



Startup Drive Emerging through Diversified
and Innovative Platforms

SANDIP TBI managed by SANDIP Incubator Association (CIN: U73200MH2018NPL312509)
Supported by Ministry of Electronics & Information Technology, Govt. of India under MeitY Startup Hub TIDE 2.0
Sandip Foundation Campus, Post Mahiravani, Trimbak Road, Nashik-422213, Maharashtra, India
Phone: (02594) 222551/2/3/4, Fax: (02594) 222555 Mo.: 9168644463
Website: <http://sandipincubator.org> Email: info@sandipincubator.org

Date: 02.03.2022

Name of Event: STARTUP PITCH SERIES Round-2

Date of Event: 2nd March 2022

Type of the Event: Low Engagement Program

Duration of Event: 1 day

Mode of Event: Offline

Name of Event Coordinator:

Prof. Jagdish A. Patel- Incubator Manager, SANDIP™ Incubator Association, Nashik

Suryanshi T. Khira, Intern, SANDIP™ Incubator Association, Nashik

External Evaluators:

Mr. Nikhil Deore, Community Innovation manager – Digital Impact Square, Nashik

Mr. Abhijeet Vibhandik, Managing Director – Stalwart Research, Nashik

Internal Evaluators:

Dr. Sanjay T. Gandhe, CEO - SANDIP TBI, Nashik

Dr. Gayatri M. Phade, Mentor - SANDIP TBI, Nashik

Detail of Participant with Count: 7- startups

Objectives:

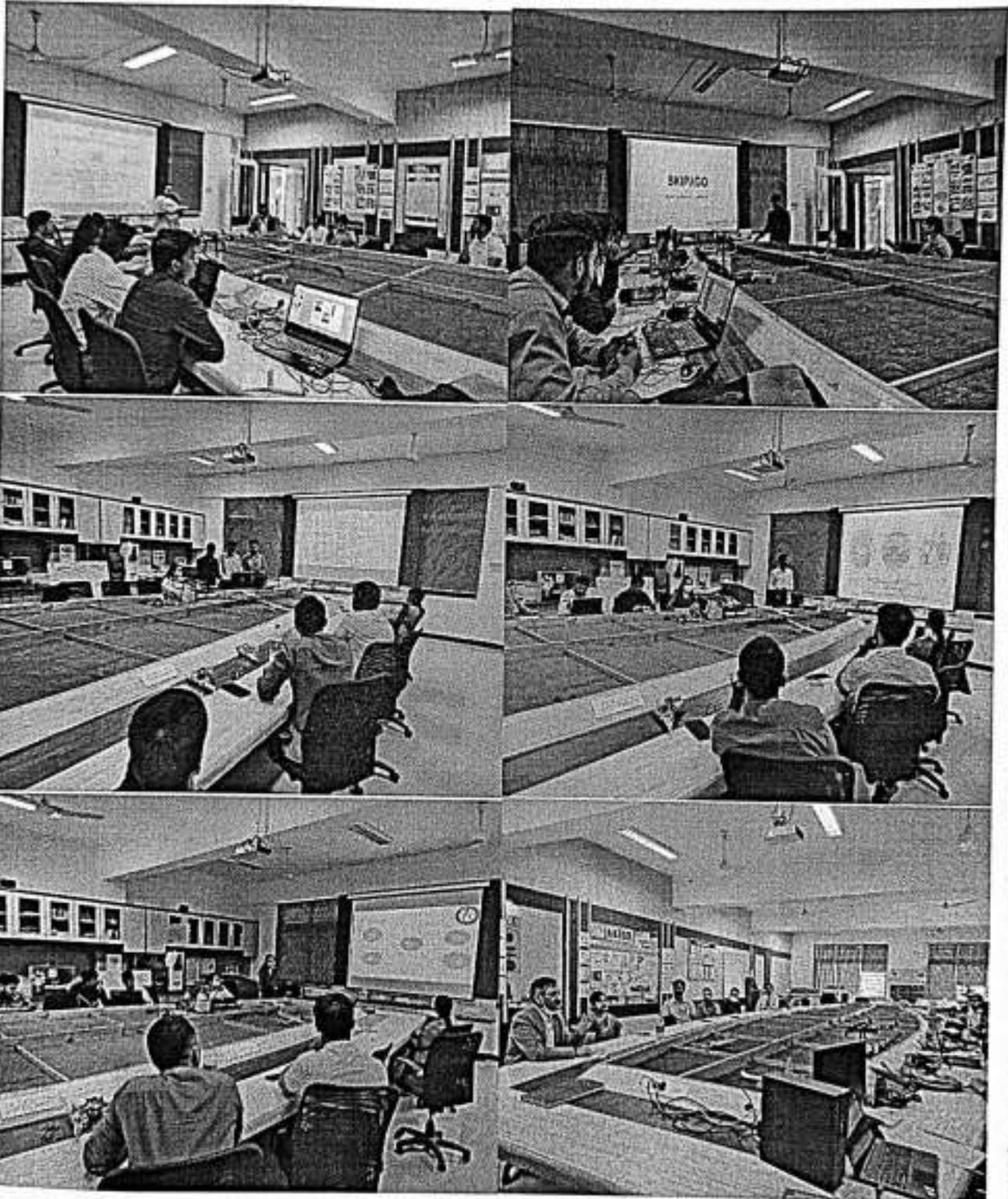
Pitch your startup idea/concept to evaluators and convince them to fund your start-ups

