Technology Entrepreneurship Programme (TEP) 2019-20

Performance and Closure Report for Telangana Colleges

Contents

INTRODUCTION

Technology Entrepreneurship Programme (TEP) is a one-year programme offered by the Indian School of Business and is tailored specifically to build entrepreneurial orientation among young engineering students, to enable them to make the best of knowledge resources. TEP 2019-20 had 19 colleges from Telangana.

TEP Admissions Snapshot

The below table shows the total number of applications received, number of enrollments done and the number of students who have graduated from each of the batches of **TEP from Telangana.**

Year	Applications Received	No. of Students Enrolled	No. of Students Graduated	Percentage of students who made it to the graduation
2014 - 16	978	382	150	39.26%
2015 - 17	944	520	115	22.11%
2016 - 18	1306	572	135	23.60%
2017 - 19	870	419	206	49.16%
2019 - 20	471	173	123 (Yet to distribute certificates)	71.09%

Note:

1. Each year, the percentage of students who graduated reduced due to various factors. Some of the reasons are a) students might not have completed watching online courses, b) students might not have done their submissions, c) term 3 & 4 of TEP used to coincide with their hectic engineering schedules. To minimize the drop, we send a lot of reminders and provide deadline extensions.
2. The guidelines for the students to get a certificate of completion is clearly stated in LMS and shared in a handbook upon their enrolment.

Insights:

1. Since the TEP 2019-20 was a one-year format, some of the issues observed in the two-year format were taken care of and the conversion ratios have improved significantly and as can be seen from the tables above.
2. Apart from the format change, we ensured better conversion ratios by various new initiatives like improving SPOC engagement, improving student engagement by introducing TEP Talk newsletter, Facebook engagement for students, interactive

WebEx sessions, more focus on mentor-mentee and continuous engagement with all the student ambassadors using WhatsApp groups and emails.

College-wise no. of enrollments is shown in the Annexure A of this document.

New Initiatives added in TEP 2019-20

There were several new initiatives added in TEP 2019-20 to ensure the students interest levels do not drop by the end of the programme/year. This was one challenge we observed the students were facing and it was leading to a huge drop in the number of students graduating against the number of students who enroll in the programme.

WebEx Sessions / Speaker series

Objective	Frequency	Observations
WebEx sessions are used for two purposes: 1. To conduct speaker series. **2.** To address the queries of the TEP students for specific needs.	Twice in each phase	- For the WebEx sessions that we conducted during the first two phases in the programme, we used to see about 150 – 200 students participating in the sessions. - By the time phase-3 in the programme started, there was drop in students attending the sessions. There was about 5 – 10 students joining the sessions. - This number improved to around 45 while the students were in phase-4.

Insights:

1. As mentioned in our observations, the students' attendance for Speaker series dropped to single digits during phase-3. Phase-3 has always been an issue since the TEP curriculum would clash with the students' examinations/peak curriculum.
2. Students start involving in the TEP again from Phase-4 and therefore we could have more such sessions covered during phase-4 and keep the phase-3 lighter with other deliverables which can be done with flexible timelines.

Innovation of the week

Objective	Frequency	Observations
We share the 'Innovation of the Week' with the students and the SPOCs so that they stay updated with all the latest updates on innovations across the globe and in India.	Weekly Once	- We were sharing this information through and emails and Facebook page. The students were asked to comment on these articles and the students showed tremendous interest in commenting and liking these on Facebook. Students felt very much connected with TEP and ISB due to this exercise.

TEP Talk – Newsletter

Objective	Frequency	Observations
1. Common platform to encourage the TEP alumni and current batches to come together and share thoughts **and use** it as a marketing tool for the participating colleges. The colleges upload the newsletter in their website, and this will help promote TEP to the upcoming batches.	Once in two months	- Some of the sections in this newsletter had sections to encourage TEP SPOCs and top student teams to perform better and created a sustained feeling of competitiveness amongst the colleges and student teams. - Since this newsletter was being sent to all TEP alums too, they started feeling connected and we had good number of TEP alums who came forward to help in mentoring the current students.

Status Reports

Objective	Frequency	Observations
Displaying overall performance of students in the course.	- During the programme, as and when required - At the end of each phase	- Reminders, Status report of student's performances, their certificate eligibility status was all being sent to the students, college faculty SPOCs and government partners. - This exercise brought in a lot of transparency and push towards tasks completion. - College faculty SPOCs started feeling themselves important in the programme and as a result helped us out on various fronts.

Insights:

1. For TEP 2019-20, along with activity completion reports, we started showing the certificate eligibility status of students. This had resulted in more students ensuring to complete their deliverables and see themselves under certificate eligible category.
2. All the status was regularly being shared with the SPOCs during TEP 2019-20. With this, the SPOCs became active with respect to TEP and were constantly pushing their college TEP students in completing their deliverables before the deadlines.

TEP 2019-20 Performance Evaluation - Weightage

An important aspect of TEP is the performance evaluation of the participants. As a part of the evaluation process, the participants attempt online assignments based on the modules delivered over the Learning Management System (LMS). Also, practicum component submissions are evaluated. The TEP evaluation process gives equal importance to both the online as well as the practicum component of the programme. Score of each phase is the combined score of online modules assessments and practicum component submissions.

The weightage for both the components for each phase is as given below:

	Online Modules Assessments	Practicum Component Submissions
Phase-1	50%	50% (User Research Toolkit)
Phase-2	50%	50% (Prototype Video)
Phase-3	50%	50% (Product Development Toolkit)
Phase-4	50%	50% (Business Plan Toolkit)

Note: Grades and templates are designed, approved and validated by the academic committee that comprises experienced faculty.

Online / Practicum Courses covered in TEP 2019-20

TEP 2019-20 is a one-year programme and is divided into four phases. Each phase had both online and practicum component running parallel.

Phase-wise online course details are shown in the below table.

Phase	Course Date	Modules
Phase - 1	21-Jan-19	Introduction to TEP
	28-Jan-19	Overview of Entrepreneurship
	11-Feb-19	Life of an Entrepreneur
	18-Feb-19	Entrepreneurial vision
	25-Feb-19	Opportunity Identification
	04-Mar-19	Design Thinking
Phase - 2	10-Jun-19	Introduction to Lean Start-up
	24-Jun-19	Introduction to business models
	08-Jul-19	Designing business models using the Business Model Canvas
	15-Jul-19	Business Model Element 1: Business Value Propositions
	29-Jul-19	Business Model Element 2 & 3: Customers
	05-Aug-19	Business Model Element 2 & 3: Customer Validation
Phase - 3	02-Sep-19	Business Model Element 4: Channels
	09-Sep-19	Business Model Element 5: Revenue Models
	16-Sep-19	Business Model Element 6: Partnerships and Suppliers
	23-Sep-19	Business Model Element 7, 8 & 9: Resources, Activities and Costs
	07-Oct-19	Business communication for entrepreneurs – mastering the art of story telling
	14-Oct-19	Acquiring and Mobilizing Resources – Financing
	28-Oct-19	Acquiring and Mobilizing Resources - Building the Team
	11-Nov-19	Introduction to business plans and pitching
Phase - 4	06-Jan-20	Strategies for building your core team
	20-Jan-20	Strategies for value capture: Pricing Models
	27-Jan-20	Strategies to Protecting Innovation
	03-Feb-20	Strategies to compete: Competing with Incumbents

