

SRM INSTITUTE OF SCIENCE AND TECHNOLOGY COLLEGE OF SCIENCE AND HUMANITIES DEPARTMENT OF COMMERCE



REPORT

ON

STUDENT ENLIGHTMENT SESSION

 \mathbf{ON}

CAREER AS ENTREPRENEUR



EVENT CONVENOR

Dr.S. Chitra – Associate Professor

EVENT COORDINATORS

- 1. Mr.R. Gowtham Research Scholar
- 2. Mr. Sanjay Baskaran Student II B. Com Hons IAF
- 3. Mr. Nabeel Nawab Student II B. Com Hons IAF
- 4. Ms. Thejaswiny Aravindan Mahalakshmi II B.Com Hons IAF
- 5. Ms. Varsha Jairam II B.Com Hons IAF



COLLEGE OF SCIENCE AND HUMANITIES

DEPARTMENT OF COMMERCE

MERX MERCIS ASSOCIATION

ORGANIZES

Two days Enlightening Session on "Career as Entrepreneur"



Time: 10 a.m to 12 p.m



Dr.S.Neelavathy Pari
Assistant Professor,
Department of Computer Technology,
Madras Institute of Technology,
Anna University, Chennai



Er. Shree Jayaram K Field Coordinator IEDP-HUB, Madras Institute of Technology, Chennai



Mr. R. Ramachandran Field Coordinator & ILO Trainer EDII TN – Madurai & ILO Geneva Tamil Nadu



SUMMARY

An Enlightenment session on Career as Entrepreneur was conducted virtually through Zoom, between 14th and 15th February 2022 to enable students build their foundation on Entrepreneurship. The Department of Commerce brought together experts in the field of entrepreneurship. The Enlightenment successfully harnessed the enthusiasm and experience of participants and reached wide ranging consensus.

PURPOSE OF THE PROGRAMME

The Purpose of this Program is to

- Understand foundations of entrepreneurship.
- Summarize roles and responsibilities of various types of entrepreneurs.
- Explore funding opportunities for Start-Ups
- Enumerate on procedures to start a Start-up
- Awareness on Make in India Programme and EDII's contribution
- Motivate students to be Job Creator rather than Job Seeker

OUTCOMES

After the completion of the program, the students were able to

- Realize the importance of entrepreneurship.
- Consider Entrepreneurship as Career.
- Get Awareness on various funding opportunities available for them.
- Enlightened on Make in India Program.
- Understand Success Formula for Start-ups and to be a Successful Entrepreneur.

BENEFICIARIES

Nearly 100 Participants registered and benefitted out of this enlightenment session. Certificate of Participation were issued to the participants based on their active involvement in the program.

Date: 14th February 2022

Topic: Introduction to Entrepreneurship & Funding Opportunities for Start-Ups

Resource Persons

Dr. Neelavathy Pari
 Assistant Professor
 Department of Computer Technology
 Madras Institute of Technology
 Anna University, Chennai

2. Er. Shree Jayaram K
Field Coordinator
IEDP-HUB

Madras Institute of Technology, Chennai

The Session started with Dr. Neelavathy Pari explaining the foundations of entrepreneurship. She clearly differentiated the enterprise from entrepreneur and entrepreneurship. She also discussed the role and importance of Entrepreneurship Development Institute of India and its contribution in creating entrepreneurs by drawing historical evidences from reports of international bodies on India's growth in entrepreneurship in the past 15 years. She also emphasized on the importance of technology and innovation in the success of entrepreneur's careers. The Session was further carried forwarded by Er.Shree Jayaram. Er.Shree Jayaram K throwed insights on various types of entrepreneurs and their roles in the society. He explained about various funding opportunities for Start-ups. His session covered following topics

- Skills needed to be entrepreneur
- Types of Funds available for Start-ups
- Stages of Start-ups and their funding sources.
- Start-up India State wise Schemes
- Start-Up Business Grants in India
- Government Scheme for Student Start-up
- Women Entrepreneurship Platform.
- EDII and their support for Start-ups





