

ACTIVITY REPORT 2025-2026

Part A) Information about Organizing Team

NAME OF THE ACTIVITY: Session/Workshop on Business Model Canvas (BMC) & Business Model Fit			
ACTIVITY DATE	DEPARTMENT	COMMITTEE	COORDINATOR NAME
30 TH March 2026	MMS	Institution's Innovation Council	Mr. Amit Ashok Bansod
DURATION	VENUE	PARTICIPANTS (Nos)	NATURE: Outdoor/Indoor
3 Hours	3 rd Floor Raheja Educational Complex	51 students & 1 faculty member	Indoor
FACULTY SUPPORT:	1.	2.	
	3. -	4. -	
STUDENT SUPPORT:	A. -Vendant Nagare	C. -	
	B. -	D. -	

Part B) Brief Information about the Activity

TOPIC OF THE ACTIVITY	Session/Workshop on Business Model Canvas (BMC) & Business Model Fit
OBJECTIVES	<ol style="list-style-type: none"> To introduce students to the structure and components of the Business Model Canvas as a strategic tool for business planning. To help students understand the concept of business model fit and its importance in aligning products/services with market needs. To provide practical exposure through examples and activities for designing and evaluating viable business models.
METHODOLOGY	<ul style="list-style-type: none"> Offline
OUTCOMES	<ol style="list-style-type: none"> Students will be able to identify and explain the nine components of the Business Model Canvas. Students will be able to develop a basic business model using BMC for a given idea or case. Students will be able to assess the alignment between value proposition and customer needs to determine business model fit.

For Sheila Raheja School of Business Management & Research



(Signature)
Director



SRBS

Bombay Suburban Art & Craft Education Society's
SHEILA RAHEJA SCHOOL OF BUSINESS MANAGEMENT AND RESEARCH
 Raheja Education Complex, Kher Nagar, Opp. Chhatrapati Shivaji Maharaj Ground, Bandra (E), Mumbai - 400 051
 (Approved by AICTE, DTE, Affiliated to University of Mumbai, ISO 9001:2015 Certified and NAAC Accredited)

Part C) Proofs & Documents Attached (Tick mark the proofs attached):

<input checked="" type="checkbox"/> 1. Directions by Authority	<input checked="" type="checkbox"/> 6. Activity Report	11. Account Settlement
2. Proposal Note	7. Brief Profile Guest	12. News Material
3. Approval Letter	<input checked="" type="checkbox"/> 8. Attendance Gender/Sem/Course	<input checked="" type="checkbox"/> 13. Feed Back Report
<input checked="" type="checkbox"/> 4. Notice & Schedule	9. Certificate	<input checked="" type="checkbox"/> 14. Any Other
<input checked="" type="checkbox"/> 5. Organizing Committee	<input checked="" type="checkbox"/> 10. Geotag Photographs	<i>Sample PPT's</i>

Part D) Social Media:

Web Site Signature & Date		Twitter Signature & Date		Instagram Signature & Date		Facebook Signature & Date	
DOS	DOP	DOS	DOP	DOS	DOP	DOS	DOP
<i>28-03-26</i>	<i>29-03-26</i>	-	-	-	-	-	-

Part E) IQAC Cell:

NAME & SIGNATURE OF COORDINATOR	NAME & SIGNATURE OF DIRECTOR	IQAC Documentation	IQAC COORDINATOR (SEAL & SIGNATURE)
<i>[Signature]</i>	<i>[Signature]</i>	Total No of Pages <i>19</i> <i>R.B. Son 20/11/2021</i>	<i>R.B. Son 20/11/2021</i>

**For Sheila Raheja School of Business
Management & Research**



[Signature]
Director

Semester II (March 2026 – August 2026)

Quarter 3 (1st March - 31st May)