Outcome:

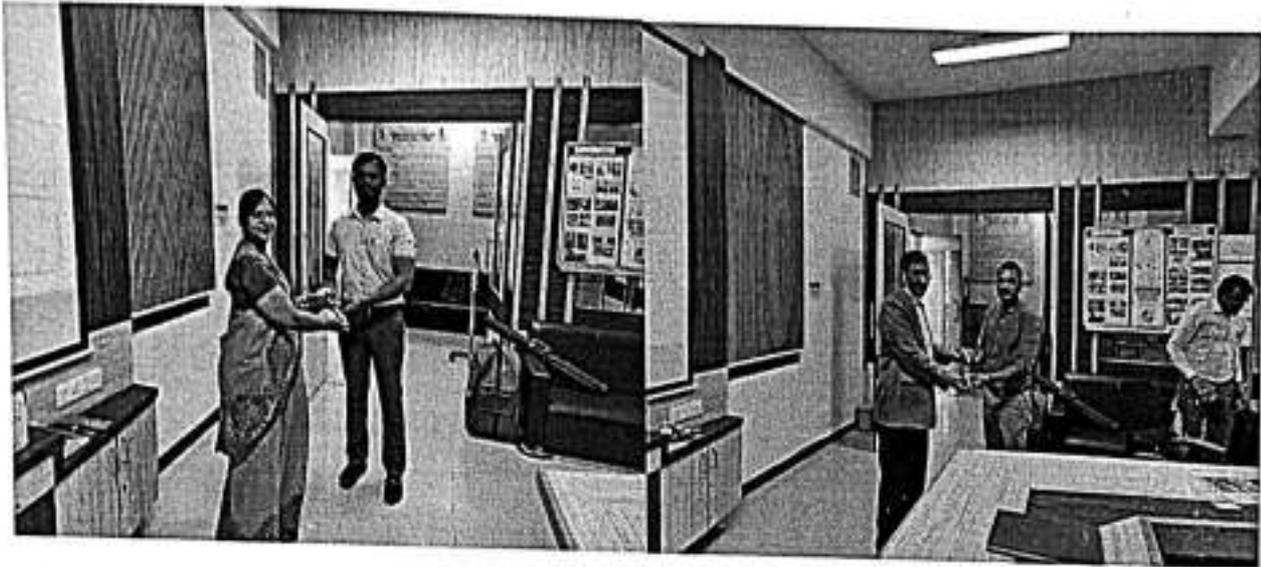
Startups received the valuable inputs from mentors and external evaluator's startups.

