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#### **Metric 3.2.2**

# 3.2.2. Number of workshops/seminars conducted on Research Methodology, Intellectual Property Rights (IPR) and entrepreneurship during the year.

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#### **Institutions Innovative Council(IIC)**

# Viswajyothi College of Engineering and Technology

Report on WEBINAR SERIES

Innovators/Accelerators Early Stage Enrepreneurship:

on

2<sup>nd</sup>July 2022



Prepared by: Ms. Riya Susan Skaria

AP, MBA

# Report on the Webinar Conducted on 2<sup>nd</sup> July 2022

#### 1. Introduction

The webinar conducted by IIC, VJCET on 2<sup>nd</sup> July was about the topic 'Innovators/Accelerators-Early Stage Entrepreneurship'. The workshop was conducted in an intention to providing the students an exposure to the latest innovative practices followed in the industry. Human beings are hacking evolution, all inefficient things are in the past and efficient things are in the future.

# 2. Program Objective

The objective of conducting such a webinar is to arrange a platform to understand the various opportunities for the final year students and pre-final year students of MBA and BTech regarding the levels of innovation and how to be on top of the trends in industry.

#### 3. Program Description

The webinar had begun by 12.00 pm with a warm welcome speech by Ms. Arsha, student of MBA second year. Mr. Nithin Kurian, Program Head of Athena Global Education talked on the topic till 1pm and answered all the students questions by 1:15pm..Ms. Lakshmi(Asst. Prof. ECE) and Ms. Riya(Asst. Prof. MBA) were the co-ordinators of the program. He clearly explained what is innovation accelerator, the innovation accelerator definition can be summed up this way: it's an effort to develop a business idea, test that idea, and essentially treat the idea as a new business startup, pursuing the idea or ideas over the course of a few months. A benefit to innovation accelerators, in addition to providing data and experiences that will be important in predicting if an idea or a process will work, the teams will also understand what decisions and processes they made worked, and what decisions caused pitfalls or perhaps even failures. Perhaps the answer to "What is a business accelerator?" is that it is a process that allows a company to discover what works, what won't work and ultimately what will allow them to make more money with a more nominal investment in the process.

Delta-4 is a theory coined by Kunal Shah, the founder of CRED App and former founder of Freecharge(Acquired by Snapdeal for \$450M) on 'How to evaluate your startup idea?'. It can be used as a framework for self-assessment for evaluating ideas or startups to see whether they are on a path towards creating wealth. This blog post is a summary of some research and notes prepared by me while watching Kunal's talk at TechSparks Summit.

### The Delta-4 Theory

According to Kunal, if the delta of the efficiencies is greater than 4, the business or the solution will unlock the pot of gold. Once the business or the product achieves the delta > 4, it

becomes unstoppable and becomes a wealth creation machine. Examples include Uber (Allowing to book cabs easily and efficiently), Google (Helping to search the world of the web faster), Truecaller (Helping to identify an unknown call received), Whatsapp (Making text communication faster, efficient and free), and more.

#### Traits of Delta-4

#### Irreversible

Once Delta 4 has been established, it's impossible for people to go back to the previous state of inefficiency. A person who has booked a flight/train ticket online will never go back to the station or airport to book a ticket again as delta 4 has been already achieved.

Universal Bragworthy Position (UBP) > Universal Selling Point(USP)

Delta-4 products have UBP so high that it grows organically without the need for any aggressive marketing. One example given by Kunal is that of Truecaller which became popular without any advertisement. The product was so good that people were talking about it and it organically grew itself.

#### High Tolerance

Once Delta 4 is established, people will have a high tolerance towards the product. For example even if Uber is down for an hour or if the ride got canceled due to some error, people continue to use Uber. This is contrary to the businesses which haven't achieved delta 4. For example, while purchasing clothes online, if it goes wrong one time say due to misfit, people tend to abandon buying clothes online completely and prefer going back to the brick and mortar store.

