Global Entrepreneurship Program 2019

It was an amazing !!! experience throughout the whole program. We learned how to have mutual coordination with multilingual people.We 30 students from India ,13 from USA and 12 from china were all resided in Deshpande`s Scholar house. We were made into a group of 5, our team number was 07. In our team 2 students were from the USA ,they are Hannah Bagley(Junior in Biomedical Engineering,Umass Lowell ) ,Patrick Pelson (Masters in Mechanical Engineering, Umass, Amherst), 1 student from China her name is Zhang Ruike (Master in Human Resource Management, Nanjing) and 2 students from India, one of them is me Vaishak I Kuppast from Electronic and Communication background, KLE technological university and with me was Manoj M from Mechanical Background from KLE technological university.

Well on the first day we were told to identify the problems in our University And should give the dumbest ideas possible ( wow!! Innovative thinking), Well there was a situation where problems identified by USA and China, were not felt like the problem for we Indians.

Well, finally we identified that purity of water was the problem in University. So what the dumbest idea we gave was to do the fusion of Hydrogen and Oxygen, well that was an almost impossible task, Ha… .ha… well, then we had a class of business, entrepreneurship, and finance.

We had interactive classes. Where We learned about designing Business Model, Learning about venture capitalists, Angel Investors, We learned who are Causal and Enthusiastic Entrepreneur. We learned about talking about stakes. We saw SharkTank Series which helped us to understand the stakes, venture capitalists. The sessions were more interactive involved real-world problem-solving.

Our team was given a problem statement on the Shira Clamp, which is used in the microvascular surgery. In microvascular surgery, there is a need for a clamper which helps in blocking the blood vessels during anastomosis which helps in easily performing the suturing during anastomosis. In India there very less number of Doctors who own specialization in vascular surgery, because of this, there is a need for a device which could ease the Doctors to perform the suturing of blood vessels with the end of blood vessels open without twisting of the blood vessels. an of the blood vessels, 5-6% of anastomosis lead to gangrene and subsequently amputation and may even lead to death. So an inventory creative device is designed called as Shira Clamp and we had to build a business model around this product.

Well to know about Market trends and product we did Market research, Primary and Secondary Research. Well as part of primary research we interviewed three Doctors, they are Dr.K G Byakodi with 22 years of experience as Surgeon in Hubli, Mumbai, and Dubai. And another Dr.Srishail Chilageri,Surgeon from Hubli Multi Speciality Hospital. Another one is Dr.Wang Yun with 5 years of Experience as a Surgeon in Nanjing. Well from interviewing the above-mentioned Doctors we came to Know that

1. Trained doctors typically perform microvascular surgery using suturing
2. Some of the doctors conduct surgery of 1-2 mm of vessels under the microscope during digit implementation or repairing blood vessels in the fingers/toes
3. Patients can develop gangrene, which causes amputation of a whole limb or amputated organ
4. It usually takes 30-45 minutes for performing vascular Surgery
5. If we don't have these clamps then we use rubber forceps to operate these veins
6. ~5% of anastomosis lead to gangrene and subsequently amputation

We did a secondary Research on the Shira Clamp related topics and some facts. And came to know that:-

1. The leading cause of amputation in India is due to Trauma (1)
2. Amputation in 28% of patients is due to failed revascularization. (2)
3. Extremity vascular trauma can be seen in the civilian population according to a seven-year review from North India (3)
4. Amputation caused in 6% of patients after an initial surgical repair is mainly due to inadequate functional recovery (3)
5. Time is an issue, so access to skilled surgeons is critical (4)
6. Therefore a tool that allows a general surgeon to perform the repair work that would normally require a specialist would most likely decrease time to surgery (4)

Well on doing some market research and survey, at last, we came to Conclusion

* There is a pain that can be relieved
* Profit potential exists in the industry
* Shira has the potential to create a desirable value proposition

Well, the recommendation we would like to make to the product are:-

* Distribute through medical supply company rather than direct sales through the website
* Target marketing both to surgeons and to hospital supply procurement department by appealing to business benefits
* Reusability, surgery time reduction, decrease the number of post-op complications
* Incorporate an easy to use feedback/customer portal for surgeons to communicate back to the company
* Establish a brand recognition by getting the product in the hands of surgeons
* Potential future product improvement would be to reduce trauma induced by a clamping mechanism

Well talking about another innovative way of learning about business, the market was a

“500 Rs Challenge”, which made us think like an entrepreneur.We were initially given with a fund of 500Rs using which we have to do something creative and have to sell it. And whatever profits we get, we have to donate it as a charity for Disabled Childern. Well we came up with numerous solutions one of them was making origami Cranes and selling with that we sold some them to students outside and inside the college,lectures with the selling price of 50~30~20 Rs on negotiating or bargaining. At last, we got a profit of 731 rs with the expenditure of only 55 rs.

And Profit from all the 10 teams summed up ~35000Rs (WOW!!!) that's huge money.Well, we donated that money to Sidharoodha matha blind orphanage School.We enjoyed a lot at this event. As the challenge was to earn more profit all person mind changed into a business mind. Everyone started to charge money for everything they did. Some did reselling of artists works, some sold keychains, some put Hena on hands to get paid. Yes!! It was an amazing experience.

On 6th Jan We went to Utsav Rock Garden.!!!!

A journey through the roots of Indian culture in Utsav Rock Garden with Multilingual people was amazing.

Well here it comes the Sunday, the day we all wake up late, but this Sunday well I woke up early 6.00 in morning, guess why??? I was excited about going outbound trip to Utsav Rock Garden well it is 45 Km from my college campus. Yup it took 2 hrs to reach there. While we were on our way,we played the Gup Shups.When we were finally there we had Breakfast of Idli vada and a tea.After that we went through the caves which depicted the Indian culture.Well we took selfies, made weird faces,enjoyed the historical view of animatronic statues,took selfies with school children, ate ice cream, did horse ride.The statues in rock garden were so much WOW!, that whole atmosphere of rock garden took us through the roots of ancient India. Well then we had lunch, which included the roti, bhaji and Shenga holgey.Guess what then we had the Rain shower dance,and played in big swimming pool. We also played adventurous games which included rope climbing,bungy jump seesaw. We danced to various regional and international songs.We also put the costume of Yakshagana. Yakshagana is Richest Art dance in Southern India. Then at evening we had a tea and aloo bhajji as snacks.After that we had group Selfie and gave our feedback to Local Rock Garden managers about our experience.And then we headed back to Scholar house.Well it was one heaven of a day.   
Enjoyed a lot.

The Ethnic day, the day we were all excited about ,for this day the Foreigners did a whole lot of shopping in Durgadbail Hubli, The Foreigners enjoyed and got thrilled dressing up Indian Traditional Wear, we had group selfie, individual selfie, then we had cultural program with Cat walk for both Gentlemen and ladies,Some couple dances and singing and choose and talk topics. Then we were served with Desi indian Traditional food ,which we all enjoyed eating up. Then we Lighted up ” Akasha Butti” and made them to fly.Such an Wonderful evening.

Here are Some of Amazing Which i have Personally Taken And edited.

Well on the day 11 jan 2019 we waved send off to foreigners at airport ,hoping to see and enjoy with them again.













