



Event Report

- 1. Name of Event:** Romancing with Idea
- 2. Nature of the Event:** Workshop
- 3. Date:** 17/12/2021
- 4. Time:** 10:00 A.M. to 04:00 P.M.
- 5. Venue:** Auditorium, SoT, GSFC University
- 6. Organized by:** GUITAR Council, GSFC University, SSIP, IIC and Startup Gujarat
- 7. Number of Participants:** 287, Annexure – 1
- 8. Schedule:** Annexure – 2
- 9. Speaker Profile:**

Mr. Hemal Patel, Advisor, Investor & Former MD & CEO of Cyberoam Technologies Private Limited, Ahmedabad & Advisory Board Member, GUITAR Council

Mr. Hemal Patel is a successful serial Entrepreneur and a Technology Executive with diverse skills and management experience, including sales, marketing, product design, Product development and financial management.

Mr. Hemal has managed four successful tech start-ups and built global brands like Cyberoam and Elitecore in the domains of network security and telecom. He founded Elitecore as a Product Company from Ahmedabad, India and grew up to 1700 employees from 11 at the start and worldwide revenue grossing over \$90million from 0 at the start. He successfully raised private equity funds from The Carlyle Group, demerged two businesses into independent companies (Cyberoam and Elitecore) and brought exit to shareholders with \$100+million in enterprise valuation. He served as a Senior Vice President managing IT (CIO) and Operations at SOPHOS from 2015 and successfully completed challenging integration.

Mr. Hemal Patel has vast experience in building technology businesses from scratch and running ISPs in USA, Puerto Rico and India. Cyberoam, which is now a part of SOPHOS, is his best-known venture with 100000+ customers, 600+ member strong team and 12000+ resellers / 200 distributors in 150+ countries. Elitecore, was the parent company of Cyberoam and is now a part of Sterlite, is another best-known startup for building enterprise OSS/BSS solutions for the Telecom industry with market penetration in India, South East Asia, Middle East and Africa.



10. Major discussions in the event:

GUITAR Council, GSFC University, Students Startup Innovation Policy (SSIP), Institution's Innovation Council (IIC) and Startup Gujarat have organized a workshop on "Romancing with Idea" on 17th December, 2022 from 10:00 A.M. to 04:00 P.M. at Auditorium, SoT, GSFC University.

Mr. Kirankumar Parmar, Sr. Manager, GUITAR Council has welcomed the invited speaker, GSFC University Management, CEO-GUITAR Council, Dean, Associate Deans, Students, Faculty and Participants.

Mr. Kirankumar Parmar has introduced invited speaker Mr. Hemal Patel, Advisor, Investor & Former MD & CEO of Cyberoam Technologies Private Limited, Ahmedabad & Advisory Board Member, GUITAR Council to the participants.

Before the starting workshop, Mr. Kirankumar Parmar has shared information of Vibrant Gujarat Global Summit 2020 scheduled on 10-11-12 January, 2022 in Gandhinagar. The central theme of the summit is from "Aatmanirbhar Gujarat to Aatmanirbhar Bharat". He shared information of Pre-Summit on "Startup: Inspiring Disruptive Innovations" is scheduled on 9th January, 2022 at iCreate, Ahmedabad. He invited participants to register and attend the pre-summit.

The Workshop begins with the discussion of Entrepreneurs one of the characteristic Risk. Mr. Hemal Patel asked a question to the participants "What does Success mean to you?" designation at work/Money/Property/Social Status/Power/Going for further studies. He said success can be enjoyed only if it is CONTINUOUS!

Mr. Hemal Patel advised to set continuous goals in life and once you achieve success in the present goal MOVE ON to the Next Goal. He advised to dare to set higher goals and explained difference between Dream and Goal. He narrated his experience of class 12 English subject marks where he set a goal of 35 marks and received 37 marks. He said don't race with Rats, even if you win you will be called a Rat. Race with Lions, even if you lose, you will be called a Lion.