# What businesses should keep in mind or do to increase the $\Delta 4$ ?

Affordability (No one would take a train if they can afford a flight everywhere)

- Readiness (Youtube wouldn't be popular if data was not cheap enough)
- Learning effort (Tally may not be the most efficient software in the market. However, thousands of CA's stick to it because they devoted long hours to learn the software)
- Micro Configurations (Mom's usually don't tend to let go of her maid as she made many configurations on how to do a particular job)
- Collective participation (getting users to use to your product. e.g. TikTok.)

 Branded lanes/verbs (using WhatsApp me or google it, instead of text me or search for it on the web)

# 4. Program Outcomes

This webinar was truly beneficial for the students. It helped a lot to know about the various start up ideas and also update on the latest principles like delta4.

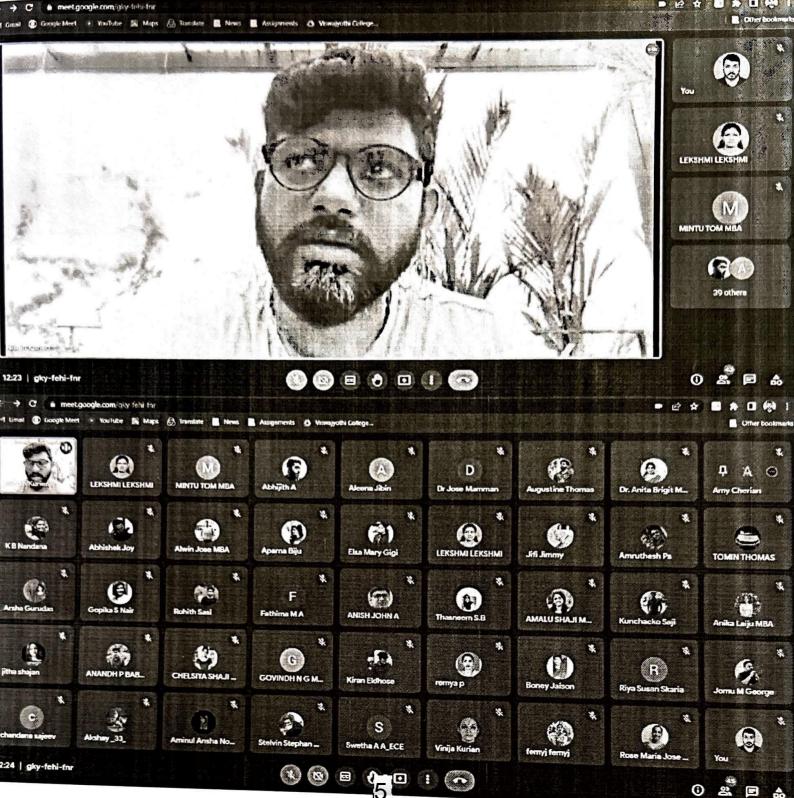
#### 5. Conclusion

The webinar was wound up by 1:20 pm with an interacting section followed by the Vote of thanks given by Ms.Chelsiya of MBA second year

#### LIST OF PARTICIPANTS

1.S4MBA 2020-2022 2.S2MBA 2021-2023 3.BTech ECE

PHOTOGRAPHS OF WEBINAR SERIES CONDUCTED ON JULY 2,2022 D G (A) GOVINDH N G M. \* × (8) (9) LEKSHMI LEKSHMI (Place) R 26 others () English N means that your invention will not be considered as an innovation, okay? I hope the distinction between invention in innovation is very clear, so, Innovation is the creation of something new. That new thing that you have created, okay? Could be a product, it could be a service. ð : · 0 & F & 6







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# Institutions Innovative Council(IIC)

# Viswajyothi College of Engineering and Technology

Report on WEBINAR SERIES

Angel Investing/VC Funding- Early Stage Enrepreneurship:

or

8th July 2022



Prepared by: Ms. Riya Susan Skaria

AP, MBA

# Report on the Webinar Conducted on 8th July 2022

#### 1. Introduction

The webinar conducted by IIC, VJCET on 8th July was about the topic 'Angel Investing/VC Funding- Early Stage Entrepreneurship'. The workshop was conducted in an intention to providing the students an exposure to an angel investor who is a high net worth individual who puts a part of his portfolio into a startup that is only a few years old, primarily to gain high returns as the startup grows over time. It also enlightened students on VC Funding which is is one way for small businesses to get money to start or grow their business.

