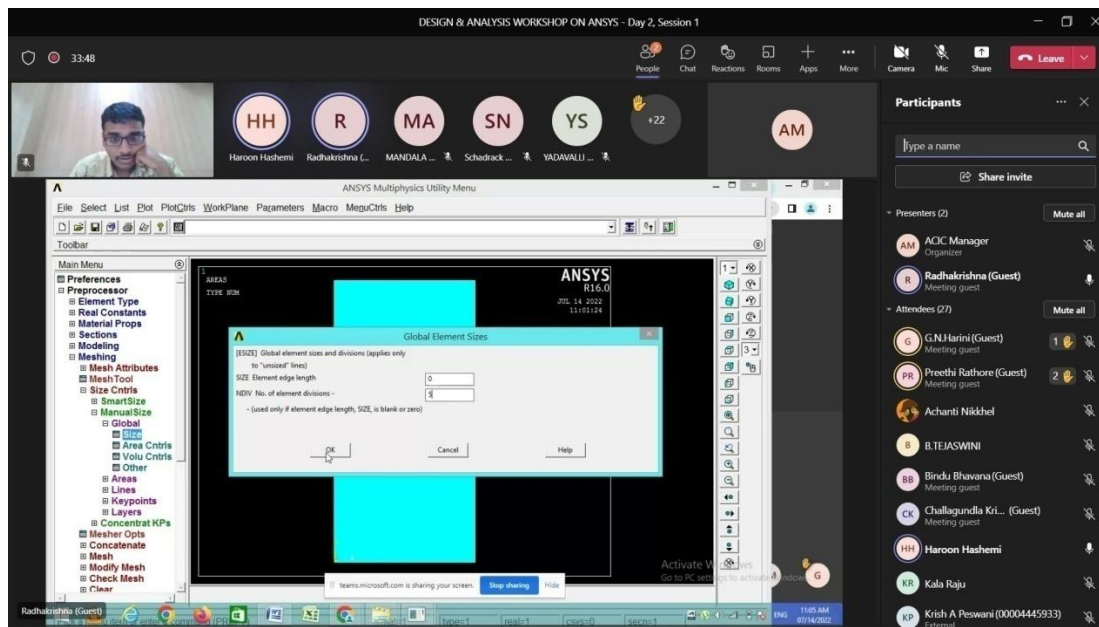
KL Technology Incubators Foundation, a DST supported Technology Business Incubator (TBI) and MeitY supported TIDE 2.0 center has conducted a Master Class session on 11th July 2022 on the topic “Business Model Canvas” delivered by Dr. Pallavi Tak, Vice President of CIIE Incubation Programs at CIIE EDC, Ahmadabad. She spoke a detailed discussion on how A Business Model describes and “how the company creates, delivers and captures value” and also about nine blocks of Business Model Canvas that help the early-stage startups to build a strong business plan and get into execution mode. (Online)

