



S.P. Mandali's
Prin. L.N. Welingkar Institute of Management
Development and Research (PGDM), Mumbai

Presents

wenture.inv 2022

14 hours Virtual Boot camp + Demo cum Pitch Day

Update about wenture.inv 1.0

In our endeavor to promote Alumni Entrepreneurs, WeSchool hosted a **Demo cum Pitch Day**, at our Mumbai campus, on 25th November 2022.

WeSchool hosted this exhibition of the offerings of alumni entrepreneurs (AEs), who already have on-ground traction and who wish to raise funds for expansion and growth. In addition to the exhibition, there was a Pitching session with the investor community (Active investors were invited to the event).

The Wenture.inv initiative is a first of its kind incubation program by an institution where alumni entrepreneurs are not only guided and mentored but also given a platform to scale their enterprises. I am extremely humbled to witness such great companies being developed by our past students and will be supporting them in every possible way to ramp up their business. We want WeSchool to be a place where our students can have life-long mentorship support and develop an entrepreneurial mindset.

Prof. Dr. Uday Salunkhe –
Group Director, WeSchool



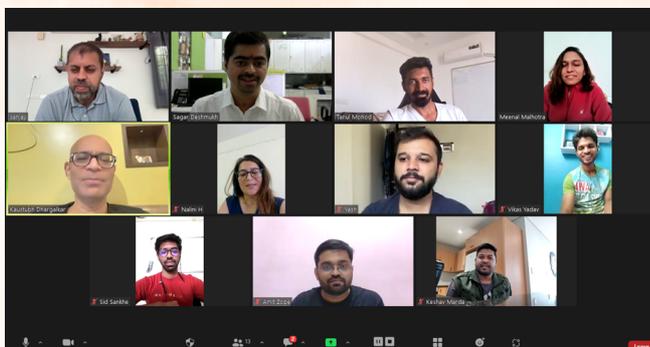
14 HOURS VIRTUAL BOOTCAMP



To prepare for the Pitching sessions, a Bootcamp of 14 hrs was conducted for all the alumni entrepreneur applicants, spread over three weeks. These Bootcamp sessions were delivered by seasoned startup mentors/ investors. The sessions helped these interested Entrepreneurs to refine their pitch before the Demo cum Pitch Day. We had received a total 16 applications and 10 start-ups were shortlisted for Bootcamp from 5th Nov to 14th Nov 2022

A broad overview of the topics that covered in the Bootcamp:

- The right Product-Market Fit
- Refining the Business Model
- Branding & Channel Strategy
- Measuring your Progress-Setting up Performance Metrics
- Prudent Cash Flow Management
- Valuation, Exits &Term Sheets
- Crafting your pitch



Boot camp session taken by
Mr. Sanjay Nadkarni- Founder Babyoye



Boot camp session taken by
Mr. Sanjay Mehta- Founder 100xVC

Inauguration of wenture.inv 2022 - Demo cum Pitch Day

On 25th Nov 2022, the Demo cum Pitch Day was inaugurated by Adv. Shri. S.K. Jain - Hon'ble Chairman Managing Council, S.P. Mandali & Chairman - CDC, WeSchool along with other WeSchool trustees Shri. Sunil Joshi & Shri Shreerang Kulkarni and Prof. Dr. Uday Salunkhe - Group Director, WeSchool.

The inauguration was also graced by Dr. Uday Wankawala - CEO of AIC- Rambhau Mhalgi Prabodhini Foundation, and Dr. Farzan Ghadially - Senator India at the World Business Angels Investment Forum



Investors & Dignitaries going through Product Demos





Ms. Nalini Harit, 2015-18 - MIM
Presenting Pitch-Deck to Investors



Mr. Tanul Mohod, 2012-14 PGDM Business Design
Presenting Pitch-Deck to Investors



Mr. Nalineesh Chand, 2007-09 PGDM eBiz
Presenting Pitch-Deck to Investors



Team venture.inv - Participants, Investors, WeSchool
Organizing team and Student Volunteers

Investors Pitch by Startups

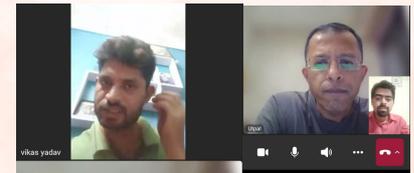
In addition to the exhibition, there was a Pitching session with the investor community, where the start-ups had pitched their business model for Fund Raising. The investors were quite impressed with the business ideas/model and then they also had one-to-one discussion with the interested start-ups for understanding the business in detail, enquiring the requirement of funds and the purpose.

