



CRITERION 1 – CURRICULAR ASPECTS

1.3 Curriculum Enrichment

1.3.2 Percentage of students undertaking project work/field work/ internships (Data for the latest completed academic year)

List of Supporting Documents

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**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



STUDENT INTERNSHIP PROGRAM





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Supporting Documents:

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5. It is NOT MANDATORY for a learner to opt for Alternative Study Credit Courses. However, Faculty members may advise a student to enroll for Alternative Study Credit Course(s) after a methodical assessment of the relevant competencies of the student.
6. Institutes may stipulate additional criteria for students desirous to take up Alternative Study Credit Courses.
7. **A MINIMUM of 60% of the total credits earned by a learner through ASCC shall either be from MOOCs or from Professional Certification Programmes.**
8. Thus a learner may skip all Generic Elective (GE - IL) courses and skip all Subject Elective (SE - IL) courses and earn the required 22 credits entirely through ASCC.
9. The same TYPE of ASCC can be opted for multiple number of times. Norms for the same are prescribed in the relevant section later in this syllabus document. For e.g. A student may undertake 11 "Professional Certification Programs" and earn 22 credits or complete 11 MOOCs and earn 22 Credits.
10. ASCC shall be executed in online study mode / field work or project mode / certification mode.
11. A faculty guide shall be assigned for such courses. The faculty shall oversee the progress of the learner as well as evaluate the learner for 50 marks / 2 credits.
12. The learner shall select the ASCC that he/she desires to opt for and submit an outline of the proposed study relevant to the course. The faculty guide shall approve the proposal after considering the nature of the work, learning effort required, desired outcomes and comprehensive coverage of the topic.
13. There is no defined syllabus for the ASCC courses. Institutes shall define the syllabus and announce the same on the website.
14. Since ASCC is a guided self study course 40 - 45 hours of work shall be equivalent to one credit. The faculty shall oversee the progress of the learner as well as evaluate the learner for 50 marks / 2 credits.
15. The start date of the ASCC such as Professional Certifications shall be after the admission date for the MBA programme and the end date of the ASCC shall be within 6 months of the start date of the ASCC, but before the completion of Sem IV.
16. The list of ASCC is provided in Annexure I.

5.7 Combination of Options: A learner may opt for any combination of earning the 22 credits assigned to Generic Elective (GE - IL) courses and Subject Elective (SE - IL) courses through

- e) Generic Elective (GE - IL) courses
- f) Subject Elective (SE - IL) courses
- g) Open Elective Courses
- h) Major + Minor specialization combination
- i) Foundation Courses
- j) Enrichment Courses
- k) Alternative Study Credit Courses

SUBJECT TO THE minimum and maximum limits of credits prescribed and, subject to institutional norms and guidelines, issued from time to time.

6.0 Summer Internship Project: At the end of Second Semester each student shall undertake a Summer Internship Project (SIP) for a **minimum of 8 weeks**. For SIP, 1 credit is equivalent to minimum 40-45 hours of effective work. SIP shall have 6 credits. It is mandatory for the student to seek advance written approval from the faculty guide and the Director of the Institute about the topic and organization before commencing the SIP.

The SIP may or may not have a Functional Focus, i.e. the student may take up a SIP in his/her intended area of specialization or in any other functional area of management. **Ideally the SIP should exhibit a cross-functional orientation.**

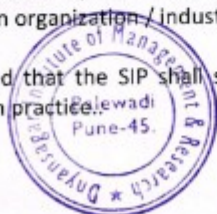
SIP can be carried out in a

1. Corporate Entity
2. NGO
3. SME
4. Government Undertaking
5. Cooperative Sector.

SIP may be

1. a research project – based on primary / secondary data
2. may be an operational assignment involving working by the student on a given task/assignment/project/ etc. in an organization / industry.

It is expected that the SIP shall sensitize the students to the demands of the workplace and apply conceptual knowledge in practice.



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Each student shall maintain a SIP Progress Diary detailing the work carried out and the progress achieved on a daily basis. The student shall submit a written structured SIP report based on work done during this period. The student shall submit the SIP Progress Diary along with the SIP Report.

Students shall also seek a formal evaluation of their SIP from the company guide. The formal evaluation by the company guide shall comment on the nature and quantum of work undertaken by the student, the effectiveness and overall professionalism. The learning outcomes of the SIP and utility of the SIP to the host organization must be specifically highlighted in the formal evaluation by the company guide. The SIP evaluation sheet duly signed and stamped by the industry guide shall be included in the final SIP report.

The SIP report must reflect 8 weeks of work and justify the same. The SIP report should be well documented and supported by –

1. Institute's Certificate
2. Certificate by the Company
3. Formal feedback from the company guide
4. Executive Summary
5. Organization profile
6. Outline of the problem/task undertaken
7. Research methodology & data analysis (in case of research projects only)
8. Relevant activity charts, tables, graphs, diagrams, AV material, etc.
9. Learning of the student through the project
10. Contribution to the host organization
11. References in appropriate referencing styles. (APA, MLA, Harvard, Chicago Style etc.)

The completion of the SIP shall be certified by the respective Faculty Guide & approved by the Director of the Institute. The external organization (Corporate / NGO/ SME/ Government Entity/ Cooperative/ etc.) shall also certify the SIP work.

The students shall submit a spiral bound copy of the SIP report by 15th September. The Institute shall conduct an internal viva-voce for evaluation of the SIP for 50 marks between 15th September to 30th September. The Panel shall comprise of two evaluators appointed by the Director of the Institute / Head of Department (for MBA departments in engineering colleges). Institutes are encouraged to involve senior alumni, industry experts, recruiters to conduct the internal viva-voce. The internal viva-voce panel shall provide a detailed assessment of the SIP report and suggest changes required, if any.

After the internal viva-voce, the student shall finalize the SIP report by incorporating all the suggestions and recommendations of the internal viva-voce panel. The internal guide shall then issue the Institute's Certificate to the student.

The student shall submit TWO hard copies & one soft copy (CD) of the project report before 30th October in Sem III. One hard copy of the SIP report is to be returned to the student by the Institute after the External Viva-Voce. In the interest of environmental considerations, students are encouraged to print their project reports on both faces of the paper. Spiral bound copies may be accepted.

There shall be an external viva-voce for the SIP for 50 marks. The external viva-voce shall be conducted after the theory exam of Semester III.

The Internal & the External viva-voce shall evaluate the SIP based on:

1. Clear and concise objectives
2. Clear methodology, articulated using technical terms indicating all steps and tools
3. Citation of substantial current and good quality literature
4. Application of concepts learned in Sem I and II
5. Understanding of the organization and business environment
6. Benchmarks used / Assumptions made
7. Technical Writing & Documentation Skills
8. Interpretation of results and justification thereof and validity of the results presented
9. Utility of the project to the organization
10. Comprehensiveness and stakeholder relevance of the learning experience

Copies of SIP report and records of evaluation shall be maintained by the Institute for a period of 5 academic years.

7.0 Formative Assessment (FA) / Concurrent Assessment (CA):




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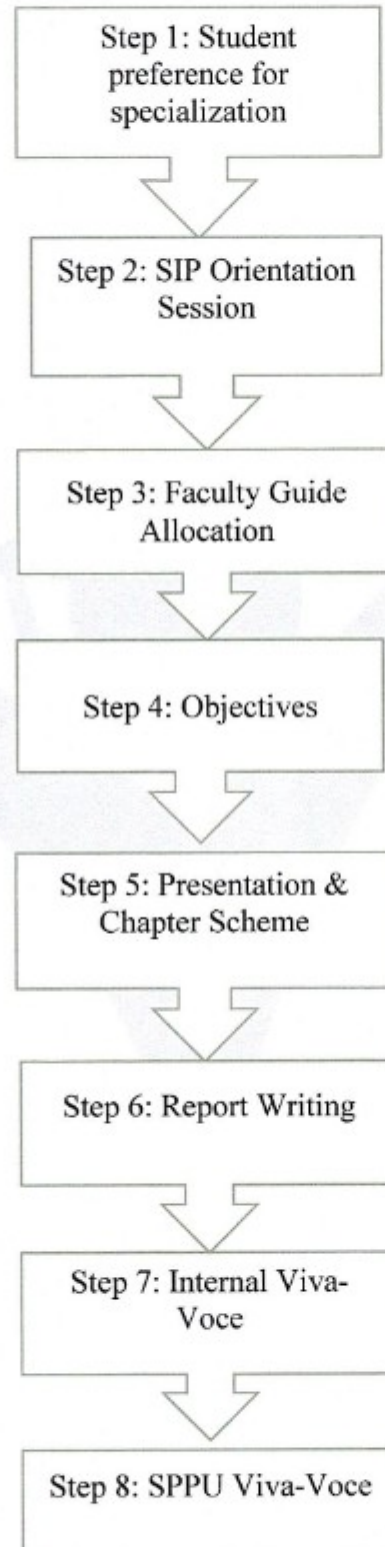


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• **Flow Chart - Process of Summer Internship Project**




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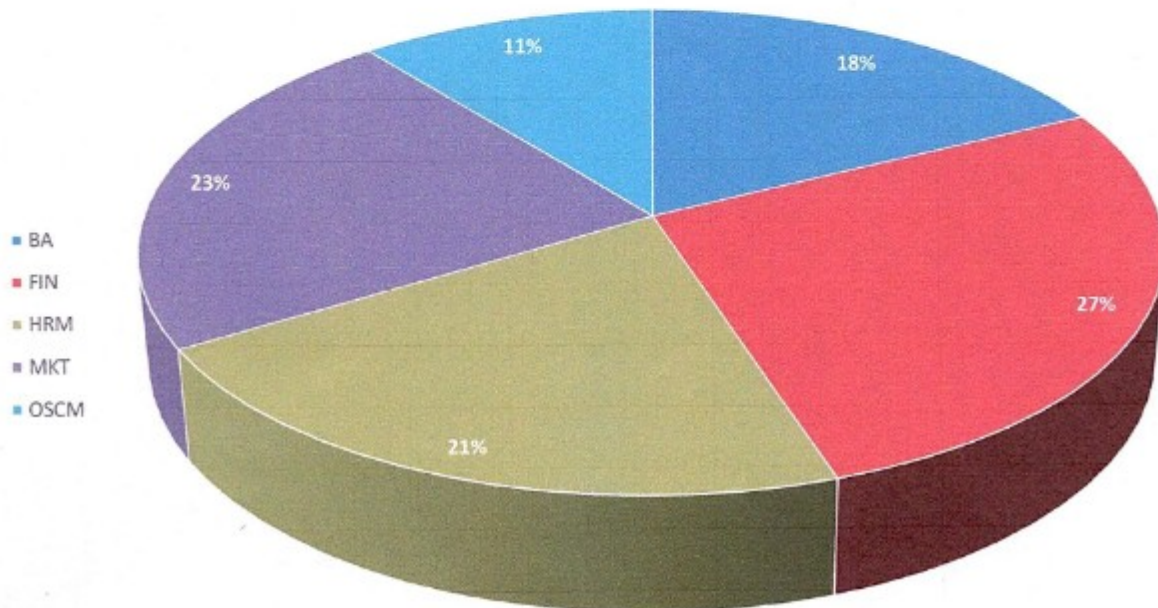


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- **Specialization-wise Segregation**



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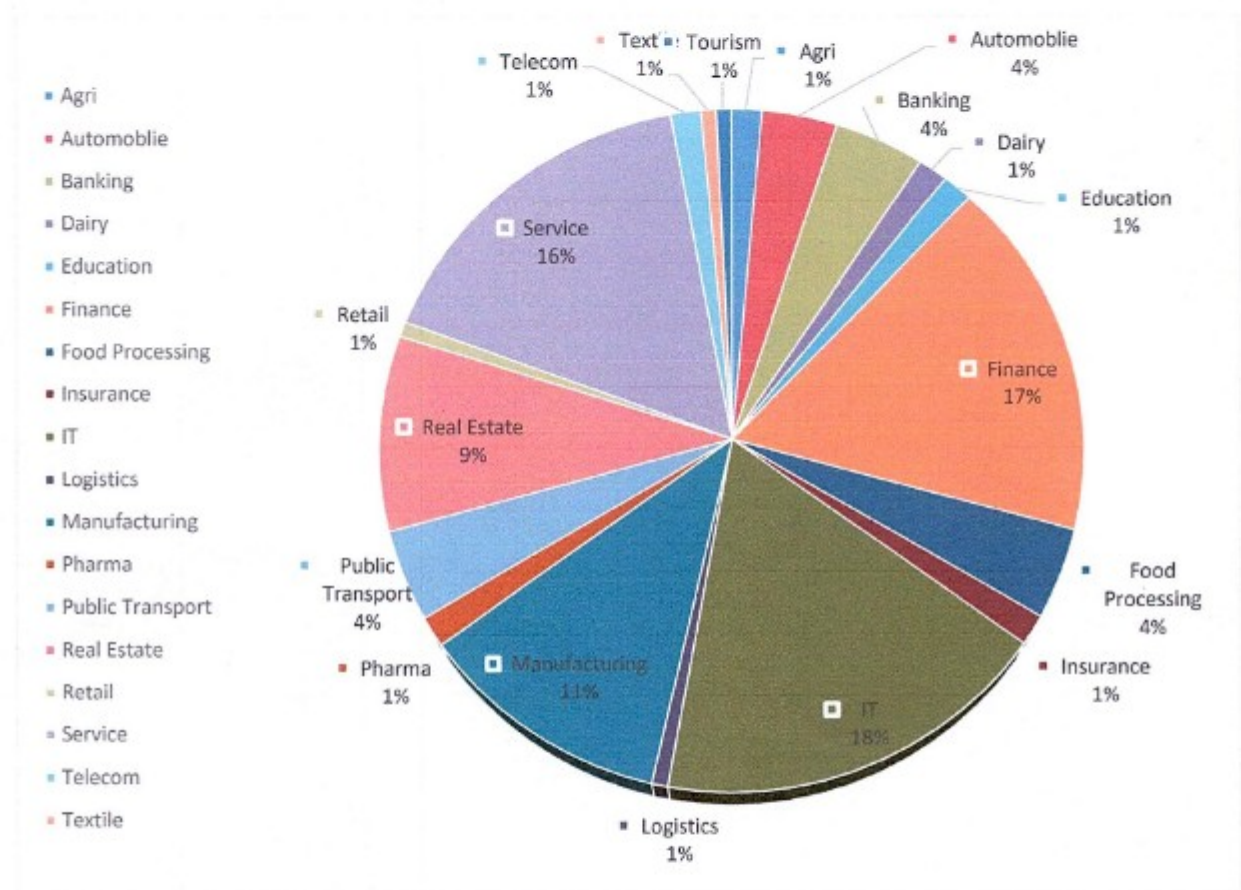


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• **Sector-wise Segregation**




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SUMMER INTERNSHIP PROJECT REPORT

Academic year_2022-23

MBA Batch_2021-23

List of Student & Guide

Sr. No	Enrollment No	STUDENT NAME	GUIDE NAME	SPECIALIZATION	SECTOR
1	202101001	SALVE ABHAYSINGH YUGANAND	PROF. GOVIND NANDKUMAR	OPERATIONS & SUPPLY CHAIN	RETAIL
2	202101003	KADAM DNYANESH MADHUKAR	DR. MANISHA JAGTAP	BUSINESS ANALYTICS	IT
3	202101007	MORE MEGHRAJ ANANTRAO	PROF. UJJVAL MORE	MARKETING	IT
4	202101010	NANDINI BHAGWAT JAGDHANE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	FOOD PROCESSING
5	202101011	VIJAY KUMAR (BHANDE)	PROF. UJJVAL MORE	HUMAN RESOURCE	SERVICE
6	202101012	RUNJUN ALOK BHANDARI	PROF. UJJVAL MORE	BUSINESS ANALYTICS	SERVICE
7	202101013	KALYANI RAMESH VANAM	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	MANUFACTURING
8	202101014	SAURABH PRAMOD TAWALE	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	MANUFACTURING
9	202101015	DHUMAL VARSHA VIKRAM	PROF. NILAM NAIDU	FINANCE	MANUFACTURING
10	202101017	SURABHI AVINASH PRASAD	DR. MANISHA KHALADKAR	BUSINESS ANALYTICS	FOOD PROCESSING
11	202101018	BHUSHAN SURYAKANT GANGAWANE	PROF. UJJVAL MORE	HUMAN RESOURCE	EDUCATION
12	202101019	SWAPNIL ANIL CHORMULE	DR. MANISHA KHALADKAR	FINANCE	FINANCE
13	202101021	AMOL DATTATRAYA DHAYGUDE	PROF. SHAMLI JOSHI	MARKETING	MANUFACTURING

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14	202101022	APURVA SANJAY VIBHUTE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	REAL ESTATE
15	202101023	SHIDHESHWAR NARAYAN PALLEWAD	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	IT
16	202101026	KAMBLE ROHAN VASANTRAO	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
17	202101027	MOHINI HANUMANT SONAWANE	PROF. NILAM NAIDU	FINANCE	MANUFACTURING
18	202101029	ANDE VINAYAK RAJARAM	PROF. UJJVAL MORE	HUMAN RESOURCE	AGRICULTURE
19	202101030	KOTHIMBIRE KIRAN RAMESH	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	MANUFACTURING
20	202101031	GIRI AKASH RAVINDRA	PROF. UJJVAL MORE	BUSINESS ANALYTICS	AUTOMOBILE
21	202101033	RUTUPARNA HEMANT KAMBLE	PROF. SHAMLI JOSHI	MARKETING	REAL ESTATE
22	202101034	PATIL. SWARANJLI RAVINDRA	DR. MANISHA KHALADKAR	MARKETING	AUTOMOBILE
23	202101035	IVARE APARNA ANKUSH	PROF. NILAM NAIDU	FINANCE	FINANCE
24	202101036	DAHARE SHIVLAL BANJARI	PROF. UJJVAL MORE	BUSINESS ANALYTICS	SERVICE
25	202101037	VIJAY BHOJAJI DHUMALE	PROF. UJJVAL MORE	HUMAN RESOURCE	DAIRY
26	202101039	JAGTAP SUJIT BABANRAO	PROF. UJJVAL MORE	HUMAN RESOURCE	SERVICE
27	202101040	KSHIRSAGAR VISHAL SANJAY	PROF. UJJVAL MORE	HUMAN RESOURCE	REAL ESTATE
28	202101041	PRASHANT WAKCHAURE	PROF. NADEEM KAZI	HUMAN RESOURCE	FINANCE
29	202101042	MAHAPURE MAYURI BHANUDAS	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT