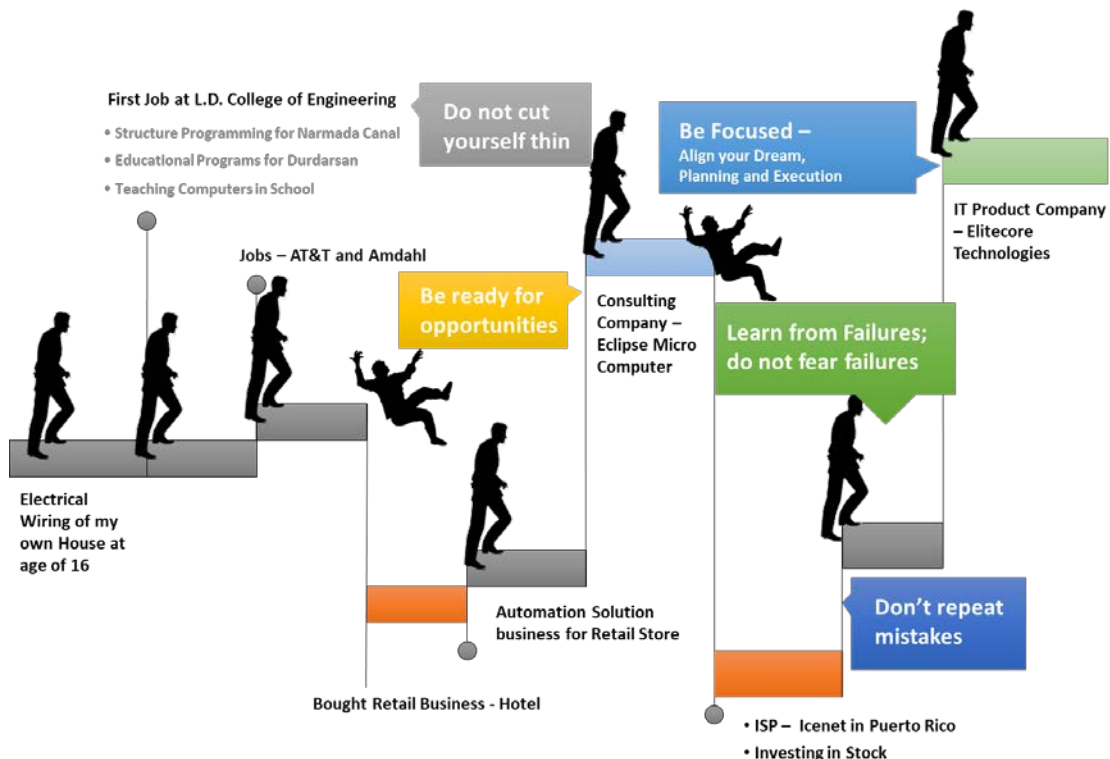
Mr. Hemal Patel explained the Power of the Dream and how to work on it. He explained think beyond the ordinary and shared his company story. In his company attrition rate is the very high and the probable reason is salary, perks etc. so he hired a Psychiatrist to solve the attrition rate in his company as out of box thinking. After listing, exit interview Psychiatrist said our Indian culture is the problem and advised him to call every day two or three employees family members and talk about health

Results are very positive and reduce the attrition rate in his company.

Mr. Hemal Patel explained the important of Perseverance in life and narrated a story of her daughter how she increased grades from C to B in school. He also narrated his story of school time where his maternal aunt offered radio if he passed English subject with 65 marks.

Mr. Hemal Patel explained how to overcome difficulties in business. It will slow down but cannot stop you to achieve goals. He informed that he has invested approx. Rs. 30 crores his second venture as an internet service provider (ISP) at Puerto Rico and it failed. He sold the company and received Rs. 50 lakhs back. His family has supported him during the difficult time. He has set the goal of retiring from business at the age of 55 years and achieves the same. He said once you achieve your goal feel the joy of success.

Mr. Hemal Patel explained his journey and learning of life with the participants.



Mr. Hemal Patel said you become successful in two ways 1. Do things different from others 2. Do same thing but efficiently and narrated how Burger king started by serving customers of McDonald's who wait for more than 3 minutes and become successful.

Mr. Hemal Patel said innovators may balance risk by continuous innovation of product/process/service. He shared Apple, Motorola and IBM business ups and



downs stories to the participants. He advised participants do not emotionally attach to product/process/service as it will gradually increase risk. He advised participants to be humble when they are become a successful and shared a story of NASA space shuttle failure due to arrogance and ignorance.

Participants interacted with Mr. Hemal Patel after the first half of the workshop: Success & Failure in Business and then went for the lunch break.

Before starting the second half of the workshop Mr. Kirankumar Parmar explained SSIP Policy, Education Dept., GoG and Nodal Institute, Industries Commissionerate, GoG scheme to the participants. He invited Mr. Hemal Patel for the “Idea to Product” workshop.