Date: 15th February 2022

Topic: Make in India and Success Equation for Start-ups

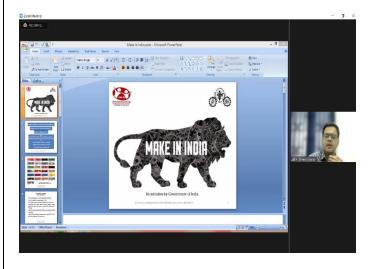
Resource Persons

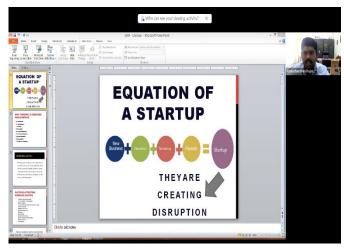
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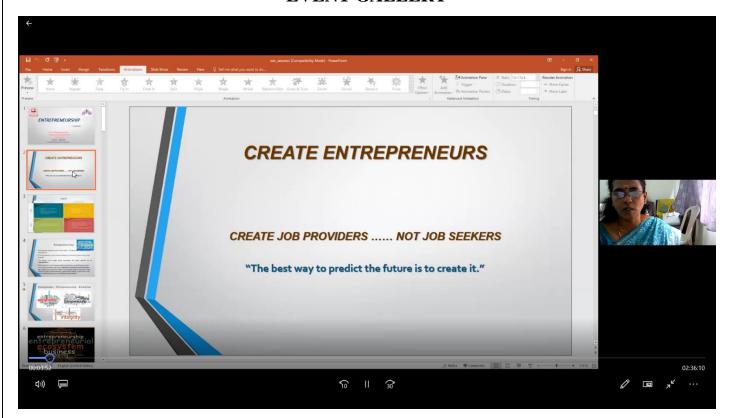
The Session started with Er. Shree Jayaram enumerating on Make in India Scheme. He explained about various schemes available for automobile, MSMEs and other industries. He concluded his session benefits of Make in India Scheme. The Session was further jointly carried forwarded by Mr.R. Ramachandran and Er. Shree Jayaram. Mr.R. Ramachandran throwed insights on equation of start-ups and their roles in the society. Joint session covered following topics

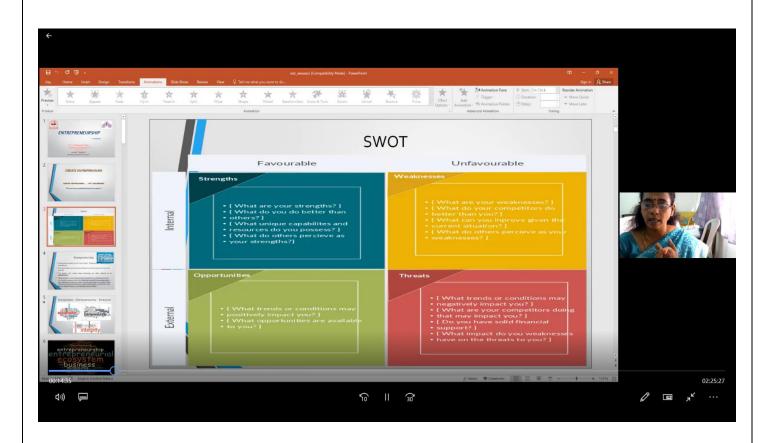
- Importance of Funding for Start-ups
- Working Capital
- Factors affecting Working Capital
- Role of Women Entrepreneurs
- Qualities of Women Entrepreneurs
- Successful Women Entrepreneurs
- Problems of Women Entrepreneurs
- Government of India support for Entrepreneur