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30	202101043	WATTAMWAR VIJAYALAXMI RAMESHRAO (VIJAYA ULANGWAR)	DR. MANISHA KHALADKAR	FINANCE	FINANCE
31	202101044	SHEIKH ABDULNAJIL ABDULRAUF	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
32	202101046	QURESHI JAVED ABDUL RAHMAN	PROF. NADEEM KAZI	HUMAN RESOURCE	FOOD PROCESSING
33	202101047	DONGARE PARMESHWAR KAMALAKAR	PROF. UJJVAL MORE	HUMAN RESOURCE	IT
34	202101049	PRIYANKA POPAT SHELAR	DR. MANISHA KHALADKAR	FINANCE	FINANCE
35	202101050	AKSHATA SITARAM INGAWALE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
36	202101051	GAIKWAD AAKANSHA DATTAJIRAO	PROF. NILAM NAIDU	FINANCE	FINANCE
37	202101052	SNEHA GULAB JADHAV	PROF. NILAM NAIDU	FINANCE	SERVICE
38	202101054	THORAT ASHWINI	PROF. SHAMLI JOSHI	MARKETING	REAL ESTATE
39	202101056	MANE PRANIT RAJARAM	PROF. SHAMLI JOSHI	MARKETING	FOOD PROCESSING
40	202101057	VILAS BHAGWAN MORE	PROF. NADEEM KAZI	HUMAN RESOURCE	SERVICE
41	202101060	BENDRE DHANANJAY MAHESH	PROF. UJJVAL MORE	BUSINESS ANALYTICS	SERVICE
42	202101062	SHEREKAR SAPNA GAJANAN	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
43	202101064	MAHANOR ASMITA RAJENDRA	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	MANUFACTURING
44	202101069	BAMBERE MANALI BABAN	PROF. NADEEM KAZI	HUMAN RESOURCE	SERVICE
45	202101072	DEEPAK MACHINDRANATH VISHWAKARMA	PROF. UJJVAL MORE	BUSINESS ANALYTICS	SERVICE



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46	202101073	MANGADE VAISHNAVI VISHNU	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	MANUFACTURING
47	202101074	AWASARE AYUSH UMESH	DR. MANISHA KHALADKAR	FINANCE	FINANCE
48	202101075	KHUSHBU THORAT	PROF. NILAM NAIDU	FINANCE	SERVICE
49	202101076	ABHISHEK VINAYAK KAJALE	PROF. SHAMLI JOSHI	MARKETING	TELECOM
50	202101077	RATHOD RANI KASHINATH	PROF. NILAM NAIDU	FINANCE	BANKING
51	202101079	THORAT PALLAVI VIJAY	PROF. UJJVAL MORE	HUMAN RESOURCE	MANUFACTURING
52	202101080	SALVE PALLAVI SURESH	PROF. SHAMLI JOSHI	MARKETING	REAL ESTATE
53	202101081	DIKSHA NANASAHEB KADAM	DR. MANISHA KHALADKAR	FINANCE	MANUFACTURING
54	202101082	ROHIT PRABHAKAR KAMBLE	DR. MANISHA KHALADKAR	FINANCE	BANKING
55	202101083	KHETMAR MANSHI MAHESH	DR. MANISHA KHALADKAR	FINANCE	FINANCE
56	202101084	AUCHARE URMILA SADANAND(UNNATI BHOSEKAR)	PROF. SHAMLI JOSHI	MARKETING	INSURANCE
57	202101085	SACHIN KAILAS PATIL	DR. MANISHA JAGTAP	MARKETING	FINANCE
58	202101086	KEDARI HEMANT SUDAM	PROF. NADEEM KAZI	HUMAN RESOURCE	IT
59	202101087	SHANTANU UMESH ITKAR	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	LOGISTICS
60	202101088	NIWATE KUNAL MANOHAR	PROF. NILAM NAIDU	FINANCE	FINANCE



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61	202101089	RUPANWAR ANIL SUKHDEV	PROF. NADEEM KAZI	HUMAN RESOURCE	MANUFACTURING
62	202101092	CHAVAN RUSHIKANT UTTAM	PROF. NADEEM KAZI	HUMAN RESOURCE	IT
63	202101093	DHAWADE NILESH NAMDEV	DR. MANISHA KHALADKAR	FINANCE	FINANCE
64	202101094	ROHIT BAPPASAHEB NARWADE	PROF. NILAM NAIDU	FINANCE	PUBLIC TRANSPORT
65	202101095	OMKAR DATTATRAY BHUMKAR	PROF. NADEEM KAZI	HUMAN RESOURCE	SERVICE
66	202101096	ARATI ANIL FUNDE	PROF. NILAM NAIDU	FINANCE	FINANCE
67	202101100	SHUBHAM BALAJI BARSE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
68	202101101	NILESH CHARANDAS SHENDE	PROF. NILAM NAIDU	FINANCE	PUBLIC TRANSPORT
69	202101102	GAIKWAD MANOJ KONDIBA	PROF. NADEEM KAZI	HUMAN RESOURCE	IT
70	202101104	MANE SHWETA OMPRAKASH	DR. MANISHA KHALADKAR	FINANCE	FINANCE
71	202101105	INGLE RATNADIP GAJANAN	PROF. UJJVAL MORE	HUMAN RESOURCE	PUBLIC TRANSPORT
72	202101106	SIRESHA RAMANAYYA GOGUL	PROF. UJJVAL MORE	HUMAN RESOURCE	IT
73	202101108	SURYAWANSHI MAYUR KAILAS	DR. POONAM KHADKE	MARKETING	REAL ESTATE
74	202101109	BADE SHUBHANGI SANJAY	DR. MANISHA KHALADKAR	FINANCE	FINANCE
75	202101110	DINESH YUVRAJ AGLAVE	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	FOOD PROCESSING
76	202101112	KAMBLE ANIKET GAUTAM	PROF. SHAMLI JOSHI	MARKETING	REAL ESTATE



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77	202101113	PALLE DINESH SIDRAM	DR.MANISHA KHALADKAR	FINANCE	FINANCE
78	202101114	AISHWARYA VIJAY KOSHTI	DR.MANISHA KHALADKAR	FINANCE	FINANCE
79	202101115	YOGIRAJ LASAHEB MUNDE	DR. MANISHA JAGTAP	MARKETING	IT
80	202101116	DAKHALE AKSHAY BHASKAR	DR. ASITA GHEWARE	OPERATIONS & SUPPLY CHAIN	AUTOMOBILE
81	202101119	NAWLEKAR SAINATH DEVRAO	PROF. NILAM NAIDU	FINANCE	SERVICE
82	202101120	PRASHANT ASHOK FARGADE	PROF. UJJVAL MORE	HUMAN RESOURCE	AUTOMOBILE
83	202101121	VAISHNAVI GORAKH JADHAV	PROF. UJJVAL MORE	HUMAN RESOURCE	MANUFACTURING
84	202101122	AKSHAY VITTHAL GOFANE	PROF .POONAM KHADKE	FINANCE	SERVICE
85	202101123	CHAVAN PRIYANKA VIJAY	DR. MANISHA KHALADKAR	FINANCE	FINANCE
86	202101125	KAWALE SAYALI ANIL	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
87	202101126	UMAP RUSHIKESH VIJAYPANT	PROF. NILAM NAIDU	FINANCE	MANUFACTURING
88	202101129	PRAJWAL BHASKAR WAGH	PROF. NILAM NAIDU	FINANCE	FINANCE
89	202101130	DHARMIK AJAY ASHOK	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
90	202101132	GHULE ANURADHA MARUTI	PROF. NILAM NAIDU	FINANCE	FINANCE
91	202101133	YADAV VISHAL DAYARAM	PROF. UJJVAL MORE	HUMAN RESOURCE	TEXTILE
92	202101135	GADGE GANESH HANUMANT	DR. MANISHA KHALADKAR	FINANCE	FINANCE



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93	202101136	JADHAV JYOTI RAMRAO	PROF. SHAMLI JOSHI	MARKETING	IT
94	202101137	SUBHRANSU NAG	PROF. NADEEM KAZI	HUMAN RESOURCE	FINANCE
95	202101138	ABHIJEET AJEET MOGHE	DR. RACHANA SHIKHARE	BUSINESS ANALYTICS	SERVICE
96	202101139	SURYAWANSHI AKANKSHA	PROF. SHAMLI JOSHI	MARKETING	PHARMA
97	202101140	NITIN VISHWAKARMA	PROF. UJJVAL MORE	BUSINESS ANALYTICS	SERVICE
98	202101141	SANCHITA VIJAY CHIKANE	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	BANKING
99	202101142	GANESH NAGNATH PITALE	DR. MANISHA KHALADKAR	FINANCE	FINANCE
100	202101143	NITIN A THAKARE	DR. MANISHA JAGTAP	MARKETING	SERVICE
101	202101144	AISHWARYA VISHNU DAMDAME	PROF. UJJVAL MORE	HUMAN RESOURCE	EDUCATION
102	202101145	GAIKWAD PREETI PRALHAD	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	MANUFACTURING
103	202101147	SAKLEN POPAT SHAIKH	PROF. SHAMLI JOSHI	MARKETING	DAIRY
104	202101148	KIRDE MITALI VIJAYKUMAR	DR. MANISHA KHALADKAR	FINANCE	FINANCE
105	202101149	GAYATRI DNYANDEO SHINDE	PROF. UJJVAL MORE	HUMAN RESOURCE	PUBLIC TRANSPORT
106	202101150	KRUSHNA BHIMRAO KAMBLE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
107	202101154	SAVANDKAR SHRIVACHAN	PROF. UJJVAL MORE	MARKETING	REAL ESTATE
108	202101156	RASTE RAMESH MACCHINDRA	PROF. UJJVAL MORE	MARKETING	REAL ESTATE



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



109	202101157	HANUMANTE SUNITA GOVIND	PROF. SHAMLI JOSHI	MARKETING	REAL ESTATE
110	202101159	TRUPTI RAJU WAIDANDE	DR. RACHANA SHIKHARE	BUSINESS ANALYTICS	IT
111	202101162	AHIWALE ASHISH HEMANT	PROF. SHAMLI JOSHI	MARKETING	BANKING
112	202101163	KUNJIR HARSHAD ASHOK	PROF. UJJVAL MORE	MARKETING	REAL ESTATE
113	202101164	KAJAL BAPU CHORMALE	PROF. SHAMLI JOSHI	MARKETING	TOURISM
114	202101165	MORE SUYOG SHAMKANT	PROF. NILAM NAIDU	FINANCE	BANKING
115	202101168	KOMAL ANIL CHAVAN	PROF. NADEEM KAZI	HUMAN RESOURCE	IT
116	202101170	WAGH SNEHAL SAHEBRAO	PROF. SHAMLI JOSHI	MARKETING	REAL ESTATE
117	202101171	LAMBHATE NEHA RAMESH	PROF. UJJVAL MORE	HUMAN RESOURCE	PUBLIC TRANSPORT
118	202101172	AKSHAY LAXMAN KALE	PROF. NADEEM KAZI	HUMAN RESOURCE	IT
119	202101174	GAIKWAD SIDDHARTH VIJAY	PROF. SHAMLI JOSHI	MARKETING	PHARMA
120	202101175	SHETTY AKSHAY JAYARAM	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
121	202101176	SAKAT URMILA SHARAD	PROF. SHAMLI JOSHI	MARKETING	FOOD PROCESSING
122	202101177	SONALI NETAJI BHISE	DR. MANISHA KHALADKAR	FINANCE	IT
123	202101178	GAIKWAD SAMEER SANJEEV	DR. POONAM KHADKE	MARKETING	AGRICULTURE
124	202101179	THOSAR SHYAM SANTOSH	PROF. UJJVAL MORE	HUMAN RESOURCE	PUBLIC TRANSPORT

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125	202101182	UDAN APPA SURESH	DR. MANISHA JAGTAP	MARKETING	INSURANCE
126	202101183	RAMESHWAR RAOSAHEB GAVATE	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	MANUFACTURING
127	202101184	PRANJAL AMRUTA VISHWASRAO	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IT
128	202101185	SHINDE NISHA DILIPRAO	PROF. SHAMLI JOSHI	MARKETING	REAL ESTATE
129	202101186	DHAWALE ABHISHEK KALYAN	PROF. NILAM NAIDU	FINANCE	FINANCE
130	202101187	GHORPADE SANMATI SURESH	PROF. UJJVAL MORE	BUSINESS ANALYTICS	SERVICE
131	202101188	SURWASE GOVIND	PROF. SHAMLI JOSHI	MARKETING	TELECOM
132	202101190	SAMADHAN GAIKWAD	DR. MANISHA JAGTAP	MARKETING	SERVICE
133	202101191	CHAVAN KOMAL RAJENDRA	DR. GOVIND NANDKUMAR	OPERATIONS & SUPPLY CHAIN	SERVICE
134	202101192	PIYUSH RAMESH INGALE	PROF. SHRAVANI PARSE	HUMAN RESOURCE	SERVICE
135	202101193	MUNE MEHARPRITI WAMANRAO	PROF. UJJVAL MORE	BUSINESS ANALYTICS	SERVICE
136	202101194	SHUBHAM ARUN PATIL	DR. MANISHA JAGTAP	MARKETING	AUTOMOBILE
137	202101195	DESHMUKH RAMESH DATTATRAYA	PROF. IFTEKHAR KHAN	OPERATIONS & SUPPLY CHAIN	MANUFACTURING
138	202101197	UMBARKAR RUTIK GAJANAN	DR. MANISHA KHALADKAR	FINANCE	BANKING
139	202101198	CHIKATE ANAND SANDU	DR. MANISHA KHALADKAR	FINANCE	SERVICE
140	202101199	SAURABH SANJAY PAWAR	DR. MANISHA KHALADKAR	FINANCE	SERVICE



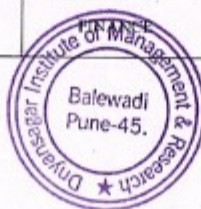
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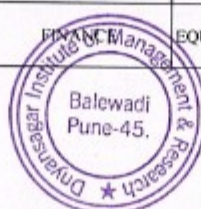
Dnyansagar Institute of Management & Research
MBA Summer Internship Project
Academic year_2022-23


Sr. No	Enrollment No	STUDENT NAME	GUIDE NAME	SPECIALIZATION	TITLE OF THE PROJECT	COMPANY NAME	SECTOR
1	202101001	SALVE ABHAYSINGH YUGANAND	PROF. GOVIND NANDKUMAR	OPERATIONS & SUPPLY CHAIN	A STUDY OF CUSTOMER'S BUYING BEHAVIOUR & IN-STORE EXPERIENCE	RELIANCE MART	RETAIL
2	202101003	KADAM DNYANESH MADHUKAR	DR. MANISHA JAGTAP	BUSINESS ANALYTICS	A STUDY OF INVENTORY MANAGEMENT	ETHER TECHNOLOGY	IT
3	202101007	MORE MEGHRAJ ANANTRAO	PROF. UJJVAL MORE	MARKETING	A STUDY ON CUSTOMER SATISFACTION LEVEL & POST SALES SUPPORT AT MONTBAY TECH PVT LTD	MONTBAY TECH PVT LTD	IT
4	202101010	NANDINI BHAGWAT JAGDHANE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A COMPARATIVE STUDY BETWEEN LEMON POWDER AND ORANGE POWDER PRODUCTS OF CITRIC ACID W.R.T USAGE AND AWARENESS	FARM PRODUCT AND PROCESSING COMPANY	FOOD PROCESSING
5	202101011	VIJAY KUMAR (BHANDE)	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON RECRUITMENT AND SELECTION PROCESS	HANS DESIGNS	SERVICE
6	202101012	RUNJUN ALOK BHANDARI	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY ON CUSTOMER SATISFACTION COCO-COLA COMPANY	SAINATH ENTERPRISES	SERVICE
7	202101013	KALYANI RAMESH VANAM	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY OF CUSTOMER MANAGEMENT AND OPERATIONS IN CUSTOMER SERVICE DEPARTMENT	SOUTHCO INDIA PRIVATE LIMITED, RANJANGAON MIDC	MANUFACTURING
8	202101014	SAURABH PRAMOD TAWALE	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY OF MATERIAL REQUIREMENT PLANNING	ANJANI FOOD PRODUCTS	MANUFACTURING
9	202101015	DHUMAL VARSHA VIKRAM	PROF. NILAM NAIDU	FINANCE	A STUDY OF INVENTORY MANAGEMENT	SURE LINES	MANUFACTURING
10	202101017	SURABHI AVINASH PRASAD	DR. MANISHA KHALADKAR	BUSINESS ANALYTICS	STUDY OF PURCHASE PROCEDURE OF MACHINERY FOR LEMON OIL PRODUCTION PLANT	IQ'S CENTER FOR FIRST RESEARCH	FOOD PROCESSING
11	202101018	BHUSHAN SURYAKANT GANGAWANE	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON IMPACT OF MKCL'S ERA LMS IN DIGITAL TRANSFORMATION OF EDUCATIONAL INSTITUTES	MAHARASHTRA KNOWLEDGE CORPORATION LIMITED	EDUCATION
12	202101019	SWAPNIL ANIL CHORMULE	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF GOODS AND SERVICE TAX(GST) RETURN FILLING PROCESS	B.NERKAR & ASSOCIATES	FINANCE
13	202101021	AMOL DATTATRAYA DHAYGUDE	PROF. SHAMLI JOSHI	MARKETING	A STUDY OF CUSTOMER SATISFACTION TOWARDS AGARBATTI MAKING MACHINE WITH SPL. REFERENCE TO THREE GEMES OVERSEAS PVT LTD	THREE GEMES OVERSEAS PVT LTD	MANUFACTURING
14	202101022	APURVA SANJAY VIBHUTE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	STUDY OF GAP ANALYSIS BETWEEN CUSTOMER'S EXPECTATIONS AND SATISFACTION TOWARDS REAL ESTATE SECTOR	TRIMURTI ENTERPRISES (PUNE)	REAL ESTATE
15	202101023	SHIDHESHWAR NARAYAN PALLEWAD	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	STUDY ON PRODUCTIVITY AND EFFICIENCY MANAGEMENT	CITYBRIDGE SOFTWARES PVT. LTD.	IT
16	202101026	KAMBLE ROHAN VASANTRAO	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF EFFECT OF E-LEARNING ON STUDENTS	SOURCECODE TECHNOLOGIES LLP	IT
17	202101027	MOHINI HANUMANT SONAWANE	PROF. NILAM NAIDU	FINANCE	A STUDY OF FINANCIAL PERFORMANCE ANALYSIS	KSB LIMITED, KESURDI, SATARA	MANUFACTURING