	10-Feb-20	Finance, burn rate management (4 sessions), Legal Framework and Statutory Compliance (1 session)
	02-Mar-20	Basic Accounting
	09-Mar-20	Marketing 101
	16-Mar-20	Harvesting the Opportunity – Exit Options & Strategies

Phase-wise Practicum Components in TEP 2019-20 are shown below

Phase - 1	Workshop: Innovation Hackathons Submission: User Research Toolkit - Part A
Phase - 2	Workshop: Technology Validation Workshop Submission: User Research Toolkit - Part B
Phase - 3	Mentor Connect Submission: Product Development Toolkit (PDT)
Phase - 4	Workshop: Business plan & pitching workshop Submission: Business plan

Insights:

1. Phase-3 practicum component didn't have any physical touch points which led to less engagement levels overall.

Overview on Practicum Components

Hackathons

Hackathon is a three (3) days' workshop during phase-1 which is targeted at defining a relevant problem statement, ideating a viable solution for the same and building a low fidelity prototype around it. Through these three (3) days intensive workshop, the students are introduced to concepts such as innovation, entrepreneurship, problem identification, ideation and finally making a tangible (basic functional) prototype out of it. Output of the hackathon translates into Research and User Feedback Toolkit 1.

Cluster-wise colleges allotment, theme-wise team divisions, student attendance and highlights of the workshops can be seen in the Annexure B of this document

Insights:

1. Until 2017-19 batch, the student teams were provided with a design thinking workshop and then the teams would use the methodology and come up with the problem statement. For TEP 2019-20, we conducted Hackathons where the students had a good handholding in identifying their problem statement and come up with a low fidelity prototype before their hackathon ends.
2. With hackathons concept in place, the students seemed to be more confident in the process of identifying the problem statement and were very comfortable in changing and starting the process of identification again based on user feedback. Around 15 teams have changed their problem statement early enough.

User Research Toolkit – Part 1

Post the Hackathons, as a phase 1 practicum submission, all the student teams were asked to approach their prospective user categories and research on the viability of their product. Students need to capture their observations in the user research toolkit provided to them.

College-wise rankings individual to Telangana colleges based on user research toolkit part 1 submissions can be seen in the Annexure C of this document.

Technology Validation Workshop

This is a phase-2 workshop. Based on the performance in the user research toolkit part A in phase-1, where students had met multiple users revolving around their problem statement, top teams across colleges and domains were shortlisted and invited for this intensive and immersive technology validation workshop.

Five (5) sets of technology validation workshops were conducted during the month of August 2019. These, day long workshops were meant to provide hands-on experience to the students on the technological aspects of their product and provide clear directions on the way forward. The domains categorized for the Technology Validation Workshop were:

- Software
- Mechanical
- Electronics
- Software (AR/VR)

Overall 14 teams from Telangana colleges were mentored. These workshops have successfully kick-started the teams towards their proof-of-concept development for their ideas.

Date-wise statistics of team topics and team count for these workshops can be seen in the Annexure D of this document.

Insights:

1. Tech Validation workshop was a new concept which was never tried in TEP until 2019-20. With this workshop in place, we could fill the gap which colleges failed to provide in extending technical help.
2. For the teams, the transition from prototype to MVP stage looked much more enhanced in TEP 2019-20. Some teams also came up with working apps due to the provision of technical expertise during their phase-2.

User Research Toolkit Part-2

During the phase-2 of TEP, the student teams were asked to approach their prospective user categories and research on the viability of their solution with respect to the problem identified during phase-1. They need to capture their observations in the user research toolkit provided to them.

College-wise rankings individual to Telangana colleges based on user research toolkit part 2 submissions can be seen in the Annexure E of this document.

Mentoring

During phase-3, we had connected 25 interested teams to mentors to provide support in their journey towards improving their ideas and product/service.

Each mentor was given about 3 teams to be mentored and we were in constant touch with all the mentors and the students to ensure the mentoring continued for about 3 months.

College-wise count of teams that had undergone mentoring can be seen in the Annexure F of this document.

Insights:

1. Mentors were assigned to the students during phase-3 in the programme. And phase-3 generally clashes with students' exam schedules. This resulted in students not being able to take full advantage of mentors.
2. With this challenge in place, we had to extend mentoring programme for another month (i.e., until January 2020). We observed that the teams who went inactive had come out very active and started showing interest during the month of Jan 2020. But by this time, the mentors slowly lost interest and got bit busy with Pongal and new year commitments. Probably the mentoring would work well if it can be done during the mid-year (calendar year).
3. This was the first time that we tried using TEP alumni as mentors. Until TEP 2017-19 batch, we used to connect the students with industry mentors. We found that these young students were not really opening and approaching the mentors at that level. Therefore, we thought of trying to connect with their own TEP mentors where the students might feel more connected and open themselves on the help that they need. Almost 90% of student teams have approached their mentors and stayed in touch with the mentors.

Product Development Toolkit

Product Development Toolkit (PDT) is the next step in the practicum component after the problem and solution validation that happened during Phase-1 & 2 respectively. The PDT documents the bigger picture of the business beyond the minimum viable product (MVP). At this point, the student entrepreneur focuses on the distribution, sourcing/development channels and captures it in the Product Development Toolkit (PDT).

The students were given two (2) months to complete and submit the PDT. College-wise rankings individual to Telangana colleges based on PDT submissions can be seen in the Annexure G of this document.

Business Plan

B-Plan is the deliverable for Phase 4 of Technology Entrepreneurship Programme 2019-20. Post the product development and the focus on understanding the supply and distribution side of the product, the final step is the value communication task through a B-Plan. The B-Plan document captured the entire TEP journey. The teams covered the details of problem/need with the specifics of target user and the validation method used for the same. They detailed out their product/service solution to address the problem/need along with a comprehensive understanding of the competitor's offerings. The B-Plan also captured their market segment, their total market size, addressable market size and the team's Go-To-Market strategy. Then, the teams highlighted the venture's sales and revenue model and projected financials for three years. Along, with these, the teams also depicted their marketing and operations strategy. Additionally, they analyzed the strengths and skill gaps of the team to execute the venture. Finally, the captured the challenges and the requirements

for the venture along with the plan of action to address the same. Overall, the B-Plan presentation deck summarized the team's venture and plan to execute the same.

Business plan and pitching workshop

ISB conducted a one-day workshop at ISB for the top teams from Telangana. The workshop was conducted on 13th February 2020 with 10 Telangana teams.

The learning objectives for the session are given below.

- Help the students develop their idea into a business through a structured approach (plan)
- Learn the essential elements that constitute a business plan
- Create most compelling business pitch

The recorded session of B-plan workshop was uploaded on the LMS platform to ensure all the teams get access to the session.

