

Activity Report

- **Title of Event:** "Lean Startup and Minimum Viable Product/Business"
- **Date of Session:** 20th June 2023, Tuesday
- **Time:** 09:30 AM Onwards
- **Speaker:** Mr. Aseem Gupta, Entrepreneur and Social Worker

Event Photos:



The Event focused primarily on educating attendees regarding:

- How Startups fail if they run out of patience or money.
- Giving insight how to earn revenue streams.
- Introduced the concept of MVP.
- Talking about small intricacies (patents, design trademarks) that are usually missed while running a business through his EV charging business that is a LEAN STARTUP.

Speakers Details:

Mr. Aseem Gupta, the organization's C.E.O. A social entrepreneur invested in climate preservation through agroforestry, and prop tech (EV infra, etc).

Aseem has excelled in government procurements in the areas of printing and stationery. His family paper firm was the 4th best seller on the Government E-Marketplace (GeM) out of over 7 million merchants before his retirement from active operations. He is a non-executive director spending less than a few hours a month.

An Alumni from Mount St. Mary's School Delhi Cantt, B.Com. (Hons.) and Delhi University, he also has an International MBA degree from the University of South Carolina. Certificates in HR management and entrepreneurship from Symbiosis, Pune, and business training from Tec De Monterrey, Guadalajara, Mexico.

Featured in Yuva Bharat, Former chairman of the road safety and health departments of Young Indians, and has retired since to focus on endeavors at Sahy. He is also part of the local rotary club of soar high.

Objective of the Event:

Objective 1: Understand the importance of patience and financial management in running a business. The speaker highlighted the risks of running out of patience or money and emphasized the need for perseverance.

Objective 2: Comprehend the business model of revenue sharing with landowners. The students learned about a unique approach where the speaker set up charging stations without paying rent but instead offered a percentage of revenue to the landowner.

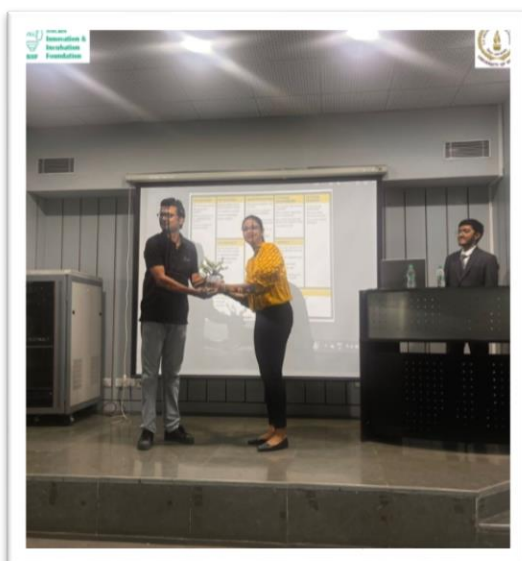
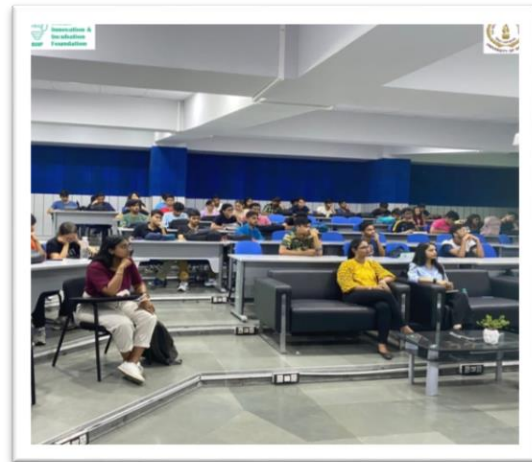
Objective 3: Learn the significance of different revenue streams and accurate financial planning. The students grasped the concept that startups need multiple income sources for survival and the importance of getting their financial numbers right.

Objective 4: Introduce the concept of Minimum Viable Product (MVP). The speaker emphasized the value of developing a minimum viable version of a product or service to validate its market potential and iteratively improve it based on feedback.

Objective 5: Enhance ideation skills and gain a clearer vision for their own startup ideas. The interactive session with students allowed them to receive guidance and insights on their ideas, emphasizing the importance of ideation for clarifying the direction of their ventures.

Objective 6: Learn to navigate and understand the Business Model Canvas (BMC). The speaker taught the students how to effectively use the BMC as a tool for mapping out key aspects of a business and gaining a comprehensive understanding of its structure.

Event Photos:



Event Attendance:

"Lean Startup"
Speaker: Aseem Gupta

Date: 20th June 23

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