

## Innovation Cell

(Formed As Per the Board Resolution No.06/ 2025)

Ref. – MITSDE/Academic/2025/03

Date: 10-06-2025

### MITSDE Centre for Research, Innovation and Entrepreneurship

#### Introduction

The MITSDE Centre for Research Innovation and Entrepreneurship is a dynamic initiative aimed at fostering a vibrant entrepreneurial ecosystem. We are committed to providing a robust platform that empowers students, working professionals, start-ups, alumni, and corporate partners to explore and realize their entrepreneurial ambitions. Our mission is to inspire innovation, encourage creativity, and support the development of sustainable business ventures through education, webinars, and networking opportunities.

#### Objectives:

- **Promote Entrepreneurial Thinking:** Cultivate an entrepreneurial mindset among students and professionals by offering competitions, workshops, seminars, which enhance innovation and problem-solving skills.
- **Support Start-up Growth:** Provide guidance, resources, and mentorship to budding entrepreneurs and start-ups, helping them navigate the challenges of business development and scale their ventures.
- **Facilitate Networking Opportunities:** Create a collaborative environment where entrepreneurs, investors, mentors, and industry experts can connect, share ideas, and form strategic partnerships.
- **Encourage Continuous Learning:** Offer access to cutting-edge knowledge and best practices in entrepreneurship through regular interactions with successful entrepreneurs, thought leaders, and subject matter experts.
- **Foster Corporate Collaboration:** Bridge the gap between academia and industry by engaging corporate partners in the development of entrepreneurial initiatives, thereby enhancing the practical relevance and impact of our programs.

**Centre for Research Innovation and Entrepreneurship (CRIE) Committee**

The Centre for Research Innovation and Entrepreneurship will consist of the following members as per the constitution decided in the board resolution no.06/ 2025

<b>Sr No</b>	<b>Name</b>	<b>Designation</b>
1	Dr Suhrud Neurgaonkar (Director)	Chairperson
2	Dr Rajesh Raut (Associate Professor)	HOD- CIE
3	Prof. Bhagyashree Pande (Assistant Professor)	Member
4	Prof. Bonnie Rajesh (Assistant Professor)	Member
5	Nitin Sonawane (Regional Sales Head-IoTechWorld Avigation Pvt Ltd)	External Member

**Functions of the Centre for Research Innovation and Entrepreneurship (CRIE)**

- Conduct business plan competition that fosters entrepreneurial thinking by providing a platform for students to present innovative ideas, receive feedback, and compete for prizes.
- Conduct webinars, sessions featuring industry experts and thought leaders, offering insights, skill-building, and trends to empower students, professionals, and entrepreneurs.
- Conduct networking events that connect individuals with industry experts, potential collaborators, and mentors to facilitate professional growth and idea exchange.

**Dr Suhrud Neurgaonkar**

**Director**

**MIT School of Distance Education**

**The following activities were conducted in this quarter, Q1 – AY 2025-26**

Sr No	Activity	Date	Objectives of Activity
1	AI for sale 101: prospect smarter, Close Faster	7th September 2025	To inspire innovative business ideas using AI and empower learners to build entrepreneurial solutions that improve prospecting and sales outcomes.
2	Fintech Automation Unplugged: Python powered Stock Analysis using GenAI	12th October 2025	To encourage GenAI-driven fintech innovation through hands-on Python stock analysis.
3	Campus to Capital: Startup Pitch Session	1st November 2025	To promote idea generation and connect student startups with potential investors.

**1. AI for Sales 101: Prospect Smarter, Close Faster**

**Date:** 7th September 2025

**Objective:** To inspire innovative business ideas using AI and empower learners to build entrepreneurial solutions that improve prospecting and sales outcomes.

**Brief Report:**

This session introduced learners to the emerging role of AI in modern sales functions. Participants explored AI-based prospecting tools, lead qualification automation, customer-behaviour insights, and predictive closing techniques. The workshop demonstrated how AI can reduce manual effort, accelerate deal cycles, and enhance sales productivity. Learners engaged in live demonstrations, case discussions, and hands-on exercises, leading to increased confidence in integrating AI-driven strategies into real-world business scenarios.



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## COMPLETION CERTIFICATE

This is to certify that

**Jadhav Gaganeel Neelaskshi**

has successfully completed the  
**MITSDE Bootcamp** on

**AI for sales 101**

07 Sep 2025

DATE

Prof. (Dr.) Suhrud S Neurgaonkar  
Director, MIT School of Distance Education

"MITSDE Bootcamp is a collaborative initiative with the MITSDE Centre for Innovation and Entrepreneurship (CIE)."



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## COMPLETION CERTIFICATE

This is to certify that

**Sayyed Umar Sayyed Ayub**

has successfully completed the  
**MITSDE Bootcamp** on

**AI for sales 156**

07 Sep 2025

DATE

Prof. (Dr.) Suhrud S Neurgaonkar  
Director, MIT School of Distance Education

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MIT Alandi Campus, Pune Moshi-Alandi Road, Opposite to Gajanan Maharaj Sansthan,  
Alandi-412105, Pune Maharashtra (India).

## 2. Fintech Automation Unplugged: Python-Powered Stock Analysis Using GenAI

**Date:** 12th October 2025

**Objective:** To encourage GenAI-driven fintech innovation through hands-on Python stock analysis.

### Brief Report:

This activity provided participants with practical exposure to Python-based stock market analysis enhanced by GenAI tools. Learners used real market datasets to generate insights, automate price trend detection, and interpret financial indicators. The session helped bridge technical skills with financial decision-making, enabling learners to understand the power of automation in modern fintech. The hands-on approach greatly improved students' confidence in coding, data interpretation, and using AI to enhance investment analysis.





### 3. Campus to Capital: Startup Pitch Session

**Date:** 1st November 2025

**Objective:** To promote idea generation and connect student startups with potential investors.

#### **Brief Report:**

The Campus to Capital Pitch Session provided a platform for students to present early-stage startup ideas. Participants delivered structured business pitches focusing on problem identification, market opportunity, business model design, and execution strategy. The session promoted entrepreneurial thinking and gave learners first-hand experience of investor-level questioning and feedback. It successfully enhanced idea quality, communication skills, and the overall startup readiness of participating learners.

**Financials**

Year	Focus Phase	Key Metrics	Funding Utilization	Desired Outcome
2025 (Year 1)	Trust & Adoption Product development Hiring and Marketing	Users: 20,000+ Revenue: ₹10 (100% Free) Expense: ₹2 Cr Engagement: High DAU	<ul style="list-style-type: none"> <li>Product Enhancement</li> <li>Aggressive User Acquisition</li> <li>Core Team Building</li> <li>Marketing</li> </ul>	Establish as a trusted, multi-brand brand.
2026 (Year 2)	Revenue Growth Expense Reduce Steeper Margin Monetization Pilot	Users: 75,000+ Revenue: ₹25 Cr Expense: ₹15 Cr EBITDA: ₹10 Cr	<ul style="list-style-type: none"> <li>Sales &amp; Marketing for Premium</li> <li>B2B Pilot Program Development</li> <li>Expand into new main categories</li> </ul>	Validate pricing, Prove unit economics.
2027 (Year 3)	Scale & Profit	Users: 200,000+ Revenue: ₹65 Cr EXPENSE: ₹15 Cr EBITDA: ₹50 Cr	<ul style="list-style-type: none"> <li>Strategic Partnerships</li> </ul>	Achieve sustainable profitability and market leadership.

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