

QUATERLY REPORT 15th JAN 2020 – 31st MARCH 2020

Start-Up Incubator cum Centre of Excellence (Faridabad)

Pt. Jawaharlal Nehru College, Sector-16A, Faridabad - 121002 Website: https://highereduhry.com/incubator Email: shilpa@saccindia.org Tel: 8447446358 *Powered By*



Department of Higher Education Haryana



Startup Accelerator Chamber Of Commerce

TABLE OF CONTENTS

a) STARTUPS AT STARTUP INCUBATOR

| • | Repariko | 3 |
|---|------------------------------|---|
| | Shining Sparkles | |
| | Small Budget Fashion | |
| | Sanduja Magzines & Newspaper | |

b) OUTREACH AND AWARENESS

| • | About Awareness workshops | 8 |
|---|----------------------------------|---|
| | Awareness Workshops details | |
| | Outcome of the awareness session | |

c) MY STORY SESSION

| • | My Story Session | . 16 |
|---|--------------------------------------|------|
| | Ms. Anshu Sinha(Speaker Profile) | |
| • | Ms. Kanchan Lakhani(Speaker Profile) | .20 |

d)MENTORING CLINIC

| • | 3rd Mentoring Clinic | 21 |
|---|-------------------------------------|----|
| • | 4 th Mentoring Clinic | 23 |
| • | Mr.Lakshay Taneja (Speaker Profile) | 25 |
| | Mr. Dinesh Sharma (Speaker Profile) | |

e) FACULTY DEVELOPMENT PROGRAM

| Pt.Jawaharlal Nehru College Government College for Women | 27 30 |
|---|----------|
| f) BOOTCAMPS | 31 |
| g) WOMEN ENTREPRENEUR WEEK | 32 |
| h) OUTREACH SESSION | 35 |
| i) CLASSROOM TRAINING | |
| j) OTHER EVENTS AND UPDATES Visit from CMGGA Department | 41 |
| Student Feedback | 42 |

STARTUPS AT STARTUP INCUBATOR

• <u>RepairiKo-We are here to Repair</u>



Founder and Owner: Mr. Rishabh Tiwari, a student of B.Com at PT. J.L.N Government College, Faridabad

Co-founder: Mr. Himanshu Bhardwaj, a network marketer.

Description: Mr. Rishabh Tiwari came to know about the Startup Incubator cum Centre of Excellence through a casual visit as he was observing the center from the time of its construction and enquired about the working of same from its Centre Head, Ms. Shilpa Saluja. He was amazed with the amount of benefits this Incubator could have provided him.

Mr. Rishabh Tiwari with a brilliant business mind was planning on an idea which is actually a problem of every common man to wait for longer periods to get their bikes serviced/repaired or even in regular bike services.

After getting guided by the team of Startup Incubator, the first thing he did was - market survey of the same and to analyze its demand. After realizing the potential of the idea he took incubation with Startup Incubator and started working under the able guidance of Startup Incubator team - soon he started realizing the requirements of the market and decided to start a platform to people to provide easy and affordable servicing/repair of bikes through an online appointment booking website platform so that it can save time of people which they usually waste at the Bike service stations and roadside service shops. Today, his startup is generating revenue and stands registered by the name of "**Repairiko-We are here to Repair**" based at Startup Incubator cum Centre of Excellence, Sector-16 A, Faridabad.

Repairiko is right now connecting with different bike service stations and engaging people in faridabad to get their bikes serviced at affordable price. Also, he is providing a free pick and drop facility to make it more comfortable for end users staying at home.





Shining Sparkles

Founders: - Ms. Shahnaaz & Ms. Sushama, students of Pt. Jawaharlal Nehru College, Faridabad.

Description: While doing one of our startup sensitization session at Pt. Jawaharlal Nehru College, we came across these two students who were randomly discussing about their interest in art & crafts but not with the regular purchased items - to be created out of the waste items. This is when we decided to not to let go of this great idea and conducted an one two one mentoring session with these students and briefed them on how can they can start their own startup/company.

