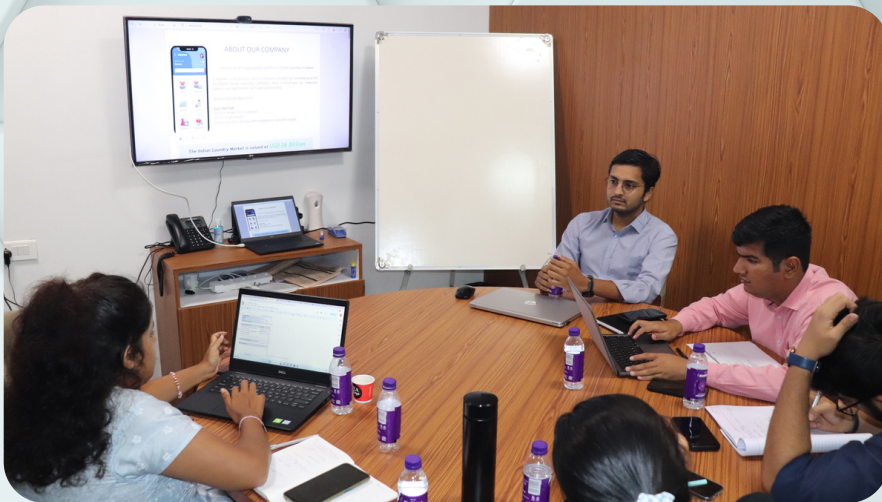


3-DAY BOOTCAMP

Pitch Deck and Financial Modelling



March 28 - 30, 2023



14 Startups

About PDEU IIC

PDEU Innovation and Incubation Centre (PDEU IIC), formerly known as PDPU Innovation and Incubation Centre (PDPU IIC) is an incubator at PDEU established in 2014. The Centre was formally established in 2017 u/s 8 of Companies Act, 2013, with a vision to provide state of the art support and service to innovators, technocrats and entrepreneurs who aim to create a social and economic pact in the society through innovative solutions to existing problems. The centre acts complementary to the academic and research activities of the University.



PDEU IIC is recognized as a **Nodal Institute** by Industries Commissioner, GOG, and Development Commissioner, MoMSME, GoI, and it is also recognized as a **NIDHI-Technology Business Incubator** by DST, GOI.



2500+
APPLICATIONS
RECEIVED



110+
IPR FILED



30,000+
STUDENTS
SENSITIZED



175+
STARTUPS
INCUBATED



190+
EVENTS & PROGRAMS
ORGANIZED

About Fundenable

FundEnable was founded in 2019 with the aim of providing qualified, tangible & affordable fundraising support to entrepreneurs. FundEnable is a team of investment bankers & entrepreneurs. By means of their operation, they have interacted with countless entrepreneurs who have built startups across various sectors. Drawing from their practical experience of raising funds, they have developed an extensive suite of learning content, tools, templates, & other resources.



FundEnable has, till date assisted 1,500+ entrepreneurs and are partners with leading DST & AIC funded incubators to strengthen their fundraising initiatives for incubated startups.

Purpose of the Workshop

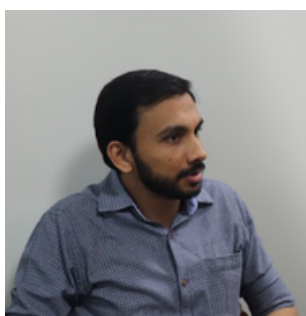
In the current scenario of the startup ecosystem, investors are looking for companies that have the potential for scalability and are equipped with the ability to adapt to the future trends while addressing day-to-day issues. PDEU IIC and FundEnable collaborated for organising a 3-Day Bootcamp that featured a series of one-on-one mentorship sessions by industry professionals and trainers for about 14+ incubated firms. The goal of the program was to assist entrepreneurs with investor-ready pitch decks and build robust financial models.

A 3-day, hands-on workshop on 'Pitch Deck Building and Financial Modelling' was designed to help entrepreneurs update and improve their pitch decks. The workshop also emphasised upon revamping the business models of startup by addressing pain points that the founders are encountering.

Trainers Profile

Renowned trainers across India were invited by PDEU IIC to conduct this bootcamp for its incubatees. They evaluated startup pitches, advised participants on their business challenges, and provided guidance on how to enhance the business and financial models of their startups.

1. Mr. Dinesh Israni is a qualified engineer, an educator, a technologist, and an entrepreneur. He has been an effective mentor and consultant to several technology entrepreneurs. He enabled them in transforming their technological innovations into successful businesses. He has been a member of the learning and development sector for over three decades, has educated over 50,000 students in different electronics-based courses, and is the director of Trainers Avenue.



2. Mr. Deepak Shah is currently working in Zone Startups India (ZSI), facilitating investments into early-stage startups and acquiring funding from venture capitalists. He is enthusiastic about assisting Indian families in establishing a solid basis for financial freedom and provides thorough financial planning that is laser-focused on 'Risk Management' and 'Goal-Based Investments'. He is also the author of "First Steps to Financial Security."