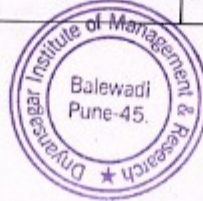
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18	202101029	ANDE VINAYAK RAJARAM	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON TRAINING AND DEVELOPMENT	BARAMATI AGRO LTD.	AGRICULTURE
19	202101030	KOTHIMBIRE KIRAN RAMESH	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY OF SIX SIGMA PROCESS OF ENGINEERING	ROCKWELL AUTOMATION INDIA PVT. LTD.	MANUFACTURING
20	202101031	GIRI AKASH RAVINDRA	PROF. UJJVAL MORE	BUSINESS ANALYTICS	TO STUDY THE CONSUMER PURCHASE DECISION OF SUV IN INDIAN MARKET	AVL INDIA PVT LTD.	AUTOMOBILE
21	202101033	RUTUPARNA HEMANT KAMBLE	PROF. SHAMLI JOSHI	MARKETING	A STUDY OF CONSUMERS EXPECTATION & SELECTION PARAMETERS WHILE BUYING A HOUSE AT SHINING ESTATES PVT. LTD.	SHINING ESTATES PVT. LTD.	REAL ESTATE
22	202101034	PATIL SWARANJLI RAVINDRA	DR. MANISHA KHALADKAR	MARKETING	A STUDY OF CUSTOMERS SATISFACTION FOR FORCE MOTORS LTD., AHMEDNAGAR	FORCE MOTORS	AUTOMOBILE
23	202101035	IVARE APARNA ANKUSH	PROF. NILAM NAIDU	FINANCE	A COMPARATIVE STUDY OF ONE TIME & SYSTEMATIC INVESTMENT PLANS IN MUTUAL FUND	FUNDSROOM INVESTMENT SERVICES	FINANCE
24	202101036	DAHARE SHIVLAL BANJARI	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF CUSTOMER SERVICE OPERATIONS	AMAZON DEVELOPMENT CENTER INDIA PVT. LTD. (PUNE)	SERVICE
25	202101037	VIJAY BHOJAJI DHUMALE	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON TIME AND MOTION ANALYSIS IN MILK MANUFACTURING COMPANY	SNA MILK AND MILK PRODUCTS PVT. LTD.	DAIRY
26	202101039	JAGTAP SUJIT BABANRAO	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY OF END TO END RECRUITMENT PROCESS	HEAD HUNT HUMAN RESOURCE CONSULTANTS PVT. LTD.	SERVICE
27	202101040	KSHIRSAGAR VISHAL SANJAY	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON PERFORMANCE APPRAISAL SYSTEM	URBAN CUBES	REAL ESTATE
28	202101041	PRASHANT WAKCHAURE	PROF. NADEEM KAZI	HUMAN RESOURCE	A STUDY ON RECRUITMENT & SELECTION PROCESS	AGILE CAPITAL SERVICES PVT. LTD.	FINANCE
29	202101042	MAHAPURE MAYURI BHANUDAS	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY ON DATA VISUALIZATION IN BUSINESS INTELLIGENCE	ETHER TECHNOLOGY	IT
30	202101043	WATTAMWAR VIJAYALAXMI RAMESHRAO (VIJAYA ULANGWAR)	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF INDIAN DERIVATIVE MARKET	SHAREKHAN LTD.	FINANCE
31	202101044	SHEIKH ABDULNAJIL ABDULRAUF	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF C-LEVEL PROFESSIONAL DIGITAL BRANDING THROUGH E-MARKETING	INSIGHTSSUCCESS MEDIA AND TECHNOLOGY PVT. LTD.	IT
32	202101046	QURESHI JAVED ABDUL RAHMAN	PROF. NADEEM KAZI	HUMAN RESOURCE	A STUDY OF EMPLOYEE PERCEPTION TOWARDS RECRUITMENT AND SELECTION PROCESS	WESTERN HILL FOODS LTD.	FOOD PROCESSING
33	202101047	DONGARE PARMESHWAR KAMALAKAR	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON IMPACT OF APPRENTICESHIP TRAINING ON APPRENTICE	SOFTZEAL TECHNOLOGY PVT. LTD.	IT
34	202101049	PRIYANKA POPAT SHELAR	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF INVESTORS INVESTMENT BEHAVIOUR	AGILE CAPITAL SERVICES PVT. LTD.	FINANCE
35	202101050	AKSHATA SITARAM INGAWALE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	TO STUDY OF BUSINESS GROWTH OPERATIONS AND DATA MINING	LEOMETRIC TECHNOLOGY PRIVATE LIMITED, PUNE	IT
36	202101051	GAIKWAD AAKANSHA DATTAJIRAO	PROF. NILAM NAIDU	FINANCE	A STUDY OF PORTFOLIO MANAGEMENT WITH REFERENCE TO EQUITY MARKET	AGILE CAPITAL SERVICES PVT. LTD.	FINANCE
37	202101052	SNEHA GULAB JADHAV	PROF. NILAM NAIDU	FINANCE	EQUITY RESEARCH AND TECHNICAL ANALYSIS	ALPHA CAPITAL	SERVICE



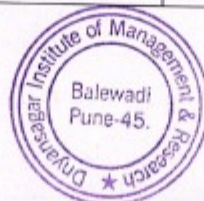

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38	202101054	THORAT ASHWINI	PROF. SHAMLI JOSHI	MARKETING	A STUDY TO IDENTIFY MARKET POTENTIAL IN WEST REGION OF PUNE	WISTERIA PROPERTIES PVT. LTD.	REAL ESTATE
39	202101056	MANE PRANIT RAJARAM	PROF. SHAMLI JOSHI	MARKETING	CONSUMER PREFERENCE TOWARDS FROZEN FOOD	ARTHA FOOD AND HOSPITALITY SERVICES LLP	FOOD PROCESSING
40	202101057	VILAS BHAGWAN MORE	PROF. NADEEM KAZI	HUMAN RESOURCE	A STUDY OF EMPLOYEE PERCEPTION TOWARDS RECRUITMENT AND PAYROLL	IT JOBWALA EDUTECH	SERVICE
41	202101060	BENDRE DHANANJAY MAHESH	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF AUDITED DATA AND IMPROVEMENT IN QUALITY OF CLAIMS ADJUDICATION	IMPERIAL OVERSEAS EDUCATIONAL CONSULTANTS	SERVICE
42	202101062	SHEREKAR SAPNA GAJANAN	PROF. UJJVAL MORE	BUSINESS ANALYTICS	COMPARATIVE STUDY OF THE SELF SERVICE BUSINESS INTELLIGENCE BETWEEN POWER BI AND TABLEAU DESKTOP	BSC SERVICES PVT. LTD	IT
43	202101064	MAHANOR ASMITA RAJENDRA	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY OF INVENTORY MANAGEMENT SYSTEM OF TAPE ROLL	YAZAKI INDIA PVT. LTD	MANUFACTURING
44	202101069	BAMBERE MANALI BABAN	PROF. NADEEM KAZI	HUMAN RESOURCE	RECRUITMENT & SELECTION PROCESS	PRK BUSINESS SOLUTIONS PVT. LTD.	SERVICE
45	202101072	DEEPAK MACHINDRANATH VISHWAKARMA	PROF. UJJVAL MORE	BUSINESS ANALYTICS	IMPROVING COMPANY PERFORMANCE THROUGH IMPLEMENTATION OF BUSINESS INTELLIGENCE TOOL	PRICE WATER HOUSE	SERVICE
46	202101073	MANGADE VAISHNAVI VISHNU	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY OF INVENTORY MANAGEMENT	IMPERIAL AUTO INDUSTRIES LIMITED	MANUFACTURING
47	202101074	AWASARE AYUSH UMESH	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF INITIAL PUBLIC OFFERING (IPO) PERFORMANCE	FUNDSROOM PVT. LTD.	FINANCE
48	202101075	KHUSHBU THORAT	PROF. NILAM NAIDU	FINANCE	A STUDY ON FUNDAMENTAL ANALYSIS OF SELECTED LISTED PHARMACEUTICAL COMPANIES	ACUEVERS PVT. LTD.	SERVICE
49	202101076	ABHISHEK VINAYAK KAJALE	PROF. SHAMLI JOSHI	MARKETING	A STUDY OF BTL ACTIVITIES CONDUCTED BY AIRTEL 5G IN PUNE	BHARATI AIRTEL, PUNE	TELECOM
50	202101077	RATHOD RANI KASHINATH	PROF. NILAM NAIDU	FINANCE	A COMPARATIVE STUDY OF AXIS BANK WITH ITS MAJOR COMPETITORS HDFC BANK, ICICI BANK, KOTAK BANK & YES BANK	AXIS BANK LTD	BANKING
51	202101079	THORAT PALLAVI VIJAY	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON EMPLOYEES TRAINING AND DEVELOPMENT	SKROMAN SWITCHES PVT. LTD.	MANUFACTURING
52	202101080	SALVE PALLAVI SURESH	PROF. SHAMLI JOSHI	MARKETING	A STUDY ON EXPECTATIONS OF NUCLEAR FAMILIES WHILE PURCHASING HOME	WISTERIA REAL VISION PVT. LTD.	REAL ESTATE
53	202101081	DIKSHA NANASAHEB KADAM	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF WORKING CAPITAL MANAGEMENT.	ADVIK HI-TECH PVT LTD	MANUFACTURING
54	202101082	ROHIT PRABHAKAR KAMBLE	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF AGRICULTURAL LOAN	KOTAK MAHINDRA BANK	BANKING
55	202101083	KHETMAR MANSHI MAHESH	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF INVESTORS BEHAVIOUR TOWARDS PORTFOLIO MANAGEMENT	AGILE CAPITAL SERVICES	FINANCE
56	202101084	AUCHARE URMILA SADANAND(UNNATI BHOSEKAR)	PROF. SHAMLI JOSHI	MARKETING	EMPLOYERS PERCEPTION OF INSURANCE IN PNB METLIFE	PNB METLIFE INDIA INSURANCE COMPANY LTD.	INSURANCE



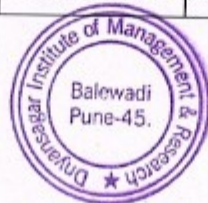

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57	202101085	SACHIN KAILAS PATIL	DR. MANISHA JAGTAP	MARKETING	A STUDY OF INVESTOR BEHAVIOUR THROUGH ONLINE TRADING	FUNDSROOM INVESTMENT	FINANCE
58	202101086	KEDARI HEMANT SUDAM	PROF. NADEEM KAZI	HUMAN RESOURCE	STUDY OF EMPLOYEE PERCEPTION TOWARDS PERFORMANCE APPRAISAL	SOFTZEAL TECHNOLOGY PVT. LTD.	IT
59	202101087	SHANTANU UMESH ITKAR	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY OF EMPLOYEE SATISFACTION	IMPRINTS INFRASTRUCTURE AND LOGISTICS LTD.	LOGISTICS
60	202101088	NIWATE KUNAL MANOHAR	PROF. NILAM NAIDU	FINANCE	A STUDY ON PERFORMANCE ANALYSIS OF MUTUAL FUND	AGILE CAPITAL SERVICES PVT. LTD.	FINANCE
61	202101089	RUPANWAR ANIL SUKHDEV	PROF. NADEEM KAZI	HUMAN RESOURCE	EMPLOYEE PERCEPTION ON RECRUITMENT AND SELECTION	SKROMAN SWITCHES PVT. LTD.	MANUFACTURING
62	202101092	CHAVAN RUSHIKANT UTTAM	PROF. NADEEM KAZI	HUMAN RESOURCE	A STUDY ON TRAINING AND DEVELOPMENT	SOFTZEAL TECHNOLOGY PVT. LTD.	IT
63	202101093	DHAWADE NILESH NAMDEV	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF LOAN AND ADVANCE	HDB FINANCIAL SERVICES	FINANCE
64	202101094	ROHIT BAPPASAHEB NARWADE	PROF. NILAM NAIDU	FINANCE	A STUDY ON ANALYSIS OF FINANCIAL STATEMENT OF INDIAN RAILWAY	WESTERN RAILWAY MUMBAI CENTRAL	PUBLIC TRANSPORT
65	202101095	OMKAR DATTATRAY BHUMKAR	PROF. NADEEM KAZI	HUMAN RESOURCE	A STUDY OF END TO END RECRUITMENT PROCESS FOR SELECTED PROFILES	HEAD HUNT HUMAN RESOURCE CONSULTANTS PVT. LTD.	SERVICE
66	202101096	ARATI ANIL FUNDE	PROF. NILAM NAIDU	FINANCE	A STUDY ON INVESTORS PREFERENCES WHILE DOING ONLINE TRADING AT FUNDSROOM	FUNDSROOM	FINANCE
67	202101100	SHUBHAM BALAJI BARSE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF MASTER DATA MANAGEMENT	RANDSTAD TECHNOLOGY PRIVATE LIMITED, PUNE	IT
68	202101101	NILESH CHARANDAS SHENDE	PROF. NILAM NAIDU	FINANCE	A STUDY ON AWARENESS OF INVESTMENT IN TAX SAVING PRODUCTS	WESTERN RAILWAY MUMBAI CENTRAL	PUBLIC TRANSPORT
69	202101102	GAIKWAD MANOJ KONDIBA	PROF. NADEEM KAZI	HUMAN RESOURCE	STUDY OF EMPLOYEE PERCEPTION TOWARDS RECRUITMENT AND SELECTION	ALTRAN TECHNOLOGIES INDIA PRIVATE LIMITED	IT
70	202101104	MANE SHWETA OMPRAKASH	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF GOODS AND SERVICES TAX (GST) REGISTRATION AND RETURNS FILING PROCESS	TPRH & ASSOCIATES LLP CHARTERED ACCOUNTANTS	FINANCE
71	202101105	INGLE RATNADIP GAJANAN	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON CREATING COHESIVE AND HIGHLY ENGAGED TEAMS IN HYBRID AND REMOTE WORK ENVIRONMENT	WESTERN RAILWAYS MUMBAI DIVISION	PUBLIC TRANSPORT
72	202101106	SIRESHA RAMANAYYA GOGUL	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON EMPLOYEE SATISFACTION	SOFTZEAL TECHNOLOGY PVT. LTD.	IT
73	202101108	SURYAWANSHI MAYUR KAILAS	DR. POONAM KHADKE	MARKETING	CONSUMER BUYING BEHAVIOUR TOWARDS RESIDENTIAL PROPERTIES IN HINJEWADI	KUMAR PROPERTIES	REAL ESTATE
74	202101109	BADE SHUBHANGI SANJAY	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF RISK PERCEPTION AND PORTFOLIO MANAGEMENT OF EQUITY INVESTORS	FUNDSROOM INVESTMENT SERVICES	FINANCE
75	202101110	DINESH YUVRAJ AGLAVE	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	STUDY ON TOTAL QUALITY MANAGEMENT	PKM FOODS PVT. LTD.	FOOD PROCESSING




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76	202101112	KAMBLE ANIKET GAUTAM	PROF. SHAMLI JOSHI	MARKETING	A STUDY OF CUSTOMER BEHAVIOUR TOWARDS INVESTMENT IN REAL ESTATE	WISTERIA PROPERTIES	REAL ESTATE
77	202101113	PALLE DINESH SIDRAM	DR. MANISHA KHALADKAR	FINANCE	A STUDY ON INVESTERS PERCEPTION TOWARDS SYSTEMATIC INVESTMENT PLAN (SIP) IN MUTUAL FUND	FUNDSROOM INVESTMENT SERVICES	FINANCE
78	202101114	AISHWARYA VIJAY KOSHTI	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF E-FILING OF INCOME TAX RETURN AND INCOME TAX COMPUTATION	RANJIT SHIVTHARE & CO. CA	FINANCE
79	202101115	YOGIRAJ LASAHEB MUNDE	DR. MANISHA JAGTAP	MARKETING	ASSESSING THE IMPACT OF CONTACTLESS REMOTE PATIENT MONITORING IN NON-ICU PATIENTS	TURTLE SHELL TECHNOLOGIES PVT. LTD	IT
80	202101116	DAKHALE AKSHAY BHASKAR	DR. ASITA GHEWARE	OPERATIONS & SUPPLY CHAIN	A STUDY OF PERCEPTION & ATTITUDE OF YOUNGSTERS TOWARDS 2 WHEELER ELECTRIC VEHICLES, PUNE	AVL INDIA PVT LTD.	AUTOMOBILE
81	202101119	NAWLEKAR SAINATH DEVRAO	PROF. NILAM NAIDU	FINANCE	FINANCIAL MODELLING OF TATA CONSUMER PRODUCT LTD.	DIVADHYK CORPORATE SERVICES PVT. LTD.	SERVICE
82	202101120	PRASHANT ASHOK FARGADE	PROF. UJJVAL MORE	HUMAN RESOURCE	RECRUITMENT & SELECTION AT JAGUAR AND LAND ROVER PVT. LTD	JAGUAR LAND ROVER PVT. LTD.	AUTOMOBILE
83	202101121	VAISHNAVI GORAKH JADHAV	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON RECRUITMENT AND SELECTION PROCESS	PASK INDUSTRIES PVT LTD	MANUFACTURING
84	202101122	AKSHAY VITTHAL GOFANE	PROF. POONAM KHADKE	FINANCE	A STUDY OF BUDGET AND BUDGETARY CONTROL FOR THE PERIOD OF 2016-121	D & G ENTERPRISES	SERVICE
85	202101123	CHAVAN PRIYANKA VIJAY	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF INVESTOR'S PERCEPTION TOWARDS INVESTMENT IN STOCK MARKET	FUNDSROOM INVESTMENT SERVICES	FINANCE
86	202101125	KAWALE SAYALI ANIL	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY ON THE ANALYSIS OF BANKING TRANSACTION AT RADGATE INFOTECH PVT LTD	RADGATE INFOTECH PVT LTD	IT
87	202101126	UMAP RUSHIKESH VIJAYPANT	PROF. NILAM NAIDU	FINANCE	A STUDY OF FINANCIAL STATEMENT ANALYSIS OF VIGHNAHARTA ENGINEERING	VIGHNAHARTA ENGINEERING	MANUFACTURING
88	202101129	PRAJWAL BHASKAR WAGH	PROF. NILAM NAIDU	FINANCE	A STUDY ON FINANCIAL PLANNING FOR SALARIED EMPLOYEES AND STRATEGIES FOR TAX SAVINGS	P G M J & ASSOCIATES, PUNE	FINANCE
89	202101130	DHARMIK AJAY ASHOK	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF ENROLLMENT OF STUDENT IN SCHOOL ON THE BASIC OF FACILITY	SPACETECK GLOBAL	IT
90	202101132	GHULE ANURADHA MARUTI	PROF. NILAM NAIDU	FINANCE	A STUDY ON INVESTORS' ATTITUDE TOWARDS ONLINE TRADING	FUNDSROOM LTD., PUNE	FINANCE
91	202101133	YADAV VISHAL DAYARAM	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON WORKPLACE CAMARADERIE ADOPTED COTTONKING PVT LTD.	COTTONKING PVT LTD.	TEXTILE
92	202101135	GADGE GANESH HANUMANT	DR. MANISHA KHALADKAR	FINANCE	STUDY OF GST WITH REFERENCE TO SMALL SCALE INDUSTRY	N G CHANDAK & Co.	FINANCE
93	202101136	JADHAV JYOTI RAMRAO	PROF. SHAMLI JOSHI	MARKETING	A STUDY ON FACTORS ASSOCIATED WITH PURCHASE DECISION OF SECURITY SOLUTIONS	SAMRUDDHI COMPUTERS	IT
94	202101137	SUBHRANSU NAG	PROF. NADEEM KAZI	HUMAN RESOURCE	A STUDY OF TRAINING AND DEVELOPMENT	AGILE CAPITAL SERVICES PVT. LTD.	FINANCE