Mr. Hemal Patel started discussing “Problem Identification” with participants and shared examples of various day to day life problems such as household servant, parking, insurance, agricultural, healthcare and workplace. He said the problem is the pain of people or corporations that will lead to an idea.

Mr. Hemal Patel explained how Wonderchef Company solves the problem of a nuclear family and he like the idea and invested in the company. He advised don't try to solve the problem of which is the nature of physiology as it is very difficult to solve. An Idea must be realistic and identify resources to develop the product from an idea. He evaluated minimum of two startups per week for the investment and the majority of startups are missing the data of competitive research. It is very important to understand who are your competitors and the uniqueness of the idea.

Mr. Hemal Patel explained how Walmart standardize their stores and asked a supplier to deliver their products at the stores and reduce the cost of supply chain.

Mr. Hemal Patel recommended verifying/researching for the idea and validating with people if they would like to have the solution. Validate the idea with a focus group and find out how much people will pay if you are ready to solve their pain/problem.

Mr. Hemal Patel explained business strategy development. He stressed quantification of problem, how big the problem is, which market it will serve etc. He explained Business to Business (B2B) and Business to Consumer (B2C), product development timing, costing, target market, customer's acceptability and pricing.

Mr. Hemal Patel explained the Marketing strategy for B2C and B2B business. He said understanding the phycology of customers is very much important for marketing.



Develop marketing material based on Unique Selling Points and highlight customer pain.

Mr. Hemal Patel explained how to build a pitch deck to raise the fund. He said to start with a problem than a solution, market opportunity, product feature, competitive landscape, go to market, sales and expenses forecast for three years, fund requirement and use of land. He said funds can be raised from Friends, Family, Incubators, Angel Investors and Venture Capital firms. He advised giving highest amount of respect to the Investors. He explained how he defocus his company from the business and then make it net profit of 120+ crores when he exited the company.

Mr. Hemal Patel said to be honest to the customer and initially focus on growing the business. He suggested balancing between customer expectation, investor, employee and community. He said to be the leader by solving the unsolved problem, surrounding yourself with the right people, thinking and acting logically and being ready to take opportunities.

Mr. Hemal Patel said take a risk with confidence, understand the difference between risk and gamble, learn from failures, learn from a mistake and do not repeat the mistake. He shared how he started Cyberoam Technologies Private Limited Company and sell it to Sophos.

Students pitch their ideas and take the advice from Mr. Hemal Patel for further development of Poc/Prototype as under:

- Shamik Maheshbhai Patel, 1st Year, CSE, SoT, GSFCU pitch his idea of Plastic Recycling
- Keval Mistry, 1st Year, CSE, SoT, GSFCU pitch his idea of AI for future
- Gargi Molay Chatterjee, 1st Year, Chemical Engg, SoT, GSFCU pitch her idea of biomedical sector-specific to Hospital Management
- Malav Devang Shah, 1st Year, M.Sc., Industrial Microbiology, SoS, GSFCU pitch his idea to develop a website/app for Industry Visit
- Dhir Mukeshkumar Yadav, 1st Year, Biotechnology, SoS, GSFCU pitch his idea of Social Media App for complaint

Students have asked questions at the end of the workshop.

Mr. Kirankumar Parmar expressed vote of thanks to Mr. Hemal Patel for guiding students on ideation concepts and shared his start-up journey. He also extended thanks to GSFC University Management, CEO-GUITAR Council, Teaching, Non-Teaching and students for supporting and participating in the workshop.



11. Learning outcomes of the event:

Students learnt the process of Idea to Product Development. They understand the skills, characteristics, attributes and functions of Entrepreneurs. They realized the importance of creative thinking and strategic thinking.

12. How will it be useful for Students/School/University:

The workshop benefitted the students to understand the importance of innovation and Idea Generation. Students will develop out of box thinking skills, problem solving skills, entrepreneurial skills and how to become successful entrepreneurs.

13. Feedback from students and faculty:

Feedback of participants is enclosed as per Annexure - 3.