Thrust Area: Prototype, Design, Business Model Development

S. No	Activity Name / Description	Level	Mode	Key Outputs / Measurable Parameters	KPIs (with Quantified Metrics)	Weightage in Q3 (25%)
1	Workshop on Product-Market fit; Prototype/ Process Design and MVP Development	2 or 3	Offline/ Online	No. of functional prototypes developed/tested	≥5 functional prototypes, Deposited /updated in YUKTI Innovation Repository	0.04
2	Session/Workshop on Business Model Canvas (BMC) & Business Model Fit	2 or 3	Offline/ Online	No. of BMC canvassed and presented	≥7 business models presented, Deposited /updated in YUKTI Innovation Repository	0.04
3	AI-Powered Solution Expo: Demo Days for AI/I4.0 Prototypes	1 or 2	Offline/ Online	No. of AI solutions/expos organized; Teams showcasing	≥5 AI solutions demonstrated, Deposited /updated in YUKTI Innovation Repository	0.04
4	Field/Exposure Visit to Incubation Units/Patent Facilitation/Tech Transfer Centres	1 or 2	Offline	No. of visits; Linkages with incubators/IP facilitation	1+ new linkage	0.04
5	Session on Start-up Legal & Ethical Steps	1 or 2	Offline/ Online	Student attendance; Teams with legal/ethical orientation	≥80% scoring in knowledge postsession	0.02
6	Workshop on Raising Capital and Finance Management for Start-ups	1 or 2	Offline/ Online	No. of teams with basic fundraising plans	≥5 teams draft fundraising plans	0.02
7	Workshop: Protecting IPR and IP Management for Start-ups	1 or 2	Offline/ Online	No. of IP applications filed	≥3 IP applications per quarter	0.02
8	Organize Inter/Intra Institutional B-Plan Competition, Reward Best Innovations	3 or 4	Offline/ Hybrid	No. of entries; Awards for best innovations	≥15 entries; 2 best teams awarded	0.05
9	Mentoring Event: Demo Day/Poster Presentation of Business Plans & Mentor Linkages	3 or 4	Offline/ Hybrid	No. of teams mentored; Quality of presentations	≥5 teams mentored; successful pitch practice	0.05

For Sheila Raheja School of Business Management & Research



(Signature)
Director




**INSTITUTION'S
INNOVATION
COUNCIL**
(Ministry of HRD Initiative)

WORKSHOP ON

BUSINESS MODEL CANVAS (BMC) & MODEL FIT



For Sheila Raheja School of Business
Management & Research


Director



TIME: 9 AM TO 12 PM



DATE: 30 MARCH 2026



VENUE: 4TH FLOOR,

RAHEJA EDUCATIONAL COMPLEX



SRBS/DO/2025-26/252

Date: 16/01/2026

CONSTITUTION OF INSTITUTION INNOVATION COUNCIL (IIC)

As per the directives of the Ministry of Education in collaboration with the AICTE all Higher Education Institutions must systematically encourage and support the start-up ecosystem and inculcate the culture of innovation among the students and the faculty.

In order to implement the same, SRBS had already constituted the Institution Innovation Council. This Council now stands reconstituted with the following members with immediate effect.

Sr. No.	Faculty Representation	Faculty Name Appointed as IIC members	Signature
1	President	Mr. Amit Ashok Bansod	
2	Convener	Ms. Khushboo Mishra	
3	Innovation activity coordinator	Dr. Ashok Luhar	
4	Start-up activity coordinator	Dr. Ashok Luhar	
5	Internship coordinator	Ms. Rachana Agarwal	
6	IPR activity coordinator	Dr. Kiran Naik	
7	Social Media coordinator	Mr. Amit Ashok Bansod	
8	NIRF coordinator	Dr. Nitin Sharma	
9	ARIIA coordinator	Dr. Nitin Sharma	
10	Member	Mr. Pradeep Mali	

Dr. Harish Kumar S. Purohit
Director



For Sheila Raheja School of Business
Management & Research

Director

Session/Workshop on Business Model Canvas (BMC) & Business Model Fit

Date: 17th April 2026

Brief Description:

- Date of the event - 30th March 2026
- Time - 09.00 am – 12.00 pm
- Number of Students that participated - 51 Students
- Number of Faculty Members that participated - 01 Faculty Member
- Mode of Conduct - Offline

The Institution's Innovation Council of Sheila Raheja School of Business Management and Research organized a session/workshop by Mr. Amit Ashok Bansod on Business Model Canvas (BMC) & Business Model Fit, providing students with a valuable opportunity to understand the structured approach to designing and evaluating business ideas. The session aimed to equip students with practical insights into key components such as value proposition, customer segments, revenue streams, and cost structure, while emphasizing the importance of aligning business ideas with market needs to achieve an effective business model fit. Through interactive discussions and real-world examples, the workshop enabled students to gain a deeper understanding of how successful entrepreneurs develop, test, and refine their business models in dynamic environments.

Objectives:

1. To introduce students to the structure and components of the Business Model Canvas as a strategic tool for business planning.
2. To help students understand the concept of business model fit and its importance in aligning products/services with market needs.
3. To provide practical exposure through examples and activities for designing and evaluating viable business models.

Learning Outcomes:

1. Students will be able to identify and explain the nine components of the Business Model Canvas.
2. Students will be able to develop a basic business model using BMC for a given idea or case.
3. Students will be able to assess the alignment between value proposition and customer needs to determine business model fit.

