# The Journey

From IIT Bombay to AllinCall

# The beginning

## Startup Version 0.0

## The ENT 201 Experience

#### The Irritation





# ENT 210 The Game Changer





## Meeting the first customer

# Rapid Prototyping

### Getting SINE Incubation

# Implementing the first POC

#### First Successful launch

# Key Learnings

Be obsessed with customers

Business >>>> Tech

Customer money is the best money

Speed matters

# Still Learning

Still Improving

#### Thank You