14. Photos:



Romancing with Idea

Speaker

Mr. Hemal Patel,
Investor & Former MD & CEO of Cyberoam Technologies Pvt. Ltd., Ahmedabad

Date: 17/12/2021
Time: 10:00 A.M. to 04:00 P.M.
Venue: GSFC University, Vadodara
Registration: www.bit.ly/guitar34











GSFC UNIVERSITY
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INSTITUTION'S INNOVATION COUNCIL
(Ministry of Education Initiative)

StartUp
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SSIP



GUITAR COUNCIL





Annexure-1

Participant Details:

Romancing with Idea on 17/12/2021 at GSFCU									
Sr. No.	Full Name	School Name	Division	Sem	Category	Mobile No.	Email Address	Gender	Enrolment/ Employee No.
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243	Meetkumar Dipakbhai Joshi	SoS, GSFCU (B.Sc.)	Industrial Chemistry	1	OPEN	9429768052	21sc03002@gscfcuniversity.ac.in	Male	21sc03002
244	Disha Kanubhai Mistry	SoS, GSFCU (B.Sc.)	Industrial Chemistry	1	SEBC	8866353387	21sc03004@gscfcuniversity.ac.in	Female	21sc03004
245	Priyal Agrawal	SoS, GSFCU (M.Sc.)	Industrial Microbiology	1	OPEN	7879294506	21msc03003@gscfcuniversity.ac.in	Female	21msc03003
246	Sija Rajeevan	SoS, GSFCU (M.Sc.)	Industrial Microbiology	1	OPEN	7284939338	21msc03004@gscfcuniversity.ac.in	Female	21msc03004
247	Khushboo Ajaykumar Viz	SoS, GSFCU (M.Sc.)	Industrial Microbiology	1	OPEN	9033032648	21msc03005@gscfcuniversity.ac.in	Female	21msc03005
248	Malav Devang	SoS, GSFCU	Industrial	1	OPEN	9601666062	21msc03008@gscfcuniversity.ac.in	Male	Msc2103008



	Shah	(M.Sc.)	Microbiology				n		
249	Prajapati Kaushalkumar Govindbhai	SoS, GSFCU (M.Sc.)	Industrial Microbiology	1	SEBC	9574138482	mrvirat2412@gmail.com	Male	21msc03009
250	Mukesh Girijesh Yadav	SoT, GSFCU	Mech. Engg.	5	SEBC	9016570190	19bt02014@gscfcuniversity.ac.in	Male	19BT02014
251	Vatsal Ketan Desai	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	9624807576	21sc04003@gscfcuniversity.ac.in	Male	21sc04003
252	Priyanshi Bharatkumar Panchal	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	9427544495	21sc04004@gscfcuniversity.ac.in	Female	21SC04004
253	Krishna Alpesh Pandya	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	7016614070	21sc04005@gscfcuniversity.ac.in	Female	21sc04005
254	Pranali Shailesh Parmar	SoS, GSFCU (B.Sc.)	Microbiology	1	SC	7383514866	21sc04007@gscfcuniversity.ac.in	Female	21sc04007
255	Priyanshi Vimalbhai Patel	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	6354406190	21sc04008@gscfcuniversity.ac.in	Female	21sc04008
256	Dhruv Nitinkumar Peshavariya	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	9104601107	21sc04009@gscfcuniversity.ac.in	Male	21sc04009
257	Dhruvi Rasikbhai Prajapati	SoS, GSFCU (B.Sc.)	Microbiology	1	SEBC	8849577928	21sc04010@gscfcuniversity.ac.in	Female	21Sc04010
258	Devyani Devangbhai Vala	SoS, GSFCU (B.Sc.)	Microbiology	1	SEBC	8866407025	21sc04015@gscfcuniversity.ac.in	Female	21sc04015
259	Drashti Dipakbhai Bhanderi	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	7043476532	21sc04018@gscfcuniversity.ac.in	Female	21sc04018
260	Soumi Supriya Ghatak	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	8209502980	21sc04019@gscfcuniversity.ac.in	Female	4019
261	Sahil Ranchhodhai Dangariya	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	6351435233	21sc04020@gscfcuniversity.ac.in	Male	21sc04020