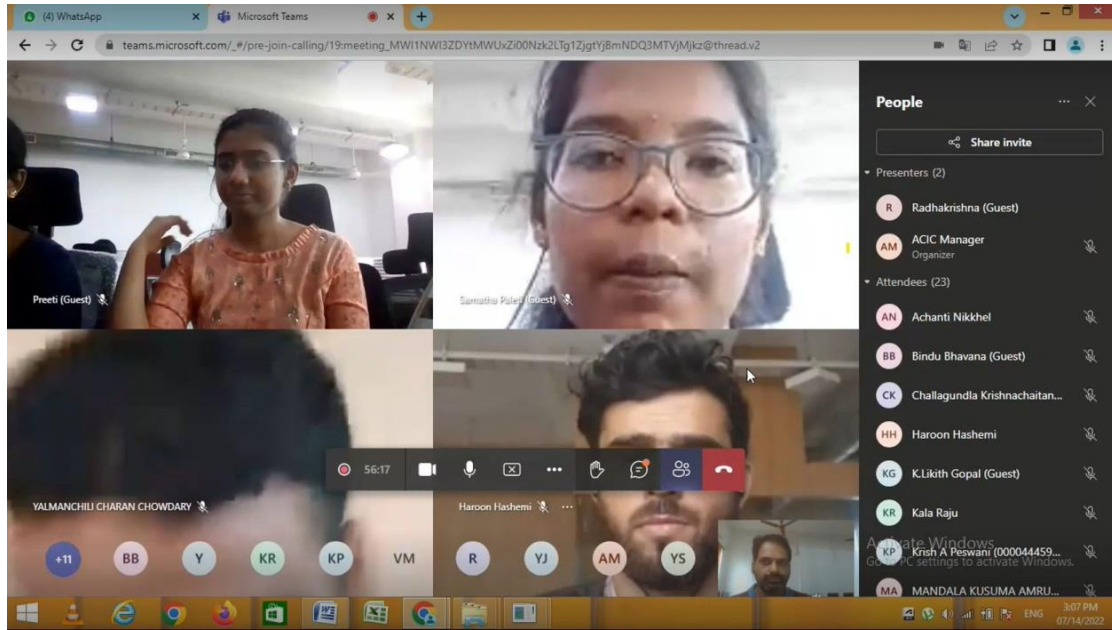


S.No	NAMES
1	Mr. Govil Alok
2	Mr. Babu Hari Krishna Lanka
3	Mr. Sai Kiran
4	Mrs. Lavanya
5	Mrs. Swapna
6	Mrs. G Ramulamma
7	Mrs. Krishna
8	Mrs. Sridevi
9	Mrs. Nagalakshmi
10	Mrs. Anitha
11	Mrs. Revathi

Two Day "Design and Analysis Workshop on ANSYS" by ACIC KL Startups Foundation

ACIC KL Startups Foundation has organized 3 Day Workshop on "Design & Analysis on ANSYS" Live sessions from 12/07/2022 to 14/07/2022 with a motive to maximize the productivity of innovative and groundbreaking product development through the state of virtual art simulations. Mr. Radhakrishna laishetty shared his valuable knowledge and provided with a wonderful opportunity to interact, understand the considerations that are important in the planning of a useful and appropriate analysis model. The workshop helps in attaining knowledge of getting started using various tools and latest Technology in finding solutions by developing & analyzing products in virtual space using ANSYS. (Online)

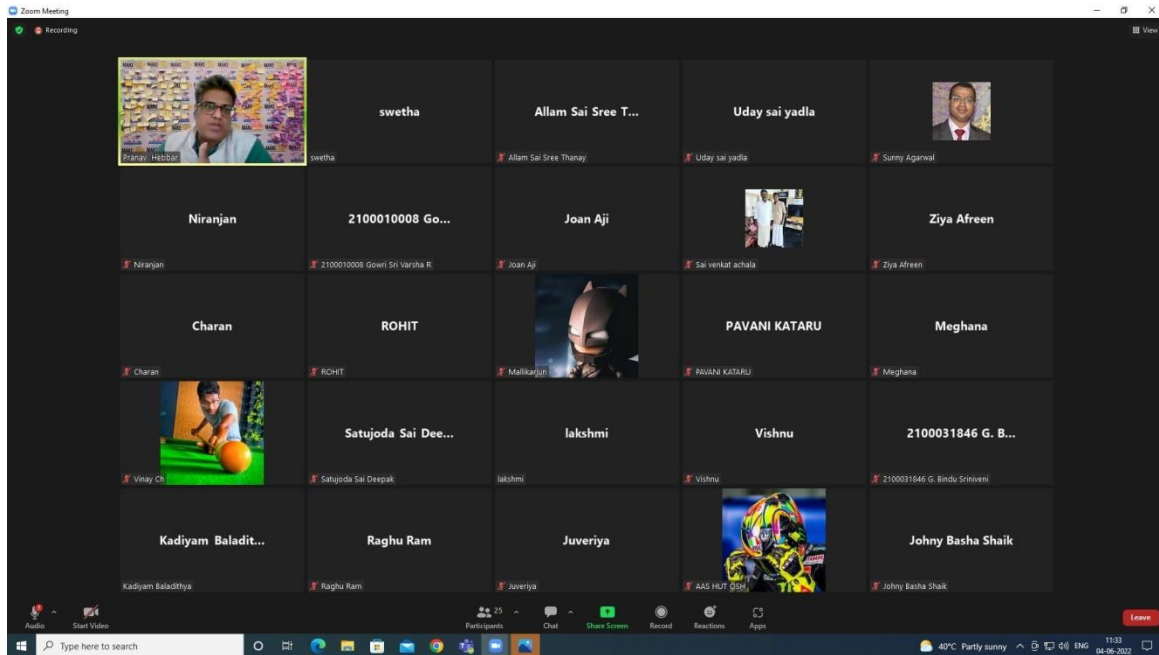




S.NO	Display Name
1	DODDA MOHAN REDDY
2	NIMMAKAYALA VINOD KUMAR
3	PADARTHI BHASKAR PAVAN
4	EDARA SRI LAKSHMI KOUSMITHA
5	THUNUGUNTLA SRI VASAVI PRIYANKA
6	LINGAMALLU V V L INDRAJA
7	GADAM AVINASH
8	BHAGYASREE NIMMAGADDA
9	BANDLAMOORI CHAKRADHAR
10	VALLURI SRAVANI
11	YADAVALLI SRIVINYA
12	VANAM TEJA HARSHINI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

