

Activity Report of Technology Business Incubator (TBI)
Govt. Engineering College, Sreekrishnapuram
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Report

Since the inception of the TBI, twenty-four companies have initiated their Startups at our TBI. Some of the companies from our TBI made steep progress and were able to create their own space in the market. Two companies had moved out for further expansion this year. *iAuto Tech LLP.*, and *Digital Orb Analytics (DOA)* successfully moved out. *Little things*, the all-women entrepreneurship venture desiccated due to various reasons. Due to the COVID-19 situation, the operations of the TBI were also affected. The lockdown and the lack of funds literally made us standstill throughout the year.

The most interesting factor was that some of our incubatees sensed the opportunities in the situation and contributed several products which were the need of the hour: like Automatic Sanitizer Dispensers and other products to fight the pandemic. They came up with several innovative ideas and also helped the students to prototype their ideas. The lack of funds refrained them from going for the production of their prototypes, which would have come out with flying colors otherwise. One such idea was from a student named Mr. Rohit (S3 ECE), who approached us with an idea of a wrist band for dispensing sanitizer [Fig-1]. TBI helped in designing and connecting some of the manufacturing industries for the large-scale production of this prototype. Unfortunately, it did not turn out well. One of our initial incubatees, M/s. *Saron Innovatures Ltd.* came up with an innovative product for dispensing hand sanitizer using touchless technology that hit the market and was able to do good business[Fig-2]. TeQlot, another firm in the TBI started the production of automatic sanitizer dispensers and other products that helped to a great extent in fighting the pandemic. The company made a turnover of approx. 8 lacs during this fiscal. This motivated the peer firms at the TBI to start with nothing and come out in flying colors even in most devastating situations [Fig-3]. The website of *TeQlot Innovantz* (www.teqлотinnovantz.com) will give a good insight into the range of products developed by the firm. Another upcoming firm, *Epoch Zero*, with

the help of Digital Orb Analytics, another early startup of the TBI, started developing software and mobile application for an online-based e-learning platform which helped a lot of students to quench the thirst for learning during the lockdown days. It also helped to design a very useful and convenient learning management system for students and instructors.

Due to the critical financial situation that followed the COVID-19 lockdown, we did not receive any grant/financial assistance from the State Govt. or any other sources during 2020-21.

Abiding by the State Government rules, the institution was completely shut down from Feb to June 2020 and resumed working nominally in the subsequent months. The lack of funds and other factors related to the pandemic tied down all activities planned for the year.

The pandemic situation has exposed us to a handful of experiences and gave us the courage to encounter life with optimism, patience and apply our wisdom wherever possible. It also opened up tremendous opportunities for starting a business, no matter it is micro or large scale. It showed the need for becoming self-reliant in all sectors, especially in design and manufacturing. We were enslaved by countries like China for almost 90% of day-to-day products from toys to kitchenware, electronics to heavy equipment, and many more. The initiatives like **“Make in INDIA”** and **“Atmanirbhar Bharat Abhiyaan”** will definitely help to develop our own manufacturing units. We are also trying to become a host institution of the Micro Small and Medium Enterprise (MSME) department.

This year, we have conducted a screening test for selecting potential incubatees for the five vacancies in the TBI (two companies successfully completed and moved out, one left and two converted to virtual incubation). Applications were invited through our website, media, and notice boards on 13-10-2020. The last date was extended once from 10 November, 2020 to 20 December, 2020. We received only seven applications and the screening session was conducted on 20 January, 2021 in presence of the screening committee. Two candidates portrayed their presentation using webcast facility and all other teams were present at the venue. The rank list was published on our college website on 28 January, 2021.