Team count and team details of the top teams selected for this workshop can be seen in the Annexure H of this document.

Insights:

1. Students always look forward to this workshop as they understand this is the core expertise of ISB.
2. This is one area where we could leverage on our own internal resources for delivering the workshop.

Business plan submissions

After conducting the workshop on business plan and sharing the template of the business plan with them, the student teams were asked to submit their business plans by the end of phase-4.

College-wise rankings and B-Plan submission status individual to Telangana colleges based on B-Plan submissions can be seen in the Annexure I of this document.

Overall Performance for TEP 2019-20

Based on the overall scores achieved by the TEP participants in the online and practicum components, the participating colleges of Telangana are ranked in the ascending order of their average performance scores in the table below.

Telangana College Rankings

College	College Ranking
Vasavi College of Engineering	1
Kakatiya Institute of Technology & Science	2
BITS Pilani-Hyderabad Campus	3
CVR College OF Engineering	4
Mahindra École Centrale	5
MLR Institute of Technology	6
Gokaraju Rangaraju Institute of Engineering & Technology	7
Sreenidhi Institute of Science and Technology	8
Anurag Group of Institutions (CVSR)	9
VNR Vignana Jyothi Institute of Engineering and Technology	10
Chaitanya Bharathi Institute Of Technology	11
S R Engineering college	12
G. Narayanamma Institute of Technology and Science (for women)	13
CMR Engineering College	14
Vignana Bharathi Institute of Technology	15

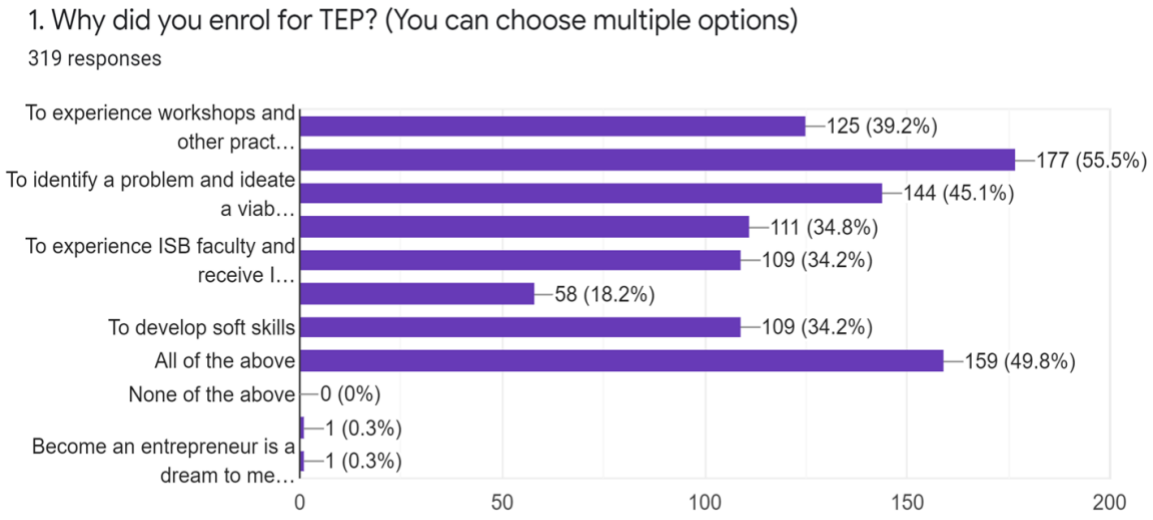
National Institute of Technology Warangal	16
Hyderabad Institute of Technology and Management	17
Rishi Engineering college for women	18
Sana engineering college	19

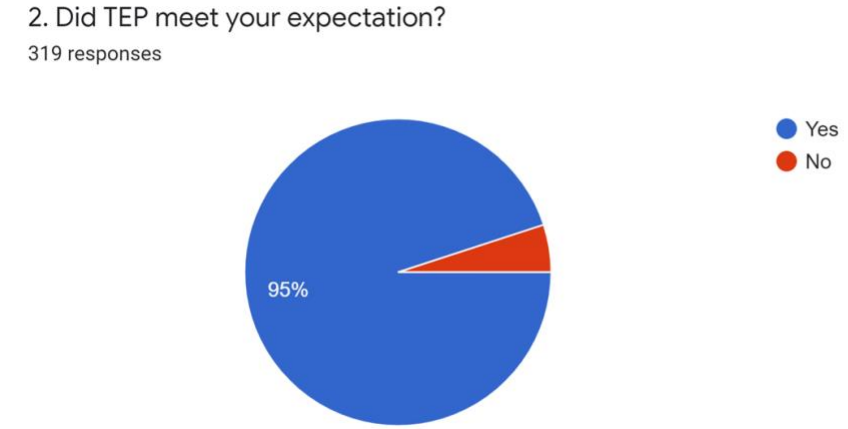
Students Feedback

The students were requested to provide feedback during the first week of April 2020. Out of 476 students enrolled in the programme across Andhra Pradesh and Telangana, 319 students have given their feedback on the programme. Out of which, 211 responses were from Andhra Pradesh colleges and 108 responses were form Telangana colleges.

Students feedback individually on overall TEP 2019-20, Online components and practicum components respectively are shown below.