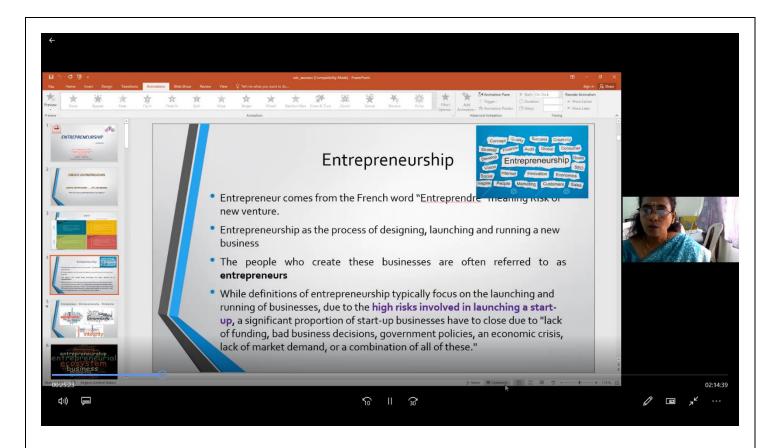




EVENT GALLERY

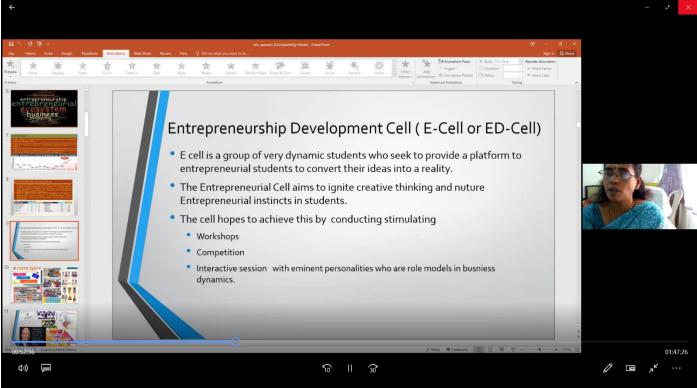


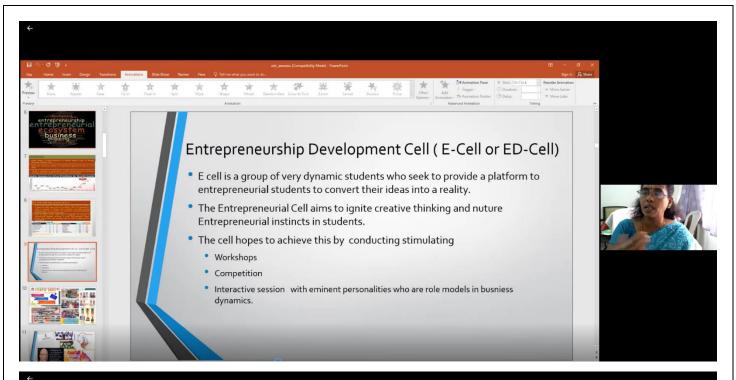


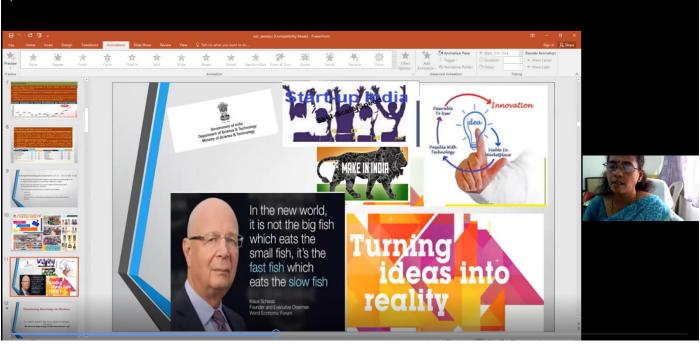
















Based On The Type Of Business:

- 3. Agricultural Entrepreneur:
- ☐The entrepreneurs who undertake agricultural pursuits are called agricultural entrepreneurs.
- ☐They cover a wide spectrum of agricultural activities like cultivation, marketing of agricultural produce, irrigation, mechanization, and technology.



Based on the Use of Technology:

1. Technical Entrepreneur:

- □The entrepreneurs who establish and run science and technology-based industries are called 'technical entrepreneurs.'
- □Speaking alternatively, these are the entrepreneurs who make use of science and technology in their enterprises.



Based on the Use of Technology:

2. Non-Technical Entrepreneur:

- ☐Based on the use of technology, the entrepreneurs who are not technical entrepreneurs are non-technical entrepreneurs.
- ☐ They are concerned with the use of alternative and imitative methods of marketing and distribution strategies to make their business survive and thrive in the competitive market.



Based on the Size of Enterprise:

1. Small-Scale Entrepreneur:

An entrepreneur who has made investment in plant and machinery up to Rs 1.00 crore

2. Medium-Scale Entrepreneur:

The entrepreneur who has made investment in plant and machinery above Rs 1.00 crore but below Rs 5.00 crore

3. Large-Scale entrepreneur:

The entrepreneur who has made investment in plant and machinery more than Rs 5.00 crore







FUNDING OPPORTUNITIES FOR START-UPS

Presented by
K. Shree Jayaram,
Field Coordinator,
IEDP hub, Madras Institute of Technology,
Anna University.