For Sheila Raheja School of Business
Management & Research




Director

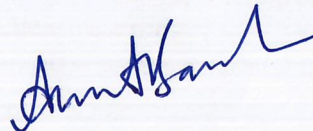
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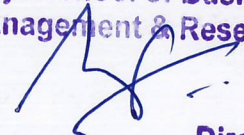
For Sheila Raheja School of Business Management & Research



Ms. Khushboo Mishra
 Convenor, IIC SRBS



Mr. Amit Ashok Bansod
 President, IIC SRBS



Director

Dr. Harish Kumar S. Purohit
 Director, SRBS



ACADEMIC YEAR: 2025 – 2026


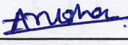
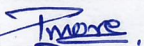
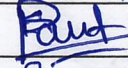
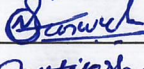


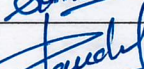
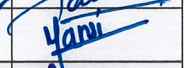
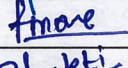

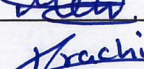
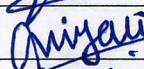
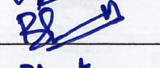
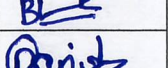
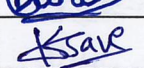
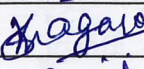
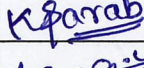
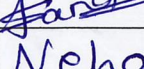
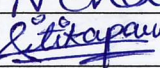
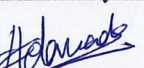
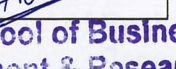


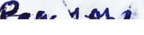
**Session/Workshop on Business Model Canvas (BMC) &
 Business Model Fit**

Date: 30th March 2026

Time: 9:00 am onwards


Venue: 4th Floor, Classroom 8

Attendance : MMS

Sr. No.	Name of the Student	Roll No.	Year & Program	Sign
1	Saniya Talekar	2025105	MMS	
2	Anusha Tupe	2025110	MMS	
3	Praywali More	2025059	MMS	
4	Krutika Raut	2025082	MMS	
5	Siddhant Tanavade	2025107	MMS	
6	Pratiksha shinde	2025100	MMS	
7	Mayur Palve	2025068	MMS	
8	Sameer Parsharam	2025075	MMS	
9	Ishita Panchal	2025069	MMS	
10	Mansi Ramugade	2025081	MMS	
11	Tejal More	2025061	MMS(FY)	
12	Bhakti Pokale	2025080	MMS	
13	MERCY ANUJA	2025064	FYMMS	
14	Prachi Pinge	2025079	FYMMS	
15	Dinyali Naik	2025066	FYMMS	
16	Bhavi Paulkare	2025072	FYMMS	
17	Bhavik Paulkare	2025073	FYMMS	
18	Darish Shaikh	2025095	FYMMS	
19	Kaivalya Save	2025093	FYMMS	
20	Vedant Nagare	2025065	FYMMS	
21	Kadambani s. Parab	2025071	FYMMS	
22	Sana wakil Ahmed	2025089	FYMMS	
23	Neha Shaikh	2025097	FYMMS	
24	Ritika Anil. Patman.	2025074	FYMMS	
25	Aniket Kailash Telavade	2025108	FYMMS	