Master Class on “Social Entrepreneurship” by KLTIF

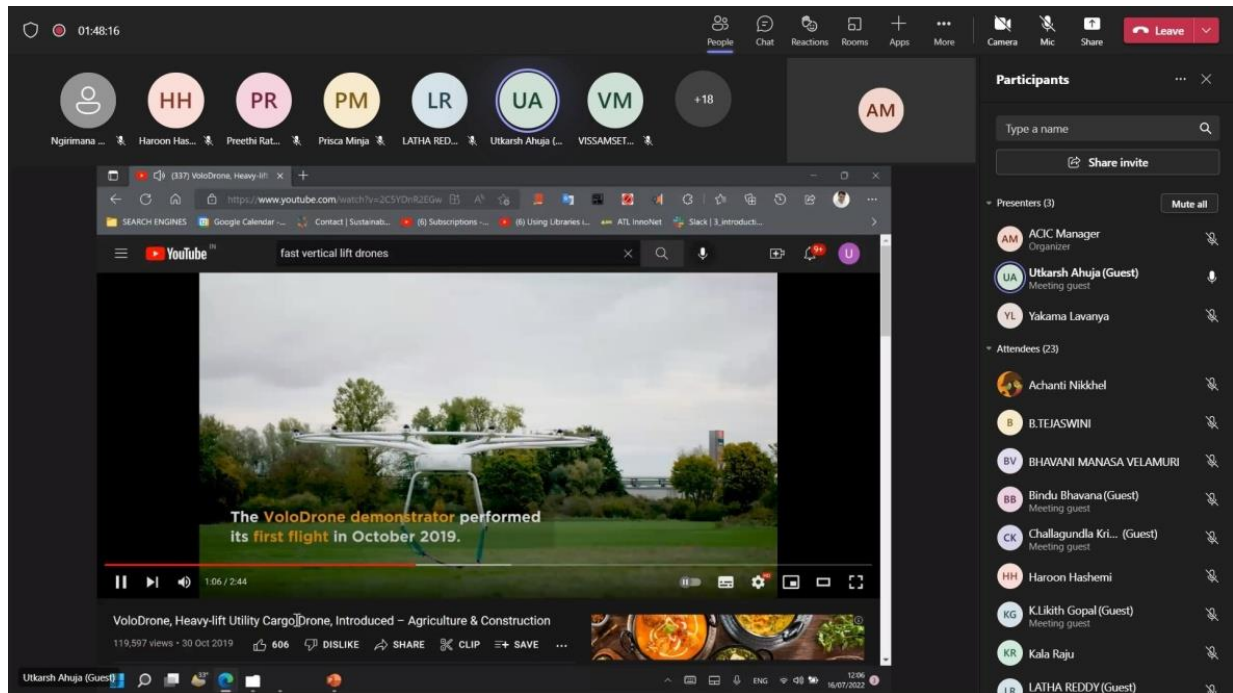
KL Technology Incubators Foundation, a DST supported Technology Business Incubator (TBI) and MeitY supported TIDE 2.0 center has conducted a Master Class session on 16th July 2022 on the topic “Social Entrepreneurship” delivered by Mr. Pranav Hebbar as a part of Startup School Pre Incubation program through online mode. The speaker has spoken about the process of recognizing and resourcefully pursuing opportunities to create social value. The program was really helpful for entrepreneurs to build a sustainable enterprise.



S.NO	Display Name
1	DODDA MOHAN REDDY
2	NIMMAKAYALA VINOD KUMAR
3	PADARTHI BHASKAR PAVAN
4	EDARA SRI LAKSHMI KOUSMITHA
5	THUNUGUNTALA 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

Master Class on “Drone Technology” by ACIC KL Startups Foundation

ACIC-KL Startups Foundation has organized a Master class on "Drone Technology" by guest speaker Mr. Utkarsh Ahuja who is an autonomous Systems Engineer, Mentor of Change at Atal Innovation Mission (AIM) and an official member of IIRS - ISRO | BAE SYSTEMS Communications Lead. The motive of the session is to build our capabilities in emerging technologies and sectors. It is one of the interesting and a healthy interactive session.