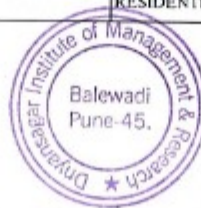

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95	202101138	ABHJEET AJEET MOGHE	DR. RACHANA SHIKHARE	BUSINESS ANALYTICS	THE STUDY OF EXPORTERS OPINION REGARDING EXPORT DOCUMENTATION PROCESS AT EMINENT REPORTS PUBLISHERS PVT. LTD	EMINENT REPORTS PUBLISHERS PVT. LTD	SERVICE
96	202101139	SURYAWANSHI AKANKSHA	PROF. SHAMLI JOSHI	MARKETING	A STUDY OF CUSTOMER PERCEPTION TOWARDS LEMON BASED COSMETIC PRODUCTS	AYUSH AYURVEDA LLP	PHARMA
97	202101140	NITIN VISHWAKARMA	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF DIGITAL TRANSFORMATION OF EDUCATION THROUGH LMS	BYNARIC SYSTEM PVT LTD	SERVICE
98	202101141	SANCHITA VIJAY CHIKANE	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY ON SERVICE QUALITY IN CO-OPERATIVE BANK WITH REFERENCE TO SERVQUAL MODEL	SARASWAT CO-OPERATIVE BANK LTD	BANKING
99	202101142	GANESH NAGNATH PITALE	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF GOODS AND SERVICE TAX(GST) REGISTRATION AND RETURNS FILING PROCESS	RANJIT SHIVTHARE & CO	FINANCE
100	202101143	NITIN A THAKARE	DR. MANISHA JAGTAP	MARKETING	A STUDY ON CUSTOMER SATISFACTION TOWARDS COSMETIC PRODUCTS	POOJA AGENCIES	SERVICE
101	202101144	AISHWARYA VISHNU DAMDAME	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY AND ANALYSIS OF RECRUITMENT PROCESS IN MKCL FINISHING SCHOOL. (WORK-BASED DEGREE PROGRAM)	MAHARASHTRA KNOWLEDGE CORPORATION LIMITED	EDUCATION
102	202101145	GAIKWAD PREETI PRALHAD	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY OF INVENTORY MANAGEMENT SYSTEM OF 3M ABRASIVES PRODUCT	STV TECH INDIA PVT. LTD.	MANUFACTURING
103	202101147	SAKLEN POPAT SHAIKH	PROF. SHAMLI JOSHI	MARKETING	A STUDY ON CUSTOMER SATISFACTION FOR CATTLE FEEDS WITH REFERENCE TO SAHAYOG CATTLE FEEDS	SAHAYOG CATTLE FEEDS	DAIRY
104	202101148	KIRDE MITALI VIJAYKUMAR	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF FINANCIAL PERFORMANCE ANALYSIS OF FMCG COMPANY	FUNDSROOM	FINANCE
105	202101149	GAYATRI DNYANDEO SHINDE	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON EMPLOYEE PERFORMANCE IN WESTERN RAILWAYS	WESTERN RAILWAYS MUMBAI DIVISION	PUBLIC TRANSPORT
106	202101150	KRUSHNA BHIMRAO KAMBLE	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF MARKET POTENTIAL OF SCADA SOFTWARE	JAMBHEKAR AUTOMATION SOLUTIONS PVT. LTD.	IT
107	202101154	SAVANDKAR SHRIVACHAN	PROF. UJJVAL MORE	MARKETING	A STUDY OF CONSUMER BUYING BEHAVIOUR TOWARDS RESIDENTIAL PROPERTIES	SUYASH CONSTRUCTION	REAL ESTATE
108	202101156	RASTE RAMESH MACCHINDRA	PROF. UJJVAL MORE	MARKETING	A STUDY OF CUSTOMER BEHAVIOR TOWARDS BUYING RESIDENTIAL PROPERTY	WISTERIA PROPERTIES	REAL ESTATE
109	202101157	HANUMANTE SUNITA GOVIND	PROF. SHAMLI JOSHI	MARKETING	A STUDY ON MARKETING STRATEGY USED BY WISTERIA PROPERTIES FOR FESTIVE SEASON	WISTERIA PROPERTY	REAL ESTATE




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110	202101159	TRUPTI RAJU WAIDANDE	DR. RACHANA SHIKHARE	BUSINESS ANALYTICS	A STUDY OF RISK ANALYSIS & MANAGEMENT OF DATA SECURITY BREACH IN IT INDUSTRY WITH SPECIAL REFERENCE TO MITROZ TECHNOLOGIES PVT. LTD	MITROZ TECHNOLOGIES PVT. LTD	IT
111	202101162	AHIWALE ASHISH HEMANT	PROF. SHAMLI JOSHI	MARKETING	A STUDY ON SERVICE QUALITY OF HDFC BANK AUNDH BRANCH	HDFC BANK	BANKING
112	202101163	KUNJIR HARSHAD ASHOK	PROF. UJJVAL MORE	MARKETING	A STUDY ON CUSTOMERS REQUIREMENT TOWARDS COMMERCIAL SPACES	SHINING ESTATES PVT. LTD.	REAL ESTATE
113	202101164	KAJAL BAPU CHORMALE	PROF. SHAMLI JOSHI	MARKETING	A STUDY ON CUSTOMER'S PREFERENCE IN GIT & FIT DOMESTIC TOUR PACKAGES	GRAB YOUR HOLIDAYS	TOURISM
114	202101165	MORE SUYOG SHAMKANT	PROF. NILAM NAIDU	FINANCE	A STUDY OF RETAIL BANKING	SHARAD SAHAKARI BANK LTD.	BANKING
115	202101168	KOMAL ANIL CHAVAN	PROF. NADEEM KAZI	HUMAN RESOURCE	A STUDY OF EMPLOYEE PERCEPTION TOWARDS RECRUITMENT AND SELECTION	SOFTZEAL TECHNOLOGY PVT. LTD.	IT
116	202101170	WAGH SNEHAL SAHEBRAO	PROF. SHAMLI JOSHI	MARKETING	A STUDY ON LEAD GENERATION & CONVERSION IN REAL ESTATE	WISTERIA PROPERTIES	REAL ESTATE
117	202101171	LAMBHATE NEHA RAMESH	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON MANPOWER ANALYSIS ON RESERVATION SYSTEM IN WESTERN RAILWAYS	WESTERN RAILWAYS MUMBAI DIVISION	PUBLIC TRANSPORT
118	202101172	AKSHAY LAXMAN KALE	PROF. NADEEM KAZI	HUMAN RESOURCE	STUDY OF EMPLOYEE PERCEPTION TOWARDS TALENT ACQUISITION AT SOFTZEAL	SOFTZEAL TECHNOLOGY PVT. LTD.	IT
119	202101174	GAIKWAD SIDDHARTH VIJAY	PROF. SHAMLI JOSHI	MARKETING	A COMPARATIVE STUDY ON ORGANIC & CHEMICAL BASED COSMETIC PRODUCT	TLG BEAUTY TOWN	PHARMA
120	202101175	SHETTY AKSHAY JAYARAM	PROF. UJJVAL MORE	BUSINESS ANALYTICS	ANALYSIS OF VEHICLE SELECTION FOR VEHICLE RENTAL SERVICES	KPIT TECHNOLOGIES PVT. LTD.	IT
121	202101176	SAKAT URMILA SHARAD	PROF. SHAMLI JOSHI	MARKETING	A STUDY OF CONSUMER SATISFACTION AT SUNNY HYGEELAS FOODS	SUNNY HYGEELAS FOODS	FOOD PROCESSING
122	202101177	SONALI NETAJI BHISE	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF WORKING CAPITAL MANAGEMENT	WINONE TECHNOLOGIES PVT LTD	IT
123	202101178	GAIKWAD SAMEER SANJEEV	DR. POONAM KHADKE	MARKETING	THE EFFECTIVENESS OF INTERNET ADVERTISING ON CONSUMER BEHAVIOUR	M.L.T.R.A AGRO EQUIPMENT PVT LTD	AGRICULTURE
124	202101179	THOSAR SHYAM SANTOSH	PROF. UJJVAL MORE	HUMAN RESOURCE	A STUDY ON EMPLOYEE PERFORMANCE IN WESTERN RAILWAYS	WESTERN RAILWAYS MUMBAI DIVISION	PUBLIC TRANSPORT
125	202101182	UDAN APPA SURESH	DR. MANISHA JAGTAP	MARKETING	A STUDY OF FACTORS THAT INFLUENCE CONSUMER DECISIONS WHILE BUYING HEALTH INSURANCE	UNIQUE INSURANCE CONSULTANCY	INSURANCE
126	202101183	RAMESHWAR RAOSAHEB GAVATE	DR. MANISHA JAGTAP	OPERATIONS & SUPPLY CHAIN	A STUDY OF PROJECT MANAGEMENT PROCESS	ROYAL AUTOMATION & ROBOTICS	MANUFACTURING
127	202101184	PRANJAL AMRUTA VISHWASRAO	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY ON PROCESS OF FINANCIAL REPORTS DEVELOPMENT	VEDENSION TECHNOLOGIES PVT LTD	IT
128	202101185	SHINDE NISHA DILIPRAO	PROF. SHAMLI JOSHI	MARKETING	A STUDY OF CUSTOMERS EXPECTATION WHILE BUYING RESIDENTIAL SPACES IN TATHWADE	WISTERIA PROPERTIES PVT. LTD.	REAL ESTATE




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129	202101186	DHAWALE ABHISHEK KALYAN	PROF. NILAM NAIDU	FINANCE	SELECTION OF INVESTMENT AVENUES & AWARENESS OF CURRENCY MARKET AMONG THE RETAILS INVESTORS OF MAHARASHTRA	FUNDROOM INVESTMENT SERVICES	FINANCE
130	202101187	GHORPADE SANMATTI SURESH	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF EMPLOYEE ATTRITION & PERFORMANCE USING HR ANALYTICS	INEURON INTELLEIGENCE PVT LTD,	SERVICE
131	202101188	SURWASE GOVIND	PROF. SHAMLI JOSHI	MARKETING	A STUDY OF AIRTEL 4G SERVICES	AIRTEL	TELECOM
132	202101190	SAMADHAN GAIKWAD	DR. MANISHA JAGTAP	MARKETING	A STUDY OF ELECTRIC VEHICLE MARKET POTENTIAL IN INDIA	NELSON INDIA PVT LTD	SERVICE
133	202101191	CHAVAN KOMAL RAJENDRA	DR. GOVIND NANDKUMAR	OPERATIONS & SUPPLY CHAIN	A STUDY ON WAREHOUSE MANAGEMENT	OM LOGISTICS	SERVICE
134	202101192	PIYUSH RAMESH INGALE	PROF. SHRAVANI PARSE	HUMAN RESOURCE	A STUDY ON THE EFFECT OF PANDEMIC ON EMPLOYEE'S PERFORMANCE DURING WORK FROM HOME AT AAS PASS GLOBAL TO LOCAL	AAS PASS	SERVICE
135	202101193	MUNE MEHARPRITI WAMANRAO	PROF. UJJVAL MORE	BUSINESS ANALYTICS	A STUDY OF CUSTOMER SATISFACTION WITH SPECIAL REFERENCE TO AMUL MILK PVT LTD	ANAND MILK PVT LTD, KOLHAPUR	SERVICE
136	202101194	SHUBHAM ARUN PATIL	DR. MANISHA JAGTAP	MARKETING	A STUDY OF MARKET POTENTIAL FOR ELECTRIC VEHICLE MARKET	FUTURE BUSINESS SIGHT LTD PUNE	AUTOMOBILE
137	202101195	DESHMUKH RAMESH DATTATRAYA	PROF. IFTEKHAR KHAN	OPERATIONS & SUPPLY CHAIN	A STUDY ON PRODUCTION PLANNING CONTROL MANAGEMENT AT SADGURU CRUSHER	SADGURU CRUSHER	MANUFACTURING
138	202101197	UMBARKAR RUTIK GAJANAN	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF LOAN & ADVANCE	HOUSING & DEVELOPMENT BOARD	BANKING
139	202101198	CHIKATE ANAND SANDU	DR. MANISHA KHALADKAR	FINANCE	A STUDY OF COMPANY CONTROLLED DEALERSHIP OUTLETS	BPCL	SERVICE
140	202101199	SAURABH SANJAY PAWAR	DR. MANISHA KHALADKAR	FINANCE	A STUDY ON CUSTOMER SATISFACTION SERVICE	INDIAN BANK, MANJRI PUNE	SERVICE




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Subject **External examiners appointed for MBA (2019 Pattern) Project Viva Exam of October /November 2022**

From SPPU Notifications <no-reply@pun.unipune.ac.in>

To IMMP014030 <IMMP014030@pun.unipune.ac.in>

Date 21-03-2023 4:59 pm



To,

The Director
Management Institutes / Affiliated Colleges
(Pune, Ahmednagar and Nashik Districts)

Sir/Madam,

As per the directives received from authorities, external examiners appointed for MBA (2019 Pattern) Project Viva Exam of October /November 2022 for your institute are as given below.

Ext. Examiner Name	Institute Name	Contact Details
Dr. Parmeshwar Biradar	Ashoka Centre for Business and Computer Studies, Nashik	7709966411
Shivshakti Nanda	Dr. Moonje Institute of Management and Computer Studies	9139411008
Prof. Aditi Rohan Kulkarni	Dr. Moonje institute of management and computer studies, Nashik	8668524276
Dr Swapnali Amol Kulkarni	Indira Institute of Management	8007548648
Shraddha Shinde	Dr. D Y Patil Institute of Management and Research	8983969741
Dr. Vaibhav Bhalerao	Ashoka Business School	9823031221

Note: - 1. In case if ext. Examiner is not in the service of Savitribai Phule Pune University affiliated College/institute do not conduct viva. Inform the college and university accordingly.

In case the external examiner is not available for any reason, kindly communicate the same to the SPPU Examinations department on the email id - management-coord@pun.unipune.ac.in.

Your Cooperation is solicited.



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Subject **MBA Project Viva Appointment format & Examiner**
From SPPU Notifications <no-reply@pun.unipune.ac.in>
To <IMMP014030@pun.unipune.ac.in>
Reply-To <management-coord@pun.unipune.ac.in>
Date 12-08-2023 3:19 pm



To,

**The Director/Principal,
Management Institutes / Affiliated Colleges
(Pune, Ahmednagar and Nashik Districts)**

Sir/Madam,

As per the directives received from authorities, external examiners appointed for MBA 2019 & 2021 Pattern Sem. III Project Viva Exam of April / May 2023 for your institute are as given below.

<i>Ext. Examiner Name</i>	<i>Contact Details</i>	<i>Institute Name</i>
Neeta Shinde	9881688072	RMDSSOMS, Warje, Pune
Milind Deshkar	9503054057	ASM.IBMR

Note: 1. Use the same panel for Backlog Students of MBA 2021(Digital marketing/ Fintech) Pattern Semester III Project Viva

In case the external examiner is not available for any reason, kindly communicate the same to the SPPU Examinations department on the email id - management-coord@pun.unipune.ac.in . Your Cooperation is solicited.

Regards,
Examination Section,
Savitribai Phule Pune University.




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DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH, BALEWADI, PUNE



The Title of the Project : Assessing the Impact of Contactless Remote Patient Monitoring in non-ICU patients

Company Name: Dozee (Turtle Shell Technologies Pvt Ltd)

Name of the Student: SUBHRANSU NAG
(Batch 2021-2023)

Exam Seat Number : 23929

Name of the Guide: Dr. Manisha Jagtap

Introduction



1. **Statement of the Problem:** Assessing the impact of an innovative solution like contactless remote patient monitoring in non-icu patients in hospitals

2. **Need of the Study:** To establish the impact of usage of contactless remote patient monitoring in hospital setup

3. **Objectives:**

The assessment aimed to study the adoption and acceptance of the Dozee as well as; Its impact on workload of the medical staff (primarily nurses)
Its impact on quality of patient care and on operational cost at hospitals
The impact of digitisation of patient vitals monitoring and reporting on the everyday work of the medical staff.