The following firms are currently working at our TBI:

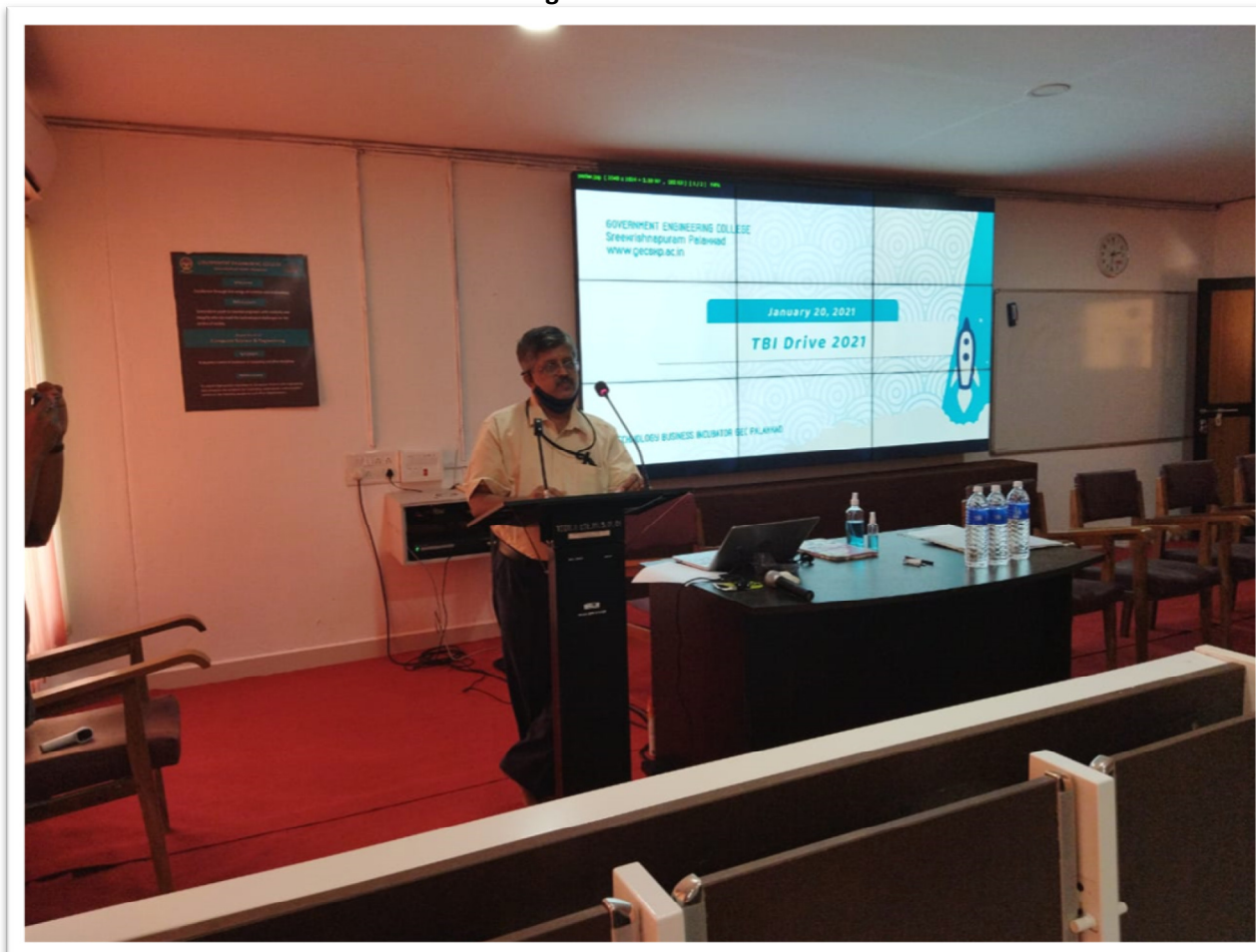
S. No	Name of the Firm	Name of the CEO	Description of the project/product
01	TeQlot Solutions www.teqlotinnovantz.com	Mr. Vishnu Vasudevan	Development and modernization of kitchen accessories. Automatic Hand Sanitizer Dispenser
02	SNS Associates [VIRTUAL 2020 ONWARDS]	Mr. Sreerag N S	Pilot study and planning for the manufacturing of Indigenous Defence equipments / parts.
03	FITZARCH	Mr. Niyaz	IoT enabled home automation
04	Viento Technologies [VIRTUAL 2020 ONWARDS]	Mr. Wilson George	Renewable energy systems, windmill guidance system
05	AMTECH Electronics	Mr. Amal Mohammed	IoT based automation, Electronic product design and production
06	Epoch Zero	Mr. Harris Wilson	LMS Package for online learning, App developed for IAS Training
07	Trouvailler www.trouvailler.com	Mr. Roy Antony	Cloud Platform for integrating tourism activities
08	UPFarm	Mr. Ajith V	Aquaponics and Hydroponics indoor farming
09	Exelarc	Mr. Sravan S	Support activities for emerging startups.