Some of the Investors / mentors that attended the Pitching round of start-ups:

- Mr. Pradeep Nakhate, Co-Founder, Kan Innovations
- Uday Wankawala, CEO, AIC, Rambhau Mhalgi Prabodhini Foundation
- Chintan Oza, Founder, Anantam Ecosystems
- Mr. Dipesh Mohile, Managing Partner, IIA Ventures
- Utpal Doshi, Partner - Corporate Venture Capital, 100X.VC
- Mr. Mukesh Singh , Co Founder, RoboCapital.in
- Dr. Farzan Ghadially , SENATOR INDIA, World Business Angels Investment Forum
- Mr. Sandesh Kirkire , Ex CEO, Kotak Mahindra Asset Management
- Sanjay Nadkarni, Chief Business Officer, Medisync Health Management Services
- Shrirang Tambe , CEO, Origa Leasing

A mentoring platform for startups registered with us

In order to provide ongoing support to our Alumni Entrepreneurs, we have launched a 'Mentoring Platform'. All six entrepreneurs have chosen mentors (from the above-mentioned list) whom they would like to be associated with for a period of six months. Every month the entrepreneurs get two hours of 'Mentor Time' to discuss various challenges and the way forward with the mentors. These conversations are valued highly by all the entrepreneurs since there is continuous action and follow-up happening every fifteen days.



Mentoring Session by mentor Mr. Utpal Doshi & mentee Vikas



Mentoring Session by mentor Mr. Sanjay Nadkarni & mentee Keshav



Mentoring Session by mentor Mr. Chintan Oza & mentee Tanul

List of Final shortlisted Start-ups for the Demo cm Pitch Day

Sr No	Name of the Participant	Designation	Full Name of Company / Startup
1	Keshav Marda	Co-Founder	Elemeno Kids
2	Tanul Mohod	CEO	Opulent Infotech Private Limited
3	Nalini Harit	Co-Founder Director	Campus Fortify Pvt Ltd
4	Vikas Yadav	Founder	Vasumdhara (Sabka SwaEarth)
5	Nalineesh Chand	Co-Founder	The Academy
6	Yash Rajesh Panchal	Founder	Excel 3D

Testimonials by Participating Entrepreneurs

"I am genuinely grateful to be a part of the inaugural cohort. Your well-designed initiative has delivered tremendous benefits to our startup in various ways: It has enhanced the clarity and communication of our value proposition. This has helped improve investment pitches and marketing material. Valuable insights into the right funding platforms to pursue and which to avoid. Generous guidance from mentors has been highly enriching".

- Mr. Tanul Mohod - CEO, Opulent Infotech Private Limited (PGDM Business Design 2012-14)



"Venture.inv has been of tremendous help and guidance to startups. Not only has the focus been on raising investments, but fantastic hand-holding in terms of mentorship to take the venture to the next level. Keeping it real, simple & genuine is how I'd like to describe the entire experience here".

- Mr. Keshav Marda - Co-founder, Elemeno Kids (PGDM Business Design 2012-14)



"I personally feel that it is a great event our college has come up with. Though we need to work on various expectations of it and it might take a few years to show results. I came in contact with many Investors and got to know their priorities and motives like what kind of business they like, whether are they currently looking for ideas to invest in or not, and Whether they want to just invest or are ready to handhold as well".

- Mr. Vikas Yadav - Founder, Vasumdhara (Sabka SwaEarth) (PGDM Rural Management 2012-14)



Supported by :





**Innovation is the ability to see Change
as an Opportunity – not a Threat**

- Steve Jobs

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