

One Day Seminar

on

“Problem-Solution Fit and Product-Market Fit”

29th February 2024



Organized by

**Institute's Innovation Council
Marathwada Mitramandal's Institute of
Technology (MMIT), Lohgaon, Pune**

Approved by AICTE and by DTE Maharashtra Affiliated
to Savitribai Phule (SPPU), Pune
NAAC "A" Accredited Institute

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(Assistant Professor, Mechatronics MMIT Pune)
(gargi.yadav@mmit.edu.in)

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Dr. Amol Bhanage
(Assistant Professor, MMIT Pune)
Dr. Gargi S. Yadav
(Assistant Professor, MMIT Pune)

ABOUT MARTHWADA MITRA MANDAL

The trust "Marathwada Mitra Mandal, Pune" was established in 1967 by Hon. Late Shri. Shankarraoji Chavan, Former Home Minister, Govt. of India as the "Founder President". The trust had started its activity to provide hostel or similar accommodation in Pune to the students. This trust is established through the inspiration of socially and educationally charged personalities, with the motto **"Yethe Bahutanche Hit"** (Welfare of Masses). Mass education, co-education, and dedication towards the overall development of the region are watchwords of the trust. At its various educational campuses, the trust has created excellent facilities for education catering to Architecture, Interior Design, Management, Law, Commerce, Pharmacy, Engineering, etc. Which provides excellent education to about 12,000+ students.

ABOUT MMIT

MMIT, Lohgaon was established in 2008. The institution is affiliated to Savitribai Phule Pune University, Pune and is approved by AICTE, New Delhi, Recognized by DTE, Government of Maharashtra. The uniqueness of the institute lies in its provision for an elaborate spectrum of engineering program under one roof which emphasizes quality education, training, and building of cultural value and development of professional skills. The institute has a sprawling and lush green beautifully planned campus with modern state of art infrastructure and a hostel facility on 15 acres of land. The institute is accredited with "A" Grade by NAAC. It offers five engineering programs (Computer, Artificial Intelligence & Data Science, Mechanical, Civil, Mechatronics). It houses 800+ students and 80 staff members.

ABOUT THE SEMINAR

Marathwada Mitra Mandal's Institute of Technology under the Institute Innovation Council organizing a one-day Seminar on "Problem-Solution Fit and Product-Market Fit" on 29th February 2024. IIC hosted a session for students and faculties from different departments to build awareness about the problems and their solutions in the industry. The session also emphasizes that the product manufactured is fit for the market. The session was conducted by an assistant manager at Bajaj Auto Pvt. Ltd. who shared his industry experience about the base problem resulting in a business idea and the proposed solution that solves that problem. Then, the session continued with the Product-market fit which is about validating the actual demand for the product or service.

OBJECTIVES OF THE SEMINAR

- To spread knowledge about the product-market fit which acts as the bridge between what you are building and your audience's needs.
- To be aware of the market demands and then develop products.
- To guide the students and faculties to review these factors before starting any start-up.

TOPICS COVERED

- Problem-Solution Fit
- Product -Market Fit
- Real-life applications

RESOURCE PERSON

Speaker

Dr. Yadwinder Singh Joshan

Assistant Manager Bajaj Auto Pvt Ltd.
Pune

REGISTRATION FORM

One Day Seminar
On

**“Problem-Solution Fit and Product-Market
Fit”**

(29th February 2024)

Name: -----

Designation: - -----

Department: -----

Organization/Institute: -----

Address: -----

Pin: -----

Mobile No: -----

Email: -----



"Techno -Social Excellence"
MARATHWADA MITRA MANDAL'S
INSTITUTE OF TECHNOLOGY (MMIT)
S.No.35, Plot No. 5/6, Lohgaon, Pune-411 047



A REPORT ON

"Problem-Solution Fit and Product-Market Fit"

29th February 2024



Organized By



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Dr. R. V. Bhortake
Principal, MMIT, Lohgaon, Pune

Convenor

Apurva Ulhe
IIC, MMIT, Lohgaon, Pune

Coordinator

Dr. Gargi S. Yadav
Assistant Professor, Mechatronics Engineering, MMIT, Lohgaon, Pune