ENTREPRENEURSHIP

Entrepreneurship as the process of designing, launching and running a new business

The people who create these businesses are often referred to as entrepreneurs

SKILLS NEEDED TO BE AN ENTREPRENEUR

- **Customer acquisition**
- **Building functional prototypes**
- Lean startup+continuous development
- Software programming
- Creative problem solving
- Strategic thinking
- Networking
- Time management Design thinking Communication



- Finance
- Branding
- Resilience
- Efficiency
- Curiosity
- Innovative
- **Fundraising**
- Pitching
- Smile



WHY IS FUNDING REQUIRED?

- Prototype creation, product development, website/app development
 - · Team hiring
 - · Legal and consulting services for your start-up
 - · Raw materials and equipment
 - · Licenses and certifications
 - Working capital
 - Marketing and Sales
 - · Office space and other admin expenses





CHARACTERISTICS OF FUNDS

Characteristics	Equity Financing	Debt Financing	Grants
Nature	There is no component of repayment	repaid within a stipulated time frame with interest	There is no component of repayment
Risk	higher as he has no guarantee against his investment	lower as he generally has collateral against his investment	There is no risk factor involved
Pressure for Repayment	Less pressure	More pressure	No pressure
Return to Investor	Capital growth for investors	Interest payments	No Return
Involvement in Decisions	Investors prefer to involve	Debt Fund have very less involvement	No direct involvement



Stages of start-ups and their funding sources

1. Ideation/Pre-Seed stage

Boot strapping/Self Financing – relying on your own savings

Friends & Family – Inherent level of trust b/w Entrepreneur & Investor

Business plan/Pitching events – price money/grand/financial benefits by Institutions/Organizations

2. Validation/Seed stage

prototype ready, demand analysis, trials, customer feedback, build formal team.

Incubators - organizations setup to build & launch start-ups

Govt. Loan schemes – Collateral free debts, schemes like MUDRA, CGTMSE & STANDUP
INDIA

Angel investors – Individuals who invest money into high potential start-ups.

Crowd funding – money from large number of people



Stages of start-ups and their funding sources

3. Early traction/Series A stage

Product or services launched in the market

Venture capital funds – invest in high growth start-ups, take-up equity in return

Banks & NBFCs - applicable for working capital, prefer debt over equity as debt does not dilute equity stake.

Venture debt funds – private investments along with Angel or VC round.

TReDS - introduced in 2014 by RBI, mechanism for financial trade receivables on a secure Digital Platform



Stages of start-ups and their funding sources

4. Scaling/ Series B stage

fast rate of market growth & increasing revenue

Venture capital funds - VC funds with larger ticket size, approach after generating significant market traction

Private equity/Investment firms – do not fund early start-ups, fund only for fast growing late-stage start-ups with consistent growth rate.



5. Initial Public Offering (IPO)

Start-up lists on Stock market the first time

Public listing increases credibility of the start-up & be a good exit opportunity or stake holders



START - UP INDIA - STATE SCHEMES

Tamilnadu

Policy name: Tamilnadu Start-up & Innovation Policy 2018-2023 Nodal Agency: Entrepreneurship Development & Innovation Institute

Puducherry

Policy name: Aspiring Puducherry - Innovations & Start-up Policy 2019-2024

Nodal Agency: Development of Industries & Commerce, Puducherry



Start-up Business Grants in India

1. PRISM's Technopreneur Promotion Program (TePP)

- Initiative of the Dept. Of Science & Technologies, Govt. Of India
- Transform innovations to Entreprises by promotion & funding
- Ticket size: INR 2 Lac to 100 Lac
- Stages of Grants: conceptualization, fabrication, development, trial, and application through to making it a commercial enterprise





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Start-up Business Grants in India

2. Multiplier Grants Scheme (MGS)

- Department of Electronics and Information Technology
- support and fund industries such as IT, analytics, enterprise software, Internet of Things, artificial intelligence and technology hardware
- Ticket size INR 2 Cr for a duration of 2 years