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Photographs:



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Prepared by:

Mr. Jagdish A. Patel
Incubator Manager, SANDIP™ TBI, Nashik

Jagdish A. Patel

Verified by:

Dr. Gayatri M. Phade
Mentor - SANDIP™ TBI, Nashik

Gayatri M. Phade

Approved by:

Dr. Sanjay T. Gandhe
CEO- SANDIP™ TBI, Nashik

Sanjay T. Gandhe



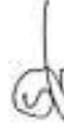
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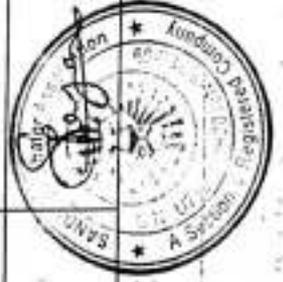
Date: 2nd March 2022

ATTENDANCE SHEET

Title of the Event: "STARTUP PITCH SERIES" Round-2

Mode: Online/Offline

Sr. No	Name of Startup	Name of Founder & Cofounder	Contact Details (Email & Mobile)	Participant/Attendee	Sign
1.	Arshney pharma innovation (Shivas Lape).	Shreya Athinao.	9359 818469 shreyathimao28@gmail.com	Participant	
2.	Rohan. V. Shinde Shub FLYLAB SOLUTIONS	Rohan. V. Shinde Shubham. B. Modke Atheer. V. M. Nair	8408006870 nviabsolutions@gmail.com	Participant	
3.	techunger	Saurabh sheshrao chaudhari	7517495549 saurabh@techunger.in	Participant	
4.	NAUKRIWALA Ajay Falke	Ajay Falke	9158794946 ajay.falke@gmail.com	Participant	
5.	PAYEE RESOURCES PVT. LTD	MAYUR S. PATIL	8588680794 patilmayur716@gmail.com	75	
6	Citylaundry.in	Sagar Tejare	9923622722 citylaundry1212@gmail.com	11	



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7.	Drishtie	Nikhil Gandham.	Online	Participant



Jagdish A. Patel
Mr. Jagdish A. Patel
Incubator Manager, SANDIP TBI

M. Phade
Dr. Gayatri M. Phade
Mentor, SANDIP TBI

Sanjay T. Gandhe
Dr. Sanjay T. Gandhe
Chief Executive Officer, SANDIP TBI



SANDIP TBI



Ministry of Electronics
& Information Technology
Government of India

STARTUP PITCH SERIES

ROUND - 2

Organised by
SANDIP Technology Business Incubator
Supported by
Ministry of Electronics & Information Technology,
Govt. of India, New Delhi

EVALUATORS



Mr. Abhijeet Vibhandik

Founder, Managing Director,
Statwert Research, Nashik



Mr. Nikhil Deore

Community Innovation Manager,
Digital Impact Square, Nashik

Date & Time: Wednesday, 2nd March 2022, 1 pm to 4 pm

SANDIP Incubator Association, Sandip Foundation Campus, Post Mahiravani,
Trimbak Road, Nashik-422213, Maharashtra, India

sandipincubator.org



info@sandipincubator.org

Re: Invitation to present your Startup idea/concept in "STARTUP PITCH SERIES ROUND-2" on Tuesday 1st March 2022, 1- 4 pm.