Underlined their hearts there was a same dream of having their own gallery of handicrafts, with this aligned purpose and dream in their eyes they visited Startup Incubator cum Centre of Excellence, which welcomed them with open heart and mind and instantly started providing the maximum they could , like - space, guidance, support and mentoring which transformed these two simple young girls to be entrepreneurs dealing in handmade items.

With their motto of "Best out of Waste" these young girls started their market research about the latest demand and supply of handmade gifts/ items and started preparing the same, simultaneously working on how they can collect their raw material without spending much and be able to create these unique handicraft items out of waste. Now that they have done their prototype and have also created some inventory of good ready to be sold, they will soon hold a sale exhibition of the same.



• Small Budget Fashion

Founders: - Ms. Priyanka, Ms. Sweta & Ms.Pooja, all students of Government College for Women, Faridabad

Description: This team of three young, dynamic and passionate girls got to know about the Startup Incubator cum Centre of Excellence through the awareness session conducted in the Government College for Women, Faridabad

Amazed with the benefits that the center could give to the students with startup ideas and to all the students who have will to do something of their own. They visited the Startup Incubator and inquired about the complete process of incubation and also inquired about the process of availing the startup benefits, after getting to know about the entire knowhow, they instantly decided to get themselves registered with the startup incubator as a startup under the name and style of **Small Budget Fashion**.

The mission of this Startup "Small Budget Fashion" is to create best outfits at affordable prices created from the leftover or waste cloth pieces (left in the boutiques and stores). To give new dimension to their talent, team incubator encouraged these students to start working on their business plans, financials, customer acquisition and vendor finalization amongst other traits of a business. Presently, they are working on their financials and vendors for raw material to supply in large volumes.



• Sanduja Magzines & Newspaper

Founders: - Mr. Vishal & Ms. Lishu, students of Pt. Jawaharlal Nehru College, Faridabad

Description: With a believe that every student should have access to daily newspapers and magazines (print media), this team thought of building up a startup to give quick access to newspaper, daily magazines & books etc to the college students.

While they were thinking on how they could work on their idea to make it a viable business, they came to knew about the Startup Incubator cum center of excellence during one the awareness sessions being held at their college and thereby decided to meet the team in the incubation centre itself. After discussing the viability of their business idea and by understanding how can the Startup Incubatior help them, they decided to register their idea and the name was instantly coined as "Sanduja Magazines & Newspaper."

Now with the aim all set in the minds and the eyes of the founders - to provide quick access to print media this team took the next step of procurement of their basic business material i.e newspapers and magazines. Secondly after procurement the plan to earn revenue by giving these on rentals or maybe even sale on affordable rates.

The initial lot they procured was student's books, fiction, non-fictional, motivational and leadership. Presently, they are working on preparing their database of books procured for further rental and sales plus working on client acquisition thought marketing of their startup via social media and digital marketing.

7

OUTREACH AND AWARENESS

• Awareness Workshops:

During the working of second quarter at Startup Incubator cum Centre of Excellence our Centre head Ms. Shilpa Saluja, made tremendous efforts to educated the students of all the four colleges mapped with the Startup Incubator, Sector16 Faridabad on benefits of Startup incubator, entrepreneurship as a carrier choice and also educated them on how can this Startup Incubator cum Center of Excellence can help them in the their journey of Startups/Entrepreneurship.