Speakers

Dr. Yadwinder Singh Joshan
Assistant Manager Bajaj Auto Pvt Ltd. Pune



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INSTITUTION'S INNOVATION COUNCIL
(Academic Year 2023-24)

Date: 29/02/2024

**“Problem Solution Fit and Product-Market Fit by an
alumnus of IITD”**

The Institution's Innovation Council (IIC) organized “**Achieving Solution Fit and Product-Market Fit by an alumnus of IITD**” on **29th Feb 2024** at MMIT, Lohgaon, Pune. IIC hosted a session for students and faculties from different departments to build awareness about the problems and their solutions in the industry. The session also emphasizes that the product manufactured is fit for the market. The session was conducted by an assistant manager at Bajaj Auto Pvt. Ltd. who shared his industry experience about the base problem resulting in a business idea and the proposed solution that solves that problem. There are times when a company solves a real problem and develops a good solution, but cannot get traction because their customers are not willing to pay for it. Then, the session continued with the Product-market fit which is about validating the actual demand for the product or service.

The details of the Guest lecture are as follows:

Time: 09.00 AM.

Date: 29th February 2024

Mode: Offline Mode

Resource Person: **Dr. Yadwinder Singh Joshan**

- Assistant Manager Bajaj Auto Pvt Ltd. Pune
- ALUMUNUS of IIT DELHI



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Activities performed:

In the session, the speaker shared information about Problem Solution Fit and Product Market Fit. In Problem Solution Fit, your customers are generally people who are already in your target market. The purpose of this is to find out if it would be possible to solve a problem for people who are already in your target market. On the other hand, product-market fit is about finding customers for your product.

The total Duration of the session is 1.5 hrs.

Total Participants: 45 Students & 10 Faculties.

It was an interactive session where students' doubts were solved by the speaker.

Outcome:

The outcome of this event is to spread knowledge about the product-market fit which acts as the bridge between what you are building and your audience's needs. As a contract to problem-solution fit, this metric gives more weightage to the audience and their demands than the 'general problems' and their solution problems. Also, the Session was about guiding students and faculties to review these factors before initiating any startup.

List of participants:



“वेद्ये ब्रह्मतांवे हित”



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INSTITUTION'S
INNOVATION
COUNCIL
(Ministry of HRD Initiative)

Session : ITC Organised.
Achieving solution fit and Product fit

Date 29/12/2024

Sr No	Name of Students	Department	Sign
1	Pranav Kulkarni	Mechanics	Pranav
2	Satyajit Pawade	Mechanics	Satyajit
3	Mahesh Rande	Computer	Mahesh
4	Ashwini Bhadani	Computer	Ashwini
5	Pallavi Padhan	Computer	Pallavi
6	Vaishnavi Gnanthi	TE Comp	Vaishnavi
7	Alit Thombare	TE Comp	Alit
8	Manthi Mahadik	TE Comp	Manthi
9	Sonal Waghal	TE Comp	Sonal
10	Shruti Vedprathi	TE Comp	Shruti
11	Gilganyambole	TE Comp	Gilganyambole
12	Mudita Kambh	TE Comp	Mudita
13	Paul Asaniga	SE Mechantronics	Paul
14	Ashwini Pabhu	SE Mechantronics	Ashwini
15	Bhavana Phagade	SE Mechantronics	Bhavana
16	Gagan Lalbani	SE Mechantronics	Gagan
17	Ashutosh Aggarwal	SE Mechantronics	Ashutosh
18	Pawan Vikariga	TE Comp	Pawan
19	Siddhesh Shetke	TE Comp	Siddhesh
20	Sanket Bhaskar	TE Comp	Sanket
21	Nikita Wagh	TE Comp	Nikita
22	Aishwarya Saurav	TE Comp	Aishwarya
23	Shraddha Kalyani	TE Comp	Shraddha
24	Tripti Patange	TE Comp	Tripti
25	Gaurav Mahadik	BE Mechantronics	Gaurav
26	Akash Bhave	BE MTRX	Akash
27	Ashutosh Manohar	TE Comp	Ashutosh
28	Umesh Chitambar	TE Comp	Umesh
29	Tanusha Sargad	TE Comp	Tanusha
30	Tanusha Sargad	TE Comp	Tanusha
31	Utkarsh Puri	TE MTRX	Utkarsh
32	Sanket Kulkarni	TE Comp B	Sanket
33	Sagar Jedhe	TE Comp A	Sagar
34	Arjan Kumbh	TE Comp A	Arjan
35	Surthak Kadam	TE Comp B	Surthak
36	Pranav Shrivastava	TE Comp B	Pranav
37	Dipali Bhutkar	TE Comp B	Dipali
38	Vaishnavi Vike	TE Comp B	Vaishnavi
39	Anusika Dhamdhan	TE Comp	Anusika
40	Prayodharini S	TE Comp	Prayodharini
41	Aditya More	TE Comp	Aditya
42	Pratikesh B	TE Comp	Pratikesh
43	Suvaran M	TE Comp	Suvaran
44	Deviyani M.	TE Comp	Deviyani