Start-up Business Grants in India

- 3. Nasscom the most sought after start-up business grant
- started in 2013 with the idea of funding 10,000 Indian start-ups in 10 years
- Helps to raise Fund from VCs, government funds, and angel investors, among others
- Focus sectors: healthcare, agriculture, education, smart cities and infrastructure and AI across industries





Start-up Business Grants in India

4. Unlimited India

- The organization supports early-stage start-ups in the first 0-5 years.
- 38% of the enterprises it supports are for-profit start-ups.
- Focus Sectors: Agriculture,
 Livelihoods, Education, Environment,
 Sports, Gender Equality, Health &
 Well-being, Energy, Water &
 Sanitation, Financial inclusion,
 Inclusive Development, and Housing.





Start-up Business Grants in India

5. Zone Start-ups

- A part of the Ryerson Futures Network
- helps a start-up with funding, mentorship, access to talent, networking opportunities and soft landing to the North American market.
- Grant: INR 50 Lac and Rs 3 crore.
- Focus sectors: technology





Start-up Business Grants in India

5. Zone Start-ups

- A part of the Ryerson Futures Network
- helps a start-up with funding, mentorship, access to talent, networking opportunities and soft landing to the North American market.
- Grant: INR 50 Lac and Rs 3 crore.
- Focus sectors: technology





Start-up Business Grants in India

6. Amity Innovation Incubator

- Helps Entrepreneurs & Start-ups withDirect investments into ventures via Amity Capital VenturesRaising debt/equity via financial institution schemesInvestors through HNI investors and VC funds
- The organization has incubated more than 100 start-ups
- Focus Sectors: technology and innovation





Start-up Business Grants in India

7. Amrita TBI

- A non-profit start-up incubator
- Partly supported by the Govt. of India
- It funds, mentors and nurtures start-ups and entrepreneurs at the early and growth stage
- Grant: funds up to INR 1 Cr per startup & also provides options for VCs and angel investor networks





GOVERNMENT SCHEMES FOR STUDENT START-UPS

Atal Incubation Centre (AIC)

- > Started by NITI Aayog in 2016
- > Grant: Rs 10 cr over a period of five years
- ➤ Focused Sectors: transport, health, energy, education, agriculture, water and sanitation



New GEN IEDC

- ➤ Started by Department of Science & Technology (DST) in 2017
- $\,\blacktriangleright\,$ Implemented by the Entrepreneurship Development Institute of India (EDII), Ahmedabad.
- > Students can work on innovative projects over a period of five years
- Grant: one time cost of Rs 25 lac



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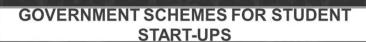
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1. Pradhan Mantri Mudra Yojana

- Launched in 2015
- > Grant: Loans up to INR 10 lac can be availed
- ➤ 1.8 cr business generated via MUDRA

Categories

- Category 1: Shishu, which is for new businesses. Loans up to Rs 50,000 can be availed
- Category 2: Kishor, which is a mid-aged business. Loans up to Rs 5 lac can be availed
- Category 3: Tarun, which is an existing, experienced business. Loans up to Rs 10 lac can be availed.
- ➤ Started by Department of Science & Technology (DST) in 2017
- Focused sectors: Small Manufacturing Units, Retailers, Wholesalers, Artisans



GOVERNMENT SCHEMES FOR STUDENT START-UPS

2. Credit Guarantee Trust Fund For Micro & Small Enterprises (CGT SME)

- ➤ Biggest Start-up Loan Schemes by the Ministry of MSME
- ➤ Grant: collateral-free loan up to Rs 1 cr is provided



- > ZED or Zero Defect and Zero Effect mission is to encourage manufacturers to create better products, with high quality and zero defects.
- Start-ups and MSMEs can register for the ZED program







THE WOMEN ENTREPRENEURSHIP PLATFORM (WEP)