**For Sheila Raheja School of Business
 Management & Research**


Director
 P. 2025012

Sr. No.	Name of the Student	Roll No.	Year & Program	Sign
26	Tushar Devendra Patil	2025076	MMS	<i>Tushar</i>
27	Chris Rodrigues	2025084	MMS	<i>Chris</i>
28	Mandar Rawale	2025083	MMS	<i>Mandar</i>
29	Kushagra Singh	2025102	MMS	<i>Kushagra</i>
30	Piyush Pagare	2025067	FYMMS	<i>Piyush</i>
31	Vedant Sail	2025086	FYMMS	<i>Vedant</i>
32	Karan Shankhe	2025090	FYMMS	<i>Karan</i>
33	Kshiti Mudgal	2025063	FYMMS	<i>Kshiti</i>
34	Ankita Sawant	2025094	FYMMS	<i>Ankita</i>
35	Sanskriti Salgaonkar	2025087	FYMMS	<i>Sanskriti</i>
36	Vaishalee Panchbuddhe	2025070	FYMMS	<i>Vaishalee</i>
37	Madhur Pawar	2025077	FYMMS	<i>Madhur</i>
38	Om Mohal	2025058	FYMMS	<i>Om</i>
39	Seham Pawar	2025078	FYMMS	<i>Seham</i>
40	Tripti Takale	2025105	FYMMS	<i>T. Takale</i>
41	Sohan Saxgar	2025092	FYMMS	<i>Sohan</i>
42	Sada Sapana Vaxun	2025085	FYMMS	<i>Sapana</i>
43	Jivika Rajendra Shinde	2025099	FYMMS	<i>Jivika</i>
44	Aditya Satish Sansare	2025091	FYMMS	<i>Aditya</i>
45	Dipesh C. Morje	2025062	FYMMS	<i>Dipesh</i>
46	Harish Mishra	2025059	FYMMS	<i>Harish</i>
47	Varun Solanki	2025104	FYMMS	<i>Varun</i>
48	Ronit Solanki	2025103	FYMMS	<i>Ronit</i>
49	Sonali Shrike	2025101	FYMMS	<i>Sonali</i>
50	Hetvi Sheth	2025098	FYMMS	<i>Hetvi</i>
51	Vaishnavi Ugale	2025111	FYMMS	<i>Vaishnavi</i>
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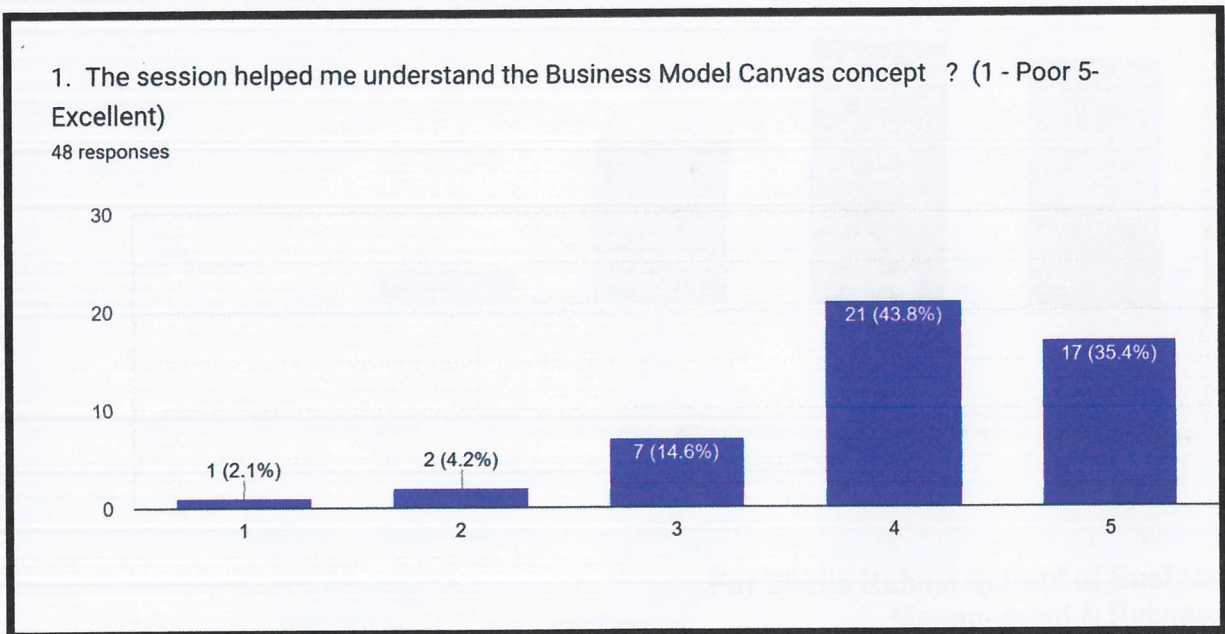
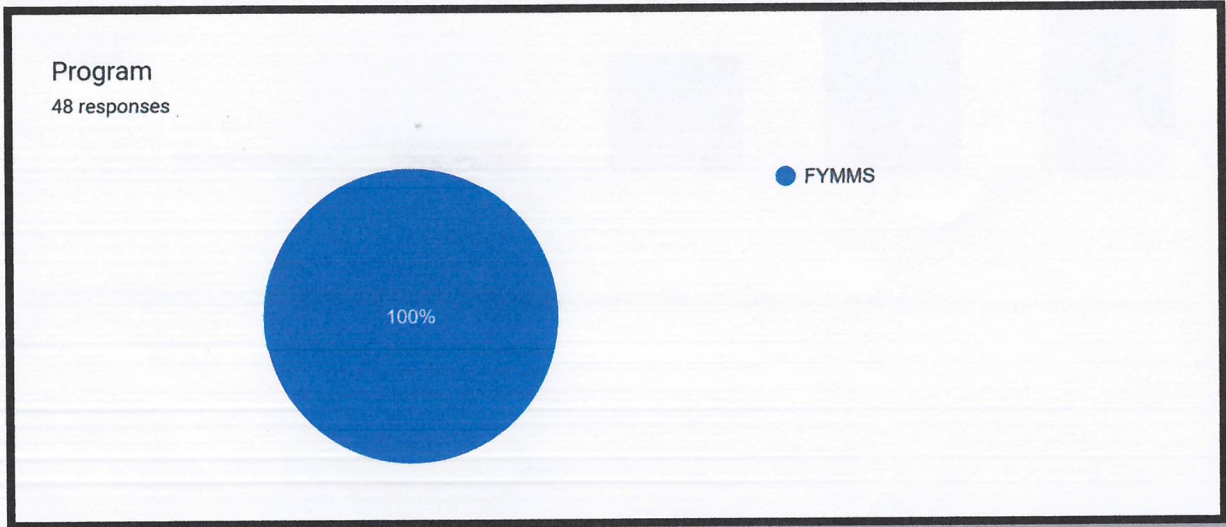
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 Director
 Page 2 of 2