262	Abhisekh Achin Ghosh Choudhary	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	7572858984	21sc04021@gscfcuniversity.ac.in	Male	21sc04021
263	Vaishnavi . D. Shetty	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	8200793487	21SC04025@gscfcuniversity.ac.in	Female	21SC04025
264	Kirtan Dharmesh bhai Barot	SoS, GSFCU (B.Sc.)	Microbiology	1	SEBC	7779069451	21sc04026@gscfcuniversity.ac.in	Male	21sc04026
265	Priyanshu Jayanti Vaghela	SoS, GSFCU (B.Sc.)	Microbiology	1	SC	7801899898	priyanshuvaghela57@gmail.com	Male	21sc04024
266	Shikha Dwivedi	SoS, GSFCU (B.Sc.)	Microbiology	1	OPEN	9574680178	shikhadwivedi274@gmail.com	Female	21110240083
267	Harsh Rajput	SoT, GSFCU					21bt04100@gscfcuniversity.ac.in	Male	
268	Yuvaraj Gadhvi	SoT, GSFCU					21bt05002@gscfcuniversity.ac.in	Male	
269	Dhruv Patel	SoS, GSFCU (M.Sc.)					21msc01027@gscfcuniversity.ac.in	Male	
270	Akashsinh Rajpurohit	SoS, GSFCU (M.Sc.)					21msc01034@gscfcuniversity.ac.in	Male	
271	Swara	SoS, GSFCU (M.Sc.)					21msc01055@gscfcuniversity.ac.in	Female	
272	Mrunal Patel	SoS, GSFCU (M.Sc.)					21msc01073@gscfcuniversity.ac.in	Female	
273	Chandni Kumari	SoS, GSFCU (B.Sc.)					21sc01001@gscfcuniversity.ac.in	Female	
274	Taha Patrawala	SoS, GSFCU (B.Sc.)					21sc01015@gscfcuniversity.ac.in	Female	
275	Udit Desai	SoS, GSFCU (B.Sc.)					21sc02003@gscfcuniversity.ac.in	Male	
276	Sharma Khushboo	SoS, GSFCU (B.Sc.)					21sc02008@gscfcuniversity.ac.in	Female	



277	Utsavi Patel	SoS, GSFCU (B.Sc.)					21sc02015@gsf cuniversity.ac.in	Female	
278	Ohm Sharma	SoS, GSFCU (B.Sc.)					21sc02026@gsf cuniversity.ac.in	Male	
279	Mahek Gandhi	SoS, GSFCU (B.Sc.)					21sc02034@gsf cuniversity.ac.in	Female	
280	Shruti Solanki	SoS, GSFCU (B.Sc.)					21sc02035@gsf cuniversity.ac.in	Female	
281	Akshar Patel	SoS, GSFCU (B.Sc.)					21sc04001@gsf cuniversity.ac.in	Male	
282	Disha Mistry						dishamistry0203 @gmail.com	Female	
283	Kirankumar Parmar				Open	931326 2712	guiitar@gsf cuniversity.ac.in	Male	
284	Keval Mistry	SoT, GSFCU	CSE	1			kevalmistry7879 @gmail.com	Male	
285	Mriganka Das					903962 2592	mriganka.das@ gsfcuniversity.ac .in	Male	
286	Dr. Parin Kanaiya					927502 5499	parin.kanaiya@ gsfcuniversity.ac .in	Male	
287	Tejasvini Salukhe						tejasvinisalukhe 1109@gmail.co m	Female	



Annexure-2

Schedule:

Date	Time	Programme
17/12/2021	10:00 A.M. to 10:05 A.M.	Welcome by Mr. Kirankumar Parmar, Sr. Manager, GUITAR Council, Vadodara
	10:05 A.M. to 10:15 A.M.	Inaugural Address by Dr. Nikhil Zaveri, Provost (Vice Chancellor), GSFC University, Vadodara
	10:15 A.M. to 01:00 P.M.	Success & Failure in Business by Mr. Hemal Patel, Former MD & CEO of Cyberoam Technologies Private Limited, Ahmedabad Importance of Idea by Mr. Hemal Patel <ul style="list-style-type: none"> • Have a strong understanding of the problem • Generate ideas to solve the problem • Idea Validation • Business Strategy • Marketing Strategy • Funding your Venture
	Lunch Break (01:00 to 02:00 P.M.)	
	02: 00 P.M. to 03:00 P.M.	Mentoring by Mr. Hemal Patel
	03:10 P.M. to 03:50 P.M.	Pitching by Students Team <ul style="list-style-type: none"> • 5 team will pitch • 8 minutes per team (5 minutes pitch + 3 minutes Question & Answer) • Pitch shall include problem, solution, uniqueness, competition, fund requirement etc.
	03:50 P.M. to 04:00 P.M.	Vote of Thanks by Dr. Saroj Shekhawat, CEO, GUITAR Council