Executive Summary



- **Purpose:** Assessing the Impact of Contactless Remote Patient Monitoring in non-ICU patients
- **Research method:** The research is a descriptive study based on survey method that includes both primary and secondary research with various stakeholders of the hospital decision making process and the end users in the hospitals setup.
- **Finding**
 1. The study estimated a decrease of 1.3 days in the average stay in an ICU bed.
 2. 144 Lives can be saved per 100 Dozee Beds per year with Early Timely Life saving alerts

Research Methodology



- **Sources of Data:** Both Primary and Secondary research
- **Type of Research :** Objective study with questionnaire
- **Data collection method:** Focused interviews and survey method

Use appropriate options



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Research Methodology...contd.

➤ Sample Design

- i. Target Population : All the stakeholders of the hospitals
- ii. Sample frame : 2 months
- iii. Sample Size : 6 Hospitals
- iv. Sample technique: Convenience sampling

Use appropriate options

An Independent Retrospective Assessment on the Impact of Dozee

The assessment aimed to study the adoption and acceptance of the Dozee as well as:

- Its impact on workload of the medical staff (primarily nurses)
- Its impact on quality of patient care and on operational cost at hospitals
- The impact of digitisation of patient vitals monitoring and reporting on the everyday work of the medical staff.

About Organization

- Dozee is the pioneer in contactless patient monitoring and early warning system using Artificial Intelligence
- Contactless Remote Patient Monitoring (RPM) and Early Warning System (EWS) by Dozee uses the principles of Ballistocardiography
- Founded by Mudit Dandwate and Gaurav Parchani in 2015
- Inspired by Formula One Race Car
- Present across 350+ hospitals now



An Independent Retrospective Assessment on the Impact of Dozee

Objectives



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Indian Healthcare System Desperate for Relief



Solution (Dozee)

- The installation of Dozee devices sets up the provision for risk scoring through Dozee Early Warning Score (DEWS).
- On the basis of this score, daily factor reports are created and shared with the doctors and nurses, that help prioritise high risk patients and improve clinical outcomes through smart alert triggers.
- Each patient's risk status can easily be accessed as part of a centralised web dashboard through a mobile app or on TVs installed in hospital premises.
- The remote monitoring enabled by the device lowers human exposure and risk of infections, reduces risk of manual error and saves time for both nurses and doctors alike.



Leveraging Modern Technology Solutions to improve the situation

A surge in the Medtech market



Making healthcare Available | Accessible | Affordable

An easy to use contactless remote monitoring and early warning AI powered system

Dozee

- Upgrades hospital ward beds into connected step-down ICUs
- Enables remote real-time monitoring of patients' vitals

15 minutes
Time to upgrade to connected step-down ICU beds



<1 day
Time for nurse and doctor trainings



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~2.5 hours saved daily for each nurse



On an average day, nurses report recording a patient's vitals 5 times a day, spending ~50 mins per patient on the activity.

Nurses report that with the regular use of Dozee, "monitoring and recording a single patient's vitals takes just 10 mins", reducing the time spent to monitor patients by 80%.

Calculation Methodology

- Findings from Sattva's Impact Assessment study (Average of values reported by nurses and doctors)
 - No. of patients on Dozee in a month - 5-7 (ALOS 4 days)
 - Critical alerts raised by Patient in High Risk - 20%
 - Lives saved in a hospital by Dozee devices in a month (A) = 1.2 (Data Provided by Dozee)
 - Estimated No. of lives saved by 100 Dozee devices in a year = $A * 100 * 12$
= 144 lives
- Change in number of ICU patients that can be treated by 1 Dozee enabled bed (B) = 2.11
 - Change in number of Ward patients that can be treated by 1 Dozee enabled bed (C) = 0.98
 - Total change in number of patients/ month/ Dozee bed = $B + C = (D) = 3.08$
 - Total change in number of patients/ year/ 100 Dozee beds = $D * 100 * 12 = (D') = 3701.82$
 - Number of ICU beds across the Public healthcare system = 80,000 (Findings from Secondary Research)
 - Total change in number of patients/ year across public healthcare system = $D' * 80,000$
= 314,654,934.00

Additional ~2,500 patients get access to critical care beds when in need

1.3 days
Decrease in average stay in ICU beds

2,500 patients
Estimated additional patients treated in ICU/ 100 Dozee beds/ year

~3 Million patients
Estimated additional patients treated by public healthcare system/ year

~144 lives
Estimated number of lives saved/ 100 Dozee beds/ year

The study estimated a decrease of 1.3 days¹ in the average stay in an ICU bed.

Calculation Methodology

- Nurse Hours Saved across 10 Dozee beds/ day (L) = 7.50
(Assuming 3 shifts of nurses in a day- 1 Nurse is required to cover 10 ward beds and 2.5 hours/ time saved per Nurse)
Nurse Hours Saved across 100 Dozee beds/ month (L') = $L * 10 * 30 = 2250$
Nurse Hours Saved across 100 Dozee beds/ year = $L' * 12$
= 27000
- Monthly change in absolute charge (in INR) for 1 ICU bed (E) = ₹17,409.60
Monthly change in absolute charge (in INR) for 1 ward bed (F) = ₹1,617.84
Total Direct Savings/ Dozee bed/ month as a result of reduced patient stay = $(E + F) = (G) = 19,027.44$
Total Direct Savings/ 100 Dozee beds/ year as a result of reduced patient stay = $G * 100 * 12 = (G')$
= 2,28,32,928
- Nurse Hours Saved across 10 Dozee beds/ day (H) = 7.50
(Assuming 3 shifts of nurses in a day- 1 Nurse is required to cover 10 ward beds and 2.5 hours/ time saved per Nurse)
Salary (INR)/ Hour of Nurses (I) = 150
Monthly savings due to Nurse Hours saved (indirect cost savings)/ 10 beds = $H * 1 * 30 = (J) = 33,750$
Yearly savings due to Nurse Hours saved (indirect cost savings)/ 100 beds = $J * 100 * 12 = (J')$
= 40,50,000 (0.4 Cr)
- Total Cost savings annually/ 100 Dozee Beds = $G' + J' = (K) = 26882928.00$ (2.7 Cr)
Number of ICU beds across the Public healthcare system = 80,000
Annual Savings for all tertiary hospitals in India = $K * 80,000 / 100$
= ₹21,50,63,42,409 (2,160 Cr)



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Findings



97% of all nurses surveyed believe that patient health care should be digitized

Widespread adoption of the Dozee device by nursing staff

94% find Dozee's continuous monitoring useful

90% believe that patients would benefit if the device is scaled for all patients

70%
Nurses reported a decrease in their workload and stress

80%
Reduction in time taken to record a patient's vitals



Reference



- <https://www.dozee.health>
- <https://www.financialexpress.com/healthcare/healthtech/dozee-receives-usfda-approval-for-its-vital-sign-measurement-technology/2922995/>
- <https://www.entrepreneur.com/en-in/news-and-trends/the-dozee-story-how-f1-cars-and-a-sleeping-dog-changed/448487>
- <https://ehealth.eletsonline.com/2023/03/srm-global-hospital-adopts-dozees-ai-based-contactless-vitals-monitoring-technology-for-enhanced-patient-safety/>

Solutions



- Implementing Dozee solutions in hospitals where there is shortage of Nurses
- Reduction on work load of nurses
- Automation and digitization of vitals monitoring
- Proper training of nurses on the advanced technologies

Thank you



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Balewadi, Pune-411045

THE TITLE OF THE PROJECT : A STUDY OF INVENTORY
MANAGEMENT

COMPANY NAME : IMPERIAL AUTO INDUSTRIES
LIMITED

NAME OF THE STUDENTS : HEMANT SUDAM KEDARI

EXAM SEAT NUMBER : 23978

NAME OF THE GUIDE : PROF. DR. MANISHA JAGATAP

(BATCH 2021-2023)

INTRODUCTION

STATEMENT OF THE PROBLEM:

- THE INVENTORY CONTROL IS IMPORTANT AND IT'S CONTRIBUTES FOR COST REDUCTION, THE ORGANIZATION NEED TO ADOPT THE VARIOUS CONTROL TECHNIQUES OF INVENTORY.
- THE INVENTORY CONTROL HELPS TO REDUCE THE MATERIAL HANDLING TIME, HANDLING COST AND ALSO REDUCES THE OBSOLESCENCE.
- THE PROBLEM FACED BY THE COMPANY IS THEY DO NOT HAVE ANY SYSTEMATIC SYSTEM TO RECORD AND KEEP THEIR INVENTORY DATA.

EXECUTIVE SUMMARY

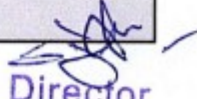
- THE PURPOSE OF THE STUDY IS TO UNDERSTAND THE INVENTORY MANAGEMENT OF MATERIAL, TECHNIQUES AND METHODS USED TO CONTROL INVENTORY.
- THE STUDY WAS CONDUCTED FOR SHORT PERIOD OF 2 MONTHS WHERE THE DATA RELATED TO INVENTORY AND MATERIAL MANAGEMENT WAS ANALYZED THROUGH EFFECTIVE ANALYTICAL TOOLS I.E., ABC ANALYSIS, HML ANALYSIS AND FIFO TECHNIQUES TO CONTROL THE INVENTORY.
- THE DESCRIPTIVE TYPE OF RESEARCH IS USED TO STUDY. THE SECONDARY DATA IS USED FOR STUDY LIKE COMPANY BOOKS, REPORTS AND COMPANY WEBSITE. FOR COLLECTING DATA QUANTITATIVE METHOD IS USED. THE GRAPHS, TABLES, PERCENTAGE ARE USED TO ANALYSIS THE DATA.
- THE STUDY HELP TO UNDERSTAND THE INVENTORY OF ALL MATERIALS, AND ANALYZING THE EFFECTIVENESS OF VARIOUS TECHNIQUES USED. THE PRODUCTION AND PURCHASE PROCEDURE OF THE COMPANY.

INTRODUCTION

NEED OF THE STUDY:

- INVENTORY IS THE SAME AS CASH AND IS AN IMPORTANT PART OF THE TOTAL COST. INVENTORY MUST BE ADEQUATELY PROTECTED AND PROPERLY CALCULATED.
- PROPER INVENTORY MANAGEMENT CAN MAKE AN IMPORTANT CONTRIBUTION TO THE EFFECTIVENESS OF YOUR BUSINESS.
- INVENTORY MANAGEMENT AIMS TO ENSURE SUFFICIENT AVAILABILITY OF EQUIPMENT AND QUALITY, WHERE APPROPRIATE, AND MINIMIZE INVESTMENTS IN INVENTORY ASSETS.




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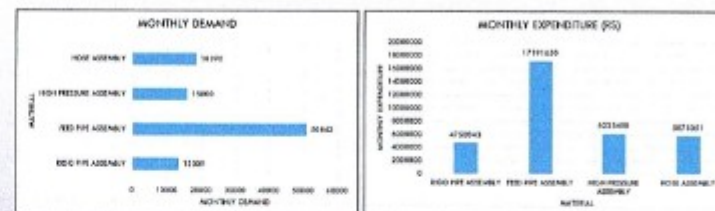
INTRODUCTION

OBJECTIVES:

- TO STUDY VARIOUS INVENTORY MODELS AND APPLICATIONS.
- TO STUDY THE INVENTORY MANAGEMENT TECHNIQUES USED IN THE COMPANY.
- TO STUDY THE IMPACT OF ABC INVENTORY CONTROL TECHNIQUE ON REDUCING INVENTORY HANDLING COST.
- TO UNDERSTAND THE PURCHASE AND STORE PROCEDURE THAT IS FOLLOWED BY THE COMPANY.

DATA ANALYSIS

DETAILS OF INVENTORY DEMAND AND EXPENDITURE:



Interpretation: The monthly demand of the rigid pipe assembly is 13,309 units and monthly cost is RS. 47,50,043, feed pipe assembly demand is 50,842 units and monthly cost is RS. 1,71,91,635, high pressure assembly required 15,800 units monthly and monthly cost is RS. 62,25,540 and for hose assembly monthly requirement is 18,990 units and monthly cost is RS. 58,75,051.

RESEARCH METHODOLOGY

- ❖ **TYPE OF RESEARCH:** DESCRIPTIVE TYPE OF RESEARCH
- ❖ **TYPE OF DATA:** SECONDARY DATA IS USED FOR THE RESEARCH.
- ❖ **DATA COLLECTION METHOD:** FOR COLLECTING DATA USES QUANTITATIVE DATA METHOD. QUANTITATIVE RESEARCH DEALS WITH NUMBERS AND STATISTICS. QUANTITATIVE METHODS ALLOW YOU TO SYSTEMATICALLY MEASURE VARIABLES.
- ❖ **DATA COLLECTION TOOL:** THE DATA IS MAINLY COLLECTED FROM COMPANY BOOKS, REPORTS AND COMPANY WEBSITE.
- ❖ **ANALYTICAL TOOLS:** TABLES, GRAPHS, PERCENTAGE ARE USED TO ANALYSIS THE COLLECTED INFORMATION.

DATA ANALYSIS

• ABC ANALYSIS



Interpretation: -

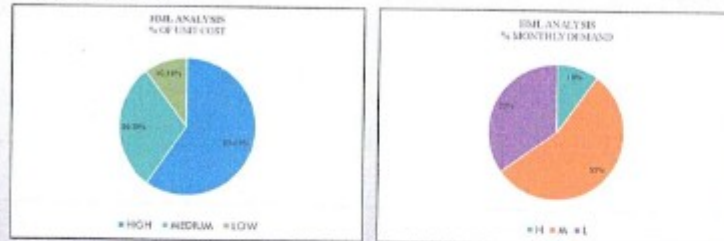
According to the above graph, A category items hold 63.22% of total cost, B category hold 22.29% of the total cost and C category items hold 14.49% of the total cost. The 2nd graph shows the monthly demand of the items namely A category items monthly demand is 39%, B category items monthly demand is 25% and C category items monthly demand is 40%.



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DATA ANALYSIS

• HML ANALYSIS



Interpretation:-

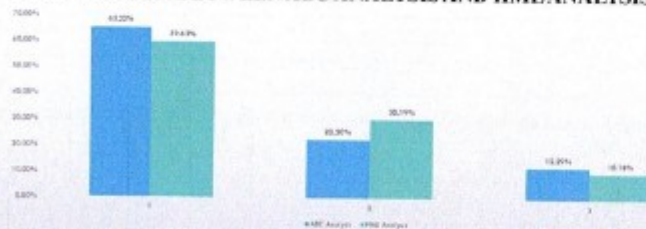
According to the above graph, High category items hold 59.6% of the unit cost, medium category items hold 30.1% of the unit cost and low category items hold 10.3% of the unit cost. The 2nd graph shows the percentage of monthly demand according to the HML analysis. The monthly demand for H category items is 10%, M category items is 55% and L category items 35%.

FINDINGS

1. RAW MATERIALS ARE ISSUED USING THE FIFO METHOD (FIRST-IN, FIRST-OUT METHOD).
2. THE STORE DEPARTMENT USES ABC ANALYSIS AND FIFO METHOD TO CONTROL RAW MATERIALS INVENTORY.
3. FIFO SYSTEM NEED TO BE IMPROVED TO AVOID THE MIXING OF OLD MATERIAL AND NEW MATERIAL.
4. THE BIN CARD IS USED TO RECORD THE CURRENT INVENTORY STATUS.
5. THEY DO NOT HAVE ANY SYSTEMATIC SYSTEM TO RECORD AND KEEP THEIR INVENTORY DATA.

DATA ANALYSIS

• COMPARISON BETWEEN ABC ANALYSIS AND HML ANALYSIS

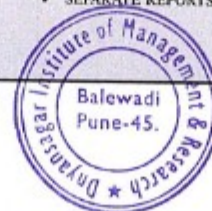


Interpretation:-

The graph shows the comparison between the ABC Analysis and HML Analysis. The Category A and Category H items have 65.22% and 59.6% respectively, Category B and Category M items have 22.50% and 30.1% respectively and Category C and Category L items have 12.29% and 10.3% respectively.

SOLUTIONS

- THE STORE DEPARTMENT SHOULD BE COMPUTERIZED SO THAT OTHER DEPARTMENTS, NAMELY THE PRODUCTION DEPARTMENT AND MATERIAL DEPARTMENT, CAN UNDERSTAND THE SUPPLY OF MATERIALS IN THE STORE.
- THE COMPANY NEEDS TO DEVELOP PRODUCTION PLANNING AND CONTROL DEPARTMENT.
- PROPER TRAINING IS NEEDED TO THE WORKER FOR SMOOTHLY HANDLING OF MATERIAL AND AVOID THE ACCIDENT AT THE COMPANY.
- SEPARATE REPORTS SHOULD BE MAINTAINED AND REVIEWED TO CONTROL WASTE.



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CONCLUSION

THE INVENTORY MANAGEMENT IS SIGNIFICANT FOR ANY MANUFACTURING ORGANIZATION. IT HELPS THE ORGANIZATION IN SMOOTH RUNNING OF ITS ACTIVITIES AND IN REDUCING THE COST OF MANAGING THE INVENTORY. FROM THE ABOVE DATA STUDY, IT CAN BE CONCLUDED THAT IMPERIAL AUTO INDUSTRIES PRIVATE LIMITED IS NEED TO IMPROVE INVENTORY MANAGEMENT. FOR EFFECTIVELY CONTROLLING INVENTORY THE COMPANY CAN USE BOTH THE ABC ANALYSIS AND HML ANALYSIS TECHNIQUES. THE COMPANY NEEDS TO UPDATE THE STORE DEPARTMENT BY COMPUTERIZED SO THE OTHER DEPARTMENT GETS UPDATE OF THE MATERIAL IN THE STORE.