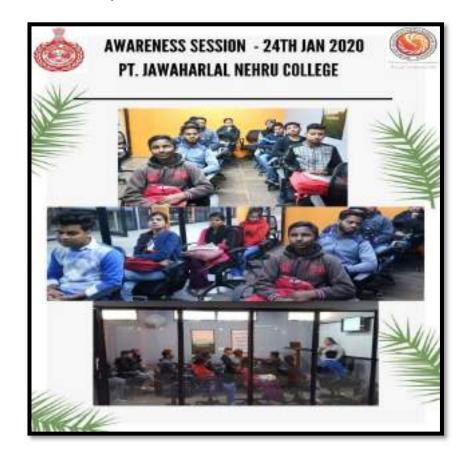
In this work period of 15th Jan 2020 to 31st March 2020, a total of 3 workshops per month on average i.e. Ten awareness workshops were conducted, Dates of the workshops and snapshot of the same are given below:

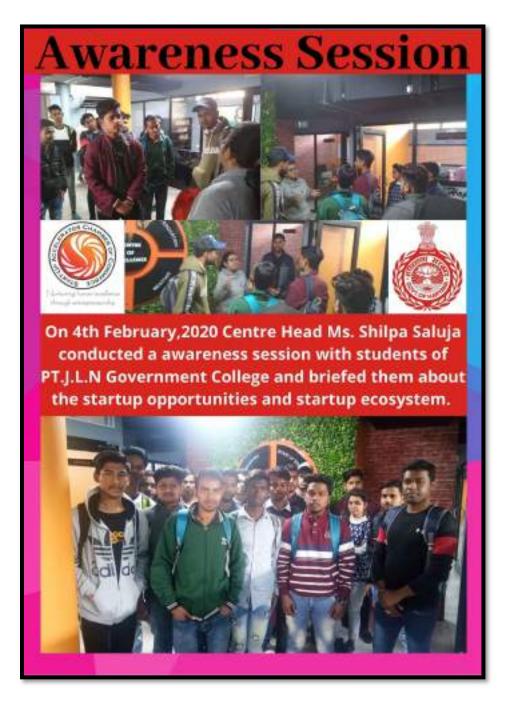
| Workshop Serial No | Date Workshop Conducted on |
|--------------------------|--------------------------------|
| Awareness Workshop No 1 | 17 th January 2020 |
| Awareness Workshop No 2 | 24 th January 2020 |
| Awareness Workshop No 3 | 4 th February 2020 |
| Awareness Workshop No 4 | 5 th February 2020 |
| Awareness Workshop No 5 | 11 th February 2020 |
| Awareness Workshop No 6 | 13 th February 2020 |
| Awareness Workshop No 7 | 14 th February 2020 |
| Awareness Workshop No 8 | 26 th February 2020 |
| Awareness Workshop No 9 | 27 th February 2020 |
| Awareness Workshop No 10 | 13 th March 2020 |

• Awareness workshop No.1:



• Awareness workshop No.2:

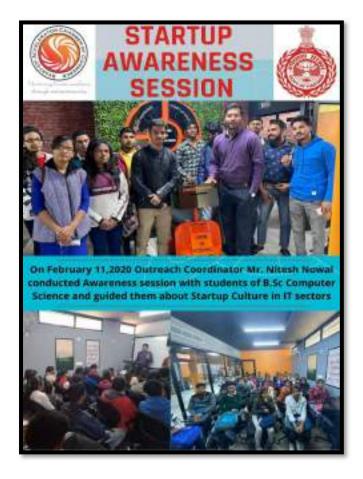




• Awareness workshop No.4:



• Awareness workshop No.5:



• Awareness workshop No.6:



• Awareness workshop No 7.



Jawahlal Nehru college attended an awareness session startup ecosystem and were motivated to start thinking about the ideas. They were also briefed to attend the sessions on a regular basis

• Awareness workshop No 8.



• Awareness workshop No 9





Outcome of the awareness workshops :

