



Marathwada Scale-up Accelerator Program (MSAP)

Program Date: Thursday 15th June, 2018

Venue: CFART Auditorium, DDUKK University Campus, BAMU, Aurangabad

About Program

This program will kickoff MAGIC-Ycenter and Dr. Babasaheb Ambedkar Marathwada University Innovation and Incubation Center's Incubation initiative by giving participating startups and entrepreneurs a chance to learn how to build a viable business model for their products / services in a hands-on workshop, receive validation from a renowned entrepreneur and pitch to an international investor.

About the event and workshop

● **Mr. Vikramank Singh** will speak on using technology as an enabler for high-growth startups and how they accelerate their reach and entrepreneurial impact. He will also talk about his experience of working at Facebook, DRDO and in the field of Artificial Intelligence and Machine Learning.

● **Mr. Milind Kank** will focus on industrial leadership and how to engage biggest clients in business. His wealth of experience and managing a big portfolio at Yeshshree Press Comps Pvt. Ltd will inspire the students.

● **Dr. Phatak's** journey from being one of the youngest acclaimed publisher of scientific works to his doctoral degree from IIT Bombay will talk about the importance of resilience required in any startup. His work covers a range of topics from Automobile to Agricultural to Rapid Prototyping and will share some expert tips for entrepreneurs in all stages on how to go about combining engineering sense with business acumen. He will speak on **Challenges Faced by Startups**.

● **Mr. Rohaan Goswami** of Ycenter will be conducting a 2-3 hours hands-on workshop for participating startups /entrepreneurs covering the following modules:
SWOT Analysis – Business Idea (Validation),
How to Pitch to Investors,
Building Vision, Mission & and Company Values,
Business Model Canvas.

This workshop will prepare them to get the foundations right for running a business.

Program Agenda

Sl. No	Time	Program	Person Responsible
1	9:00 – 10:00am	CMIA, MAGIC, Ycenter and Speakers	Meet-and-greet breakfast/tea/coffee
2	10:00 – 10:10am	Introduction & Briefing about Initiatives of Dr. Babasaheb Ambedkar Marathwada University Innovation and Incubation Center.	Prof M D Shirsat, Director Innovation, Incubation & Linkages
3	10:10-10:20 am	Introduction to Scaleup Program by MAGIC	Prasad Kokil, President CMIA and Director, MAGIC
4	10:30 – 11:30am	Inaugural Session by Vice Chancellor Inauguration by honouring Dr. B R Ambedkar and Chat. Shivaj Maharaj photos with flowers.	Prof. B A Chopade
5	11:30 – 12:30pm	Inaugural Keynote Address	Milind Kank, Managing Director Yeshshree Press Comps Pvt. Ltd.
6	12:30 – 1:15pm	Lunch Break	
7	1:15 – 2:00 pm	Talk: Technology As An Enabler For Higher Growth Startups (Machine Learning & AI)	Vikramank Singh, AI Researcher
8	2:00 – 4:15pm	Startup Innovation Model Workshop	Rohaam Goswami, COO Ycenter
9	4:15 – 4:30pm	Break/Tea/Coffee	
10	4:30 – 5:30pm	Pitch Session	Panellists: Vikramank Singh, Amar Phatak, Rohaan Goswami, Ashish Garde, Prof. M D Shirsat
11	5:30 – 6:30pm	Closing Keynote Address: Challenges Faced by Startups	Amar Phatak, Managing Partner AMP Engineering Design Ventures LLP. Director I-invent Labs

Speaker Profiles

Vikramank Singh is an AI Researcher with about 5 years of experience in the field of Artificial Intelligence and has for companies like Facebook Research, DRDO Ministry of Defence, Govt of India. He has been a TEDx Speaker and a keynote speaker at several international and national conferences. He recently spoke at the International Deep Learning Summit at Singapore. Vikramank has also been a guest lecturer and visiting faculty at several engineering institutes in India. He will soon be joining the University of California Berkeley's SETI Research (Search for Extra-Terrestrial Intelligence) and help them in improving their technology to find aliens.

Milind Kank is Managing Director Yeshshree Press Comps Pvt. Ltd. He is a serial entrepreneur and mentor. Yeshshree - a company with a present turnover of more than 300 crores had a humble beginning. Established in year 1997, Yeshshree Press Comps Pvt. Ltd started supplying auto parts to the world leaders in automobile industry in India. Names like Bajaj, Piaggio and Bosch have been our esteemed clients for more than fifteen years. Currently Yeshshree Press Comps Pvt. Ltd. has 6 state of the art high-tech manufacturing plants across Maharashtra State.

Dr. Amar Phatak is Managing Partner in AMP Engineering Design Ventures LLP. He is an accomplished engineer with a passion for new technologies in mechanical engineering especially in Automobile, Agricultural, Rapid Prototyping and in disruptive innovations. He has a Doctorate from IIT, Bombay and has secured a first class with distinction. He is also a Technical Director in I-Invent Labs Pvt Ltd, Aurangabad, Maharashtra and has previously worked with Mahindra & Mahindra (MES), Pune, as a deputy manager and Siemens PLM Software, Pune, as Sr. Software Developer.

At a young age of 37 years he has many publications to his credit and has published more than 25 technical papers till date. He also has two US copyrights. Some of his notable achievements also include publication of Engineering Books published with Wiley Publication, which has international circulation.

Rohaan Goswami is the COO and Director of Product Design at Ycenter India. He leads the engineering and design teams in their mission to create a global experiential learning platform. He is in charge of conceptualizing and implementing creative features and go-to-market strategies for Ycenter's worldwide expansion programs, specifically in Asia and the Middle East. When not solving challenges at Ycenter, he works as the Creative Director at ProjectOne, a non-profit media collective that he founded in 2016. He travels across India documenting and researching on its various sub-cultures, and also conducts workshops on Design Thinking, Storytelling and Social Innovation across universities in India. In November 2017, Rohaan was invited as a delegate from India to the United Nations Development Program - Misk Global Forum in Riyadh to brainstorm with young leaders, creators and thinkers from around the world for ways to meet "The Challenge of Change". He believes that the shortest distance between two people is a story, and that the world can be brought closer together through efficient storytelling mediums and experiential education.

For More details contact:

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