THANK YOU

REFERENCES

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WEBSITES

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- <https://www.bhef.org/>
- <https://scholar.google.com/>
- www.wikipedia.com




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A
SUMMER INTERNSHIP PROJECT REPORT
ON
"A STUDY OF EMPLOYEE PERCEPTION TOWARDS
RECRUITMENT AND SELECTION"
AT
SOFTZEAL TECHNOLOGY PVT LTD
SUBMITTED BY
NISHA SHINDE
UNDER THE GUIDANCE OF
PROF. NADEEM KAZI
SUBMITTED TO
SAVITRIBAI PHULE PUNE UNIVERSITY
IN THE PARTIAL FULFILLMENT OF THE REQUIREMENT FOR
MASTER OF BUSINESS ADMINISTRATION (MBA)
THROUGH



DNYANSAGAR INSTITUTE OF MANAGEMENT AND
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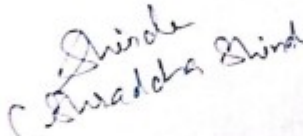
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CERTIFICATE

This is to certify that Mr./Ms. **SHINDE NISHA DILIPRAO**, a bonafide student of Dnyansagar Institute of Management & Research has successfully completed the Summer Internship Project on "A STUDY OF EMPLOYEE PERCEPTION TOWARDS RECRUITMENT AND SELECTION" at **SOFTZEAL TECHNOLOGY PVT. LTD.** towards partial fulfillment of the requirement of the course, **MASTERS IN BUSINESS ADMINISTRATION [M.B.A.]** affiliated to the Savitribai Phule Pune University.


Prof. Nadeem Kazi
Internal Guide


Shinde Shradha Shinde


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SOFTZEAL TECHNOLOGY PRIVATE LIMITED
Office No. 73, Laxmi Plaza, Near Chhatrapati Shivaji Maharaj Terminus, 411004
Mumbai - Pune Highway, Pune - 411019
TEL: 9907557171
E: careers@softzeal.com

Date: 26th Nov 2022

TO WHOM IT MAY CONCERN

This is to certify that **Ms. Nisha Shinde**, MBA Human Resource Management student at Dnyansagar Institute of Management and Research, Pune, has completed her summer internship at Softzeal Technology Private Limited. She worked under the guidance of **Ms. Sweety Dhumal** from 26th September to 26th November 2022.


She understood how the HRM department works. **Ms. Nisha Shinde** also covered training and evaluation of employee progress. She is a self-motivated, hard worker that is always looking to learn new skills. **Ms. Nisha Shinde** has done more than her role's responsibilities. We wish her all the best in all her future endeavors.

Regards
Mr. Piyush Bharti

HR Department
Softzeal Technology Pvt Ltd



www.softzeal.com


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CHAPTER 3
OUTLINE OF THE PROBLEM

A.STATEMENT OF THE PROBLEM

To examine the employee perception towards recruitment and selection in SOFTZEAL Technology Pvt Ltd.

B.NEED OF THE STUDY

To allow an organization to select the most appropriate people to fill job vacancies against defined position descriptions and specifications.




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CHAPTER 4
RESEARCH METHODOLOGY

OBJECTIVE OF THE STUDY

1. To understand the process of recruitment.
2. To study the employee perception towards recruitment and selection.
3. To know the sources of recruitment.
4. To analyze the induction program in the organization.

SCOPE OF THE STUDY

To study the employee perception towards Recruitment and Selection at Softzeal Technology Pvt.Ltd.

RESEARCH METHODOLOGY:

- A census study on Employee Perception towards Recruitment and Selection at Softzeal technology Pvt.Ltd. Was carried out with a structured questionnaire designed with closed ended questions.

TYPE OF RESEARCH: Descriptive research

TYPE OF STUDY:

- Universe: Employees working in Softzeal Technology Pvt. Ltd.
- Population size: 20
- Sample size: 20
- Type of study: Census Study
- Respondents: Respondents were from Admin, Consulting, and Sales Executive and Sales Manager profiles. Most of them are working with the organization for more than one year.



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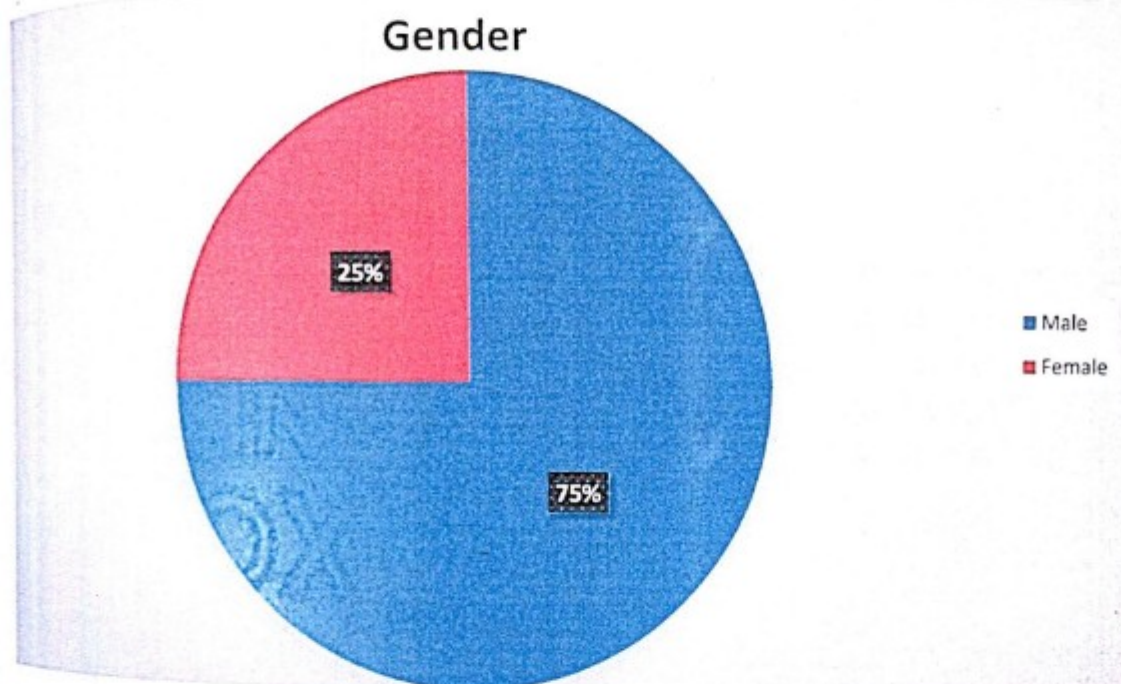
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CHAPTER 5
DATA ANALYSIS AND INTERPRETATION

Gender of the Respondents.

Gender	Respondents	Percentage
Male	15	75%
Female	5	25%
Total	20	100%



INTERPRETATION:

- Above table shows that 75% respondents are male.
- 25% respondents are female.



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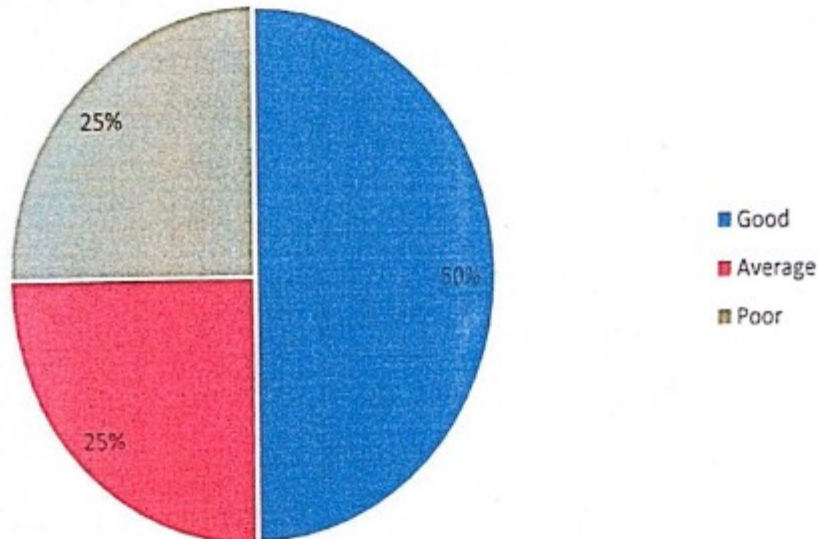
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3. Rate the Process of Recruitment and Selection at SoftZeal Technology.

Rating	Respondents	Percentage
Good	10	50%
Average	5	25%
Poor	5	25%
Total	20	100%

Process of recruitment and selection



INTERPRETATION:

- 50% employees said the process of recruitment and selection is good.
- 25% employees said that it was Poor.
- 25% employees said that it was average.



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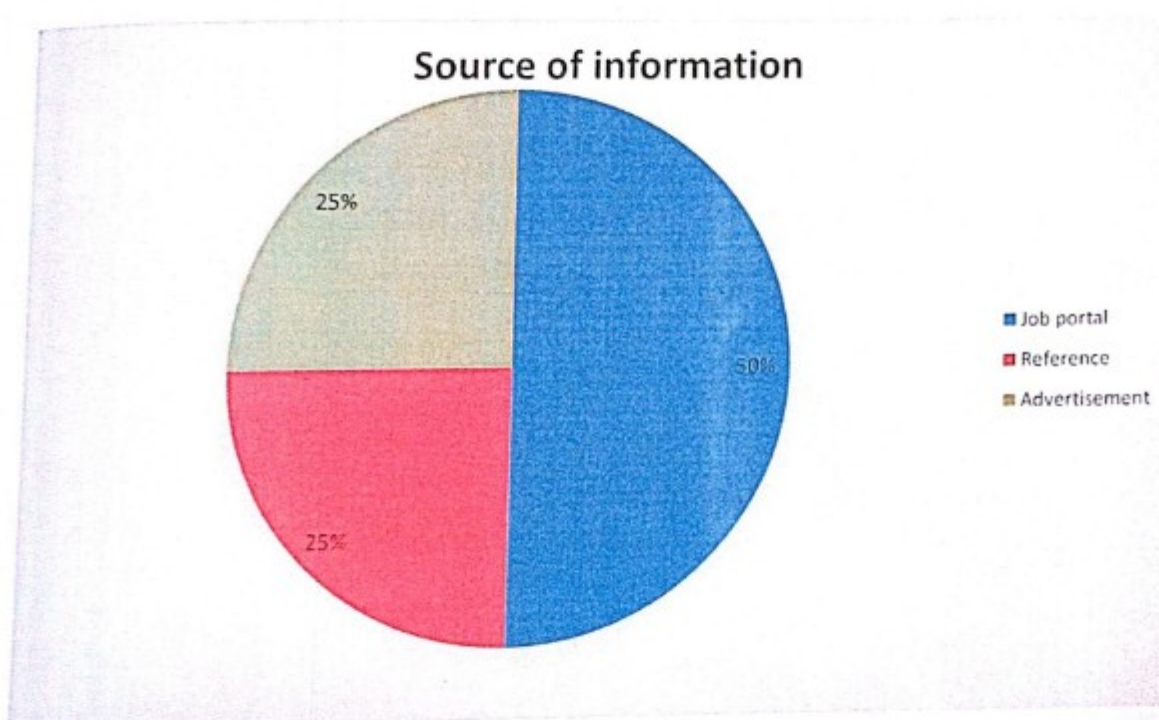
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4. Source of Information about Job Vacancy.

Particular	Respondent	Percentage
Job Portal	10	50%
Reference	5	25%
Advertisement	5	25%
Total	20	100%



INTERPRETATION:

- 50% employee got to know about vacancy through Job portals.
- 25% employee got to know about vacancy through reference.
- 25% through advertisements.



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**CHAPTER 6
FINDINGS**

- 75% respondents were Male and 25% were Female.
- 40% respondents said that the company responds to job application in 15-20 days.
- 50% employees said the process of recruitment and selection is good, 25% employees said that it was Poor and 25% employees said that it was average.
- 50% employees got to know about vacancy through Job portals. 25% employee got to know about vacancy through reference. 25% through advertisements.
- 40% employees were selected through Personal Interview, 20% through Group Discussion + Personal Interview, 15 % through Written Test+ Personal Interview+ Technical Interview and 25% through Personal Interview + Technical Interview.
- 40% respondents answered neutral to the satisfaction with recruitment and selection.
- 40% respondents said that company has taken more than 20 days to send them offer letters.
- 40% were neutral about Recruitment and Selection enabling to give the right person at the right job.
- 50% employees said that recruitment practices of the company are good.
- 40% of the employees are satisfied with their salary package.
- 40% of employees are neutrally satisfied with the induction program.
- 40% employees said that the recruiter created a positive image of the organization during the recruitment process.




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SUGGESTIONS:

- Only 40% employee was satisfied with the salary, hence it is suggested that the salary compensation plan should be revised.
- Time for responding to job applications can be reduced; It will help in creating a positive employer brand.
- Time taken to send offer letters can be significantly reduced with a proactive approach.

CONCLUSION:

- Majority of the employees are male.
- Company responds to job application in 15-20 days.
- Recruitment and Selection process at Softzeal Technology Pvt.Ltd. is good
- Job portal is the major source of information about job vacancy.
- Majority of the candidates are selected through personal interview.
- Employees are neutrally satisfied with the recruitment and selection procedure.
- Company takes 15-20 days to send an offer letter to the candidates.
- Procedure for Recruitment and Selection of Employees enables to give right person at the right job.
- Recruitment practices of the company are good.
- Only 40%-50% employees are satisfied with the salary package offered by the company.
- Induction program conducted at Softzeal Technology Pvt.Ltd. is satisfactory.
- Recruiter created a positive image of the organization during the recruitment process.




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CHAPTER 7
LEARNING OF THE STUDENT THROUGH
THE PROJECT

1. Learned about how the Human Resources department works specifically the vertical of recruitment & selection.
2. Observed about the protocols to be followed while being in an organizational setting.
3. Learned to follow a structured procedure specifically, for recruitment and selection.
4. Learned to maintain the employee database.
5. Learned formally to communicate in the organization.
6. Studied employee perception towards recruitment and selection.




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**A
SUMMER INTERNSHIP PROJECT REPORT
ON
EMPLOYERS PERCEPTIONS OF INSURANCE
IN PNB METLIFE**

**AT
PNB METLIFE INDIA INSURANCE COMPANY LTD**

**SUBMITTED BY
NILESH CHARANDAS SHENDE**

**UNDER THE GUIDANCE OF
PROF. SHAMLI JOSHI**

**SUBMITTED TO
SAVITRI BAIPHULE PUNE UNIVERSITY
IN THE PARTIAL FULFILLMENT OF THE REQUIREMENT
FOR
MASTER OF BUSINESS ADMINISTRATION (MBA)**

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Prof. Shamli Joshi
Internal Guide

Dr. Vaibhaw B. G.
Ext. Examiner

Dr. Sajid Alvi
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COMPANY CERTIFICATE



CERTIFICATE

This is to certify that

Nilesh Charandas Shende

has successfully completed the

SIP Project "Employers perception about insurance in PNB MetLife under the guidance of Mr. Amit Bangar during the period of 1st Oct 2022 to 30th Nov 2022.

PERANTA DUTTA

Peranta Dutta

(Director – Distribution Training
& Corporate Learning & Development)

Date: 02nd Jan 2023




Director
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Balewadi, Pune-411045

CHAPTER -3 OUTLINE OF THE PROBLEM

STATEMENT OF THE PROBLEM:

To determine the satisfaction levels of the employers (B2B) , who have insured their employees with PNB METLIFE.

NEED OF THE STUDY:

The project involved:

- To do on an in-depth assessment of the various factors that influence the satisfaction levels of the customers (employers).
- Understanding the Business of the company and analyzing the how are the activities are carried out in the company.

OBJECTIVES:

- To determine the satisfaction levels of the employers who have insured their employees with PNB METLIFE.
- To study the factors influencing customer satisfaction.




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SCOPE:

Product Management:

Market research is also conducted in order to better manage the existing and new products—to assess consumer feedback, to assess consumer reaction before launching a new product, etc. Sometimes pricing studies, packaging research, and design or physical characteristics studies have also been conducted.

Sales Analysis:

Much research is done in these areas which are broadly referred to as sales analysis—measurement of market potential/demand projection, determination of market characteristics, market share estimation, studies of business trends, etc.

Sales Methods and Policies:

Marketing research studies are also conducted with a view to evaluating the effectiveness of present distribution system. Such studies are used in establishing or revising sales territories. They are also helpful in establishment of sales quotas, design of territory boundary, compensation to sales force, physical distribution, cost analysis, etc. It is also done to assess the effectiveness of different promotional activities, such as premiums, deals, coupons, samples, etc




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CHAPTER - I

RESEARCH METHODOLOGY

STATEMENT ON METHODOLOGY:

For MetLife India Employee Benefit study was conducted between Oct 2022 – Nov 2022. Results were obtained through a mix of online and face-to-face interviews. Total sample covered was 50 which includes insurance brokers and employers.

Demographic Profile of the Employer Sample: Face-to-face interviews were conducted with 20 employers, all stating that they deal with employee benefits or offer employee policies at their companies. Government and public administration organizations were excluded.

Demographic Profile of the Insurance Brokers Sample: A total of 30 interviews were conducted (mix of online and face-to-face) Employees from government and public administration organizations were excluded.

DATA COLLECTION

Demographic Profile of the Employer Sample: Face-to-face interviews were conducted with 50 employers, all stating that they deal with employee benefits or offer employee policies at their companies. Government and public administration organizations were excluded.

Demographic Profile of the Insurance Brokers Sample: A total of 30 interviews were conducted (mix of online and face-to-face) Employees from government and public administration organizations were excluded.

DATA SOURCES-

Primary data has been collected from Insurance organizations official websites, third-party websites & from open source datasets repositories.




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TYPE OF RESEARCH-

Descriptive Method

Type of Data: Both primary and secondary data will be used for the research.

DATA COLLECTION METHOD: Questionnaire

Data Collection Method:

Survey method will be used for data collection. Personal interview will be used under the survey method.

Data Collection Instrument:

Separate structured questionnaires will be used for each Customers. Questionnaire will include both close ended and open-ended questions.

SAMPLING DESIGN:

Sampling plan for Respondents:

- i) Population- B2B Clients who have purchased & are currently using PNB MetLife products. Pune
- ii) Sample size- 50
- iii) Sampling Method- Random Sampling.