### **Program Objective**

The objective of conducting such a webinar is to arrange a platform to understand the various opportunities for the final year students and pre-final year students of MBA regarding the need of Angel Investors and Venture Capitalists for entrepreneurs.

## 2. Program Description

The webinar had begun by 11.00 am with a warm welcome speech by Ms.Arsha, student of MBA second year. Mr.Ullas Giri, Founder of 5indout.com talked on the topic till 12:00pm and answered all the students questions by 12:15pm..Ms.Lakshmi(Asst.Prof.ECE) and Ms.Riya(Asst.Prof.MBA) were the co-ordinators of the program.

# Program Outcomes

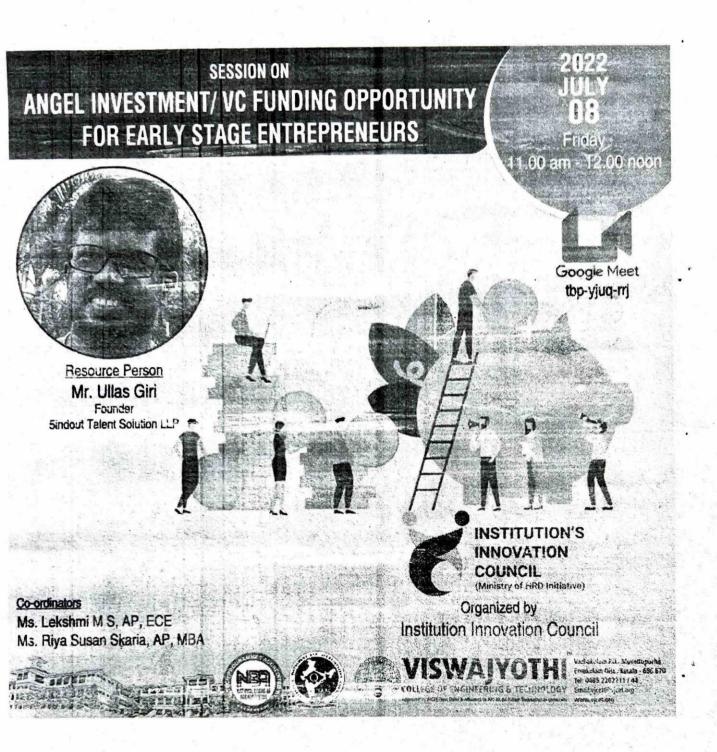
This webinar was truly beneficial for the students. It helped a lot to know about the advantages of Angel Investors and Venture capitalists and how they help to turn small start up businesses to multi-million Dollar companies.

#### 4. Conclusion

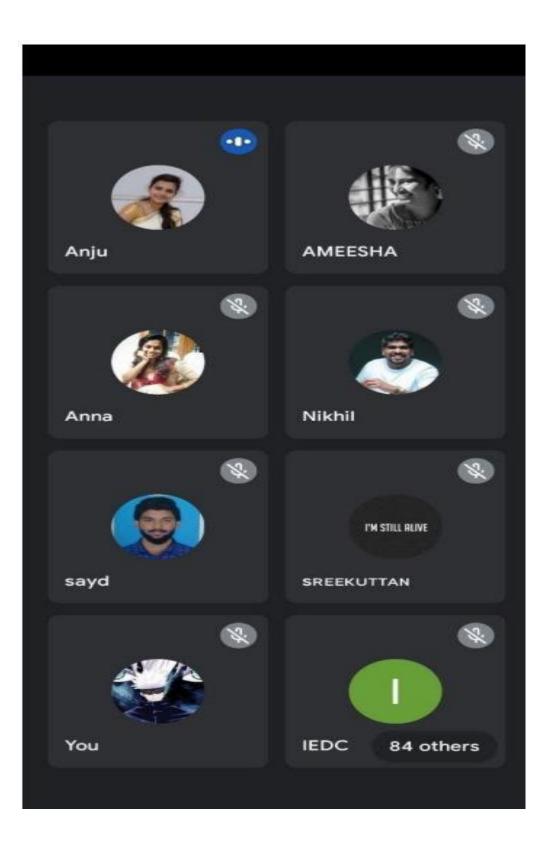
The webinar was wound up by 12:20 pm with an interacting section followed by the Vote of thanks given by Ms.Sona Anna Sunny of MBA second year