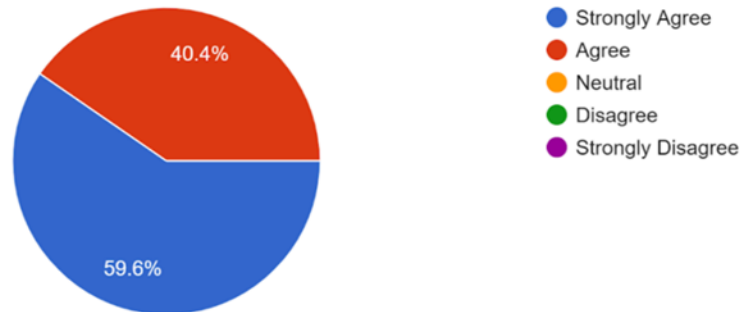


Annexure-3

Feedback of Event:

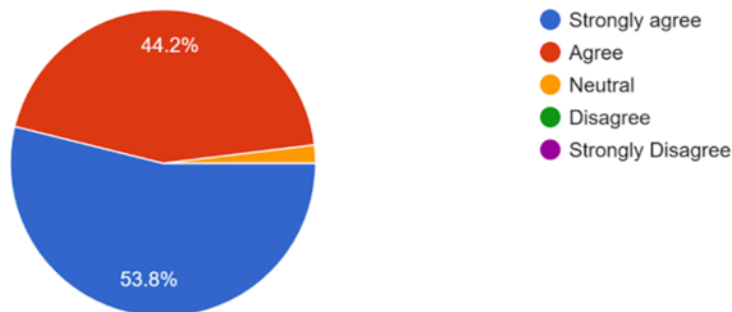
The workshop objective were stated clearly and met.

52 responses



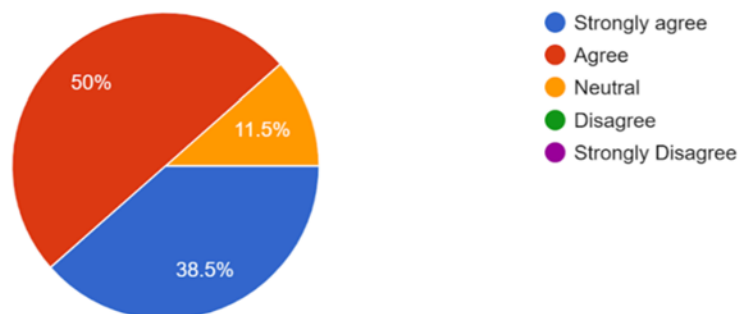
The Speaker made the efforts to make me understand the concept of Entrepreneurship and journey of Idea to Product.

52 responses



The Workshop has increased my knowledge on Entrepreneurship, problem identification, idea development & validation, wining mix, business & marketing strategy, building pitch deck etc.

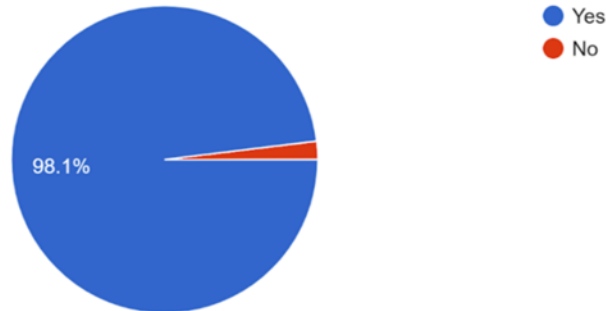
52 responses





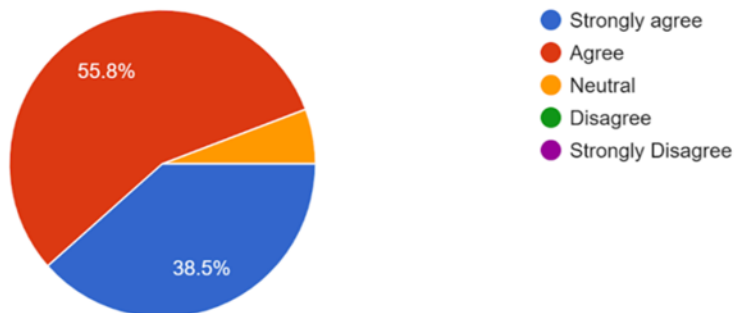
Did the workshop help you with new learning's or knowledge?

52 responses



This workshop will be beneficial for me to pursue Entrepreneurship in my career.

52 responses



Please rate your overall experience.

52 responses