Workshop and Training calendar 2020-21

Sl. No	Name of the program	Date	Venue	No. of participants
01	Covid-19 impact on imports and manufacturing in SMEs'	30/10/2020	Google-meet	22
02	Electric vehicles: Manufacturing technology perspective.	10-11/11/2020	Google-meet	20
03	Entrepreneurship for beginners Post COVID-19 Business trends and opportunities	08/12/2020	Google-meet	20
04	GST : Advantages for Startups and SMEs'	20/03/2021	Google-meet	15

Glimpse to our programs

Screening for new incubatees





TBI Drive 2021



External programs attended by our members and Faculty

1. Due to COVID-19 situation there were only few programs.
2. Our members participated in online and virtual events like the **Aerospace and Defence Manufacturing Show 2021** (ADMS) at HAL Convention Centre, Bangalore, AERO 2021 at Yelahanka, Bangalore.
3. Participated in online programs conducted by the District Industries Centre, Palakkad, Govt. of Kerala, namely **Technology Clinic** in association with various other departments and Industry experts.

Awards and Commendations

4. TeQlot Innovantz, one of our incubatees, manufactured Automatic Sanitizer Dispenser and other devices to fight COVID-19, which were appreciated by the Dept. of Health Service, FHC Sreekrishnapuram.

COVID-19 helping hand by TBI

1. TBI at GEC Palakkad is committed to discharging the social responsibilities, and at the time of crisis we stood with the needy. The old PTA building which was renovated for hosting the extension of TBI, was released for setting up a facility for the COVID-19 First Line Treatment Centre (FLTC) by the Dept. of Health, Govt. of Kerala.
2. The incubatees of the TBI had participated in various campaigns for creating awareness about COVID-19 pandemic among the public and also hosted online events for the local health officials at our locality.
3. The incubatees designed products like wrist band sanitizer dispensers and developed Automatic sanitizer dispensers for public places/ institutions/offices.
4. TBI GEC Palakkad incubatees developed several web and mobile based applications to assist online teaching and class management.

Showcase

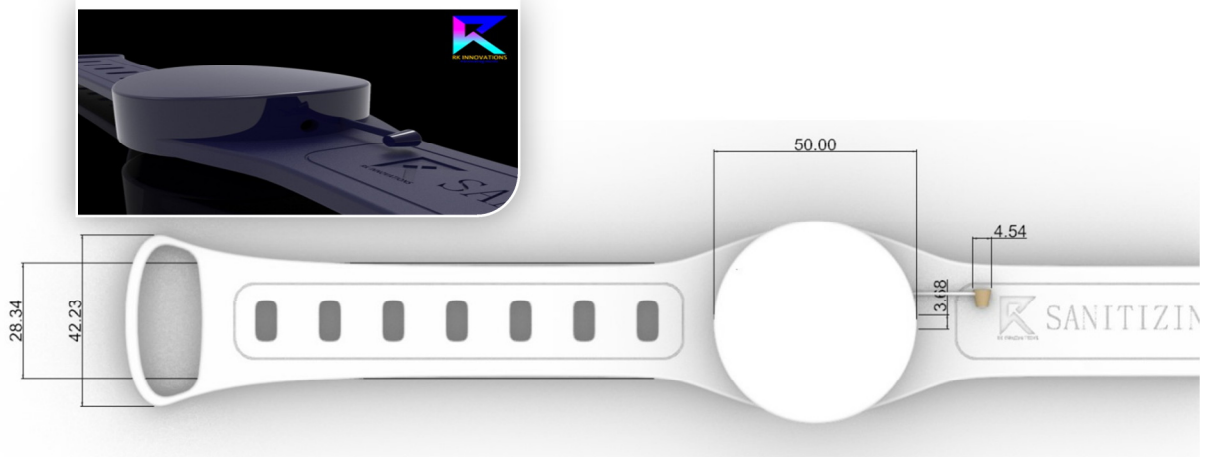


Fig 1 Wristband Sanitizer dispenser model by Mr. Rohit K



Fig 2

Fig 2 Automatic Sanitizer Dispensers developed M/s. Saron Innovature LLP.