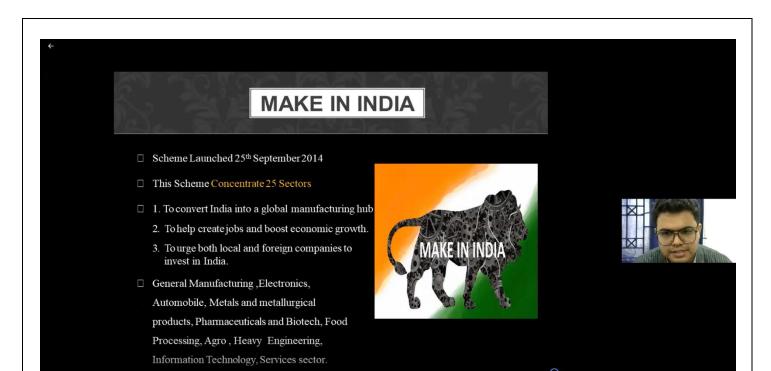
☐ Launched by the NITI Aayog, the WEP is for budding and existing women entrepreneurs across India.

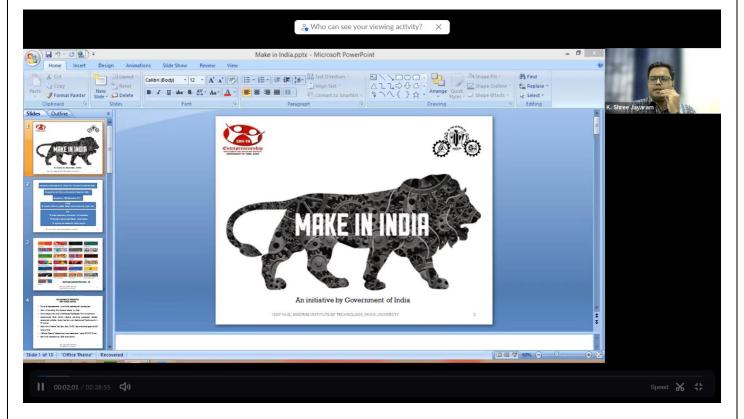
The three aspects:

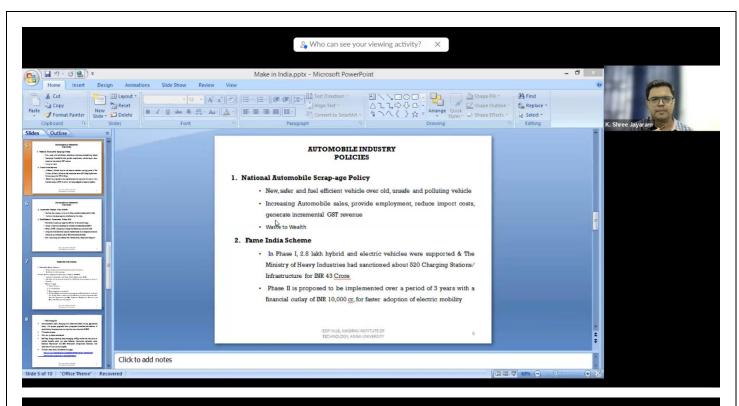
- Locha Shakti: motivating women entrepreneurs to start their business
- Gyaan Shakti: Provides knowledge and ecosystem
- * Karma Shakti: Provides hands-on support to entrepreneurs to set up or scale business
- Incubation and Acceleration
- Entrepreneurship Skilling
- Marketing Assistance,
- Funding and Financial Assistance
- Compliances Support
- *Social Entrepreneurship