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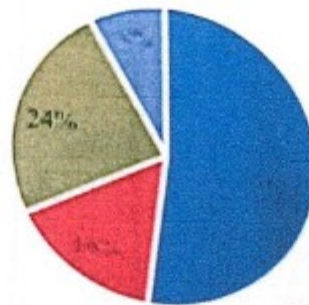
CHAPTER -5 DATA ANALYSIS

1. PNB MetLife products availed by respondent organization.

	Response	Percentage (%)
Group Life	26	52%
FDLI	8	16%
Gratuity	12	24%
Superannuation	4	8%
Total	50	100%

Table 1.1

Products availed by your organization



■ Group Life ■ FDLI ■ Gratuity ■ Superannuation

Fig 1.1

Analysis: Most of the clients have availed a group life and only a very few clients have availed the group life and superannuation. Hence the majority preference was for group life. as per the survey report 52 % of the clients have taken group life with PNB.

24 % of the clients have opted for gratuity and only 16% of the clients have opted for an EDLI. 8% of clients of PNB METLIFE have opted for a Superannuation.




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2. The benefits offered by employer to employees.

	Response	Percentage (%)
Advancement Opportunities	8	52%
Health Cover	15	16%
Life Cover	14	24%
Financial Planning	6	8%
Accidental Insurance	3	8
Total	50	100%

Table 1.2

Benefits offered by you to employees



Fig 1.2

Analysis – 14% respondent availed benefit of advancement opportunities. 24% respondent vailed



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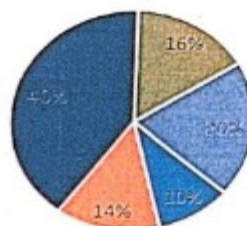
the benefits of Health Care and 20% life cover. 18% clients said that they offered their financial planning. 24% of the clients offered Accidental insurance cover

3. Mode of communication to explain benefits to employees.

	Response	Percentage (%)
Benefit webinars	8	16%
Email	10	20%
Employer's Benefits Portals	5	10%
Training Programs	7	14%
In Person meetings	20	40%
Total	50	100%

Table 1.3

Communicate the benefits to your employees



3. How do you communicate the benefits to your employees?

- Benefit webinars
- Email
- Employer's Benefits Portals
- Training Programs
- In Person meetings

Fig 1.3

Analysis: The benefits to the employees were communicated through email 20%, letters and training programs by 14%. Many of the employees were communicated through Webinars by 16% and 40% are responded by In persons meetings & 10% are responded for employers



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benefits portals.

4. interested in other benefits apart from the product.

	Response	Percentage (%)
Employer – Employee – Facilitate for buying retail plans for employee	15	30%
Voluntary Top – Up (Term Life)	5	10%
Key Man Insurance – For Sr. Management	10	20%
Riders – Accidental – Critical Illness	20	40%
Employer – Employee – Facilitate for buying retail plans for employee	15	30%
Total	50	100%

Table 1.4

Other benefits would like to avail



- Employer – Employee – Facilitate for buying retail plans for employee
- Voluntary Top – Up (Term Life)
- Key Man Insurance – For Sr. Management
- Riders – Accidental – Critical Illness

Fig 1.4

Analysis: 40% of the respondent are availed riders' accidental critical illness from organisation's benefit design and the rest 20% had the availed Key Man Insurance for senior management. 30% respondents are availed benefits of employer and employee facilities for buying retail plans & 10% are goes along with voluntary top up term plans.



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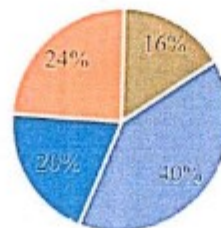
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5. Other benefits design by the organization.

	Response	Percentage (%)
Riders – Accidental Rider/ Critical Illness Terminal Illness	8	16%
Multiples of CTC	20	40%
Uniform	10	20%
Graded	12	24%
Total	50	100%

Table: 1.5

Type of benefits design by organization



- 5. What type of benefits design your organization has?
- - Graded
 - Riders – Accidental Rider/ Critical Illness/Terminal Illness
 - Multiples of CTC
 - Uniform
 -

Fig 1.5

Analysis: The satisfaction of the clients with the servicing aspect and the brokers were good but the client had suggested a few suggestions such as Service delivery process and mechanism can be better. The performance of the insurance brokers can be improvised. 20% are goes with CTC multiple.

40 % of the respondents were satisfied with the servicing of PNB METLIFE while the rest 40% respondents said that their work was done through insurance brokers and was handled by them,





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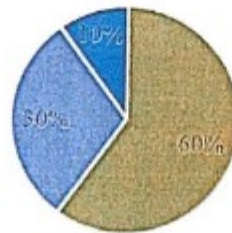
hence they expect some kind of an improvisation from the insurance brokers.

6. Overall ratings for PNB Products.

	Response	Percentage (%)
1,2,3,4,5	30	60%
1,2,3,4,5	15	30%
1,2,3,4,5	5	10%
Total	50	100%

Table 1.6

Overall ratings for PNB Products



■ 6.How do you rate the following [Ratings]

- 1,2,3,4,5
- 1,2,3,4,5
- 1,2,3,4,5
-
-

Fig 1.6

Analysis: Ratings on the following parameters:

- Convenient • Flexible • Easy to understand Policy document.
- PNB METLIFE has been able to achieve the satisfaction of clients in this aspect. The respective additions or deletions in the policy was handled very accurately Policy endorsements. 60% respondents happy with flexible process and 30% respondents are replied documents are easy to



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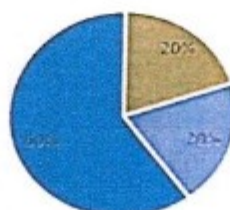
respondents have found it time consuming and complicated, 22% respondents said it was complicated to answer.

**8. Rating of service parameters on TAT (Turn Around Time)
(5 is highest, 1 is lowest).**

	Response	Percentage (%)
Email	10	20%
Call	10	20%
In person	30	60%
Total	50	100%

Table 1.8

Service parameters on TAT



■ 8. How do you rate the following on service parameters on TAT (Turn Around Time) (5 is highest, 1 is lowest)

- Email
- Call
- In person

Fig 1.8

Analysis – 60% of the total respondents have agreed that their query has always been resolved on real time basis by in person. Though, 20 % respondents have agreed and said that not always but most of the times their query have been resolved on real time basis by call & email.



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Chapter -6

FINDINGS

- The wellness program awareness is not quite up to the mark as many of the clients were not aware about the wellness and financial programs conducted by PNB METLIFE.
- Clients tend to purchase more of group life Policy and Gratuity Policy. No client has availed superannuation product. Employers tend to offer more benefits to employee for better productivity and retention.
- The satisfaction level of services of agents and insurance brokers are quite good and has achieved the satisfaction level of the clients.
- Clients as well as brokers find the Documentation process generally convenient and systematic.
- In many organizations' the benefits design is more of multiples of CTC rather than gratuity and multiple benefits.
- Turn Around Time for the parameters such as Policy Document, Policy Endorsement, claim settlement and Renewal Notice is good.
- Clients as well as brokers prefer email and call as best means of communication with PNB MetLife.
- The clients of PNB METLIFE are ready to recommend PNB METLIFE to other corporates.
- Price is the main factor considered by the clients and the insurance brokers and is the main factor for comparison with other competitors of PNB METLIFE.




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CONCLUSION:

Indian businesses are faced with incredible opportunities. A rapidly growing economy, a young and educated population and intense interest from overseas investors keen to cash in on its success combine to create a vibrant business environment. These same factors are also changing employee expectations – creating both challenges and opportunities for employers. For example, workplace health and wellbeing need to be addressed to avoid rising demands on skilled workers worsening their stress levels. Ratcheting up salaries becomes expensive, hurts productivity and, in any case, is insufficient to maintain employee commitment.

Companies also need to turn to technological solutions – webinars, testimonials, personal stories and social networks – as well as face- to-face interactions to effectively communicate these benefit programs to a young workforce. The opportunity is clear and the tools to exploit it are available to companies that seek them out.

Rethink Benefit Plan Designs to Attract and Retain Talent. Companies should stay focused on benefits that help them achieve their strategic goals: higher productivity, employee health and staff retention. We learned that a strong benefits and wellness package is a highly effective retention factor for Indian employees – and if they are happy with these programs, they are more committed to their employer.


Financial Security Will Win Hearts and Minds. Many employees suffer financial stress. An enhanced sense of personal financial control – so they don't worry about the impact on their family of a sudden loss of income, for example – raises their commitment to their employer. Helping them plan their finances and plug gaps in financial protection for them and their families is a must.

Wellness Programs Deliver an ROI. Both employers and employees told us that a workplace wellness strategy is valuable, especially around flexible working and stress management. But relatively few firms in India have one. This creates two opportunities. First, to improve employee engagement and reduce absenteeism from health issues. And second, to differentiate from rivals in the war for talent.

Enhance Benefit Communications to Educate Employees. The study also highlighted discrepancies between benefits being offered and employee participation. It's clear that organizations with a well-managed approach to communicating benefits – using traditional methods, digital channels and face-to-face communications rewards from their benefits program



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SUGGESTIONS:

From the above discussion on findings, we came across few novel ideas. Life insurance in India is in growing stage and to maintain it, the following five points are to be considered

- Corporate must go to the basics of service marketing such as "under promise and over delivery"
- Customization of offerings, mainly in product and distribution
- "Pockets of service" is to be done for quicker service and other operation
- Advanced knowledge in the insurance is to be imparted to the employees in Insurance industry
- "Digitalization and Relationship" is to be kept in policy marketing
- Timely feedback has to be taken from the employers on frequent basis
- Keeping track of agents and brokers and maintain cordial relationships with them.
- It is recommended to concentrate on 21-40 age group people more because this is an untapped potential so the company can make them to invest.
- As the respondents have rated brand name as an important factor for investing in life insurance, the company should try to create a good brand image for its products.



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Chapter -7

LEARNING OF STUDENT THROUGH THE PROJECT

LEARNING:

- The Summer Internship at PNB MetLife Insurance Company Ltd. Pune was super fantastic & full of experiences and learnings.
- The study provided researcher an opportunity to have practical knowledge of Insurance market.
- It was very interesting to interact with the PNB Employees and know from them what they actually expect from us
- We have known the requirement what PNB Employees expectations form our development team.
- The study will help to improve quality of PNB METLIFE developed reports.



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**A SUMMER INTERNSHIP PROJECT REPORT
ON
A STUDY OF FACTORS THAT INFLUENCE CONSUMER
DECISIONS WHILE BUYING HEALTH INSURANCE.
AT
UNIQUE INSURANCE CONSULTANCY
SUBMITTED BY
UNNAATHI SANJAY BHOSKAR
UNDER THE GUIDANCE OF
DR. MANISHA JAGTAP
SUBMITTED TO
SAVITRIBAI PHULE PUNE UNIVERSITY
IN THE PARTIAL FULFILLMENT OF THE REQUIREMENT FOR
MASTER OF BUSINESS ADMINISTRATION (MBA)
THROUGH**



DIMR

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(2021-2023)**



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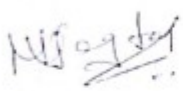
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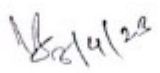
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CERTIFICATE

This is to certify that Mr./Ms. **UNNAATH SANJAY BHIOSEKAR**, a bonafide student of Dnyansagar Institute of Management & Research has successfully completed the Summer Internship Project on **"A STUDY OF FACTORS THAT INFLUENCE CONSUMER DESIONS WHILE BUYING HEALTH INSURANCE"** at **UNIQUE INSURANCE CONSULTANCY** towards partial fulfillment of the requirement of the course, **MASTERS IN BUSINESS ADMINISTRATION [M.B.A.]** affiliated to the **Savitribai Phule Pune University**.



Dr. Manisha Jagtap
Internal Guide


Dr. Vaibhav G.
Ex-Examiner


Dr. Sajid Alvi
Director



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Date: 01/12/2022

TO WHOMSOEVER IT MAY CONCERN

This is to certify that Mrs. Unnaatii Sanjay Bhosekar student of MBA in Marketing, Dnyansagar Institute of Management and Research, Pune has completed her internship in our organisation, during the period 01st September 2022 to 30th November 2022. She had studied carefully and prepared project on "A STUDY OF FACTORS THAT INFLUENCE CONSUMER DECISIONS WHILE BUYING HEALTH INSURANCE"

During the internship we found her punctual and sincere.

We wish her a good luck and success in future.

For, UNIQUE INSURANCE CONSULTANCY



SANJAY T WAGHMARE
Proprietor



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CHAPTER 4

OUTLINE OF THE PROBLEM

STATEMENT OF THE PROBLEM

- Every study emerges to achieve certain objectives. The main objective of carrying out this project is to know and gain practical knowledge and to know organization working culture.
- Following are the objective of the project.

OBJECTIVE OF STUDY

- To understand the consumer perception towards buying Health Insurance.
- To identify factors that affects the customer's decision making of purchasing private health insurance.




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CHAPTER 5

RESEARCH METHODOLOGY

Research is careful and organized study or gathering of information about a specific topic.

Research Design:

Research Design is a framework or blueprint for conducting the marketing research

Project. It details the procedures necessary for obtaining the information needed to structure or solve marketing research problems. In simple words it is the general plan of how you will go about your research.

A descriptive research method is used to carry out this study.

Data collection:

Data collection is the process of gathering and measuring data information or any variables of interest in standardized and established manner that enables the collector to answer or test hypothesis and evaluate outcomes of the particular collection.

For the study Primary data was collected through questionnaire survey and secondary data was collected through website, annual books, company booklet etc.

Types of Research: Descriptive Research

Descriptive Research is defined as the research method that describes the characteristics of the population or phenomena that is being studied. This methodology focuses more on what of the research subject rather than why of the research subject.

Sources of Data:

Primary Data: Primary Data was collected through questionnaire survey through Google forms in that survey feedback has been taken from consumers.

Secondary Data: Secondary Data collected from product catalogues, company websites, brochures, booklets, annual books etc.

Sampling: Non probability convenience sampling.

Target People: Consumers Both who have and who do not have insurance

Total Respondents: 61 Respondents




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CHAPTER 6

DATA ANALYSIS AND INTERPRETATION

Gender:

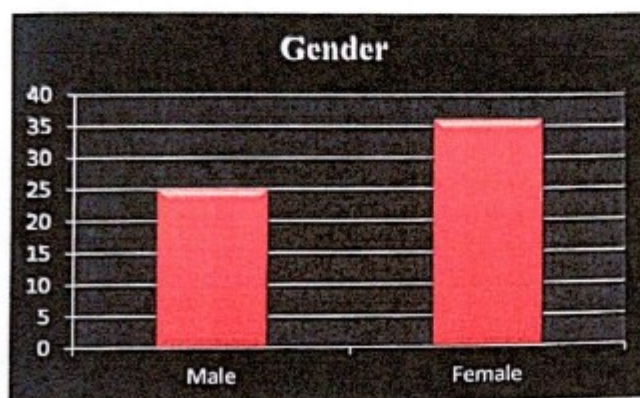


Chart 6.1

Gender	No of Respondents	Percentage
Male	25	40
Female	36	60
Total	61	100%

Table 6.1

Interpretation: 40% respondents are Males and 60% respondents are Females.




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2. Marital Status:



Chart 6.2

Marital Status	No of Respondents	Percentage
Single	29	48
Married	32	52
Total	61	100%

Table 6.2

Interpretations-48% Respondents are unmarried, 52% Respondents are married.




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3. Age Group (in years):

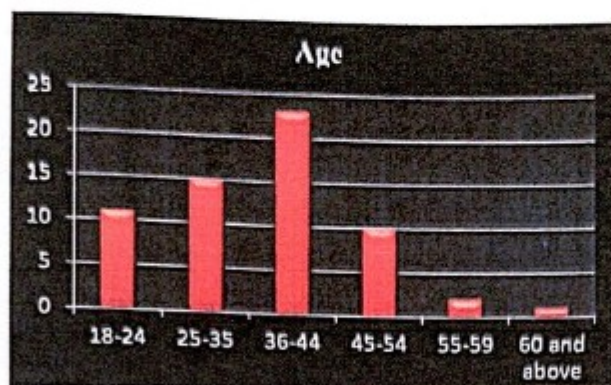


Chart 6.3

Age	No Of Respondents	Percentage
18-24	11	18
25-35	15	24
36-44	23	38
45-54	10	16
55-59	2	3
60 and above	1	1
Total	61	100%

Table 6.3

Interpretations-18% Respondents are between the age group of 18-24, 24% respondents are between the age group of 25-35, 38% respondents are between the age group of 36-44, 16% respondents are between the age group of 45-54, 3% respondents are between the age group of 55-59 and 1% respondent's is above 60 years of age



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4. Occupation:



Chart 6.4

Occupation	No Of Respondents	Percentage
Home Maker	6	10
Own Business	7	12
Professional	10	16
Retired	1	2
Salaried	24	39
Students/Others	13	21
Total	61	100%

Table 6.4

Interpretations- 10% Respondents are Home Makers, 12% respondents have their own business, 16% respondents are professionals, 2% respondents are retired and 39% respondents are salaried and 21% respondents are students




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5. Family Annual Income:

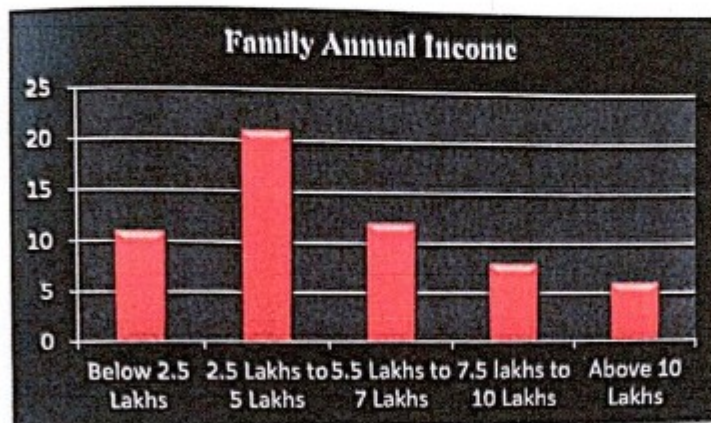


Chart 6.5

Family Annual Income	No of Respondents	Percentage
Below 2.5 Lakhs	11	18
2.5 Lakhs to 5 Lakhs	21	35
5.5 Lakhs to 7 Lakhs	14	23
7.5 lakhs to 10 Lakhs	8	14
Above 10 Lakhs	6	10
Total	61	100%

Table 6.5

Interpretations-18% respondents monthly family annual income is below 2.5 lakhs, while 21% respondents monthly family annual income is between 2.5 lakhs to 5 lakhs, 23% respondents monthly family annual income is between 5.5 lakhs to 7 lakhs, 14% respondents monthly family annual income is between 7.5 lakhs to 10 lakhs and 10% respondent's monthly family annual income is above 10 lakhs respectively.