Fig 3

Fig 3 Automatic Sanitizer Dispensers developed M/s. TeQlot Innovantz.

Expenditure 2020-21

In 2020-21 fiscal, no financial assistance was received, and therefore all activities were stalled. Requests were sent several times for the sanction of funds to the office of DTE, but due to the COVID-19 related crisis neither funds nor administrative sanctions were granted to our institution. We also requested for permission to utilize the remaining fund for the fiscal 2019-20 sanctioned by the DTE office (Ref. L4/40820/19/DTE Dt: 18/11/2019, approx. 10 lacs). This was unable to be fulfilled due to the outbreak of COVID-19 pandemic and lockdown.

Expenditure 2020-21 : NIL

Activities planned for 2021-22

The activities planned for the year 2020-21 were not carried out due to the outbreak of COVID-19. Hence, it is expected to be carried out this year. The TBI extension (hosted in the old PTA block) needs to be furnished, equipped with UPS, computers etc. We also need to hookup fiber connectivity and weather conditioning system for the same. This facility will be used for setting up multiple production facilities for the startups in the TBI, for products in the areas of Electronics, Mechanical Engineering and IT. With this facility, our students are expected to gain good industry exposure and become self-reliant.

Sl. No	Components	Financial Targets (Rupees in Lakhs)
1	NW components, Structured Cabling and OFC connectivity to the TI extension block	3.5
2	Electrical Wiring to the block	3
3	10 KVA Online UPS x 2Nos.	4
4	Air conditioning system	6
5	Minor Civil works	7
6	Modular Partitioning at the block	10
7	Executive Chairs 30 Nos.	2.5
8	Electrical wall fan, Purified water etc.	2
9	High Intensity training programs (IPR related, FDP and Conferences)	1.5
10	Training to SC/ST (if applicable)	0.25
11	Maintenance and Misc.	1
Total		40.75

Plan for 2021-22

Technology Business Incubator at GEC Palakkad is committed to creating an ecosystem to provide entrepreneurship skills to the upcoming engineers and to boost up their confidence in doing a sustainable business. Running a business is a very complex procedure and needs a lot of experience, domain knowledge, and support from the peer. An undergraduate student who wishes to start a venture needs to acquire business skills and should be very keen on what he/she is doing to run a sustainable business venture. Success is ensured if a dedicated team is there to support. To build up a team with a similar perspective is merely luck, though the academic curriculum doesn't have a space and opportunity for developing entrepreneurship skills. And also the fear that *"What if I start a business and fail"* refrains many of them to start a business of their own. Most of them have good ideas, have the domain knowledge and have a good environment to do sustainable business (demand) but miss the main link, viz. Implementation. To seek financial help for even to do the smallest thing by them demotivates them. Banks and other financial institutions always seek the repayment capacity for the allotment of loans. The lack of liquid money to maintain a business is always a headache to any entrepreneur.

By providing an ecosystem we believe that every student of our institution will get an opportunity to earn money in his/her leisure time and get exposure to do sustainable business. It should help to boost up their confidence and prepare them to face many difficulties while carrying out their venture. The first step is to instill confidence in them and to build a work culture to transform their ideas so as to fulfill the demands of the market. They should be able to study and test their skills before entering a business. **"Earn While You Learn"** is such a scheme that empowers the students to be self-reliant. It gives the financial strength to start their own business and give color to their dreams. It also gives them the confidence to do something on their own and enough exposure to strengthen their firm. The detailed report of the scheme is submitted earlier. We need policy decisions from higher authorities to initiate the scheme.

Intellectual Property Rights (IPR) is one of the areas we wish to focus on in the years ahead. We encourage patent filing for all innovative products and publish articles in reputed journals. Already we received one patent and new products are in pipeline.

We had approached the **Kerala Agricultural University (KAU)**, one of the leading government institutions well-known for Technology transfer of agricultural related products, framing our policies for the **Technology Transfer** for some of the products developed at TBI GEC Palakkad.

We wish to enhance our facility so that any person can walk in with a sustainable idea and can undergo the process of making the prototype and further go for large-scale production to scale up to the market demands.