- 1. We incubated 4 startups in the Centre of Excellence
- 2. The Awareness workshops familiarized the students with the Startup incubator and how it is going to benefit them in the long run.
- 3. We covered all the four listed colleges of Faridabad which helped us creating more awareness resulting in more idea generations.
- 4. With the help of these workshops the students are now proactively requesting for more sessions which will help them in shaping up their ideas.
- With the increase in awareness about the Startup Incubator cum Centre of Excellence, we also had many alumni visits resulting in queries related to their businesses and new startup ideas.
- Students are now showing more interest in visiting the Startup Incubator on a regular basis to discuss and take their idea forward.
- 7. Facilities of Startup Incubator are now more frequently used by the students for doing their team meetings on their Startups ideas.
- Team Startup incubator has identified and has started helping the student on the following:
 - a) Startup Incubator as a co-working place absolutely free of cost.
 - b) Frequent one on one mentoring whenever required by the students
 - c) Startup Incubator and its networks as a platform to connect with local resources.
 - d) Startup Incubator team as a guiding hand on various aspects like idea Selection, Idea Validation, how to prepare a business plan, how to prepare a pitch deck and also things like how to maintain financial books, HR, Sales and ultimately market launch with required legal compliances.

MY STORY SESSIONS

About My Story sessions:

My Story Sessions are a series of sessions which are conducted to enlighten students on the obstacles and advantages of being an entrepreneur. In these series a successful entrepreneur from the region is invited to share his/her entrepreneurial journey, which gives a fair view to the students on what is entrepreneurship and motivates them to choose entrepreneurship as a career. These sessions are conducted on a monthly basis with a noted/renowned entrepreneur at the Startup Incubator cum Centre of Excellence.

My Story Sessions for the month of march:

On 3rd March 2020 Start-up Incubator cum Centre of Excellence, organized my story session in Pt. Jawaharlal Nehru College, Faridabad where Ms. Anshu Sinha, Founder of Momsz took the session & shared her insight on being an entrepreneur.

During the session, She narrated her passionate story with the startups/students on the reason why she chooses to enter into food business, she shared how her friends & relatives were struggling for less spicy and home cooked food to satisfy their basic need of food, that to just because either they didn't had time to cook or because of scarcity of good cooks. Which eventually directly or indirectly ends up ordering food from outside/commercial food joints. So, she founded **MOMSZ** a web platform to order healthy food.

She shared a very basic tip of finding ideas, she told students that it is not always about creating something big or solve some big problems of the world but we need to look at the problems which we face/see in our daily routines and then to find a solution for them which ultimately results in building a business.

She also told the students to believe in what they want to do as without their believe in their own abilities no one else would ever have faith in them. She also shared the important of customer feedback in the development of the business.



2nd My Story Session for the month of March:

On 5th March 2020, Startup incubator cum Centre of Excellence organized another My Story Session and the guest speaker was International Para Athlete, Ms. Kanchan Lakhani.

During this session, Ms. Lakhani shared her journey on how she met with an accident and how she managed to combat the depression and got out of the post-accident phase of good long 5yrs. She shared her journey of how she had locked herself thinking that her life was over to how she overcame that depression and started working towards making her life better. She never thought that her disability was a weakness but rather she worked so hard that she turned her weakness into a boon and won numerous medals. She also shared her dream of winning a gold medal in the upcoming Olympic Games. She motivated the students to have a routine in life and always to push hard. She told them to fights the odds and difficulties in order to become successful in life. She also told the students to accept the way you are and then think of taking the next step forward. She guided the students that you should never give up in any situation because giving up is the biggest failure of one's life. Rather than giving up you should always fight back until you turn the situation in your favor. She also told the students to stay fit not only physically but also mentally. She told the students that If we really want to do something, no one can stop us.



Mentor's Profile

Ms. Anshu Sinha Founder of Momsz



Ms. Anshu Sinha hails from Faridabad, Haryana and has done her graduation in Bachelors of Technology. She is an experienced business professional with a demonstrated history of working in the research industry. With skills in oracle database, HTML & Business relationship management, She is currently running her own startup named as Momsz.

MOMSZ creates an ecosystem for our lovely housewives who are sitting in their homes and are unable to earn as they can't move outside for their earnings because of any ABC reason. So, we are giving them opportunities to have their wings on and earn by selling their food items on thier website

She is a firm believer of "follow your passion" and is very energetic when it comes to do something new in life. She also believes that your background doesn't matter when you want to step into the business world, the only thing matters is your believe in you which matters and if you believe it then only you can make everyone else believe.

