

SESSION ON INNOVATION/ PROTOTYPE VALIDATION - CONVERTING INNOVATION INTO A START-UP

Mr. Himansu Das,
Manager, Fab Lab, IPIERC



June 18, 2025
09:00 AM



Founder's Studio
BBA Building, Parul University



www.pierc.org

Report on

“Innovation/Prototype Validation – Converting Innovation into a Start-up

(Achieving "Value Proposition Fit" & "Business Fit" for Student & Faculty Entrepreneurs)

ACTIVITY TYPE	Seminar on “Innovation/Prototype Validation – Converting Innovation into a Start-up		
DATE & TIME	18/06/2025	Duration	1 Day
SEMESTER	All	No. of participants	45
EXPERT NAME WITH DESIGNATION	Mr. Himansu Das, Manager, Fab Lab, PIERC,		

Introduction

Parul Innovation and Entrepreneurship Research Centre (PIERC) organized an interactive session on **“Innovation/Prototype Validation – Converting Innovation into a Start-up”** for students and faculty members at Parul University. The session was conducted by **Mr. Himansu Das, Manager, Fab Lab, PIERC**, who guided participants on the essential journey from idea validation to transforming innovations into viable start-ups.

Objective of the Session

- To provide participants with practical exposure to **validating innovations and prototypes** through real-world feedback.
- To help aspiring entrepreneurs achieve **Value Proposition Fit** and **Business Fit**.
- To train students and faculty in **assessing business model viability** and identifying target customers.
- To support innovators in refining their ideas into potential **start-up opportunities**.

Session Highlights

During the session, **Mr. Himansu Das** provided a detailed explanation of the process of **converting innovation into a start-up** and the essential guidelines that early-stage

entrepreneurs should follow. He emphasized that innovation alone is not sufficient unless it is validated against **real-world market needs**. To begin with, innovators must clearly define the **problem statement** and identify whether their solution truly addresses a genuine customer pain point. Once the idea is clarified, the next step is to conduct **prototype validation** through customer feedback, surveys, and pilot testing.

Mr. Das explained how entrepreneurs can refine their **value proposition** to achieve a fit between the solution and market demand. He guided participants on building a **step-by-step roadmap** that includes drafting a simple yet viable **business model**, identifying early adopters, estimating cost structures, and planning revenue streams. Case studies were shared to illustrate how successful start-ups systematically validated their prototypes before scaling. Additionally, he highlighted the importance of **guidelines such as continuous iteration, customer discovery, and business feasibility analysis**, which help innovators reduce risks and increase the chances of successful commercialization.

The interactive discussions and hands-on exercises enabled participants to apply these guidelines in practice, making the workshop both practical and insightful.

Learning Outcomes

- Participants understood how to **evaluate their prototypes** through structured validation methods.
- They learned the process of **achieving Value Proposition Fit** and aligning innovations with customer needs.
- Faculty and students gained clarity on **analyzing business model viability** and identifying potential customers.
- The session encouraged participants to transform innovative ideas into **realistic and scalable start-up ventures**.

Conclusion

The session proved highly valuable for budding innovators and early-stage entrepreneurs. By combining **interactive exercises, real-world case studies, and expert mentorship**, the workshop created a strong foundation for participants to validate their innovations and move confidently toward building successful start-ups.

Glimpses of the program







ATTEDANCE SHEET-	
SR.NO	NAME OF STUDENT
1	GEETISHA AAWLEKAR
2	AJUBOYINI MOUNIKA
3	AJMERA ROHITH NAYAK
4	AMBALIYA HIMANSHU KISHORBHAI
5	ANNAPAREDDY BHAVYA SRI
6	ANNAVAPALU MADHAVI
7	ARVAPALLI DIVYA SRI
8	ATHOTI DEEPTHI PRADEEKSHA
9	BADANPALLY MEGHANA
10	BALIJABUDDA CHARAN
11	BANDI SHIVAPRASAD
12	BANOTH ABHINAV
13	BATHULA VENUGOPAL
14	BEHARA TANU SREE
15	BELLAMKONDA HEMAMRUTHA
16	BEZAWADA LAKSHMI PREMika
17	BHOOMPALLY LOKESH
18	BODA SHIRISHA
19	BOGADI YESWANTH CHANDRA SEKHAR
20	BOLLAM NITHIN
21	BOLLAM PAVAN
22	SHIWANI BURMAN
23	CHAKALI RAJ KUMAR
24	CHARANIA RUHEEN FIROZ
25	SALONI CHATTOPADHYAY
26	CHAUDHARI DIGANT SURESHKUMAR
27	CHAUDHARY ISHA ASHOK KUMAR
28	CHEEKIRI VENKAT MURALI KRISHNA
29	CHILUKA HINDUSREE
30	CHINNA POTHLA SREE VIDHYA
31	CHINTHA SARATH KUMAR
32	DADIREDDY JAYANTH
33	DESAI KASHISH MILANBHAI
34	DESAVATHU RUBEN PAL NAIK
35	DEVARAPALLI BRAHMAREDDY
36	DHADHAL PRUTHVIRAJ RAJENDRA
37	DHARAMSOTH RAHUL
38	BIKASH DHONK
39	DIDDIGI KULKARNI NITISH
40	DUGGIMPUDI BHARGAV RAMI REDDY
41	DUSARI HARSHA NANDHINI
42	EKKIRALA SRIKANTH
43	ERRAGUNTA HARSHINI
44	GADIRAJU GOWTHAM VARMA
45	GANDIKOTA LAKSHMI SWATHI