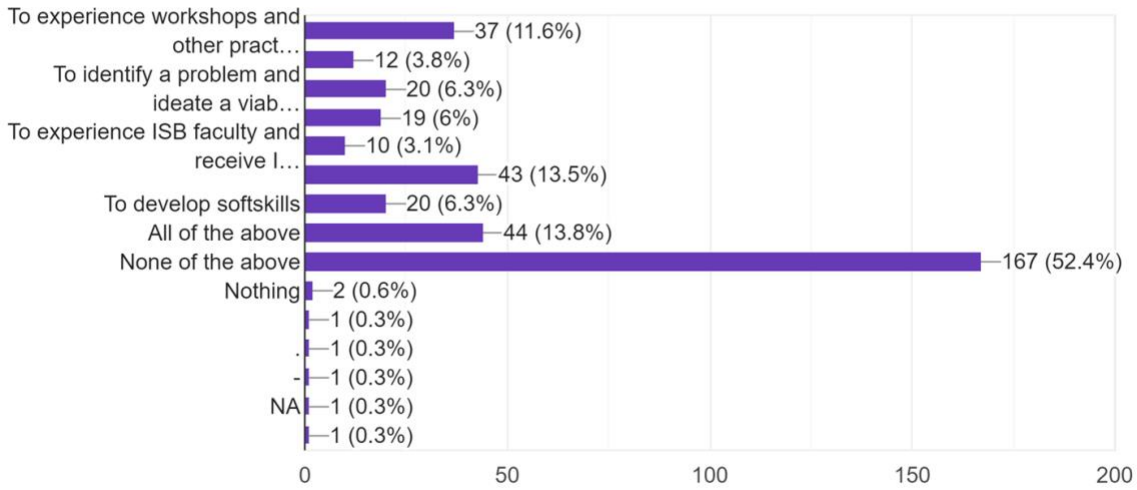
TEP Journey Overall Feedback





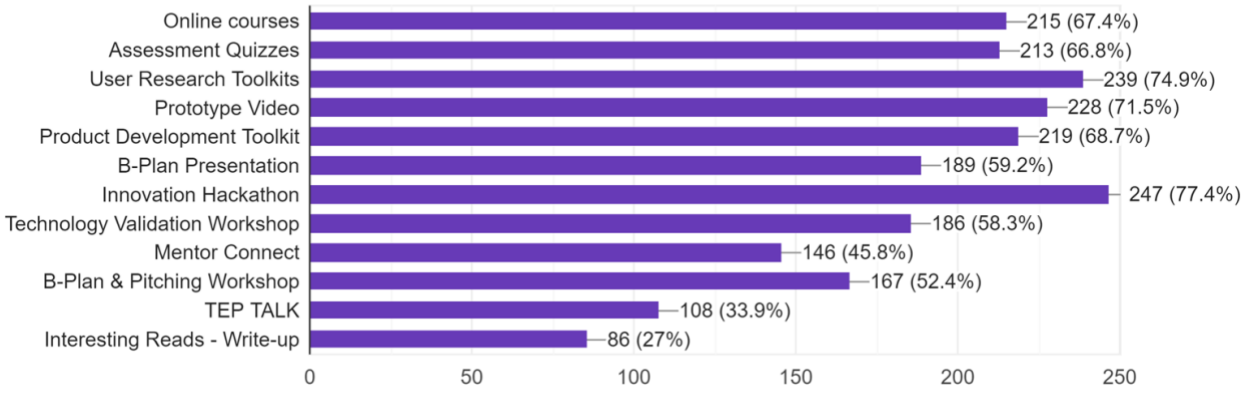
3. If answer to the above question is 'No', what did you feel you missed out on? (You can choose multiple options)

319 responses



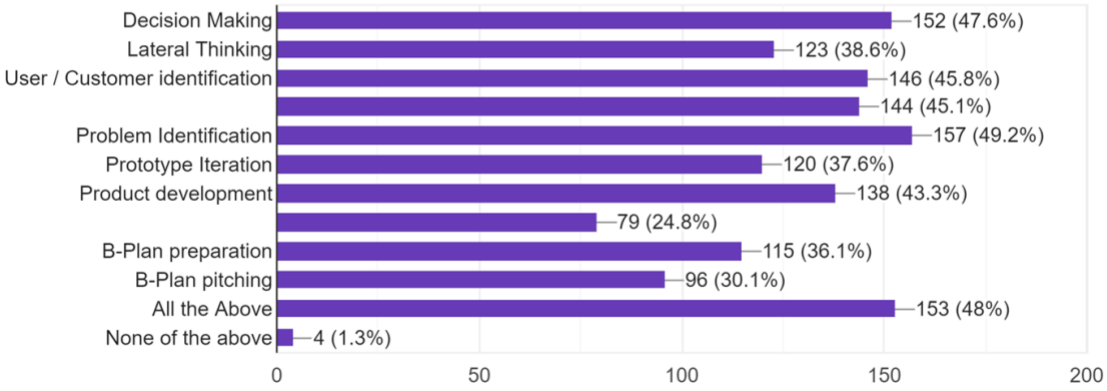
4. Which of the following things did you enjoy the most in TEP?(You can choose multiple options)

319 responses



5. What skills required for entrepreneurial journey have you acquired in your entire journey of TEP which were not present when you enrolled for TEP? (You can choose multiple options)

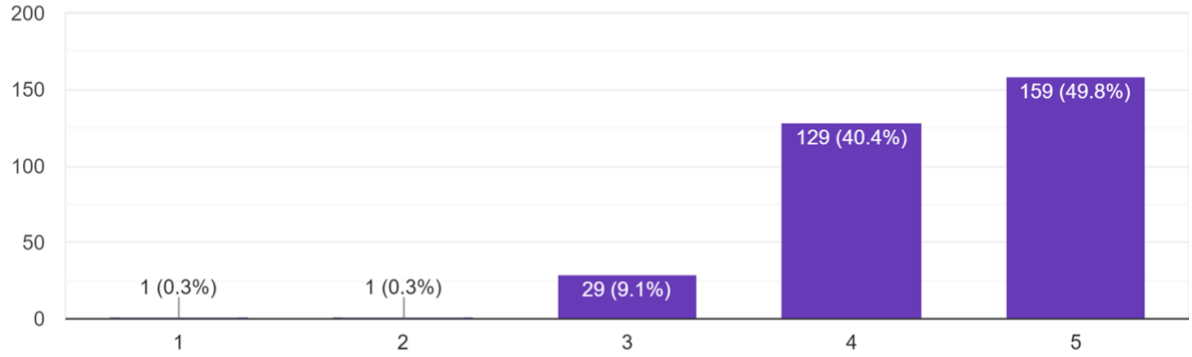
319 responses



Online Component Feedback

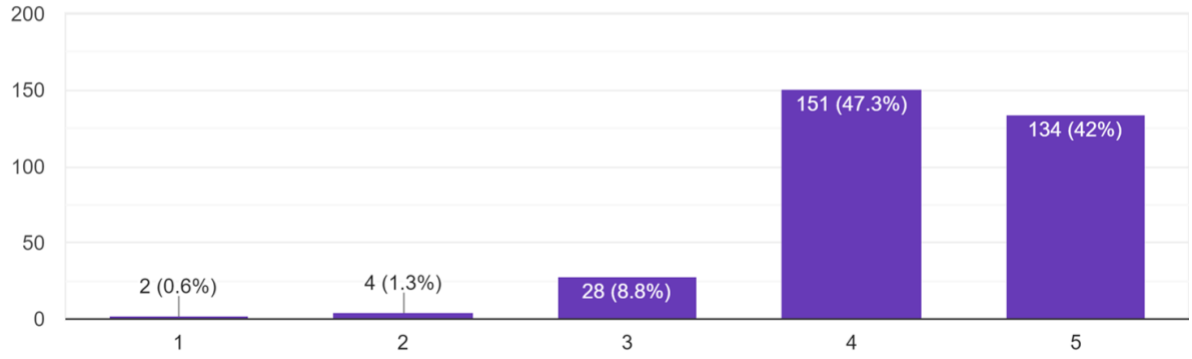
1. On a scale of 1 to 5, 1 being the least and 5 being the highest, rate how effective were the knowledge and concepts taught in the online courses in your entrepreneurship education?