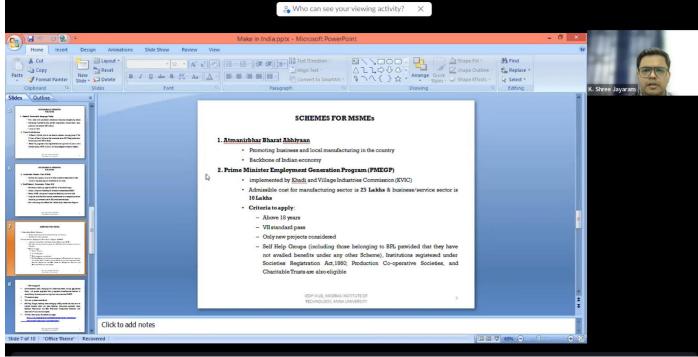


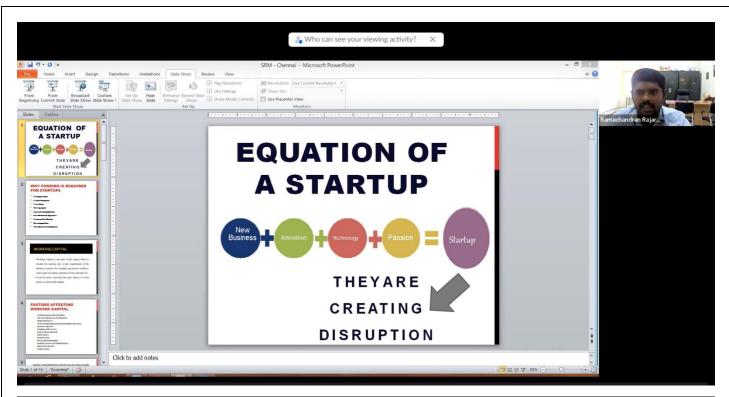


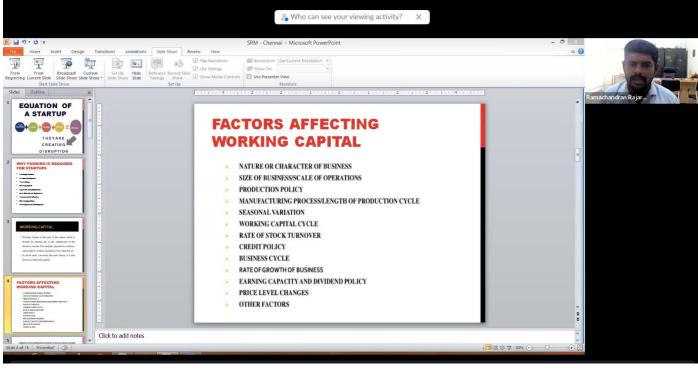


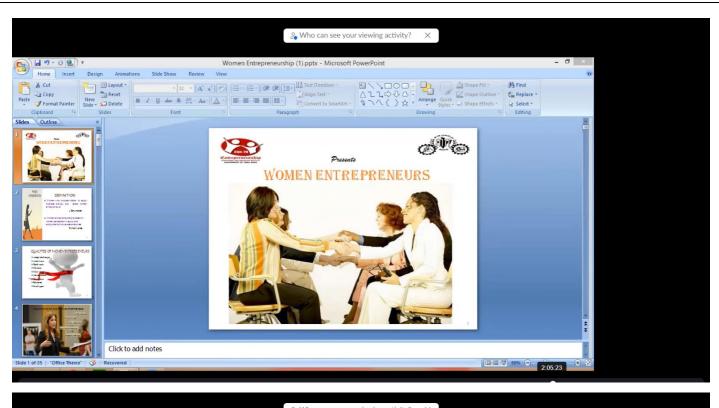


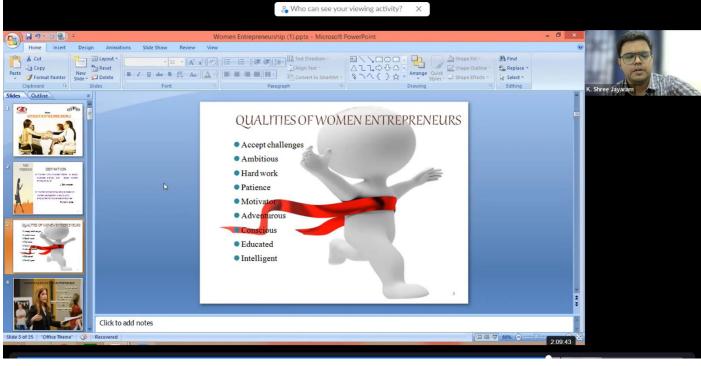


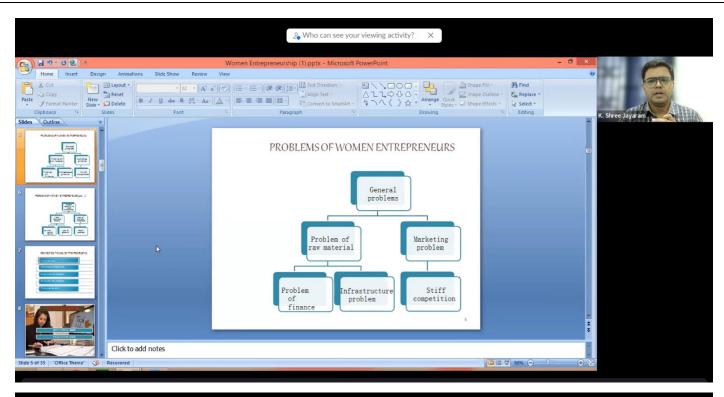