Manager Sandipincubator <Manager@sandipincubator.org>

Mon 2/28/2022 4:41 PM

To: shubham2@duendev.com <shubham2@duendev.com>; patilmayur716@gmail.com <patilmayur716@gmail.com>; ajay.falke@gmail.com <ajay.falke@gmail.com>; nikhil@drishte.com <nikhil@drishte.com>; apurva.2209.ms@gmail.com <apurva.2209.ms@gmail.com>; Olo junction <olojunction@gmail.com>; Kunal Guleria <info@thunderboards.co>; A.T.KISHORE@ieee.org <a.t.kishore@ieee.org>; shwetha133@gmail.com <shwetha133@gmail.com>; contact@cybermimus.com <contact@cybermimus.com>; deepeshpatel169@gmail.com <deepeshpatel169@gmail.com>; Ghanshyam Chaudhari <ghanshyamchaudharigc1401@gmail.com>; gaurav patil <gauravp1990@gmail.com>; Rekhaunsh Patil <rekhaunshnsk@gmail.com>; eternox.inno@gmail.com <eternox.inno@gmail.com>; Pratik Dhole 17 <pratikdhole196@gmail.com>; Riddhish Niphade <riddhishniphade185@gmail.com>; TE - 28 - Saurabh Chaudhari <saurabhchaudhari1a@gmail.com>; tec2hunger@gmail.com <tec2hunger@gmail.com>; FlyLab Solutions <flylabsolutions@gmail.com>

Cc: CEO Sandipincubator <ceo@sandipincubator.org>; pramod.karole@sandipuniversity.edu.in <pramod.karole@sandipuniversity.edu.in>; Gayatri Phade <gayatri.phade@sitrc.org>; INFO SANDIPINCUBATOR <info@sandipincubator.org>

Bcc: Jagdish Patel <jagdish.patel@sitrc.org>; Innovations Sandip Foundation's IEDC <innovations@sitrc.org>

Dear all,

Kindly note change in schedule (Date and Time)

New Date: Wednesday, 2nd March 2022, 1pm to 4pm

Mode: Offline

Note: Guidelines will remain same.

Regards,

Mr. Jagdish A. Patel

Incubator Manager,

SANDIP™ Incubator Association

(Startup Assets Nurturing through Diversified and Innovative Platforms)

Sandip Foundation Campus

Mahiravani, Trimbakeshwar Road, Nashik (MH) - 422 213.

Mobile. 9168644463, 8793495989

Email: manager@sandipincubator.org, info@sandipincubator.org

From: Manager Sandipincubator <Manager@sandipincubator.org>

Sent: Friday, February 25, 2022 2:25 PM

To: shubham2@duendev.com <shubham2@duendev.com>; patilmayur716@gmail.com <patilmayur716@gmail.com>; ajay.falke@gmail.com <ajay.falke@gmail.com>; nikhil@drishte.com <nikhil@drishte.com>; apurva.2209.ms@gmail.com <apurva.2209.ms@gmail.com>; Olo junction <olojunction@gmail.com>; Kunal Guleria <info@thunderboards.co>; A.T.KISHORE@ieee.org <a.t.kishore@ieee.org>; shwetha133@gmail.com <shwetha133@gmail.com>; contact@cybermimus.com <contact@cybermimus.com>; deepeshpatel169@gmail.com <deepeshpatel169@gmail.com>; Ghanshyam Chaudhari <ghanshyamchaudharigc1401@gmail.com>; gaurav patil <gauravp1990@gmail.com>; Rekhaunsh Patil <rekhaunshnsk@gmail.com>; eternox.inno@gmail.com <eternox.inno@gmail.com>; Pratik Dhole 17 <pratikdhole196@gmail.com>; Riddhish Niphade <riddhishniphade185@gmail.com>; TE - 28 - Saurabh Chaudhari

<saurabhchaudhari1a@gmail.com>; tec2hunger@gmail.com <tec2hunger@gmail.com>; FlyLab Solutions <flylabsolutions@gmail.com>; Director.tushar@wikoindia.com <director.tushar@wikoindia.com>; • tugaikwad@gmail.com <tugaikwad@gmail.com>; electroagropvtltd@gmail.com <electroagropvtltd@gmail.com>; citylaundry1212@gmail.com <citylaundry1212@gmail.com>; Arif Shaikh <arifshaikh@groott.com>; vikram.bodke@geniuspark.com <vikram.bodke@geniuspark.com>; Shreya Ahirrao <shreyaahirrao28@gmail.com>; vikram.bhide71@gmail.com <vikram.bhide71@gmail.com>
Cc: CEO Sandipincubator <ceo@sandipincubator.org>; pramod.karole@sandipuniversity.edu.in <pramod.karole@sandipuniversity.edu.in>; Gayatri Phade <gayatri.phade@sitrc.org>; INFO SANDIPINCUBATOR <info@sandipincubator.org>

Subject: Invitation to present your Startup idea/concept in "STARTUP PITCH SERIES ROUND-2" on Tuesday 1st March 2022, 1- 4 pm.