Date: - 17th April 2026

Session/Workshop on Business Model Canvas (BMC) & Business Model Fit

Event Date : 30TH March 2026



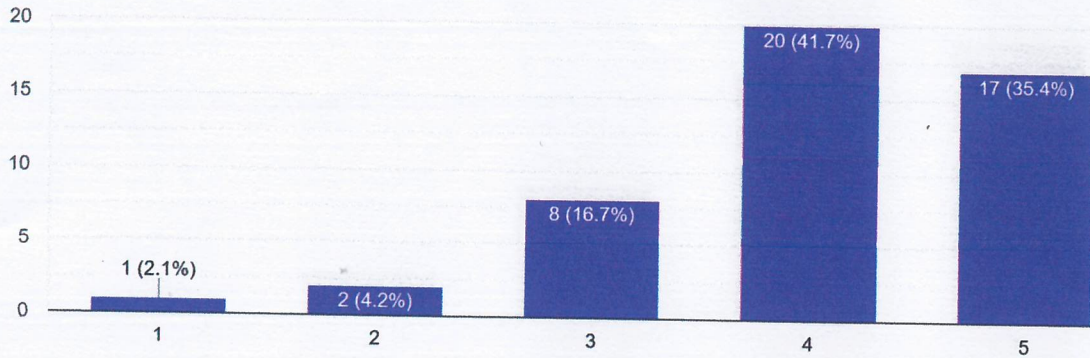
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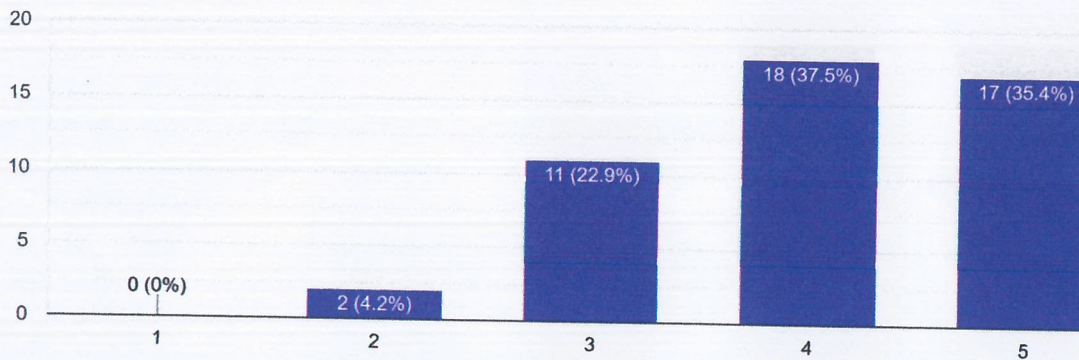
2. I am able to identify and explain all 9 blocks of BMC (1 - Poor 5- Excellent)

48 responses



3. The activity improved my understanding of startup ideas (1 - Poor 5- Excellent)

48 responses



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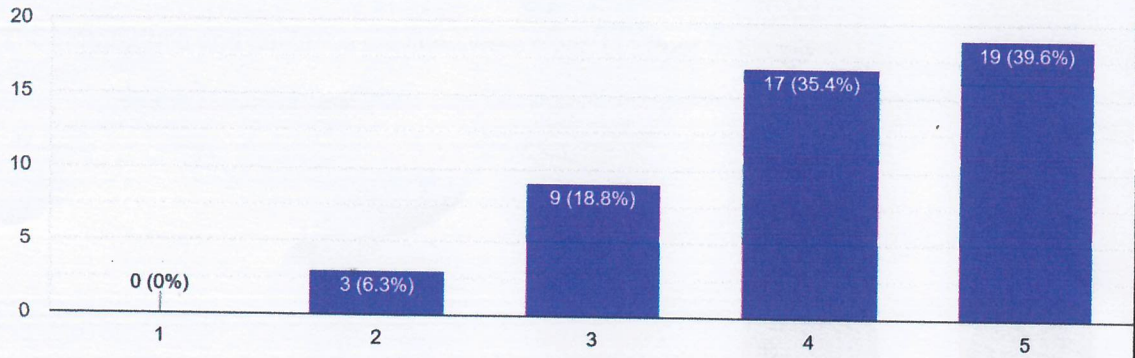