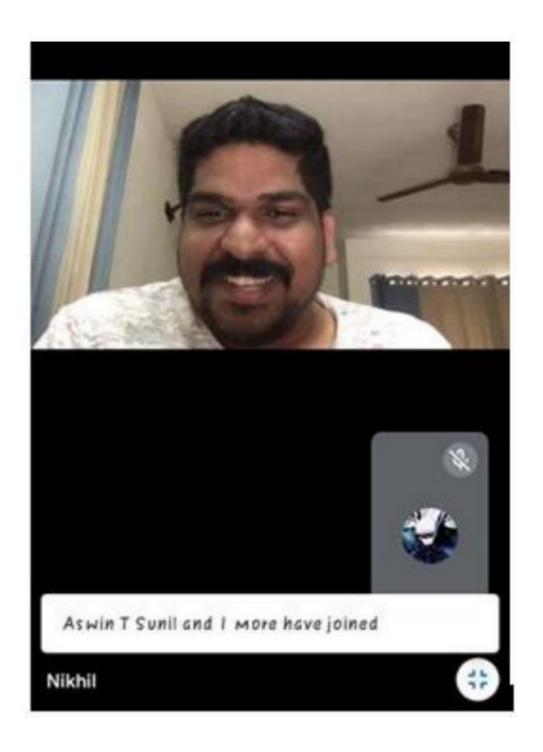
### LIST OF PARTICIPANTS

1.S4MBA 2020-2022 2.S2MBA 2021-2023



PHOTOGRAPHS OF WEBINAR SERIES CONDUCTED ON JULY 8,2022







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# ANGEL INVESTING /VC FUNDING - EARLY STAGE ENTREPRENEURSHIP

# SPEAKER- ULLAS GIRI, FOUNDER, 5indout.com

Angel, or "seed" investors, are wealthy individuals who invest their own capital into startup companies during early stages of development, receiving an ownership stake in return.

Angel investors provide up to 90% of outside equity raised by startups (excluding friends and family), according to the Angel Capital Association, the largest angel professional development organization in the world. Entrepreneurs rely on the support of angel investors to help get their business concept off the ground.

Angel investors can be accomplished entrepreneurs themselves, and may have expertise or experience in the industry they're investing in. They can bring guidance, networking and knowledge to the startup company in addition to their capital investment.

Besides nurturing startups and new business ideas, angel investors are also looking for their investment to grow and pay off significantly down the road. This means they may keep close tabs on the startup's affairs and become involved in decision-making to ensure their invested capital is used appropriately.

# How angel investing works

Angel investing is a type of private equity investing, in which high net worth investors attempt to earn higher returns by taking on more risk compared with investing in the public markets.

Angel investors typically finance a business startup at the very early stages. Often, these businesses might not even have customers or generate any revenue at all — they may have only a solid business plan, completed a beta test or built a minimum viable product. Capital from angel investors is frequently used for research and development, to help the company formulate its product and service offering, to design a business strategy or identify its target market.

As the business grows and scales its production, operations and marketing, venture capitalists often enter the picture at this point to provide the next round of funding.

There is no set investment minimum or size to be an angel investor. It just depends on the opportunity. The startup usually gives the angel investor a certain number of shares, or the right to buy shares at a later time, in exchange for the capital investment.

