



<b>EDP / Bootcamp Name:</b>	E-STEP BOOTCAMP
<b>Date:</b>	27-05-2021
<b>Venue:</b>	Vivekananda College of Engineering & Technology, Puttur, D.K
<b>Duration of Event:</b>	9.00 AM to 5.00 PM
<b>No. of Participants:</b>	154

Participant List	
1	Abhijna S R
2	Abhishek
3	Abhishek D
4	Abhisheka Sharma P
5	Acharya Dheeraj Yuvaraj
6	Adarsh Sharma
7	Adarsha K N
8	Adishree
9	Adithi S
10	Aheesh S V
11	Akash Harish Shetty
12	Akhilesh M A
13	Akshay Kumar
14	Amaan A Nadaf
15	Amrithraj K
16	Ananya A Shetty
17	Ananya B M
18	Ananya D R
19	Ananya U D
20	Ankita Dattatreya Hegde
21	Ankitha M
22	Anupama B
23	Anush Sharma P S
24	Anushree C R
25	Apeksh Shetty
26	Arpitha N Kotian
27	Ashika D
28	Ashvith
29	Ashwini K N
30	Athul Sasi



31	Avinash C H
32	Azmeena
33	Bhavish N J
34	Bhavya B
35	Chaithra Salian B U
36	Chaitra B
37	Chaitresh
38	Charan Kumar
39	Chethan B
40	Chethan B M
41	Chethan Pinto S C
42	Chinmayi Rai
43	Daneesh Kumar
44	Dhanya A
45	Dheeraj K
46	Dhruva Prabhu A R
47	Divyashree S
48	Dweekshi G B
49	G Ashwath Kumar
50	Gaurav
51	Gautham Shankar N
52	Girish
53	Gurukiran
54	Harshith Kumar
55	Harshitha B
56	Harshitha B V
57	Harshitha P
58	Harshitha Ratna M
59	Indira Shraddha
60	Jagrathi J Nayak
61	Jahnavi V K
62	Jalajakshi D S
63	Jayaprakasha K
64	Jeethesh Naik P
65	Jeevan Acharya
66	Jesmitha Thoras
67	K G VARUN RAI
68	K Praneeth Ballakuraya
69	K R Charan



70	K S Athmika Rai
71	Kamalaksha B E
72	Karthik K N
73	Karthik M Suvarna
74	Karthik U K
75	Kaushik K S
76	KAUSTHUBHA BHAT
77	Keerthan H V
78	Keerthi Thirumalesh
79	Keerthika
80	Keshava Prajwal P
81	Lathesh N S
82	Likhith Rai N A
83	Manasa Km
84	Manaswi Shetty
85	Manvith Katoor
86	Mariyamma
87	Megha A
88	Mekhala V Rao
89	Mithun N K
90	Nikhil Athri S
91	Nikhil P
92	Nishanth M
93	Nishmitha K
94	Nishmitha P Rai
95	Niveetha B
96	Pavithra
97	Pawan Bharadwaj
98	Prajwal S S
99	Praneetha Rai
100	Pranesh S G
101	Prashanth Bhat
102	Prithwiraj
103	Priyanka Prabhu
104	Puneeth Kumar D
105	Rachana M S
106	Rakesh
107	Rathan D
108	Ravikrishna C



109	Raviraj
110	Rohith Rai G
111	Samanyu P Rai
112	Samarth Vinayak Bhat
113	Sameeksha Jain
114	Sampath Kumar P L
115	Sarosh Naik
116	Shailesh B V
117	Shashank
118	Shashank P S
119	Shashank Rao P
120	Shodhan Rai J D
121	Shravani C
122	Shravya K
123	Shreedwaj A
124	Shreeja Shetty
125	Shreekripa K
126	Shreesha B
127	Shubharaj K
128	Shwetha
129	Sinchana Shetty M R
130	Sneha B
131	Soujanya B K
132	Sreelakshmi P
133	Srilaxmi Shetty
134	Sumanth K
135	Swasthik P Nayak
136	Swati G C
137	Swati Madev Balegar
138	Thushara C
139	Tushar Alva M
140	Usha H R
141	Vaishnavi M S
142	Vaishnavi V B
143	Venkatramana Prabhu K
144	Vidisha V Bhat
145	Vijetha K M
146	Vikram
147	Vikram Damale A



148	Vinay Kumar
149	Vindhyashree P
150	Vinith
151	Vinod P
152	Vishmitha Shetty
153	Vishnu Vijeth N
154	Yashvith

#### Activities Performed:

Inaugural Program: The Bootcamp program inaugurated by the briefing by Dr. EV Ramana Reddy IAS. The Additional Secretary to Chief Minister and Additional Chief Secretary to Government - Department of Electronics Information Technology Biotechnology and Science & Technology. The ACS addressed the need and requirement of the Start-Up for any nation. The MD, authorities from IT/BT, Start-Up Karnataka and various coordinators, hub coordinators Principal, VCET and Heads of the Department, Faculty Coordinators, DIA and College CC were coordinated the program connecting 250+ students all across the corner of the state. The Inaugural was very crispy and affective, briefing that entire preamble for the next sessions; The entire program was anchored by the Coordinator Yesu D very well.