Dear Incubatee,

We are happy to announce that SANDIP Incubator Association-SANDIP TBI is organizing "**STARTUP PITCH SERIES ROUND-2**" on Tuesday, 1st March 2022, 1 pm to 4 pm. We invite you to present your Startup idea/concept and pitch your startup to the evaluators.

Guidelines for Round-2:

Objective: Pitch your startup idea/concept to evaluators and convince them to fund your start-ups

Benefits of event:

- Sharpen Communications and persuasion
- Hone presentation and messaging
- Get feedback
- Test Market appeal

Guidelines:

The participant will be allotted 7 minutes to present their startup/company and attempt to convince the evaluators; followed by 3 minutes of Q&A conducted by the evaluators.

Start-ups/participants have to prepare and submit (softcopy and hardcopy at the event) their pitch deck. The pitch deck should be of 10-15 slides.

The pitch deck is to be submitted via email 2 days prior to the date of event at manager@sandipincubator.org and innovations@sitrc.org

Important note: Start-ups selected in Round-2 will participate in Round-3

PITCH DECK Format

Ideally a pitch deck is of 10 to 15 slides and is minimalistic but should be able to include the following points:

1. Your Company information
2. The concept
3. The problem Statements
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5. Market size
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7. Competitive Advantages
8. The product details
9. Product Solution Fit
10. Product Market fit
11. USP
12. Traction

13. Business model
14. Basic Financial Forecast
15. Other investors
16. Use of Funds
17. Team
18. Thank you

Location: Offline - SANDIP™ TBI /IEDC, Sandip Foundation Campus, Nashik

Date & Time: Tuesday, 1st March 2022, 1 pm to 4 pm

If having any difficulty, then contact me.

Regards,

Mr. Jagdish A. Patel

Incubator Manager,

SANDIP™ Incubator Association

(Startup Assets Nurturing through Diversified and Innovative Platforms)

Sandip Foundation Campus

Mahiravani, Trimbakeshwar Road, Nashik (MH) - 422 213.

Mobile. 9168644463, 8793495989

Email: manager@sandipincubator.org, info@sandipincubator.org

Feedback For "STARTUP PITCH SERIES ROUND-2" on Tuesday 2nd March 2022, 1- 4 pm.

Ajay Falke <ajay.falke@gmail.com>

Thu 3/3/2022 5:16 PM

To: Manager Sandipincubator <Manager@sandipincubator.org>

R/ Sir,

First Of All I appreciate Your Efforts To Organise such Event. My Feedback & Suggestions towards This Event is as Under :-

1. The Session's Guest are really deserving and Competent.
2. We need such Expertise at the very Beginning of Of the Project, so that we can Avoid unnecessary Workload, which is helpful for Clear Direction.
3. This platform is very useful To Test Black & White Idea at Practicle Executable platform
4. The whole year Incubation Program is to be designed with such people as per Need of Incubatees.
5. Meeting intervals should be Consistent.

Overall it was Good initiative and Very Good Experience.