Ms. Kanchan Lakhani (International Para-Athelete)



Ms. Kanchan Lakhani is an International Para-Athlete and has represented India multiple times in Para Olympic, she is a self-motivated, confident and pure soul who is now an inspiration of for thousands of youth/sports persons. Her achievements are listless and markable. Just to name a few she won three gold medals in 17th National Para Athletics Championship held in Jaipur in the year 2017.

Achievements:

- Got third place in China open para athletics championship in 2019.
- Participated in Handisports games world para grand Prix held in Paris France in 2018.
- Won three gold medals in 18th National Para Athletics Championship held in Panchkula in 2018.
- Won three gold medals in 17th National Para Athletics Championship held in Jaipur in 2017.

Awards and Appreciation:

- Awarded by transports minister on Independence Day in 2018
- Awarded with District Sports award on Independence Day by Haryana Loksabha speaker in 2017.
- Selected by the Haryana Education Department as their role Model for Mann Ki Baat, Beti Baccho-Beti Padhao campaign.
- Awarded with Mother Teresa Gourav award for my social work and activities.

MENTORING CLINIC

Mentoring Clinic is an extensive and a detailed session between an industry expert and startups to help them solve their growth challenges. In these sessions the industry expert provides them with valuable insights on how to do business and scale it.

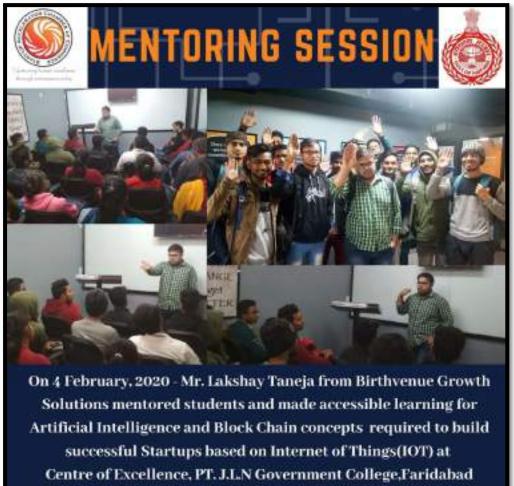
These sessions are conducted every month in order to give continued insights and updates on the latest development in the industry & how can they make their startups industry/ market ready.

2nd Mentoring Session:

Startup Incubator cum Centre of Excellence, Faridabad organized its 2nd mentoring session on 4th February 2020 at Startup Incubator cum center of excellence in Pt. Jawaharlal Nehru College, Faridabad.

The speaker of this Mentoring session was Mr. Lakshay Taneja - Co-founder and head of Operations at Birthvenue Growth Solutions, a Block chain & Artificial Intelligence solution provider company.

He informed/trained the students on as to why Artificial Intelligence & Blockchain is the future and is one of the fastest growing domains of the world and why new businesses and startups are collaborating with AI and Blockchain experts to capture the new market of AI and blockchain technology.





3rd Mentoring Session:

Startup Incubator cum Centre of Excellence, Faridabad organized another mentoring session on 19th February 2020 in Pt. Jawaharlal Nehru College.

The guest speaker of this session was Mr. Dinesh Sharma - Program Head of One Tick Technologies. During the session Mr. Sharma shared his journey starting from being an employee to an entrepreneur, he shared his journey from being a manager of railway projects and then how his small investment lead to establish his own company.

He told the students that one should walk first rather than to run and fall, as a startup the first thing they need to understand is the market requirements, demand of their product/service and then they should start utilizing their resources to develop their product/service like their own skills, knowledge, network and funds to make their startup a successful venture.

He also discussed with the students about the start-up culture and how lucky they are to have the incubators, special governmental schemes and also the required support to make their ventures successful.

Furthermore, he told the students about the database management structure and how it is one of the most growing requirements in today's market. He shared his knowledge of various domains of database management.