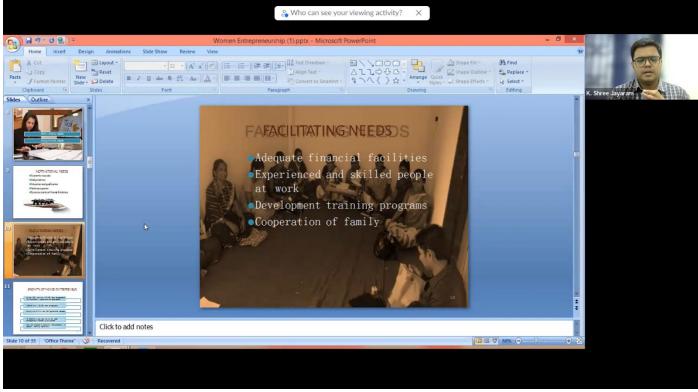


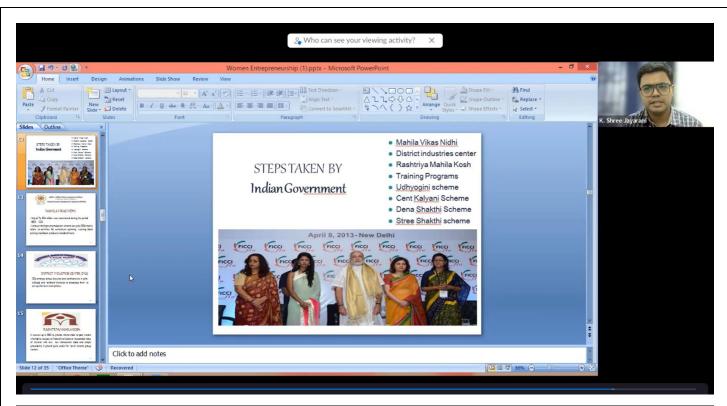


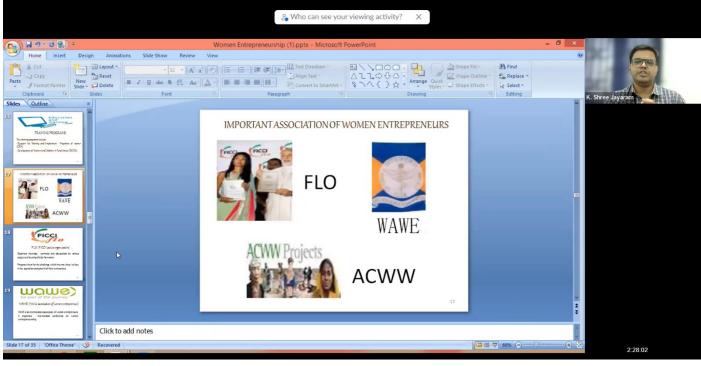


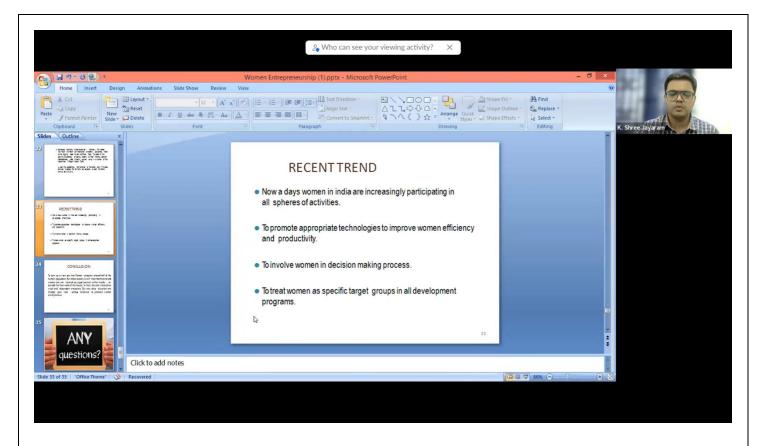












Session Recordings

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