

Celebration of National Entrepreneurship Day - Motivational Session by Successful Innovators - Ravi Ravaria

Objective:

- To celebrate National Entrepreneurship Day
- To inspire participants by sharing story of a fellow entrepreneur Mr. Ravi Ravaria his dedication to innovation.
- To Develop a more positive and proactive approach in participants to challenges and opportunities in entrepreneurship & Innovation.
- To sensitise about fundamental dos and don'ts in business.

Benefits:

- The participants were introduced to a successful entrepreneur and nature of their work.
- participants learnt how the entrepreneur reached where he is and the problems he faced.
- Participants understood fundamental dos and don'ts in business.

Description: Entrepreneurship Development Cell of Sathaye College (Autonomous) In collaboration with PTVAIM's IIC council celebrated National Entrepreneurship Day by organizing a Motivational Session by Successful Innovators - Ravi Ravaria on 7th November 2023 from 11.30 am to 1.00 pm in the ground floor auditorium. There were 106 students attending the session.

Report on My Story Motivational Session by Successful Innovators - Ravi Ravaria

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The Guest Speaker- Mr. Ravi Ravariya, Founder R-cube, graduate in accounts & Finance, post graduate in Management and Diploma in Systematically Enhanced Ability

The Program started with a warm welcome proposed by Khusbu our FYBMS student, followed by a quick glimpse of activities conducted by EDC in collaboration with COEI given by Smt Sukruta Pethe, In Charge EDC & COEI.

In charge EDC, requested Vice Principal Smt P.M. Sawant to welcome and felicitate the guest of Honor Mr. Ravi Ravariya with a Basil plant as our token of appreciation to accept our request of delivering a lecture.




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PTVA's Institute of Management
Chitrakar Ketkar Marg,
Behind M. L. Dahanukar College,
Vile Parle (E), Mumbai-400 057.

Vice Principal Smt P.M. Sawant in her inaugural address apprised the young Sathayites on the Importance of Entrepreneurship in the Current world & thus encouraged our students to actively participate in the question & answer session to know more about innovation and enterprise.

Further the guest was invited to deliver the much-awaited talk on his Entrepreneurial Journey. He in his opening remarks mentioned looking at Startup as an opportunity to develop yourself into a Personality of value.

His journey started as a second-year student of commerce in 2018 and in his final year he led his startup in the waste management sector to represent in India-Australia Hackathon. With a Family managed Business of importing the printer cartridges from China and reselling it in Indian Markets, one of the prime customers to be Maricos Industries Pvt.Ltd.

In 2016 due to a new Amendment made by the Government in E-Waste management the Suppliers of the Cartridges were also expected to recycle the used and waste cartridges through authorized recyclers.

A Challenge was the recycling of the toner Powder which always remained back 10-15% in the cartridge and thus would lead to an additional cost of Rs 90 per cartridge levied by the recycler.

Here was a Bang opportunity to get in a sector unruffled by many in India as the market of Recycling the cartridges in India were Large.

He worked on the Business plan and Presented in Wings to Vision, a Business Model Plan Making Competition organized by COEI, PTVAIM and won the Second prize of Rs 75,000/-

Further he approached his father to work on his idea for 3 months and a funding of 75,000/- Rs in an area of 2500 Sq. ft resourced from family, He went around making a revenue of 4.5 lakhs and thus won his fathers trust who further invested 7.5 lakhs of his personal savings in Ravi's Startup which has after 5 years in 2023 has made a Revenue of 8 crores and valuation of 40 crores to his Startup.

During his talk he mentioned his Passion, not only brought monetary gains to him but also established him as a business man brought him accolades and numerous recognitions.

Current Status -The R-Cube currently is Made up of Production team, manufacturing team and Marketing team established in Mumbai, India

The Startup has expanded its foundation in Thimpu Bhutan, wherein the government of Bhutan has lent the Land to his startup plant without any value and tax, as the startup generates employment, reduces waste in the country and also generates export revenue.

Further R-cube is in negotiation in establishing its plant in Paris, France.


Accolades- Top 100 Startups by Maharashtra state Innovation Council

Top 30 startups under the Swachata Startup Challenge

Top 10 Startups in Drishti Program by IIM Kashipur

Invitation to visit Zhuhai Province Exhibition in 2022 By Chinese Recycling Industry




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Associations & Recognition- By IIT Kanpur, IIM Kashipur, IIT Bombay, Visa Foundation, Ministry of Education, Ministry of Environment, Ministry of Housing and Urban affairs

When Life Took a U-Turn – P.M. Modi

A meet with Abhay Gere AICTE Chairman invited the Founder R-cube to brainstorm and give his inputs for developing the CBSE board syllabus by incorporating the idea of Innovation and Entrepreneurship and promoting the startup ecosystem to be developed right from the foundation through education as per the National Education Policy. Through the association he also bagged a funding of 43lakhs from Gujarat Technical University.

The Founder was Invited to in September 2023 as the Top 20 Startup as R-cube Recycles 14.5 lakhs Kg of cartridges every month which accounts to 20% total load of printer cartridges in the country, thus was selected to participate in **Swachata Startup Challenge** thereby getting an appointment to meet P.M. Modi

Question & Answer Session

- 1) Are you just Recycling or Manufacturing wherein he answered he also is in the manufacturing sector,
- 2) How to manage Product Storage- Through Resellers who will stock the recycled cartridges and sell them at a profit of 10 percent margin from the company.
- 3) Any failures or challenges faced during his Startup journey- was trying to manage two startup- at a time thus leading to one to face failure, Second convince the Co-founder the potential of the Idea to develop in a expanded startup.
- 4) How to generate Funds - Government Funds 20 lakhs to potential startup ideas and Also Government have a scheme to fund Rs 50 lakhs as debt fund with an interest rate of 4 percent.
- 5) Any Inspirational tagline- Believe in Yourself and your Ideas

Thus, the program ended with a zeal and enthusiasm within the student's heart.

An official Vote of Thanks was proposed by Ms. Snehal Dhotre, TYBSC student, thanking all the students, teaching staff members of EDC, non-teaching staff and most importantly our Principal for the Unflinching support extended towards the organization of the event.




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