On 19 February, 2020 - Mr. Dinesh Sharma(Product Head) from One Tick Technologies upgraded students of different streams with IT skills required to start Startups in IT Department at Centre of Excellence, PT. J.L.N Government College,Faridabad



Mentor'sProfile

Mr. Lakshay Taneja Birthvenue Growth Solutions Pvt. Ltd



Mr. Taneja belongs was born and brought up in Faridabad and did his post-graduation in Finance & Supply Chain Management from Faridabad.

Despite having a finance degree, he always had a passion to learn about the latest technology trends in the market and that is how he ended up being an indispensable part of the Block chain & Al industry.

His mission is to make BLOCKCHAIN, Artificial intelligence and IOT technologies accessible for every individual in India.

He is kind of a person who always remain fascinated with new technological developments in the industry and always strives hard to learn them and keep himself updated. He also likes to share his acquired knowledge with others and help them to learn these technologies.

Mr. Dinesh Sharma Program Head - One Tick Technologies



Mr. Dinesh Sharma is a Computer Science Engineer, Information Technology and Digital Marketing Expert, Philanthropist, Social Activist, Mentor, Trainer, Strategist, Analyst and an Entrepreneur.

With an amazing experience of more than a decade, he decided to contribute to India's Skill Development mission and started his own IT Firm named One Tick Technologies Pvt. Ltd. in 2014.

The Vision, Mission and Quality Policy of the One Tick Technologies is to provide IT expertise into product development, software and application development, backend user interface, IT servicing, IT related short-term courses and training, conflict management via IT, etc. His company has clients like Indian Army, Indian Railways, Haryana Police, Delhi University, etc.

He is a firm believer of a saying "When the intentions are right accompanied with right temperament and approach, it is pretty much obvious that a person will achieve positive results."

Faculty Development Program

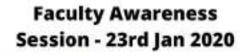
Startup Incubator cum Centre of Excellence organized its first weeklong FDP from 21st January 2020 to 24th January 2020 for the faculty of Pt. Jawaharlal Nehru College, Faridabad.

The main aim of this Faculty Development program was to spread awareness about the Startup Incubator cum center of Excellence, its facilities and support that is extended by this Startup Incubator.

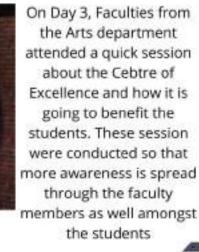
The Goal of this FDP was very well achieved, it was just like we call it train the trainer - the result was more student queries, more footfall and more interest towards being an entrepreneur than to look for jobs.













2nd Faculty Development Program

(Government College for Women, Faridabad)

Startup Incubator cum Centre of Excellence organized its 2nd FDP on 29th February 2020 for the faculty members of Government College for Women, Faridabad.

The main aim of this Faculty Development program was to spread awareness about the Startup Incubator cum center of Excellence, its facilities and support that is extended by this Startup Incubator.

The Goal of this FDP was very well achieved, it was just like we call it "train the trainer" - the result was more student queries, more footfall and more interest towards being an entrepreneur than to look for jobs.



BOOTCAMP

On 25th February 2020, Startup incubator cum Centre of Excellence organized a bootcamp, where 100+ girls from various streams attended the camp which lasted for morethan three hours. Apart from telling the benefits of Incubator and startups, this camp also had an audience catching special session (since it is a woman centric bootcamp - purposefully a special guest a renowned beautician of Faridabad Ms. Suneet invited to share beauty tips.)

The aim was to sensitize the girls about the Benefits of choosing startups as a career, world of entrepreneurship its endless opportunities, difference between jobs and entrepreneurship and lastly the various benefits Government of Haryana is providing to create startups.



Madam Suneet Special guest of the session also shared the scope of startups in grooming industry and how just by two weeks of training or a professional course they can start their career and become financially independent. During the camp Ms. Suneet also shared her journey from being a student of biotechnology to a full-time beautician in the grooming industry. She along with her team also demonstrated a live makeup session for the girls which they can do in their daily lives.