319 responses



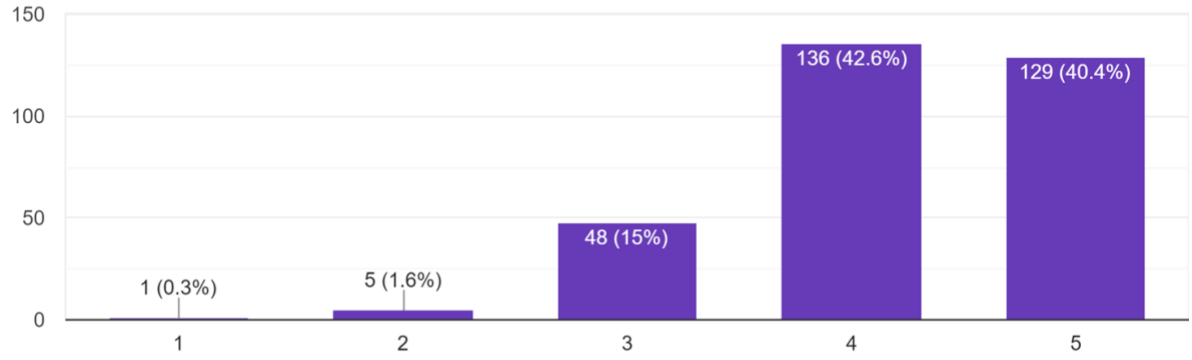
2. On a scale of 1 to 5, 1 being the least and 5 being the highest, rate how effective were the learnings from the online courses to enhance your thinking ability and entrepreneurial skills?

319 responses



3. On a scale of 1 to 5, 1 being 'Not at all applicable' and 5 being 'Extremely applicable', rate how well you think you can apply the learnings from the o... service development, execution and management?

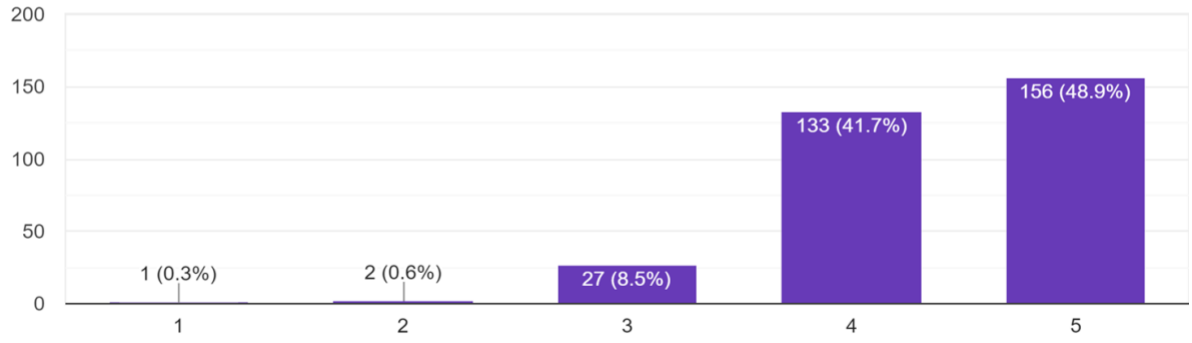
319 responses



Practicum Component Feedback

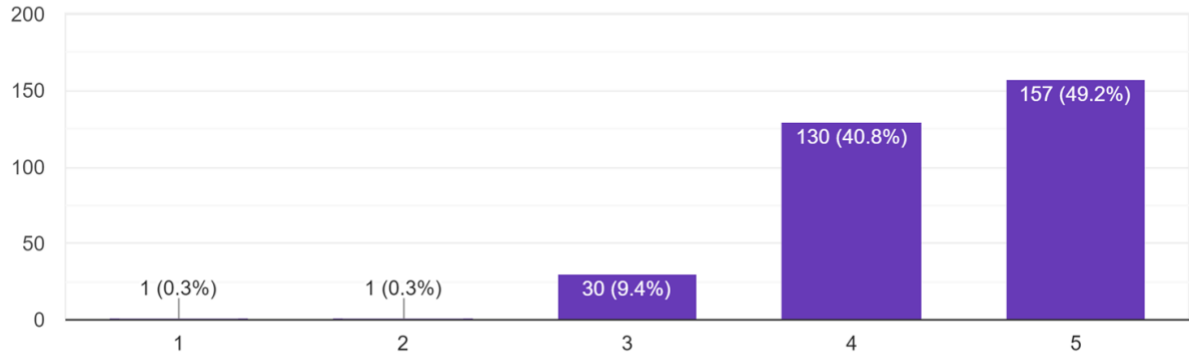
1. On a scale of 1 to 5, 1 being the least and 5 being the highest, rate how effective were the knowledge and concepts taught in the practicum component in your entrepreneurship education?

319 responses



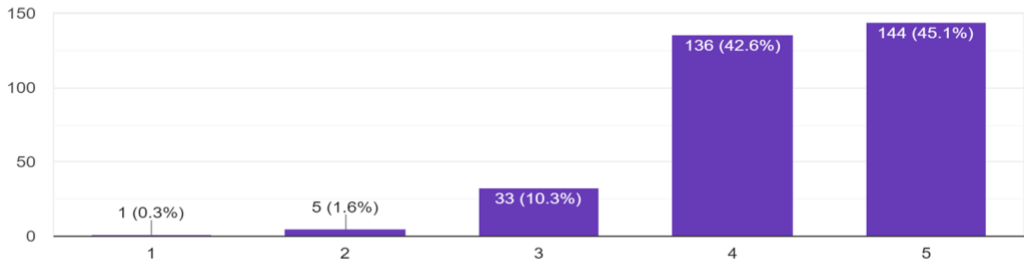
2. On a scale of 1 to 5, 1 being the least and 5 being the highest, rate how effective were the learnings from the practicum component to enhance your thinking ability and entrepreneurial skills?

319 responses



3. On a scale of 1 to 5, 1 being 'Not at all applicable' and 5 being 'Extremely applicable', rate how well you think you can apply the learnings from the p... service development, execution and management?

319 responses



Faculty SPOCs Feedback

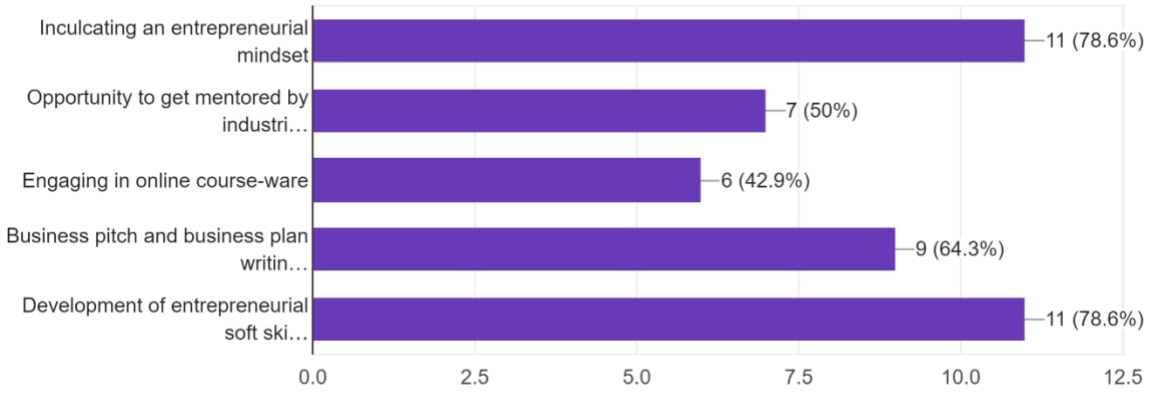
Faculty SPOCs of all the colleges were asked to submit the feedback during the first week of April 2020. We have 19 colleges form Telangana. Out of which, we have received responses from 12 colleges.