Thanking You,

Regards,

Ajay Falke

On Mon, 28 Feb, 2022, 4:41 pm Manager Sandipincubator, <Manager@sandipincubator.org> wrote:

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Cc: [CEO Sandipincubator](mailto:CEO Sandipincubator@sandipincubator.org) <ceo@sandipincubator.org>; pramod.karole@sandipuniversity.edu.in <pramod.karole@sandipuniversity.edu.in>; [Gayatri Phade](mailto:Gayatri Phade@gayatri.phade@sitrc.org) <gayatri.phade@sitrc.org>; [INFO SANDIPINCUBATOR](mailto:INFO SANDIPINCUBATOR@info@sandipincubator.org) <info@sandipincubator.org>

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Location: Offline - SANDIP™ TBI /IEDC, Sandip Foundation Campus, Nashik

Date & Time: Tuesday, 1st March 2022, 1 pm to 4 pm

If having any difficulty, then contact me.

Regards,

Mr. Jagdish A. Patel

Incubator Manager,

SANDIP™ Incubator Association

(Startup Assets Nurturing through Diversified and Innovative Platforms)

Sandip Foundation Campus

Mahiravani, Trimbakeshwar Road, Nashik (MH) - 422 213.

Mobile. 9168644463, 8793495989

Email: manager@sandipincubator.org, info@sandipincubator.org

Feedback/Suggestions for

STARTUP PITCH SERIES ROUND 2

Following are the detailed feedback/suggestions given by the external and internal evaluators for the start-ups pitched on 2nd March 2022 at Startup Pitch Series Round 2

Name of Startup: SkipnGo

Name of Company: Payveb Resources Pvt. Ltd.

Name of Founder(s): Mayur Patil

Suggestion/Feedback:

- Focus on the main problem where a store's sales must be skyrocketed. Hence, pricing should not be greater than other sales driving options such as JustDial, etc.
- Pricing for the platform i.e., INR 50,000 for the platform is not justified.
- Need to work on the validation of the idea and for the same, the founder needs to talk to the shop owners such as Nilesh Dryfruits, Sahyadri Farms Shops, Supermarts, etc.
- Also talk to all the stakeholders, at least 5 people of each stakeholder and understand their needs and wants.
- Don't jump on revenue model
- Find the grey area and deal with existing solutions
- The technology suite and the hardware must be combined in a package and then can be sold as an Infrastructure as a System (IaaS).
- However, there can be another model in which the hardware can be given for free and startup can earn via each transaction processed if the number of transactions is high in a store
- However, the data collected from the main system must be used for recommendation algorithm in order to drive more sales (Data Analytics & ML + AI)

Name of Startup: Naukriwala

Name of Company: Management Forum

Name of Founder(s): Ajay Falke

Suggestion/Feedback:

- Improve pitch; too much repetition in pitch
- Help candidates to design more ATS-friendly resumes.
- Combine model of Naukari.com & ATS Systems so that recruiter don't have to pay for 2 different system altogether.
- Focus on onboarding skilled candidates having good profile in order to gain business from corporates & private sector.
- CV & Video CV is time consuming
- Job searching platform is a seasonal product, so app won't work, stick to website
- Pivot the model

Name of Startup: Shwas Lape

Name of Company: Arshrey Pharma Innovations

Name of Founder(s): Shreya Ahirrao

Suggestion/Feedback:

- Talk about your product in the pitch and describe it and its usage.
- Clarify and mention whether it is curative or preventive.
- Validate your problem
- Product packaging is very important.
- Goals and objectives slides were unnecessary in the pitch deck
- Mention products effectiveness and benefits
- Research more on the product.
- Can penetrate in the Well-being market by properly placing product on Amazon, Flipkart, etc.

- Need to mention disclaimers that: This is a well-being product.
- Later phases can start with Prescription basis once the clinical trials are done and FDA certificate is achieved.

Name of Startup: Citylaundry.in

Name of Founder(s): Sagar Tejale

Suggestion/Feedback:

- Shoe cleaning is a good step
- Delivery mechanism is underdeveloped; focus on supply chain
- Form a decentralized model
- Build SOPs for local laundries and bring them under your brand
- Focus on market penetration
- Gather data
- Pricing is not justified
- Current model is not scalable; change the model or pivot it for scalability
- Need to tie up with more Heavy-scaled Laundries in order to sustain for heavy demand of B2B Orders.
- Startup can generate huge amount of revenue chunk by B2B Laundry such as Hospitals, Hotels, etc.
- Hospitals and Hotels has huge laundry requirements right from Bedsheets, blankets, curtains, pillow covers, duvets, etc.
- Shift your mobile app to Flutter + Firebase. It will provide stability and ease of code.
- Refer Behance & Dribbble for design inspiration for the mobile app designs.