Then the session was handed over to Mr. Vishnu Nagaraj for further proceedings.

The Actual essence of the Bootcamp training was further divided into 5 sessions, Viz.,

1. Ideation:
2. Understanding who is the Customer:
3. Know your Customer:
4. Product, Business & How to Create a Pitch Deck:
5. Local Mentor Talk

**Ideation:** Ideation refers to the process of developing and conveying prescriptive ideas to others, typically in a business setting. It describes the sequence of thoughts, from the original concept to implementation. Ideation can be expressed in graphical, written, or verbal terms. Students were over joyous in understanding the Idea/Concept & created more than few and taken forward these ideas into next sessions of Vishnu Nagarj. The concept was explained taking a marvelous idea from the movie **Padman**.

Students were worked on creation of an Idea using the canvas & discussed later in the session.

**Understanding who is the Customer:** Understanding customers is the key to giving them good service. To give good customer care you must deliver what you promise. But great customer care involves getting to know your customers so well that you can anticipate their needs and exceed their expectations. The session went on addressing how to find



customer/better customer for best products? The speaker guided students to find customers in pursuit of best products. Creating a network connecting a good customers, relevance of quotes, tag lines, punch lines. Students addressed to go for network questions related to your product or business idea, and then listen to their feedback. Of course, another great tool informed is the use of internet, and search for similar concepts to yours, and then see who their consumer is- they may be yours too. There are four main customer needs that an entrepreneur or small business must consider. These are price, quality, choice and convenience. Later students came back to online the session speaker narrated with global and local examples to make the session lively & reachable to all grades of students.

#### **Product, Business & How to Create a Pitch Deck:**

A successful pitch deck covers all the key elements of your business idea. The Higher feasibility will result in higher interest of investors taking

Value Proposition, The Competition, Competitive Advantages, Market Validation & Traction & The Team. The following points were addressed to our students in this session.

Session speaker addressed on few Pitch Deck Do's & Dont's.

Limit each slide to expressing one idea. You want to keep your entire audience on the same page. Keep a consistent look in presentation. Use the same font, size, color and capitalization format across all slides of your investment pitch deck. Don't make it too long. Don't come unprepared. Students enjoyed the overall session and are ready to attend the last session with their concept of Start-up for the presentation.

#### **Local Mentor Talk:**

Mr. Praveen Udupa the identified Local Mentor, who is guiding students under NAIN center, VCET. He is the founder and CEO of the Company A1 Logics, Mangalore. Which was few years back a start-up company now working with 175+ engineers. He is the obvious choice of the day as more start-ups can be in the field of Software and Servicing Sctor. Mr. Praveen shared his experience of his journey as start-up & Industry. He motivated the students for one such in everyone.

#### **Programme Outcome:**

- The E-Step Bootcamp successful in kindling the desire in students for the Start-ups.
- Really it mattered a lot for thinking independently over technological innovations.
- Students are now able to deal with market survey, market innovation and pitching rightly at a right time.
- The program is successful in building desire making them confident and highly motivational attributes.
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**2. PRODUCT DEVELOPMENT CANVAS**

Team:

Canvas sections: User Activities, Redesign, Customer Revalidation, Functions, Reject, Features, Components.

**Participants (225)**

- KH KSTA HANS JEREMIAH ERIGAD...
- KH KSTA HARINDRA
- KH Ksta harshitha r
- KK KSTA Kavya Shirur, K
- KK KSTA Kruthika . T. R
- KR KSTA Razia Sultana
- KS KSTA Sri Dhaanya
- KS KSTA- Syeda Noor Atiah

**Chat**

From KSTA HARINDRA to Everyone: feed back

To: Everyone

Type message here...

Windows taskbar: 29°C Partly sunny, 12:46, 27-05-2021

Participants at 12.46PM

**3. THE BUSINESS MODEL CANVAS**

Canvas sections: Key Partners, Key Activities, Value Propositions, Customer Relationships, Customer Segments, Key Resources, Channels, Cost Structure, Revenue Streams.

**Participants (215)**

- VL VCET Likhith p b
- VM VCET- Manjunatha M P .
- VM VCET- Megha A
- VM VCET Mithun NK
- VN VCET- Nafeesath Afreeda p.k.
- V VCET -Navaneeth k
- N VCET- Nayana MJ
- P VCET -Pavithra .