WOMEN ENTREPRENEUR WEEK

With the celebration of International Women's Day all around the corner in the month of March 2020, we at Startup Incubator thought to celebrate it by dedicating a complete week of Incubator to celebrate spirit of Women and Women Entrepreneurship.

Women Entrepreneur Week- to celebrate the lively spirit of women, entire week from 2nd March 2020 to 5th March 2020 was dedicated to Women entrepreneurs and girl students from Pt. Jawaharlal Nehru College & Government College for Women were given special attention. During this week we covered various topics like Confidence Building, Awareness on Startup Incubator, Personality Development, Mentoring sessions to name a few. The major aim of this exercise was to spread mass awareness amongst the girls that it is right time for them start turning their ideas into reality and how can they opt entrepreneurship as a full-time career.

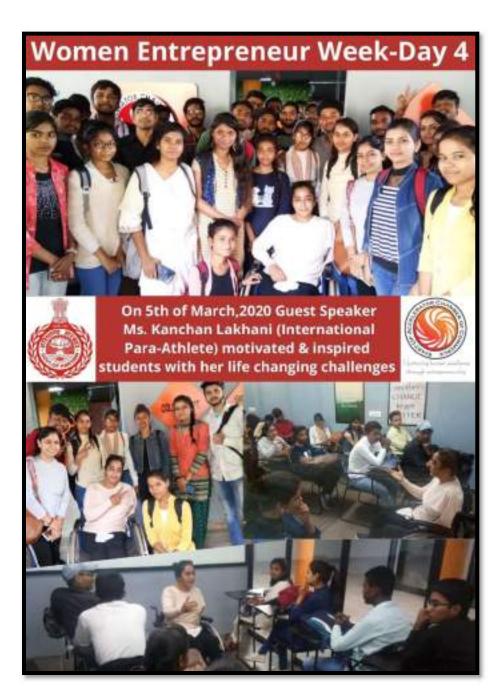
The result of this effort was that the girls were motivated in real sense to do something of their own, we also received a lot of positive feedbacks from the students and they also requested for more od such sessions in the future.









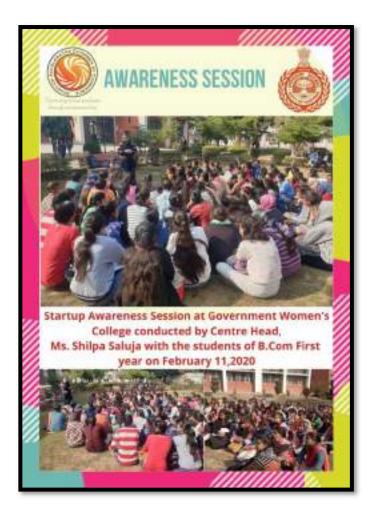


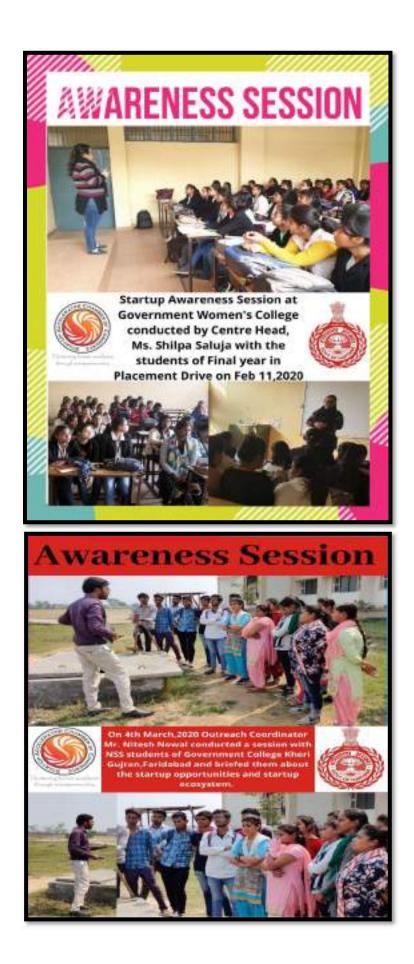
OUTREACH

Startup Incubator cum Centre of Excellence in association with Department of higher education, Haryana, is working relentlessly to develop a framework which instils practical experience in the educational framework and encourage college students to take up entrepreneurship at college level. In this process we regularly conduct awareness sessions and motivate college students to work on their natural skills and strengths and induct their path as job creators