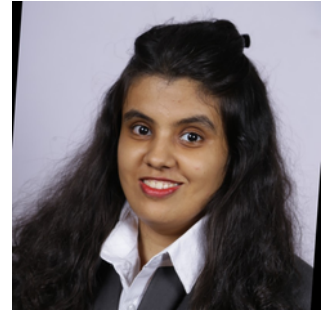
3. Mr. Manan Bhatt is a startup enthusiast and innovation stimulant with over five years of experience in the startup ecosystem. He is a startup mentor and a programme manager at Stealth Mode. Previously, during his years of his undergraduation, he worked with an early-stage technology focused firm, which gave him an exposure to the startup environment and sparked his interest in entrepreneurship.





4. Mr. Sameer Shaikh is an academic manager at the K.M. Munshi Institute of Advanced Studies at Bharatiya Vidya Bhavan in Mumbai. He worked as a professor at Pillai HOC College of Engineering, Vishwaniketan's Institute of Mgt. Entrepreneurship and Engineering Technology, and served as mentor at Vishwaniketan Incubation Centre. Sameer Shaikh acquired training in drafting business models from Prof. Peter Lindgren at Aarhus University. He also pursues his entrepreneurial ambitions and has founded his venture "The Teaching Machine" which trains school pupils on the fundamentals of robotics.

5. Ms. Shubhada Patil is the founder and MD of Quantace Research, as well as an incubator manager. Her startup, Quantace Research, was also featured in the Economic Times - 'Quant-Do Spirit! Why quant funds are becoming popular in India'. She is working to develop the next generation robo-advisor for Indians, currently is an incubation manager and PhD law scholar. She is also working towards introducing automation of TDR in real estate, and having previously published two research articles, she has a particular interest in econometrics.



About the Workshop

Day 1:

The hands-on workshop witnessed the participation of about 14 startups from various domains. The startups were allotted time slots for an interactive one-on-one presentation before the mentors. During the presentation, the entrepreneurs had an opportunity to convey their startup idea, business plan and vision. Thereafter, mentors undertook a follow-up Q & A session with the founders to understand their ideas better. The experts highlighted the shortcomings in pitches, emphasised upon the importance of soft skills and assisted the entrepreneurs in improving their delivery. They also advised upon certain rectifications in the pitch deck that could be incorporated for preparing a well-rounded, informative and professional pitch for the investor.

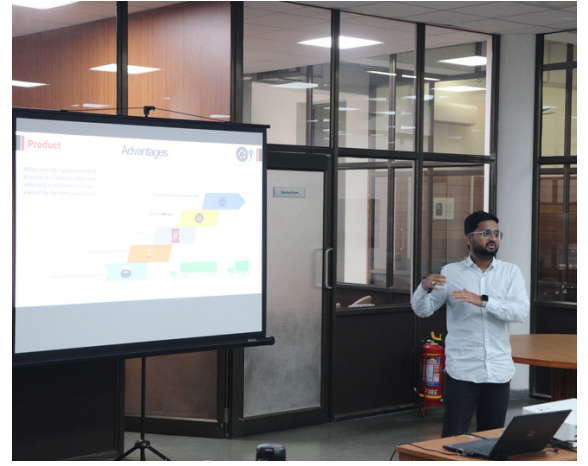


Day 2:

On the second day of the workshop, the entrepreneurs pitched again post incorporating the inputs of the mentors from the previous session. Along with reviewing the updated pitch deck, the main focus on day 2 was to assess the financial model of the startups. The mentors guided the founders on probable topics of discussion during their pitch before potential angel investors or venture capitalists in the future. The mentors educated the startups on various subjects such as ways to attract fresh investment and creating a smooth exit point for the investors.

Day 3:

The third and the final day of the workshop included touching upon the topics or areas that were left unturned or needed attention. Few of the participating startups such as Gamers Tag, Techinnovate mobility, Online LR and Bougie Sauf volunteered to present their final pitch deck before the audience consisting of the other startup founders, PDEU IIC employees, interns, mentors and experts. There was a Q/A session after every pitch. The founders precisely answered all the questions asked by the mentors as well as employees and interns at PDEU IIC. It was an interactive session for both the mentors and the budding entrepreneurs.



List of Participating Startups:

Sr. No.:	Startup
1	Meiro Mobility Pvt. Ltd.
2	Bogie Sauf Pvt. Ltd.
3	Techwe Innovation Pvt. Ltd.
4	Smartech Automations LLP
5	Cleaneoapp Technologies India Pvt. Ltd.
6	Mechual Technologies Pvt. Ltd.
7	Manentia Advisory Pvt. Ltd.
8	Saltech Design Labs Pvt. Ltd.
9	Pharsights Business Solutions Pvt. Ltd.
10	Gamerstag Pvt. Ltd.
11	Techinnovate Mobility Pvt. Ltd.
12	MCS Cargar Pvt. Ltd.
13	Cibos Techno Solutions Pvt. Ltd. (LAARI)
14	Imagine Powertree Pvt. Ltd.

Outcomes

This 3-day hands-on workshop conducted by PDEU IIC in association with the FundEnable team was instrumental in providing valuable mentorship to startups. The event was focused on guiding startups to refine their presentations into a polished pitch deck and putting up an updated financial model for the startup by the end of the third day's session. The event offered a venue for startups to interact with seasoned experts and professionals, who shared their knowledge, experience, and advice with the startups. With this initiative, around 14 startups had the opportunity to revitalise and improve their presentation decks and financial models.



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