Name of Startup: FlyLab Solutions

Name of Founder(s):

Suggestion/Feedback:

- Focus on one use-case of the drones or UAVs.
- Crack the code & regulations, limitations, problems & their solutions from one vertical.
- Solve the problem from one vertical, scale in that particular industry and then focus on another vertical.
- Work on your training model
- Cost of agriculture drones is high, farmers might not pay that much
- USP is unclear
- Unclear mission and vision

Name of Startup: Techunger

Name of Founder(s): Saurabh Chaudhari

Suggestion/Feedback:

- Try and finalize a niche market for services you are offering.
- Marketing, Graphics Design & Software's are three different fields.
- Try to excel in one field and then gradually scale with team and sectors you are operating into.
- Identify and hire creative talent for digital marketing campaigns.
- Low pricing should not be an USP.
- Design good marketing campaigns and can charge a good amount for it.
- Focus on personal branding, thumbstops, other marketing tools
- Attract customers by giving free calendars and free posts for 2 weeks.
- Hire skilled developers for project in software industry having experience.
- Can scale gradually in coming times with SoP.

Feedback for Startups Pitch Series Round 2

Abhijeet Vibhandik <office@stalwartresearch.com>

Thu 3/3/2022 9:38 AM

To: Manager Sandipincubator <Manager@sandipincubator.org>

Cc: CEO Sandipincubator <ceo@sandipincubator.org>; Gayatri Phade <gayatri.phade@sitrc.org>

Respected Professor,

Following is the detailed feedback/improvements for the startups pitched today.

1. Skip & Go

Focus on the main problem where a store's sales must be skyrocketed. Hence, pricing should not be greater than other sales driving options such as JustDial, etc.

Pricing for the platform i.e. INR 50,000 for the platform is not justified.

Need to work on the validation of the idea and for the same, the founder needs to talk to the shop owners such as Nilesh Dryfruits, Sahyadri Farms Shops, Supermarts, etc.

I feel the technology suite and the hardware must be combined in a package and then can be sold as an Infrastructure as a System (IaaS).

However there can be another model in which the hardware can be given for free and startup can earn via each transaction processed if the number of transactions are high in a store.

However, the data collected from the main system must be used for recommendation algorithm in order to drive more sales (Data Analytics & ML + AI)

2. Naukariwala

Help candidates to design more ATS-friendly resumes.

Combine model of Naukari.com & ATS Systems so that recruiter don't have to pay for 2 different system altogether.

Focus on onboarding skilled candidates having good profile in order to gain business from corporates & private sector.

3. Shwas Lape

Product packaging is very important.

Can penetrate in the Well-being market by properly placing product on Amazon, Flipkart, etc.

Need to mention disclaimers that: This is a well-being product.

Later phases can start with Prescription basis once the clinical trials are done and FDA certificate is achieved.

4. City Laundry

Need to tie up with more Heavy-scaled Laundries in order to sustain for heavy demand of B2B Orders.

Startup can generate huge amount of revenue chunk by B2B Laundry such as Hospitals, Hotels, etc. Hospitals and Hotels has huge laundry requirements right from Bedsheets, blankets, curtains, pillow covers, duvets, etc.

Shift your mobile app to Flutter + Firebase. It will provide stability and ease of code.

Refer Behance & Dribbble for design inspiration for the mobile app designs.

5. Flylab Solutions

Focus on one use-case of the drones or UAVs.

Crack the code & regulations, limitations, problems & their solutions from one vertical.

Solve the problem from one vertical, scale in that particular industry and then focus on another vertical.