Director



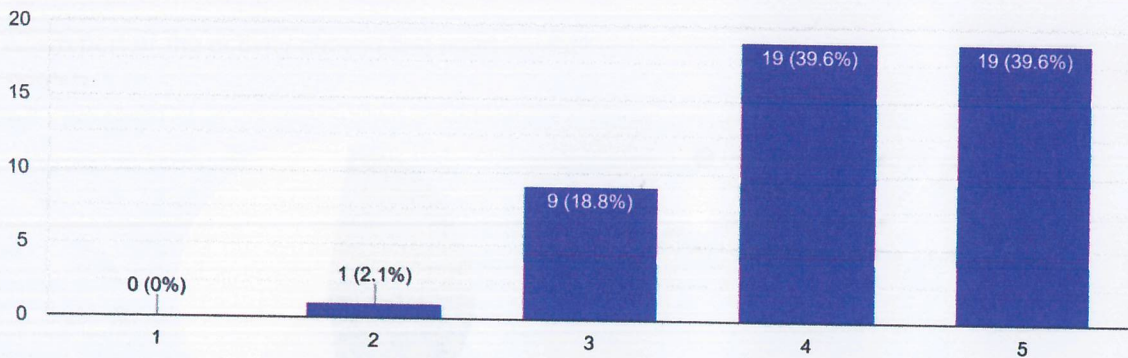
4. Preparing and presenting the BMC improved my confidence (1 - Poor 5- Excellent)

48 responses



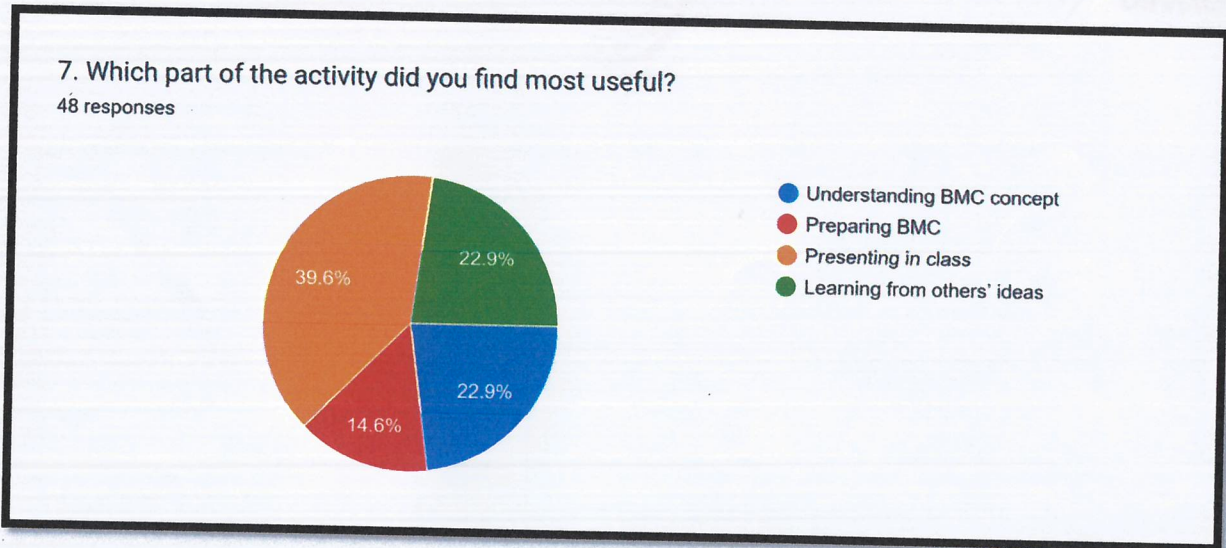
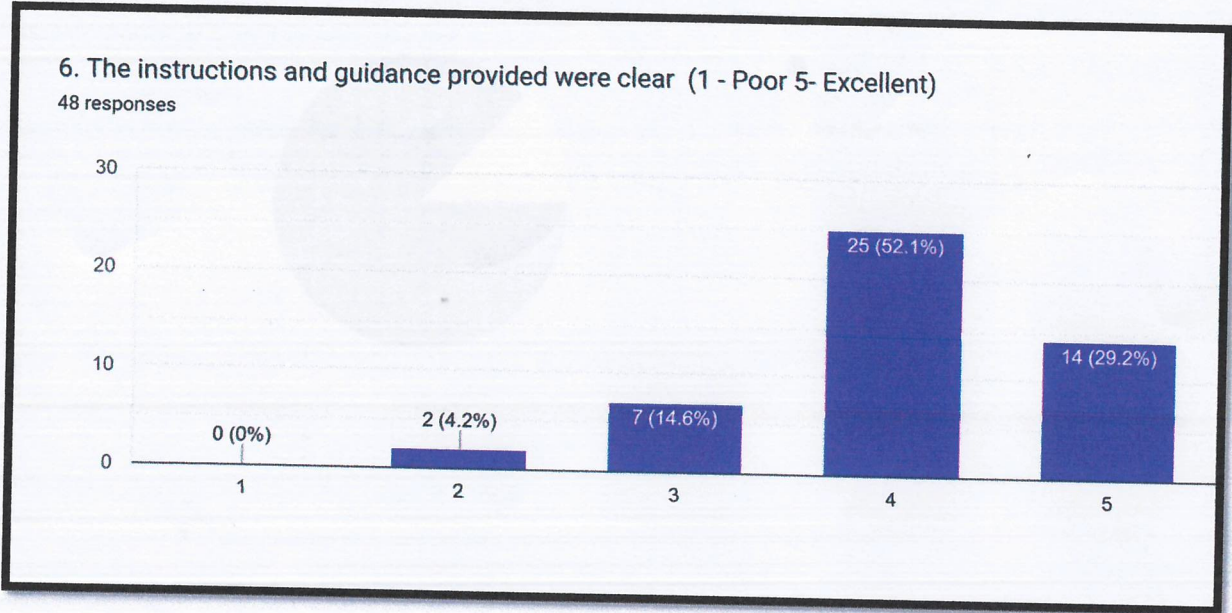
5. The activity encouraged me to think creatively and innovatively (1 - Poor 5- Excellent)