The SPOCs feedback individually from Telangana is shown below.

TS Colleges SPOCs Feedback

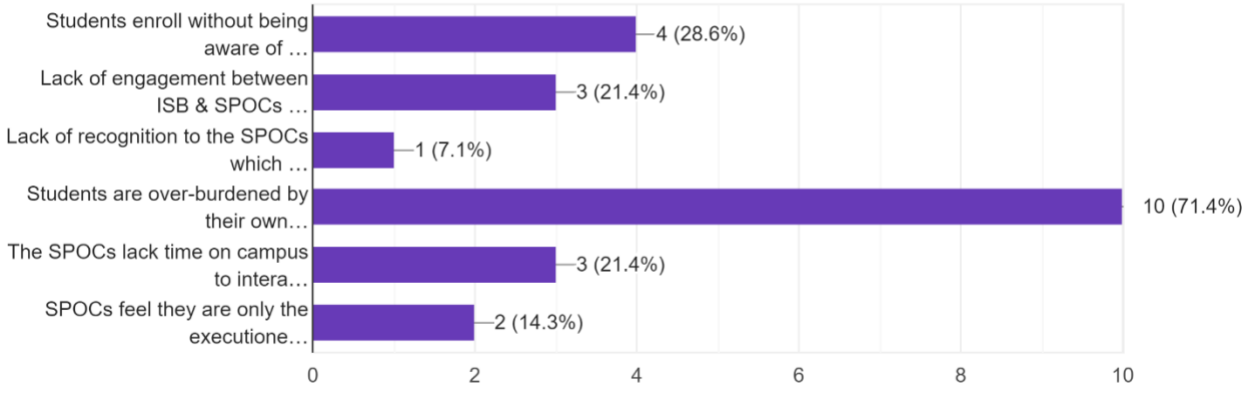
1. What according to you were the key benefits of TEP to the students of 2019-20 batch?

14 responses



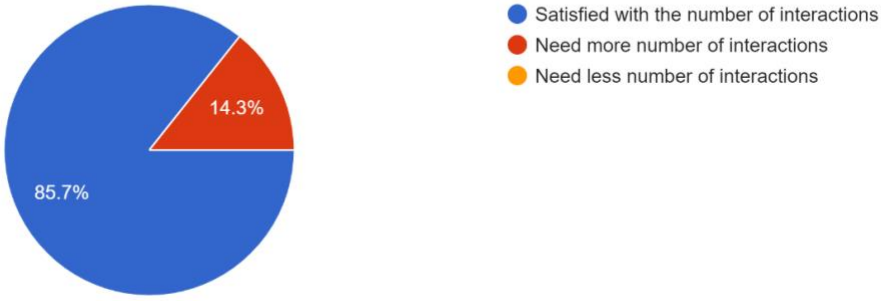
2. While TEP 2019-20 was in execution, what are the key challenges that you faced when dealing with the students?

14 responses



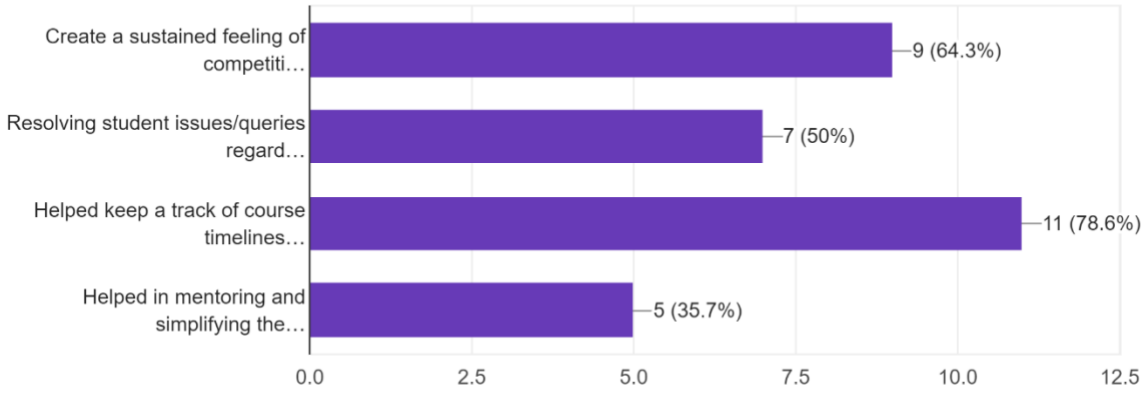
3. How often did you think the ISB TEP team interacted with you during the 2019-20 batch?

14 responses



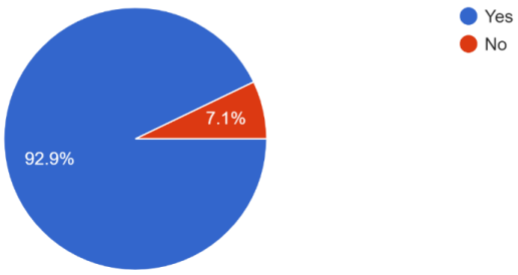
4. How did regular interaction with the ISB team during the 2019-20 batch help?

14 responses



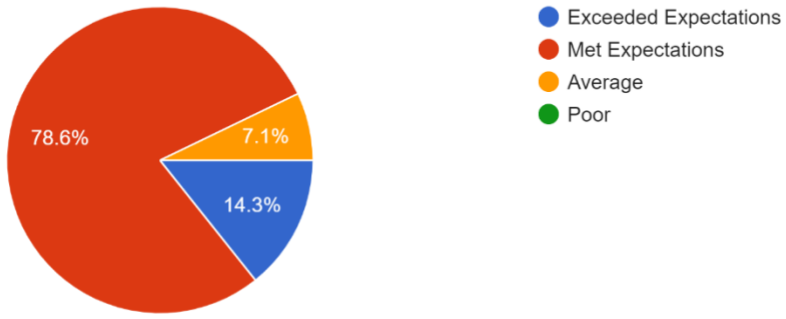
5. Were the concerns raised by you during TEP 2019-20 addressed by ISB team to your satisfaction?