An angel investor could support the startup with a one-time investment or ongoing capital contributions, depending on the company's financing needs.

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#### **VC FUNDING**

VC funding, also known as venture capital financing, is an equity-based funding vehicle in which a private investment firm invests money into an early-stage business with high growth potential. The VC firm essentially buys partial ownership of a business in hopes of selling their stake in the business for profit at a later date. As the business grows and generates more revenue, the value of the firm's stake increases, thus allowing the VC firm to generate a profit on their investment.

VC funding offers a viable funding option for new businesses in need of immediate cash to fund their operations. Banks are reluctant to loan money to new businesses. This is due to the fact that many of these businesses aren't established, nor are they generating profit. Venture capital can allow you to fund your new business without jumping through the hoops of traditional funding options.

Equity-based VC funding also eliminates the need for debt. Unlike a bankissued loan, you typically aren't required to pay back the money provided by a VC firm.

Furthermore, a VC firm will work closely with your business to help it succeed. After all, it's in their best interest for your business to succeed. The more money that you make, the greater the value of the business will be for all parties involved.

According to a report by Harvard Business Review (HBR), only 6% of all venture capital investments made in 1997 went to startups. VC and private equity funding target businesses at all stages, though they usually involve early-stage — not necessarily seed-stage — businesses. One main difference between venture capital and private equity funding is that the former specifically involves investments in businesses with strong growth potential (keyword being potential), whereas the latter involves investments in businesses that have already proven successful. Another major difference is that VC firms typically seek to acquire no more than 50% of a business's equity. On the other hand, private equity firms often seek to acquire 100% of a business's equity.

# **IMPACT LECTURE SERIES**

**INNOVATION**; IS IT POSSIBLE!

Time: 10.45 am -12.30 pm



Resource Person Prof.Sherin Sam Jose HoD, Mechanical Engineering (Automobile) Amal Jyothi College of Engineering, Kanjirappally and CEO of Startups Valley Amaljyothi TBI



Google Meet

trh-otmp-onw

**INNOVATION: IT IS OUR RESPONSIBILITY** 

Time: 1.30 pm - 3.15pm



Resource Person Dr.Jippu Jacob Adjunct Professor and the Coordinator (IPR Cell) Department of Mechanical Engineering Amal Jyothi College of Engineering, Kanjirappally



Co-ordinators Ms. Lekshmi M S. AP, ECE Ms. Remya Paul, AP, CSE Mr. Akash Paul Savio, AP, ME







Organized by Institution's Innovation Council







#### **Profile**

#### **Prof. Sherin Sam Jose**

Prof. Sherin Sam Jose, Head of the Department ,Mechanical Engineering (Automobile), Amal Jyothi College of Engineering , Kanjirappally and the CEO of Startups Valley Amal Jyothi TBI.

Recently selected as the Governing Body member of Indian STEPs & Business Incubators Association (ISBA).

To just provide a brief idea of him, after completing his post-graduation he joined Amal Jyothi in 2005 as assistant professor in Mechanical Engineering dept.

He started his journey with an entrepreneurship development centre (EDC) at AJCE in 2005, later converted it into IEDC sanctioned by the Department of Science and Technology, Govt of India (It was a project with financial support of 47 lakhs. First of this kind in entire Kerala).

Under his leadership, Amal Jyothi achieved two major milestones, The BioNest Incubator Project worth 5 Crores funded by BIRAC and The Technology Business Incubator project worth 3.64 Crore funded and supported by the Department of Science and Technology, Govt of India. The Startups Valley AmalJyothi TBI is the one and only TBI sanctioned by DST for a self financing college in Kerala and the 3<sup>rd</sup> TBI in an educational institution in Kerala after NiT, Calicut and College of Engineering, Trivandrum.