**Chat**

From Vcet-Mokshith K to Everyone: Almost ready

To: Everyone

Type message here...

Windows taskbar: 30°C Partly sunny, 14:06, 27-05-2021

Participants at 2.08 PM





Zoom Meeting

Recording Paused

Talking:

Meeting Topic: E-Step Bootcamp - Karnataka - VCET - Puttur - Dakshina Kann  
Host: Vishnu Nagaraj  
Password: 270136  
Invite Link: <https://us02web.zoom.us/j/81507922620?pwd=bjhxanpFZz...>  
Participant ID: 842017

Join Audio  
Computer Audio Connected

Share Screen

Invite Others

Participants (203)

Find a participant

- VCET - Shailesh B V
- VCET - Shreesha B
- VCET - Sumanth K - Farm Buddy
- VCET - Vijetha K M
- VCET - Vindhyashree P-Any Tim...
- Vcet \_ Bhoomika N
- VCET Abhijna S R
- VCET Abhishek Agri-Tech
- VCET -Akash Harish Shetty
- VCET -Amrithraj
- VCET- Ankita Dattatreya Hegde...
- VCET ANKITHA M
- VCET- Anush Sharma P S

Windows taskbar: 32°C Partly sunny, 16:29, 27-05-2021

### Participants Status before the valedictory

Zoom Meeting

Recording Paused

Co-ordinator-Dr...  
Dept. E (IT, B...  
Shreyashree  
Mohankum...

Praveen Udupa  
+91 9945038622

LOGICS  
www.allogics.com

Participants (208)

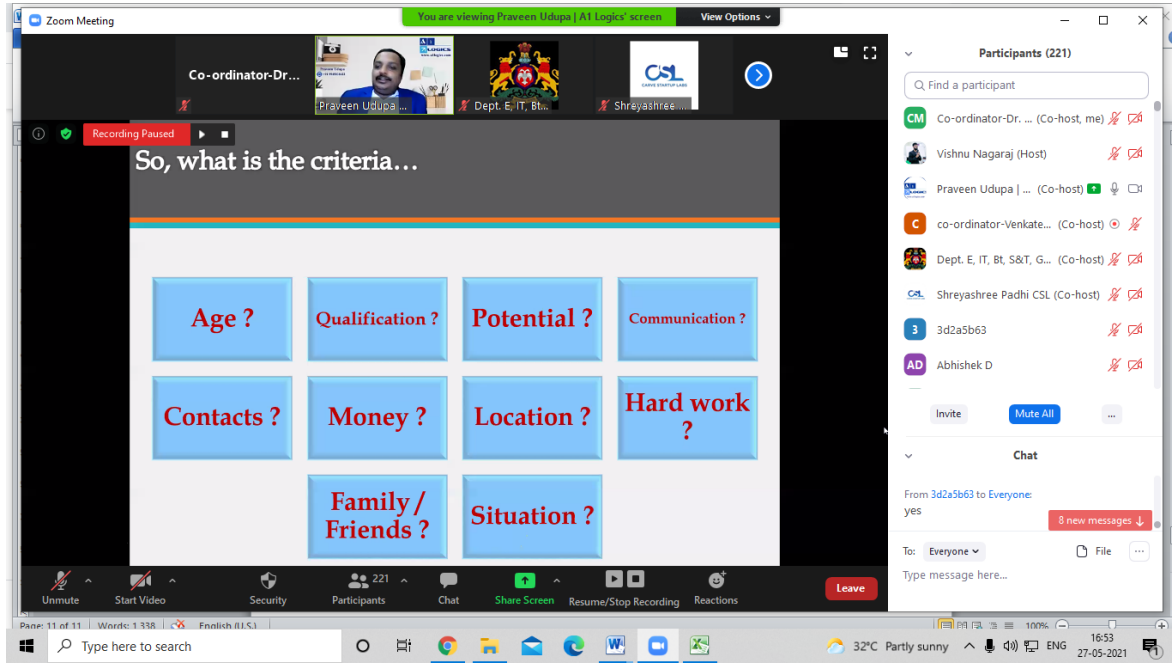
Find a participant

- VCET - Keerthan
- Vcet - Keerthan H V - eco startup
- VCET - Keshava Prajwal P
- VCET Prashanth Bhat K
- VCET - Shailesh B V
- VCET - Shreesha B
- VCET - Sumanth K - Farm Buddy
- Vcet v11 Vinith
- VCET - Vijetha K M
- Vcet \_ Bhoomika N
- VCET Abhijna S R
- VCET Abhishek Agri-Tech
- VCET -Akash Harish Shetty