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ISC organised

Session : "Achieving solution fit and product fit"

Mr. Rishabh Mahesh	Comp. Engg.	Present
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Date : 23/07/24

date : 29/02/24

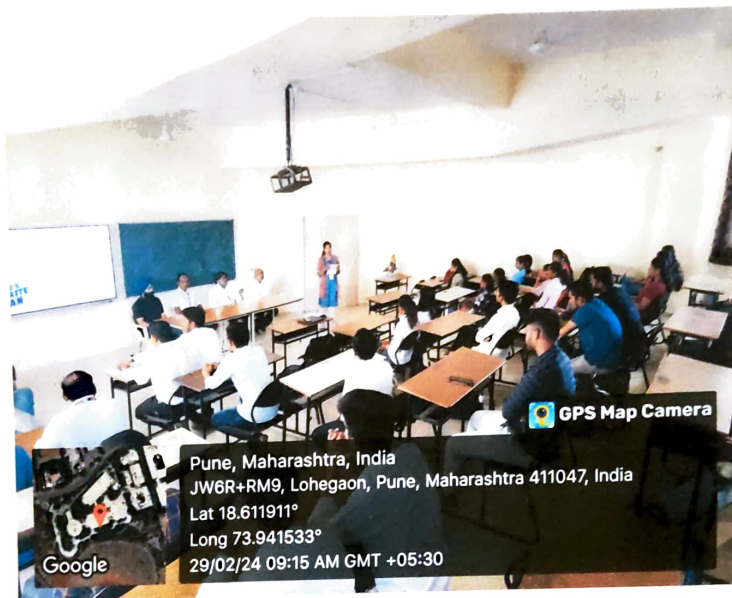
1	Ms. Barbara Patis	Comp Engg	Good
2	Dr. S. N. Patis	MIRA Engg	Good
3	Mr. G. Ghogre	MIRA Engg	Good
4	Mr. S. N. Patis	MIRA Engg	Good
5	Mr. V. V. Kulkarni	MIRA Engg	Good
6	Mr. S. A. Kulkarni	MIRA Engg	Good
7	Mr. S. B. Kulkarni	Comp Engg	Good
8	Mr. S. B. Kulkarni	Comp Engg	Good
9	Mr. S. B. Kulkarni	Comp Engg	Good
10	Mr. S. B. Kulkarni	Comp Engg	Good



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Glimpses of the Session: Sample Photograph