He is one of the strongest pillars of AJCE, as he had a unique role in bringing major skill development ventures at Amal Jyothi, like training centers of

- Volvo Eicher Commercial Vehicles Ltd
- Royal Enfield Ltd
- o Bosch Ltd
- o Yamaha Motors P Ltd
- o JK Tvres

As a co-ordinator, he was instrumental in organising a lot of major events representing Amal Jyothi. Some of them are Malayala Manorama Yuva Mastermind project competition for school students and college students in Kerala, Techfest of KSCSTE in 2016, entrepreneurship awareness camps, science excursion programmes for school students and Faculty Development Programmes in Entrepreneurship.

He had also received so many grants for project development from different government funding agencies.

As a trainer and motivator, he took more than 250 training sessions in various public sector organizations and agencies, educational institutions like NIT-C and universities in Kerala and Tamilnadu.

He is doing research in VIT University and had published 2 papers

Other major rewards and recognitions he received are:

 He was selected as a participant for India Innovation Growth Programme in 2012 held in USA, sponsored by Government of India

The best performing IEDC award from Chief Minister of Kerala at IEDC summit organised

by Kerala Startups Mission in 2016.

 Received Stargazing award for the best manager at ISBA, a national conclave of TBI managers.

- He was selected as the Cluster Co-ordinator in Entrepreneurship by APJ Abdul Kalam Technological University
- He received best faculty award of Amal Jyothi College of Engineering several times.
- Selected as a participant for Empretec Entrepreneurship Training Workshop (2015) certified and delivered by the United Nations Conference on Trade and Development, UNCTAD sponsored by Govt. of Kerala.
- State level appreciation award for the project (Model of Tyre retreading boiler) from Directorate of Technical Education, Chennai (1995).

He is truly a motivating person for all.

# Jippu Jacob PhD (72 yrs)

Adjunct Professor & the Coordinator (IPR Cell)
Department of Mechanical Engineering
Amal Jyothi College of Engineering, Kanjirappally
Koovappally – 686 518, Kottayam District

Phone: 8848496005; 9387217984

jippujacob@amaljyothi.ac.in jippujacob@gmail.com



1. Area of Specialization & Interest: Agricultural Machinery

2. Education:

Ph.D.

I.I.T., Kharagpur

M.Tech

I.I.T., Kharagpur

B.Sc. (Engg.)

Allahabad University

3. Employment:

2010 - Present

Adjunct Professor

Dept. of Mechanical Engineering

Amal Jyothi College of Engineering, Kanjirappally

1977 - 2010

Faculty Member in Agril. Engineering

Kerala Agril. University (KAU)

# Senior Administrative Position held at University-level:

Apr 2006 - Feb 2007 Dean (Agril. Engg. & Tech.) i/c, Kerala Agril. University (KAU)

4. Paper Published vide Scientific Journals and Conferences: 15 No.s

### 5. Recognition & Award:

1. The Title: 'Eminent Engineer' conferred by the Institution of Engineers (India) on 22.2.2014.

2. Republic Day (1999) Award for the Meritorious Invention: 'Coconut Husking Tool'; from the National Research Development Corporation (NRDC), Govt. of India, New Delhi (26.1.1999)

# 6. Patent Obtained:

1. A Coconut Husking Tool

(A tool becoming widely popular in coconut-growing regions)

(Indian Patent No.: 192670 of 25.8.1995)

Patentees:

Jippu Jacob; Joby
Bastian; and

## Kerala Agril. University

# 2. An Attachment for Making Basins around Trees

(Indian Patent No.: 236544 of 1.7.2002)

Patentees: Muhammad, C.P.; Jippu Jacob; and

V.R. Ramachandran)



# 3. Bicycle Type Milking Machine for Dairy Cows

(Indian Patent No.: 355171 of 6.8.2013)

Patentees: Dr. John Abraham; Dr. D. Dhalin; and Dr. Jippu Jacob)

# Statement of Expenditure

(for the financial year: 2022-23)

Name of institute: Viswajyothi College of Engineering & Technology

IIC ID: IC 202014575

Name of the Scheme under which Grant is approved (Reimbursement mode): Impact Lecture