MASTERCLASS

DRONE TECHNOLOGY

- Introduction to Drones
- All Regulations Part (DGCA)
- Drone & it's Variants
- Design, Aerodynamics & Avionics
- Factors & Safety
- Opportunities

REGISTER

DATE : 16 July 2022





Mr. Utkarsh Ahuja
Founder
The Drone Contriver

www.acickl.in

[f](#) [t](#) [i](#) [y](#) [i](#)

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	BANDLAMOOORI 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
20	BURUGUPALLI DURGA PRAVEEN

Master Class on “Startup Ecosystem in India & Market Analysis” by ACIC KL Startups Foundation

ACIC KL Startups foundation has successfully organized Master class session on "Startup Ecosystem in India and Market Analysis" on 18th July 2022 at ACIC Innovation center of KL University campus. The Master class was designed as an Interactive and Educative Session where all the Participants and Startups Initially understood the Fundamentals of Startup Ecosystem and worked on various hands on activities as directed by the speaker Mr. Ramakanth Vallabhaneni, an expert in startup & Valuation Expert. Different insights on the current scenarios of startup ecosystem and also visions about the future trajectory of the ecosystem were shared.



Two Day Digital Literacy Program to empower the Women Communities from Self Help Groups in association with MEPMA, Andhra Pradesh by ACIC KL Startups Foundation

ACIC-KL Startups Foundation has organized a 2 Day Digital literacy Program to empower the women communities from Self Help Groups, and MEPMA AP towards latest Digital platforms on 29th & 30th July 2022 at Sun Flower hall, KL University. Digital Financial Literacy is most important aspect to be aware of fraud dealing due to lack of awareness these days as most of the financial transactions are happening in digital mode. The capacity building program could be a best source of platform to get awareness and knowledge towards digital literacy of various aspects especially for rural women. Around 35 members of DWACRA group have participated in this program.





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
20	BURUGUPALLI DURGA PRAVEEN KUMAR
21	KAMMA HARSHA
22	VENKATA KIRAN KOUNDINYA KODURU

National Level Startup Fest “Startup Carnival” and visit by Mr. Ramanan Ramanathan, Former Director, Atal Innovation Mission

CIIE in association with KL Technology Incubators Foundation (KLTIIF) jointly organized a Two day National Level Startup Fest “**Startup Carnival**” on 29th & 30th July 2022 in KL University campus. The event was organized as a part of Mentor Mentee scheme supported by Ministry of Education under Institutions Innovation Council (MIC) jointly organized by KLEF University & KL Technology Incubators Foundation (KLTIIF) supported by Department of Science & Technology (DST) & MeitY. **Mr. Ramanan Ramanathan**, first Mission director of Atal Innovation Mission (AIM) is the chief guest for this two day event. 20 Startup have put their stalls with prototypes, products, innovations, businesses and other important displays. More than 4000 students, faculty and alumni have visited the stalls on these two day program. Five Mentee institutes have participated in this two day training program and expo where more than 150 students from these institutes have participated. Seven External resource persons have delivered sessions on various themes including investment, startup ecosystem, Government funding from STPI. Participants form AP, Telengana, Tamilnadu and Karnataka have come and participated in the event.







Startup Carnival

**To Create & Nurture Entrepreneurial
Ecosystem in Semi-urban and Rural India**

29th July 2022 KI Technology Incubators Foundation,
KI University Vaddeswaram.



29th
July | 2022

Ramanan Ramanathan

Former (First) Mission Director Atal Innovation Mission
NITI Aayog

Supported by



विज्ञान एवं प्रौद्योगिकी विभाग
DEPARTMENT OF
SCIENCE & TECHNOLOGY

Ecosystem partners



Capacity Building Program on “Go Eco Series – Episode 1: Eco Bags” by ACIC KL Startups Foundation

ACIC KL Startups Foundation has conducted a three-day workshop on Go Eco Series with “**Episode 1: Eco Bags**” from 23rd to 25th August 2022 at Women Technology Park & day 1 is conducted with a orientation session by various speakers including Dr. K Jagannadaha Rao, Pro – Chancellor, Mr. Alok Govil CEO, ACIC, Dr. K Rama Krishna, Principal and other dignitaries. These sessions are deliberated with detail discussion on theory part and shown different models of Jute Bags with stitching aspects.

On day-2 Eco bags Product development with a productive session where the participants actively participated and learnt about the jute bag production. It is a great session where can see the young thinkers with active participation with the local artisans as a team and enhanced their knowledge.



