



"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



Institute's Innovation Council
Marathwada Mitra Mandal's Institute of Technology, Lohgaon,
Pune

Approved by AICTE New Delhi, Recognized by DTE Maharashtra & Affiliated to Savitribai Phule Pune
NAAC "A" Accredited Institute



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



Chief Patrons

Shri. S. D. Ganage

President, Marathwada Mitra Mandal, Pune

Prin. B. G. Jadhav

Executive President, Marathwada Mitra Mandal, Pune

Mr. Kishor Mungale

Hon. Secretary, Marathwada Mitra Mandal, Pune

Patron

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



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



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



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



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”



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



Session : ITC Organised.
Achieving solution fit and Product fit”

Date 29/12/2024

| Sr No | Name of Students | Department | Sign |
|-------|--------------------|-----------------|---------------|
| 1 | Pranav Kulkarni | Mechatronics | Pranav |
| 2 | Satyajit Pawade | Mechatronics | Satyajit |
| 3 | Mahesh Rande | Computer | Mahesh |
| 4 | Ashwini Bhadani | Computer | Ashwini |
| 5 | Pallavi Padhan | Computer | Pallavi |
| 6 | Vaishnavi Gnanthi | TE Comp | Vaishnavi |
| 7 | Alit Thambare | 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 Mechatronics | Paul |
| 14 | Ashwini Palkhade | SE Mechatronics | Ashwini |
| 15 | Bhavana Phagade | SE Mechatronics | Bhavana |
| 16 | Gagan Lalbani | SE Mechatronics | Gagan |
| 17 | Ashutosh Aggarwal | SE Mechatronics | 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 Mechatronics | 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 | Tanusha Sargad | TE Comp | Tanusha |
| 32 | Utkarsh Puri | TE MTRX | Utkarsh |
| 33 | Sanket Kulkarni | TE Comp B | Sanket |
| 34 | Sagar Jedhe | TE Comp A | Sagar |
| 35 | Aryan Kumbh | TE Comp A | Aryan |
| 36 | Surthak Kadam | TE Comp B | Surthak |
| 37 | Pranav Shrivastava | TE Comp B | Pranav |
| 38 | Dipakali Bhutkar | TE Comp B | Dipakali |
| 39 | Vaishnavi Vihhe | TE Comp B | Vaishnavi |
| 40 | Anusika Dhamdhan | TE Comp | Anusika |
| 41 | Prayodharini S | TE Comp | Prayodharini |
| 42 | Aditya More | TE Comp | Aditya |
| 43 | Pratikesh B | TE Comp | Pratikesh |
| 44 | Suvaran M | TE Comp | Suvaran |
| 45 | Deven M. | TE Comp | Deven |



MARATHWADA MITRA MANDAL'S

S.No.35, Plot No. 5/6, Lohgaon, Pune-411 047



(Ministry of HRD Initiative)

ITC organized

ISC organised

Session : "Achieving solution fit and product fit"

| | | |
|----------------|---------|-----------|
| Ms Behru Malik | Group 5 | Classmate |
|----------------|---------|-----------|

Date : 26/07/24

date: 29/02/24

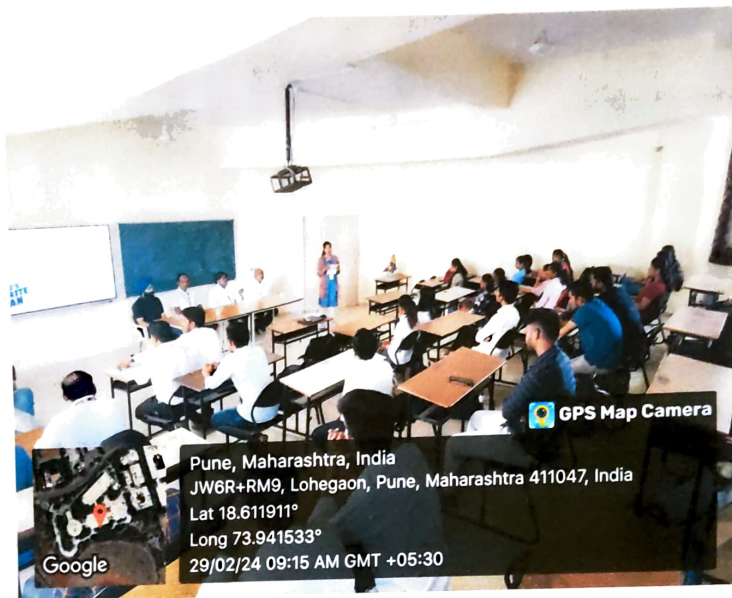
| | | | |
|----|--------------------|-----------|------|
| 1 | Ms. Barbara Patis | Comp Engg | Good |
| 2 | Dr. S. N. Patis | MIRA Engg | Good |
| 3 | Mr. G. Ghogre | MIRA Engg | Good |
| 4 | Mr. S. N. Patis | MIRA Engg | Good |
| 5 | Mr. V. V. Kulkarni | MIRA Engg | Good |
| 6 | Mr. S. A. Kulkarni | 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 |



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



Glimpses of the Session: Sample Photograph





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





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



GPS Map Camera

Google

Pune, Maharashtra, India
JW6R+RM9, Lohegaon, Pune, Maharashtra 411047, India
Lat 18.611911°
Long 73.941533°
29/02/24 09:15 AM GMT +05:30





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




Social Media:

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


Dr. Gargi S. Yadav
Coordinator


Dr. Gargi S. Yadav
IIC Vice- President


Dr. Amol Bhanage
IIC President