#### **Expenditure Details**

	Session - 1	
Date: 06.07.2022	12 1 H to 1 4 H	
	Expert Name	Honorarium Amount(In Rs)
Lecture 1	Prof. Sherin Sam Jose	Rs.3000/- (Includes TDS Rs.300)
Lecture 2	Dr. Jippu Jacob	Rs.3000/- (Includes TDS Rs.300)
Total (session 1)		Rs. 6000/-
	Session - 2	
Date:	<u> </u>	
Lecture 1	-	Rs.3000/-(Includes TDS Rs.300)
Lecture 2	<u> </u>	Rs.3000/-(Includes TDSRs.300)
Total (session 2)	-	Rs. 6000/-
Total Amount (Session1+Session2)	Rs. 12000	

Certified that I have satisfied myself that the conditions on which the amount was sanctioned have been duly fulfilled and that I have exercised the following checks to see that the money was actually utilized for the purpose for which it was sanctioned.

#### Kinds of checks exercised:

1. Expenditure is as per the guideline of the Impact lecture scheme (Online mode)

2. Event Report, Receipts/Bills, transaction proof, Copy of Institute PAN Card along with mandate form is also submitted online (IIC Portal) and have to be submitted by post

3. TDS must be deducted by the institute before releasing honorarium amount to the experts as per income tax act (10%)

[Signature of Chartered Accountant\* / Finance Officer\*\* / Registrar\*\* / Govt. Auditor\*\*]

[Signature of Head of the institute]

Dr. K.K. Rajan

Vision College of Engineering & Technology Principal

Vazhakulam P.O., Muvattupuzha, Kerala-686 670

MUVATTUPUZH **KERALA** 

Name:

Dantu Sebastian

**Chartered Accountant** 

M. No: 223427

[with seal]

Full Address:

Full Address:

Name of CA:

Membership No.:

[with seal]

Place:

Chennamkulan, Thochypy) ha-685582 16/07/2022

Date:

\*In case of private institutions/self-financing

\*\*In case of Government Institutions

Institutions

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# VISWAJYOTHI COLLEGE OF ENGINEERING AND TECHNOLOGY **VAZHAKULAM**

# **REPORT OF iTALK- My Story Motivational** session by Successful entrepreneur

BY

Mr. Ullas GiriThe

Founder

Sindout.com on

30<sup>th</sup> November 2022

Venue: Main Auditorium

**Organized by IEDC** 



**VJCET** 

#### Reportof the Orientation Program conducted on 30<sup>th</sup> November 2022

#### 1. Introduction

The program was organized by the Innovation and Entrepreneurship Development Centre (IEDC)30<sup>th</sup> November 2022. The program aimed to provide insights and recommendations that can inform policy makers, business leaders, and other stakeholders in their efforts to promote innovation and entrepreneurship.

#### 2. Program Objective

Innovation and entrepreneurship are essential drivers of economic growth and development. Through the creation of new products, services, and business models, innovators and entrepreneurs bring about positive change in society and create opportunities for themselves and others. We examine the role of innovation and entrepreneurship in fostering economic growth, job creation, and social development. We explore the characteristics of successful entrepreneurs and innovative organizations, and the factors that enable and inhibit innovation and entrepreneurship. We also consider the policy implications of promoting innovation and entrepreneurship and highlight best practices for supporting and nurturing these critical drivers of economic prosperity.

#### 3. Program Description

The talk was given by Mr. UllasGiri, Founder of sindout.com. The program was conducted from 11:40 am to 12:45 pm. He aimed at aspiring entrepreneurs, small business owners, and anyone interested in learning more about the world of entrepreneurship. He covered a range of topics, including idea generation, market research, business planning, funding, marketing, and sales. He also explored the personal characteristics and skills required for entrepreneurial success, such as creativity, resilience, leadership, and risk-taking. Through real-world examples and case studies, the talk highlighted the challenges and opportunities of entrepreneurship, and provided practical insights and advice for overcoming obstacles and achieving success.