Windows taskbar: 32°C Partly sunny, 16:30, 27-05-2021

Local Mentor – Delivering His talk between 4.30 – to 5.00 pm

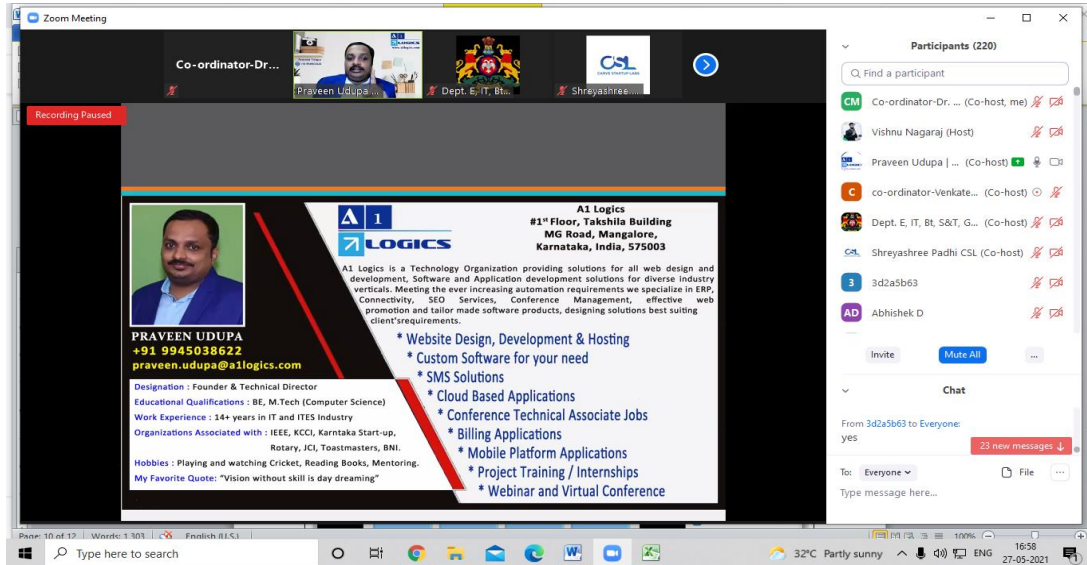




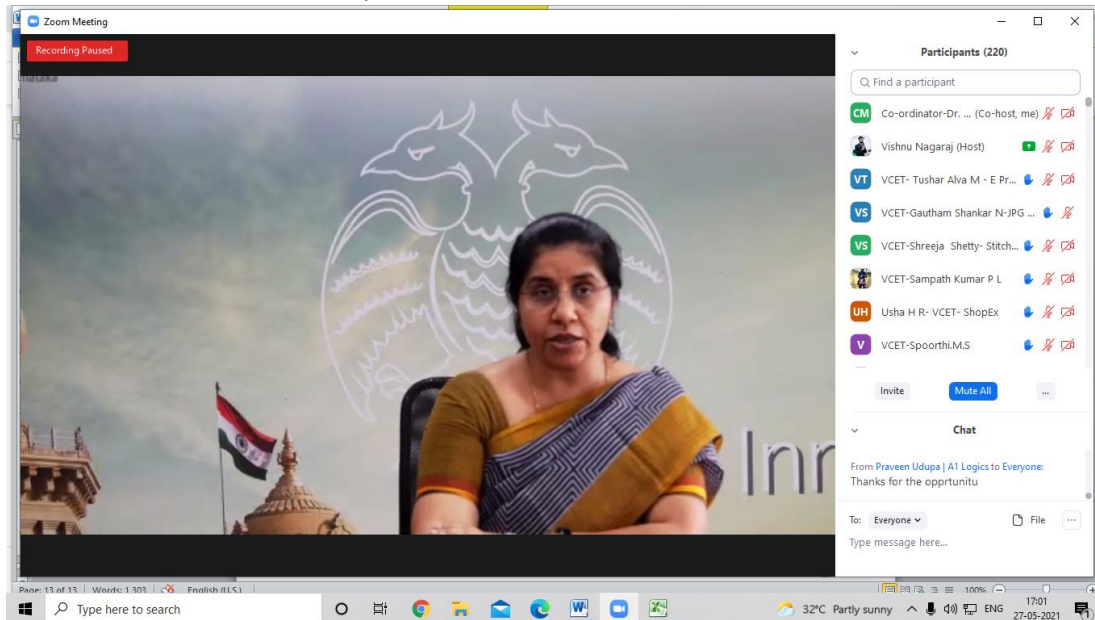
Session Slides of Mentor Talk



Take Home Message of the Mentor Talk...



Proud Alumnus of VCET & Very Active Local Mentor for NAIN-VCET Center.



MD madam's address and concluding remarks during the Valedictory of the Bootcamp.

Report Submitted By

**Dr. Manujesh B J**  
 Centre Coordinator, NAIN-VCET