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GPS Map Camera



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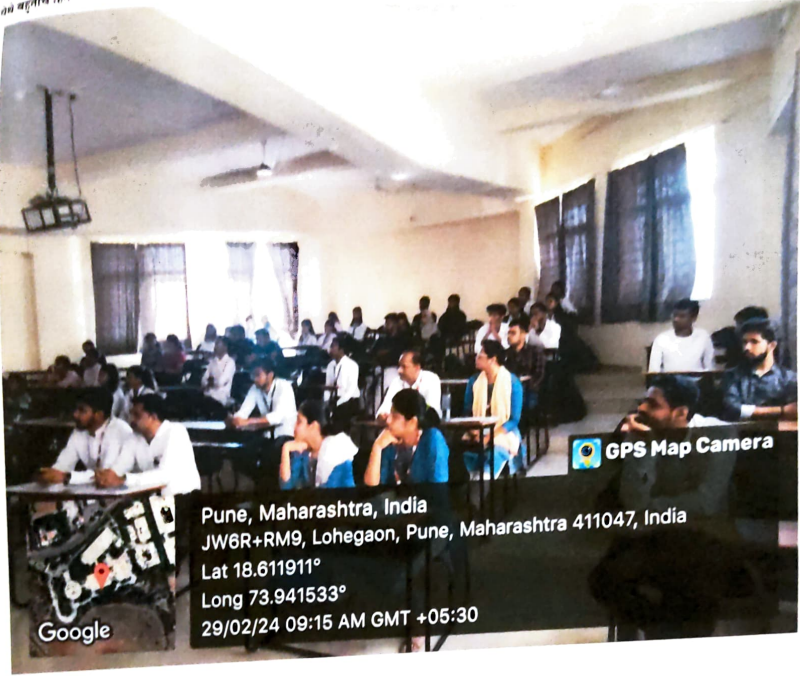


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Facebook Link: <http://surl.li/rnqfq>


Dr. Gargi S. Yadav
Coordinator


Dr. Gargi S. Yadav
IIC Vice- President


Dr. Amol Bhanage
IIC President



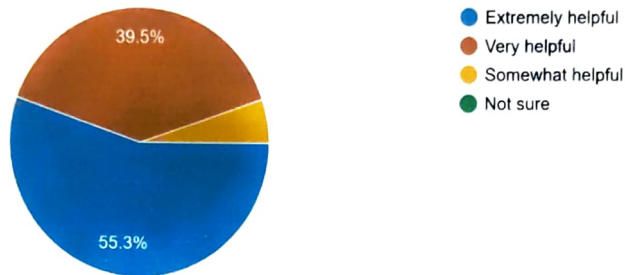
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Feedback from students

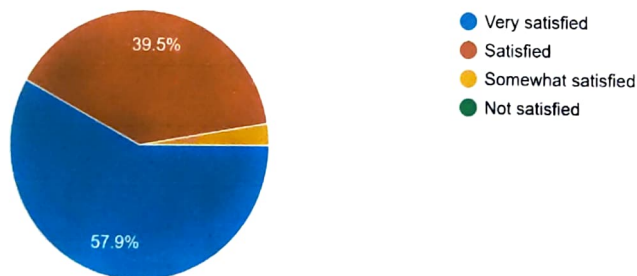
How helpful was this session for you ?

38 responses



What is your level of satisfaction for the session ?

38 responses

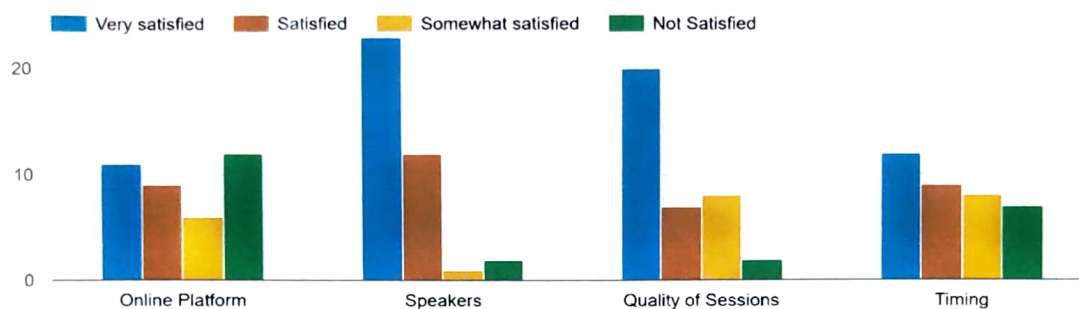




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Please make indicative your satisfaction for the following aspects of the event



Do you want this session again with other topic
38 responses