14 responses



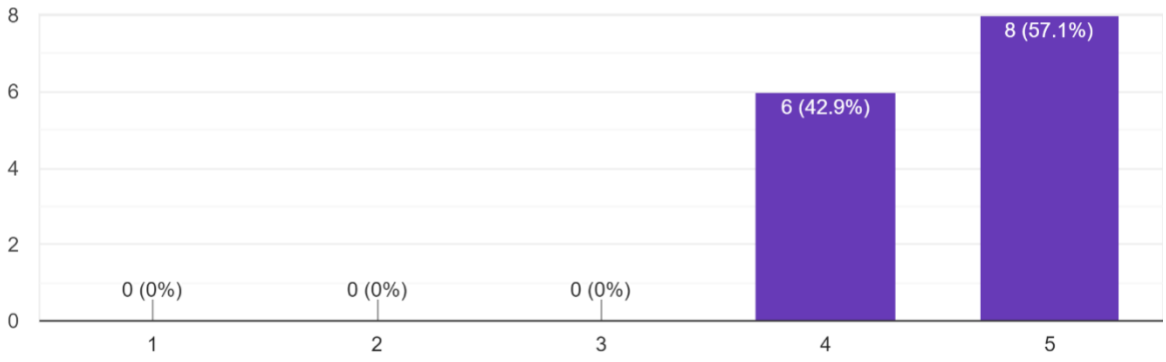
7. In your opinion, what is the experience of the 2019-20 batch of students with the TEP programme?

14 responses



8. Overall Rating of TEP 2019-20

14 responses



Annexure A

Admissions Snapshot

TEP 2019-20 College-wise enrollments

Shown below is the TEP 2019-20 college-wise enrollments of Telangana colleges :

S. No	College	No. of Students Enrolled
1	Anurag Group of Institutions (CVSR)	6
2	BITS Pilani-Hyderabad Campus	3
3	Chaitanya Bharathi Institute of Technology	2
4	CMR Engineering College	12
5	CVR COLLEGE OF ENGINEERING	23
6	G. Narayanamma Institute of Technology and Science (for women)	12
7	Gokaraju Rangaraju Institute of Engineering & Technology	8
8	HITAM	11
9	Kakatiya Institute of Technology & Science	2
10	Mahindra Ecole Centrale	4
11	MLR Institute of Technology	5
12	National Institute of Technology Warangal	7
13	Rishi Engineering college for women	21
14	S R Engineering college	1
15	Sana engineering college	17
16	Sreenidhi Institute of Science and Technology	8
17	Vasavi College of Engineering	5

18	Vignana Bharathi Institute of Technology	12
19	VNR Vignana Jyothi Institute of Engineering and Technology	14
Total		**173**

Annexure B

Hackathons

Below table shows the cluster-wise statistics of Hackathons conducted for Telangana colleges

Cluster	Colleges	Total Enrolled Students	Total count in Hackathon	Theme	No of Teams	Highlights
TS 1	BITS Pilani-Hyderabad Campus	3	3	Smart cities	1	1. The uniquely curated macro overview themes were excellent to guide the students to frame problem statements that are the need of the hour for the society. 2. High quality lo-fidelity working prototypes were created at the end of the Hackathon.
	Chaitanya Bharathi Institute of Technology	2	2	Mining	1	
	Gokaraju Rangaraju Institute of Engineering & Technology	8	8	Health Tech + Edu Tech	2	
	Mahindra École Centrale	4	3	Smart cities	1	
	National Institute of Technology Warangal	6	1	Smart cities	1	
	Sreenidhi Institute of Science and Technology	8	8	Agri-tech + Agri-tech	2	
	Vasavi College of Engineering	5	5	Edu tech	1	
	VNR Vignana Jyothi Institute of Engineering and Technology	14	14	Smart Cities+ Smart Cities/Health Tech+ Smart Cities	3	

	Total Count	**50**	**44**	**NA**		
NOTE – There were eleven (11) teams out of eight (8) colleges in Cluster 1						
Cluster	**Colleges**	**TOTAL Student count**	**Total count in Hackathon**	**Theme**	**No of Teams**	**Highlights**
TS 2	G. Narayanamma Institute of Technology and Science (for women)	12	12	Smart cities/ Emergency services + Smart Cities + Health Tech	2	1. 100% student attendance from all three participating colleges. 2. Teams exhibited supreme levels of agile problem solving capabilities when probed into unexplored situations.
	Rishi Engineering college for women	21	21	Smart Cities + Agri-Tech	2	
	Vignana Bharathi Institute of Technology	12	12	Agri-Tech + Smart Cities+ Ed Tech	3	
	Total Count	**45**	**45**	**NA**		
NOTE – There were seven (7) teams out of three (3) colleges in Cluster 2						
Cluster	**Colleges**	**TOTAL Student count**	**Total count in Hackathon**	**Theme**	**No of Teams**	**Highlights**
TS 3	CMR Engineering College	12	12	Smart Cities + Agri-Tech	2	1. Teams came up unique problem statements based on their personal experience. 2. Teams also demonstrated the usefulness of collecting quick user
	Hyderabad Institute of Technology and Management	11	6	Agri-Tech + Ed Tech	2	
	MLR Institute of Technology	5	5	Smart Cities	1	
	Total Count	**28**	**23**	**NA**	**NA**	

						feedback to pivot and/or progress to a desirable, feasible and viable solution during the hackathon itself.
NOTE - There were five (5) teams for three (3) colleges in Cluster 3						
Cluster	**Colleges**	**TOTAL Student count**	**Total count in Hackathon**	**Theme**	**No of Teams**	**Highlights**
TS 4	Anurag Group of Institutions (CVSR)	**6**	**6**	Smart Cities	1	1. Teams came up with several innovative and needful user specific problem statements with the help of curated cue cards. 2. Teams presented well designed user specific Lo-fidelity prototypes of their solution.
	CVR College of Engineering	**23**	**23**	Health Tech + Health Tech + Smart Cities + Agri-Tech	4	
	Kakatiya Institute of Technology & Science	**2**	**2**	Smart Cities	1	
	S R Engineering college	**1**	**1**	Smart Cities	1	
	Sana engineering college	**17**	**14**	Health Tech + Health Tech + Smart Cities	3	
	Total Count	**49**	**46**	**NA**	**NA**	
NOTE – There were nine (9) teams out of five (5) colleges in Cluster 4.						

Annexure C

User Research Toolkit – Part 1

Telangana College Ranking based on the User Research Toolkit Part-1 submissions

S. No	College	College Ranking
1	National Institute of Technology Warangal	1
2	Kakatiya Institute of Technology & Science	2
3	S R Engineering college	3
4	Mahindra École Centrale	4
5	BITS Pilani-Hyderabad Campus	5
6	CMR Engineering College	6
7	Sreenidhi Institute of Science and Technology	7
8	CVR College of Engineering	8
9	MLR Institute of Technology	9
10	Anurag Group of Institutions (CVSR)	10
11	G. Narayanamma Institute of Technology and Science (for women)	11
12	VNR Vignana Jyothi Institute of Engineering and Technology	12
13	Gokaraju Rangaraju Institute of Engineering & Technology	13
14	Vignana Bharathi Institute Of Technology	14
15	Vasavi College of Engineering	15
16	Rishi Engineering college for women	16

17	Hyderabad Institute of Technology and Management	17
18	Chaitanya Bharathi Institute Of Technology	18
19	Sana engineering college	19

Annexure D

Technology Validation Workshop

Statistics of the Technology Validation Workshops Conducted (Telangana Teams)