During this quarter, our outreach coordinator Mr. Nitesh Nowal & the center head Ms.Shilpa Saluja, made students of all the four colleges aware on the concept of entrepreneurship and educated them on how Startup Incubator Can help them in this journey.

A total of 500 plus students were sanitized about the Startup Incubator cum center of excellence. Snapshots of college wise awareness sessions are as under:







CLASSROOM TEACHING

Classroom Teaching/ Management refers to wide variety of skills and techniques that a teacher uses to keep students organized, focused, attentive, on the task and practically/ academically productive.

At Startup Incubator cum Centre of Excellence we majorly focus to provide classroom teaching in such a manner so that an entrepreneur is born from the tender minds of the students. We majorly cover topics like Introduction to Startup, setting up of a new venture, Confidence Building, Personality Development, Communication Skills, Team Building Activities, Entrepreneurship awareness

We conduct classes on a regular basis catering to the demand of the students in the following manner -

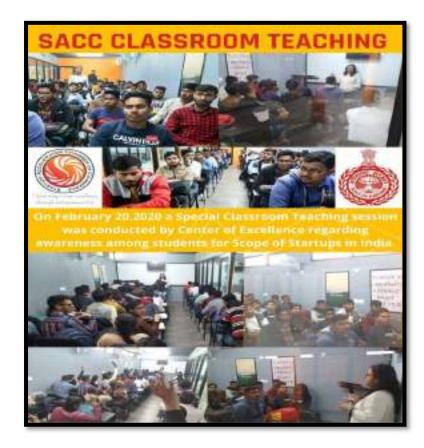
First Session

The first session i.e. the morning batch is usually conducted during their free period keeping in mind their schedule for their classes. A minimum of 40 students attend these classes covering any of the topic. Also, we conduct one on one sessions with the students as an when requested by the students.

Second Batch

Startup Incubator cum Centre of Excellence is also catering to three other colleges apart from Pt. Jawaharlal Nehru College, Sec-16A, Faridabad. Looking at the demand and enthusiasm of students studying in Govt. College for Women, Govt. College Tigaon & Govt. College Kheri Gujran we have on days decided in a week where we conduct the awareness sessions as well the do the classroom teaching with the students during their free periods or as per the timings shared by the college authorities.

Some of the real time pictures of these sessions are:











OTHER EVENTS AND UPDATES

On 20th February Mr. Atul & Ms. Neha from the CMGGA department were invited to visit Startup Incubator cum Centre of Excellence. They were very impressed with the facilities being provided for the startups. They also discussed the entire process, Centre head Ms. Shilpa Saluja explained them their working and how students can get huge benefits.



STUDENT FEEDBACK

Wowen entreprener week, is com it add Value & one life. Also excourage in for some our own entrepreneuse startup It's great to weet of with other eulapheness It also help us in our pre personally deel spinish glad for all of them who conduct this activity.

Best place to durning your during into reality and Encomment is very good and helpful Stall nexternal tot shelps ran always guides are and alicay's muly par helping almer la Request benerans are disconcered ut about and the best thing. They inspice prope us believe yes we can do it Deepti mayal Pt. Townhar lad Netwas Conservant Helleges

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Dear Mam

for are a very good tracher. you help us a lot in our tracinets idea You give up the right direction that how can de insprawe our idea and implement It. You always capport us, under stand our problems and also gives the station. And the incubilion Center becomes a great opportuni tor us to achieve success. with the help of this center we can start our bussiness idea and hidfill our diffama -Suchma PA-J.L. N. College that BCA 2nd Year

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Thanks for your time and patience for any queries please contact:

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