48 responses



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[Signature]
Director



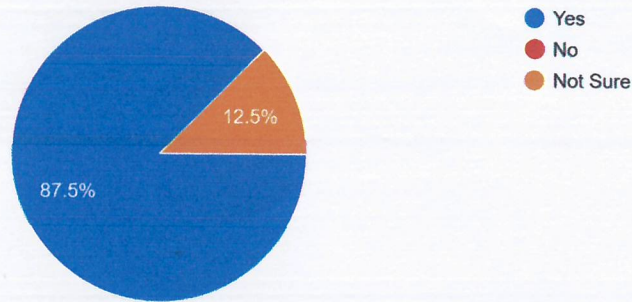
For Sheila Raheja School of Business Management & Research

Director



8. Did this activity help you generate a new business idea?

48 responses



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Management & Research**



[Signature]
Director



MANSI RAMUGADE- 81
 ANKITA SAWANT- 94
 SANIYA TALEKAR- 106
 ARUSHA TUPE- 110
 SAMEER PARSHARAM- 75
 VAISHALEE PANCHABUDDHE- 70
 SANSKRUTI SALGAONKAR- 87
 ISHITA PANCHAL- 69

Introduction

- Konkanchos Swad is a themed restaurant inspired by traditional Konkani homes
- Offers authentic veg & non-veg Konkani cuisine
- Designed like a bungalow-style house with village ambience
- Focus on culture, food, and experience together

Example Line: "Customers don't just eat—they experience Konkani living."

Customer Segments

- Families looking for unique dining experience
- Young adults & couples
- Tourists & food explorers
- Seafood lovers & Konkani cuisine fans
- Corporate groups / small celebrations
- Subscription plans

Example: A Mumbai family wanting a weekend "village-style" dining experience



Value Proposition

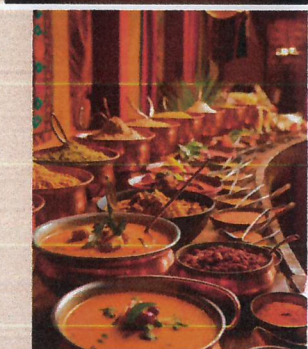
- Authentic Konkani veg & non-veg cuisine
- Bungalow-style ambience inspired by Konkani homes
- Unique hut-style seating with traditional "patra" roof
- Traditional serving style
- Employment to local Konkani talent
- Chefs are native to Konkani
- Cultural and immersive dining experience
- Personalized customisation through AI
- Smart Recommendation
- 24/7 customer engagement



Channels

- Walk-in customers
- Social media
- Food delivery apps
- Google Maps listing
- Word-of-mouth

Example: A customer sees your aesthetic hut seating on Instagram and visits



Revenue Streams

- Dine in food sales
- Special Konkani thali
- Online delivery orders
- Party bookings / group dining
- Seasonal menu
- Example: Weekend seafood thali at premium price

Key Resources

- Restaurant space
- Skilled chefs
- Raw materials
- Staff
- Interior decor

Example: Fresh seafood supply from coastal regions



Customer Relationship

- Friendly, traditional hospitality
- Personalized service Loyalty offers discounts for repeat customers
- Festival special events
- Example: Staff explains dishes like "Malvani curry" to first-time customers

Key Activities

- Cooking authentic Konkani dishes
- Maintaining ambience & cleanliness
- Customer service
- Marketing & promotions
- Supplier management
- Example: Daily preparation of fresh fish curry and solkadhi