TOPIC	Date of Workshop	TS Team Count	TS Team Count Present	TS Team Count Absent	TS Student Count	TS Student Count Present	TS Student Count Absent
Software - Day-1	20th August	3	3	0	15	14	1
Software - Day-2	21st August	6	6	0	34	31	3
Mechanical	24th August	1	0	1	6	0	6
Electronics	25th August	3	3	0	14	11	3
Software (AR/VR)	26th August	1	1	0	6	6	0
	TOTAL	**14**	**13**	**1**	**75**	**62**	**13**

Annexure E

User Research Toolkit Part-2

Telangana College Ranking based on the User Research Toolkit Part-2 submissions

S. No	College	College Ranking
1	Vasavi College of Engineering	1
2	BITS Pilani-Hyderabad Campus	2
3	National Institute of Technology Warangal	3
4	VNR Vignana Jyothi Institute of Engineering and Technology	4
5	Kakatiya Institute of Technology & Science	5
6	S R Engineering college	6
7	Sreenidhi Institute of Science and Technology	7
8	CVR COLLEGE OF ENGINEERING	8
9	MLR Institute of Technology	9
10	G. Narayanamma Institute of Technology and Science (for women)	10
11	Chaitanya Bharathi Institute Of Technology	11
12	Gokaraju Rangaraju Institute of Engineering & Technology	12
13	Mahindra École Centrale	13
14	Anurag Group of Institutions (CVSR)	14
15	VIGNANA BHARATHI INSTITUTE OF TECHNOLOGY	15
16	Hyderabad Institute of Technology and Management	16
17	CMR Engineering College	17

18	Rishi Engineering college for women	18
19	Sana engineering college	19

Annexure F

Mentoring

College-wise Telangana teams count that had undergone mentoring

S. No	College Name	No. of Teams
1	Anurag Group of Institutions (CVSR)	1
2	BITS Pilani-Hyderabad Campus	1
3	Chaitanya Bharathi Institute Of Technology	1
4	CMR Engineering College	1
5	CVR COLLEGE OF ENGINEERING	4
6	G. Narayanamma Institute of Technology and Science (for women)	2
7	Gokaraju Rangaraju Institute of Engineering & Technology	2
8	HITAM	2
9	MLR Institute of Technology	1
10	National Institute of Technology Warangal	1
11	Sreenidhi Institute of Science and Technology	2
12	Vasavi College of Engineering	1
13	VIGNANA BHARATHI INSTITUTE OF TECHNOLOGY	3
14	VNR Vignana Jyothi Institute of Engineering and Technology	3
Total		25

Annexure G

Product Development Toolkit (PDT)

Telangana College Ranking based on Product Development Toolkit submissions

S. No	College	College Ranking
1	Mahindra École Centrale	1
2	BITS Pilani-Hyderabad Campus	2
3	CVR COLLEGE OF ENGINEERING	3
4	Anurag Group of Institutions (CVSR)	4
5	Vasavi College of Engineering	5
6	Sreenidhi Institute of Science and Technology	6
7	VNR Vignana Jyothi Institute of Engineering and Technology	7
8	Kakatiya Institute of Technology & Science	8
9	S R Engineering college	9
10	G. Narayanamma Institute of Technology and Science (for women)	10
11	MLR Institute of Technology	11
12	National Institute of Technology Warangal	12
13	Gokaraju Rangaraju Institute of Engineering & Technology	13
14	VIGNANA BHARATHI INSTITUTE OF TECHNOLOGY	14
15	CMR Engineering College	15
16	Hyderabad Institute of Technology and Management	16

17	Chaitanya Bharathi Institute Of Technology	17
18	Rishi Engineering college for women	18
19	Sana engineering college	19

Annexure H

Business Plan & Pitching Workshop

Top 10 Telangana teams who were part of the workshop

COLLEGE	TEAM NAME	TEAM ID	STUDENT COUNT
Anurag Group of Institutions (CVSR)	Capitalists	TEP2050	6
BITS Pilani-Hyderabad Campus	BLITZKRIEG INNOVATORS	TEP2051	3
CVR College of Engineering	CAPITALIST CREW	TEP2055	6
CVR College of Engineering	Techmenticide	TEP2057	5
CVR College of Engineering	V-secure	TEP2058	6
Gokaraju Rangaraju Institute of Engineering & Technology	ANNIHILATORS	TEP2061	5
Sreenidhi Institute of Science and Technology	Team FARMCO	TEP2073	4
Vasavi College of Engineering	VISION	TEP2074	5
VNR Vignana Jyothi Institute of Engineering and Technology	Super Mario To The Rescue	TEP2079	5
VNR Vignana Jyothi Institute of Engineering and Technology	TERMINE	TEP2080	5
TOTAL	**10 Teams**		**50**

Annexure I

Business Plan Submissions

The B-Plan submission status of Telangana college teams are shown in the below table

College	Team Count	Student Count	Student - Not Submitted	Student - Submitted	Teams - Not Submitted
Anurag Group of Institutions (CVSR)	1	6	6	0	0
BITS Pilani-Hyderabad Campus	1	3	3	0	0
Chaitanya Bharathi Institute Of Technology	1	2	2	0	0
CMR Engineering College	2	12	12	0	0
CVR College OF Engineering	4	23	23	0	0
G. Narayanamma Institute of Technology and Science (for women)	2	12	12	0	0
Gokaraju Rangaraju Institute of Engineering & Technology	2	8	8	0	0
Hyderabad Institute of Technology and Management	2	11	11	0	0
Kakatiya Institute of Technology & Science	0.5	2	2	0	0
Mahindra École Centrale	1	4	4	0	0
MLR Institute of Technology	1	5	5	0	0
National Institute of Technology Warangal	1	7	7	0	0
Rishi Engineering college for women	3	21	0	21	3
S R Engineering college	0.5	1	1	0	0
sana engineering college	0	17	17	0	0
Sreenidhi Institute of Science and Technology	2	8	8	0	0

Vasavi College of Engineering	1	5	5	0	0
Vignana Bharathi Institute of Technology	3	12	12	0	0
VNR Vignana Jyothi Institute of Engineering and Technology	3	14	14	0	0
TOTAL	**31**	**173**	**152**	**21**	**3**

Telangana Colleges ranking based on B-Plan performance

College	College Ranking
Vasavi College of Engineering	1
Anurag Group of Institutions (CVSR)	2
BITS Pilani-Hyderabad Campus	3
CVR College OF Engineering	4
VNR Vignana Jyothi Institute of Engineering and Technology	5
Chaitanya Bharathi Institute Of Technology	6
G. Narayanamma Institute of Technology and Science (for women)	7
Sreenidhi Institute of Science and Technology	8
Mahindra École Centrale	9
Kakatiya Institute of Technology & Science	10
S R Engineering college	11
Gokaraju Rangaraju Institute of Engineering & Technology	12

National Institute of Technology Warangal	13
MLR Institute of Technology	14
Hyderabad Institute of Technology and Management	15
Vignana Bharathi Institute of Technology	16
CMR Engineering College	17
Rishi Engineering college for women	18
Sana engineering college	19