6. Techhunger

Try and finalize a niche market for services you are offering.
Marketing, Graphics Design & Softwares are three different fields.
Try to excel in one field and then gradually scale with team and sectors you are operating into.

Identify and hire creative talent for digital marketing campaigns.
Low pricing should not be an USP.
Design good marketing campaigns and can charge a good amount for it.

Hire skilled developers for project in software industry having experience.
Can scale gradually in coming times with SoP.

I hope this summary of feedback will help startups to improve for the next meeting/cohort.

Looking forward for more sessions.

Thanks and Regards!
Abhijeet Vibhandik
Director,
Stalwart Research



Startup Assets Nurturing through Diversified
and Innovative Platforms



MEITY STARTUP
HUB

Supported by Ministry of Electronics & Information Technology, Govt. of India under MeitY Startup Hub TIDE 2.0
Sandip Foundation Campus, Post Mahiravani, Trimbak Road, Nashik-422213, Maharashtra, India
Phone: (02594) 222551/2/3/4, Fax: (02594) 222555
Website: <http://sandipincubator.org/> Email: info@sandipincubator.org

Date: 24th February 2022

To,

Chief Executive Officer
SANDIP Incubator Association, Nashik

Through: Mentor, SANDIP Incubator Association, Nashik

Subject: Request to allow for organizing "STARTUP PITCH SERIES" Round -2 on Wednesday, 2nd March 2022.

Respected Sir,

With reference to above subject SANDIP TBI had started "STARTUP PITCH SERIES" for the startups under SANDIP TBI in the month of February 2022. Also, we had already conducted Round-1 on dated, 18th February 2022. Now we have scheduled Round-2 on Wednesday, 2nd March 2022. Details of the same are as below.

Title of the series: "STARTUP PITCH SERIES"

ROUND-2

Objective: Pitch your startup idea/concept to evaluators and convince them to fund your start-ups

Benefits of event:

- Sharpen Communications and persuasion
- Hone presentation and messaging
- Get feedback
- Test Market appeal

Guidelines:

The participant will be allotted 7 minutes to present their startup/company and attempt to convince the evaluators; followed by 3 minutes of Q&A conducted by the evaluators.

Start-ups/participants have to prepare and submit (softcopy and hardcopy at the event) their pitch deck. The pitch deck should be of 10-15 slides.

The pitch deck is to be submitted via email 2 days prior to the date of event at manager@sandipincubator.org and innovations@sitrc.org

Important note: Start-ups selected in Round-2 will participate in Round-3

PITCH DECK Format:

Ideally a pitch deck is of 10 to 15 slides and is minimalistic but should be able to include the following points:

1. Your Company information
2. The concept
3. The problem statement



Startup Goals Sustaining through Diversified
and Innovative Platforms



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4. The solution to the problem
5. Market size
6. The competition
7. Competitive Advantages
8. The product details
9. Product Solution Fit
10. Product Market fit
11. USP
12. Traction
13. Business model
14. Basic Financial Forecast
15. Other investors
16. Use of Funds
17. Team
18. Thank you

Who it's for:

All the start-ups under SANDIP TBI, both-Incubation and pre-incubation segments.

External Evaluator:

1. Mr. Nikhil Deore, Community Innovation Manager, Digital Impact Square, Nashik
2. Mr. Abhijeet Vibhandik, Founder, Managing Director, Stalwart Research, Nashik

Internal evaluators:

1. Dr. Sanjay T. Gandhe, Chief Executive Officer, SANDIPTM Incubator Association
2. Dr. Gayatri M. Phade, Mentor, SANDIPTM Incubator Association
3. Mr. Jagdish A. Patel, Incubator Manager, SANDIPTM Incubator Association

Location: Offline - SANDIPTM TBI

Date & Time: Wednesday, 2nd March 2022, 1 pm to 4 pm

Kindly consider and permit us for the same.

Thanking You,

Sincerely Yours

Mr. Jagdish A. Patel
Incubator Manager,
SANDIPTM Incubator Association, Nashik