For Sheela Raheja School of Business Management & Research

Director

Key Partners

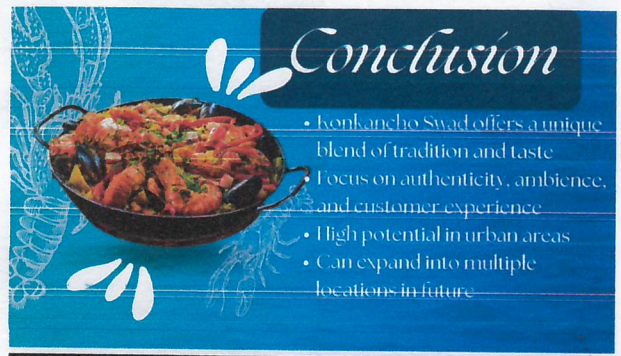
- Seafood suppliers
- Local vegetable vendors
- Delivery platforms (Zomato, Swiggy)
- Interior designers (theme setup)
- Event planners (for group bookings)
- Example: Tie up with fish suppliers from Konkan region

Cost Structure

- Rent / property cost
- Interior setup (hut design, decor)
- Staff salaries
- Raw materials (fish, spices, etc.)
- Marketing & advertising
- Utility bills (electricity, water)
- Example: High initial cost for creating bungalow style design

Business Model Fit

- Strong demand for themed dining experiences
- Unique concept = less competition
- Combines food - culture = high customer attraction
- Social media friendly = organic promotion
- Example: People visit not only for food but also for photos and experience



Conclusion

- Konkani Swad offers a unique blend of tradition and taste
- Focus on authenticity, ambience, and customer experience
- High potential in urban areas
- Can expand into multiple locations in future



For Sheila Raheja School of Business
Management & Research


Director

TAILORCONNECT

Class : FY MMS

- Vishaka Bagade 05
- Arshi Darvesh 22
- Prachi Jain 35
- Sakshi Jain 36
- Shubh Karmokar 42



Business Idea

Problem:

- Hard to find reliable tailors, no price clarity, delays

Solution:

- App/website to compare tailors, prices, reviews & delivery AI suggestions + Virtual Trial (AR)

Usefulness:

- Saves time, ensures quality, doorstep service



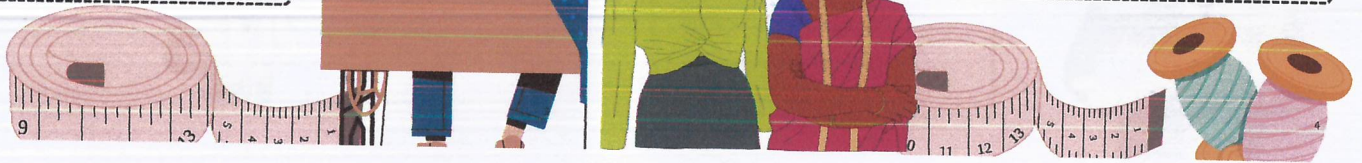
Customer Segments

- PROFESSIONALS & STUDENTS
- WEDDING/FESTIVE BUYERS
- FASHION-CONSCIOUS USERS
- ECO-CONSCIOUS (SUSTAINABLE FASHION)



Value Proposition

- One platform, many tailors + price comparison
- Perfect fitting with faster delivery & tracking
- Virtual trial + AI design suggestions
- Sustainable clothing option



Channels

- Mobile app & website
- Social media (Instagram, Whatsapp, Facebook)
- Influencer marketing



Customer Relationships

- AI size recommendation & styling help
- Chat/WhatsApp support + order tracking
- Home measurement service
- Loyalty & referral programs



For Sheila Raheja School of Business Management & Research

Director

Revenue Streams

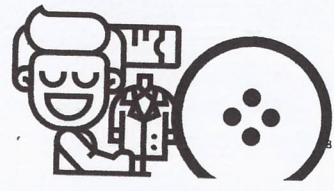


- Commission per order
- Premium listings & ads
- Express delivery (24-hour stitching)
- Home measurement & subscription plans

Key Resources



- Skilled tailors network
- App/website + logistics system
- Tech team & customer data
- AI & AR technology



Key Activities



- Tailor onboarding & quality checks
- Order & logistics management



- Marketing & promotions
- AI/AR system + express & measurement services

Key Partners

- Tailors & boutiques
- Delivery & payment partners
- Designers & fabric suppliers
- AI/AR tech partners



Cost Structure



- App development & marketing:** Cost of building and maintaining the app/website, along with advertising and promotions to attract customers
- Logistics & operations:** Expenses for pickup and delivery services, packaging, and managing daily operations
- Salaries & support:** Payments to employees, tech team, and customer support staff
- AI/AR + measurement service costs:** Investment in advanced features like virtual fit, AI suggestions, and home measurement services

Business Model Fit

- Solves tailor discovery problem
- Offers convenience, fit & smart features
- Scalable, low-inventory, commission-based model

- Our platform solves the problem of finding reliable tailors by providing an easy and trusted online solution
- Customers get convenience, better fitting clothes, and advanced features like AI suggestions and virtual trials
- The business follows a low-inventory model and earns through commissions, making it scalable and cost-efficient



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Thank You!



Any Questions?



For Sheila Raheja School of Business
Management & Research



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A handwritten signature in blue ink, appearing to be "SR".

Director