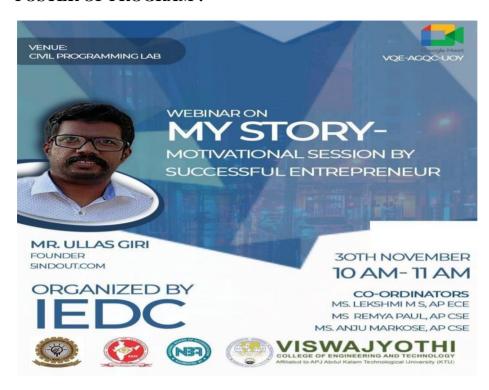
#### 4. Program Outcome

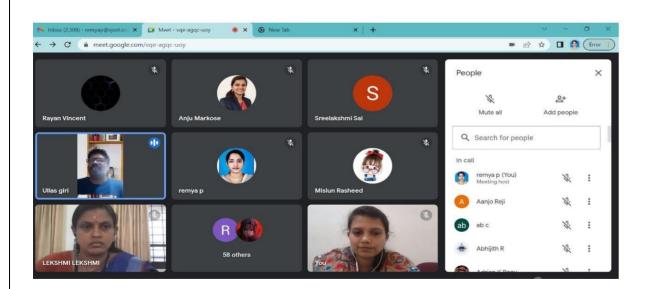
The talk aimed to equip participants with the knowledge and skills they need to turn their ideas into successful businesses, and to contribute to economic growth and development in their communities. They obtained exposure to real-world examples and case studies of successful entrepreneurs and businesses, and an understanding of the challenges and opportunities of entrepreneurship.

#### 5. Conclusion

The event concluded with the suggestions and advices of Mr. UllasGiri, who guided students to take their ideas to the next level with the help of IEDC VJCET. The department coordinators were constant support to our students and aided the smooth functioning of the event.

#### **POSTER OF PROGRAM:**







VISWAJYOTHI COLLEGE OF ENGINEERING AND TECHNOLOGY VAZHAKULAM

# REPORT OF TECHNICAL TALK PATENTING

BY

Dr. Jippu Jacob

Professor, Amaljyothi

College of Engineering

28<sup>th</sup> March 2023

Venue: Studio Room



Organized by IEDC,IIIC AND IIC VJCET

#### Reportof the Orientation Program conducted on 28th March 2023

#### 1. Introduction

The program was organized by the Innovation and Entrepreneurship Development Centre in connection with IIIC AND IIC of VJCET 28<sup>th</sup> March 2023. The program aimed to provide insights on patenting.

#### 2. Program Objective

Innovation and entrepreneurship are essential drivers of economic growth and development. Through the creation of new products, services, patenting and business models, innovators and entrepreneurs bring about positive change in society and create opportunities for themselves and others. To identify the importance of patenting.

#### 3. Program Description

The talk was given by Dr. Jippu John, Professor, Amaljyothi College of Engineering. The program was conducted from 11:30 am to 12:305 pm. He aimed at researchers. He covered a range of topics, including idea generation, steps in patenting etc. Through real-world examples and case studies, the talk highlighted the challenges and opportunities.

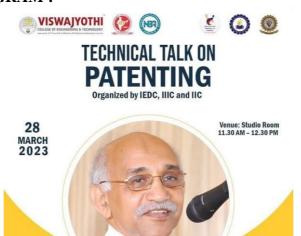
#### 4. Program Outcome

The talk aimed to equip participants with the knowledge and skills they need to turn their ideas into successfully file patenting on their research areas.

#### 5. Conclusion

The event concluded with the suggestions and advices of Dr. Jippu Jacob, who guided researchers to take their ideas to the next level with the help of IEDC VJCET. The department coordinators were constant support to our students and aided the smooth functioning of the event.

#### **POSTER OF PROGRAM:**



Dr. JIPPU JACOB, Professor, Amaljyothi College of Engineering