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6. Number of Family Members:



Chart 6.6

No. of Family Members	No Of Respondents	Percentage
2-4 Members	25	41
5-6 Members	34	56
More than 6 Members	2	3
Total	61	100%

Table 6.6

Interpretations-41% respondents monthly have 2-4 members in the family, 56% respondents have 5-6 members in the family and 3% respondents have more than 6 members in the family.




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7. Monthly Medical Expense:

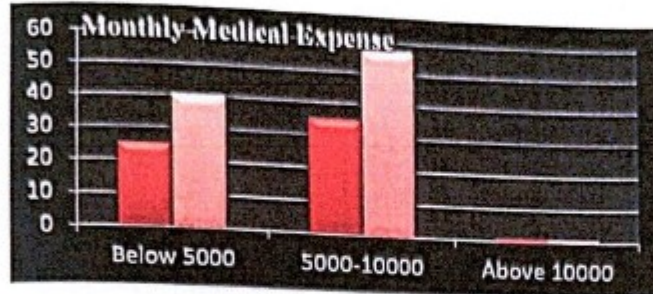


Chart 6.7

Monthly Medical Expense	No Of Respondents	Percentage
Below 5000	25	40
5000-10000	35	57
Above 10000	1	1
Total	61	100%

Table 6.7

Interpretations-40% respondents monthly medical expense is below Rs.5000, 57% is between 5000-10000 and 1% Respondent's monthly medical expenses above 10000




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8. Current Health Status:



Chart 6.8

Current Health Status	No Of Respondents	Percentage
Good	43	70
Average	17	27
Poor	1	1
Total	61	100%

Table 6.8

Interpretations-70 % Respondents Health is good, 27% respondent's health is Average and 1 % respondent's health is Poor




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4. Do You Have Individual Health Insurance:

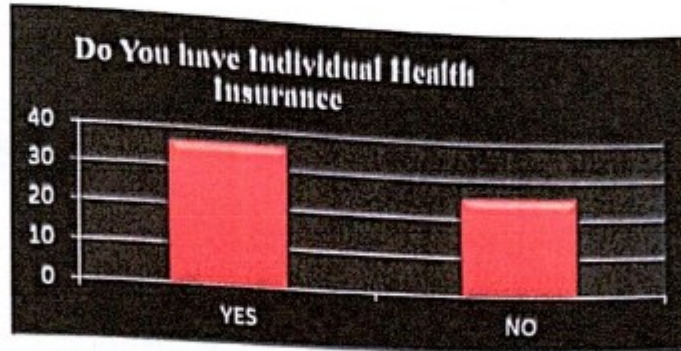


Chart 6.9

Do You have Health Insurance	No Of Respondents	Percentage
Yes	36	60
No	25	40
Total	61	100%

Table 6.9

Interpretations-60% of the respondents are aware of the benefits of the medical health insurance due to pandemic, 40% are reluctant to avail any medical insurance.




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10. Reason for not opting for Health Insurance

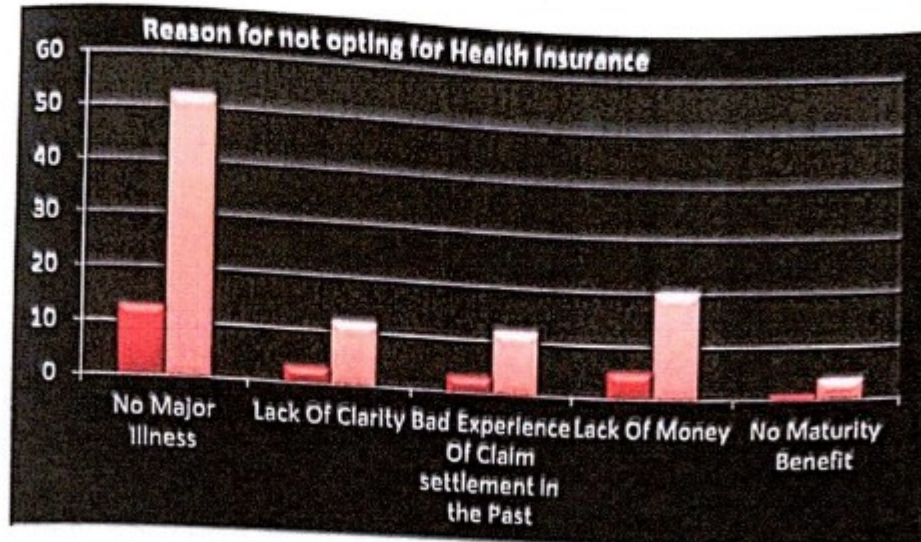


Chart 6.10

Reason for not Opting for Health Insurance	No Of Respondents	Percentage
No Major Illness	13	52
Lack Of Clarity	3	12
Bad Experience Of Claim settlement in the Past	3	12
Lack Of Money	5	20
No Maturity Benefit	1	4
Total	25	100%

Table 6.10

Interpretations- 52% of the respondents are not suffering from major illness, so lack to avail a policy, 12% of them are not aware of the policy benefits, 12% had a bad experience



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1. If not opted for Health Insurance do you cash available for Medical Emergency:

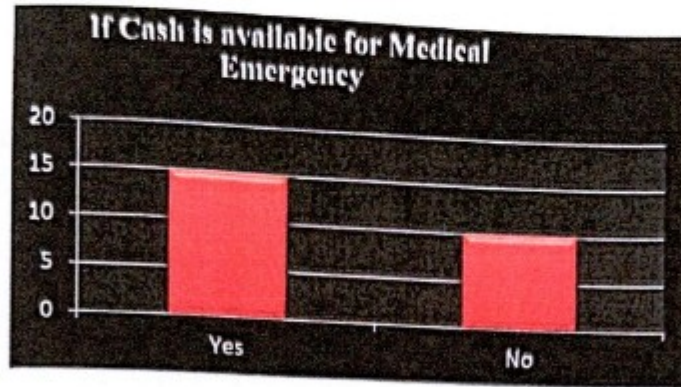


Chart 6.11

If not opted for Health Insurance do you have additional savings for emergency medical issues	No Of Respondents	Percentage
Yes	15	60
No	10	40
Total	25	100%

Table 6.11

Interpretations-60% Have additional Savings for Medical emergency and 40% do not have Medical Emergency Savings




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12. Name of Insurance company if opted for Health Insurance:

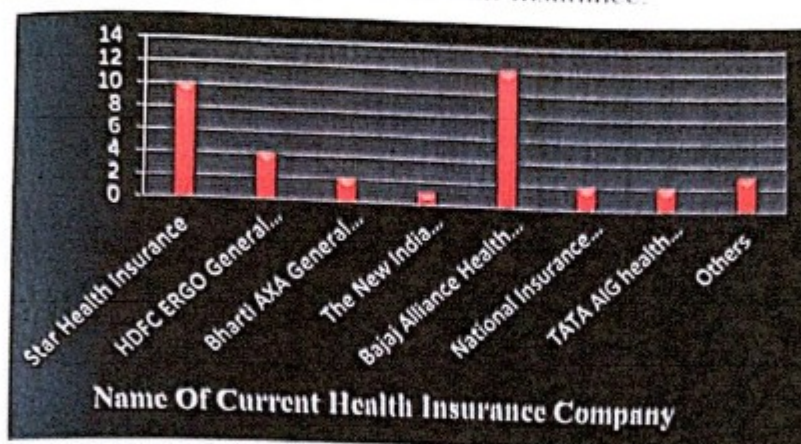


Chart 6.12

Name of the Health Insurance Company	No of Respondents	Percentage
Star Health Insurance	10	27
HDFC ERGO General Insurance Co.	4	11
Bharti AXA General Insurance Co.	2	5
The New India Assurance Co.	1	2
Bajaj Alliance Health Insurance	12	33
National Insurance Co. Ltd	2	5
TATA AIG health Insurance	2	5
Others	3	8
Total	36	100%

Table 6.12

Interpretations- From the above graph we can interpret, in the chronological order Bajaj Alliance Health insurance ranks the top with 33% people going to insurance, 27% of the respondent go for Star Health , 8% with all other companies and New India Assurance, TATA AIG and National Insurance company hold 5% health Insurance as per the graph.



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3. The insurance policy is for self or entire Family:

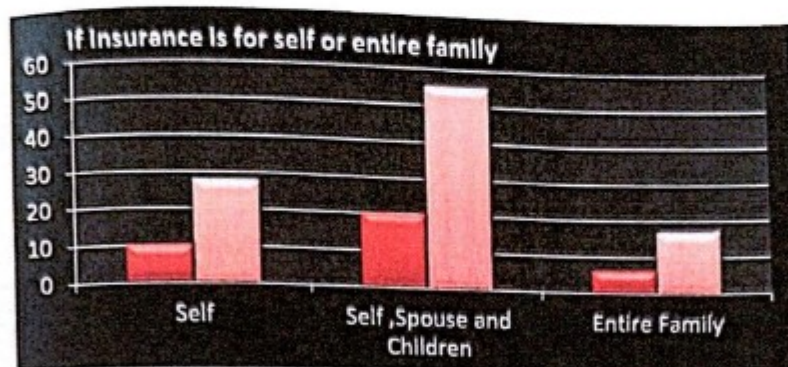


Chart 6.13

The Health Insurance cover for Self or Entire Family	No Of Respondents	Percentage
Self	10	28
Self ,Spouse and Children	20	55
Entire Family(Including Parents)	6	17
Total	36	100%

Table 6.13

Interpretations The above graph shows that 55% of the respondents opt of self- spouse and children. Very few i.e 28% of the respondent go in for only self-insurance because of low income and only 17% of the respondent go in for entire family including parents insurance because they consider all family members health important.




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Since how long do you hold the current Insurance policy?

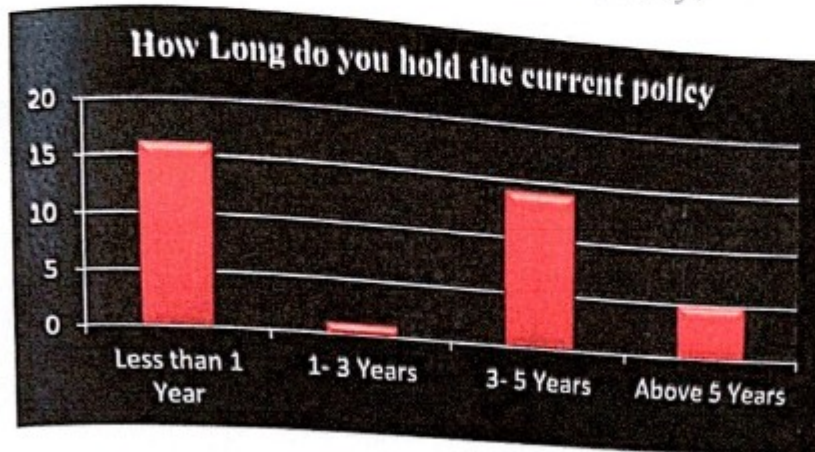



Chart 6.14

Since how long do you have Insurance Policy with this Company(In Years)	No Of Respondents	Percentage
Less than 1 Year	16	44
1- 3 Years	1	2
3- 5 Years	14	38
Above 5 Years	5	13
Total	36	100%

Table 6.14

Interpretations- From above graph it is observed that 44% of respondent have health insurance recently insured for health insurance, and 13% hold the insurance policy above 5 years.




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15. While buying Health Insurance what was the source of information

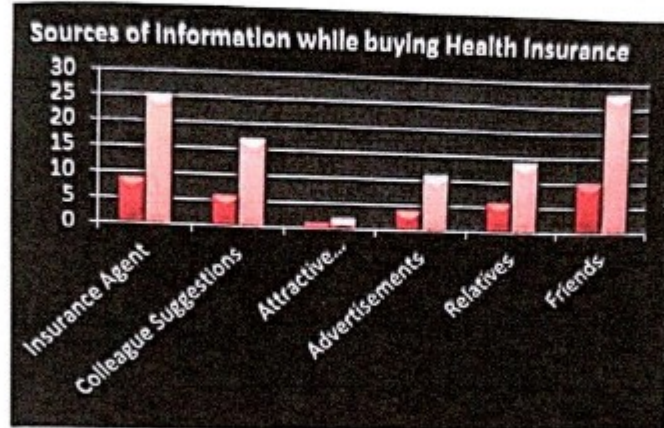


Chart 6.15

Sources of Information while buying Health Insurance	No of Respondents	Percentage
Insurance Agent	9	25
Colleague Suggestions	6	17
Advertisements	4	11
Relatives	6	16
Attractive Schemes/Offeres	1	3
Friends	10	28
Total	36	100%

Table 6.15

Interpretations- From the above graph it is observed that friends (28%) Insurance agents (25%) are most effective sources of information , Advertisement is (11%), lastly Attractive Schemes and offers (3%) are the least effective source of information.




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Rate the factors that influence decision while buying Health Insurance



Chart 6.16

Rate the factors that influence your decision while buying health Insurance	Important	Neutral	Not Important
Company Brand Name	22	11	5
Disease Coverage	28	9	1
Premium Cost	24	13	1
Hospitals Empaneled	26	11	1
Post Covid Experience	23	12	2
Tax Benefit	20	11	6
Add on Covers	16	15	5
Settlement of claims	32	5	1
Cashless Facility	30	5	1

Table 6.16

Interpretations-

- The most important factor that influence the decision while buying health insurance is Settlement of claims is 32%





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Is there a provision in your current Health Insurance Policy to Port to Another Health Insurance Company?

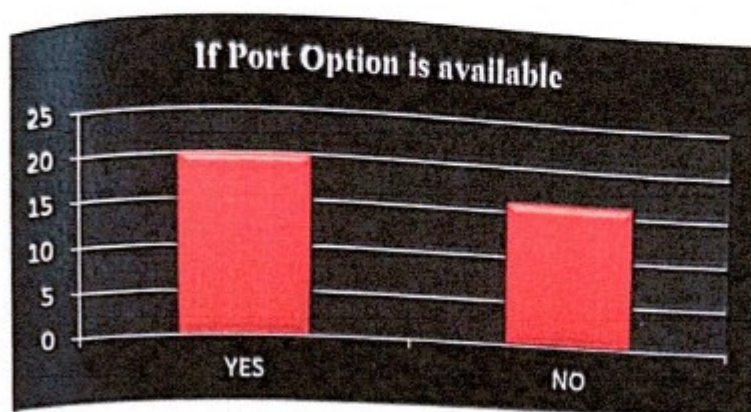


Chart 6.17

Provision to Port Health Insurance	Respondents	Percentage
Yes	20	55
No	16	45
Total	36	100%

Table 6.17

Interpretations- In the above graph we can see that only 56% of the respondent have a freedom to port their health insurance, Others i.e 44% lack a provision to port their health insurance.




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18. Will you refer the same Health Insurance policy to your Friends/ Relatives:

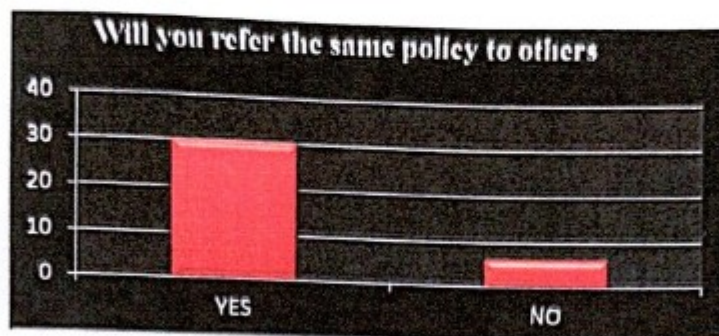


Chart 6.18

Will you Refer the same Policy to your Friends or Relatives	No Of Respondents	Percentage
Yes	30	83
No	6	17
Total	36	100%

Table 6.18

Interpretations-83% of the respondent are happy to refer the same policy to others however on the other hand 17% do not wish to recommend the same policy to others.




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CHAPTER- 7

LEARNINGS THROUGH THE PROJECT

- Post Covid-19 pandemic, the perception has changed positively, but converting those people into buyers of health Insurance is a real big task because changed perception may not necessarily result into people buying health Insurance.
- This study was a great learning to understand why people are apprehensive about Health Insurance, it also shows that many who do not have health Insurance are still not certain about the reasons why they themselves are holding back.




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**A
SUMMER INTERNSHIP PROJECT REPORT
ON
" A STUDY ON FUNDAMENTAL ANALYSIS OF
SELECTED LISTED PHARMACEUTICAL COMPANIES "
AT
" ACUEVERS PVT. LTD "**



**By
"KUNAL MANOHAR NIWATE"**

MBA-II (Finance)

Batch (2021-23)

UNDER THE GUIDANCE OF

PROF. Nilam Naldu

SAVITRIBAI PHULE PUNE UNIVERSITY

**In partial fulfillment of the requirement for the award of Degree of
MASTER IN BUSINESS ADMINISTRATION (MBA)**



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PUNE
SUBMITTED THROUGH
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CERTIFICATE

This is to certify that Mr./Ms. **NIWATE KUNAL MANOHAR**, a bonafide student of Dnyansagar Institute of Management & Research has successfully completed the Summer Internship Project on **"A STUDY ON FUNDAMENTAL ANALYSIS OF SELECTED LISTED PHARMACEUTICAL COMPANIES"** at **ACUEVERS PVT. LTD.** towards partial fulfillment of the requirement of the course, **MASTERS IN BUSINESS ADMINISTRATION [M.B.A.]** affiliated to the **Savitribai Phule Pune University**.

Prof. Nilam Naidu
Internal Guide

(Mrs. Aditi Kulkarni)
External

DR. Sajid Alvi
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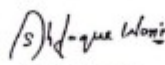
Date: 05-November-2022

TO WHOM IT MAY CONCERN

This is to certify that **Mr. Kunal Manohar Niwate**, a student of **MBA (FINANCE)** Dnyansagar Institute of Business Management has successfully completed his two months Internship Programme at Acuevers Pvt LTD. During his internship tenure he was found punctual, Hardworking and inquisitive.

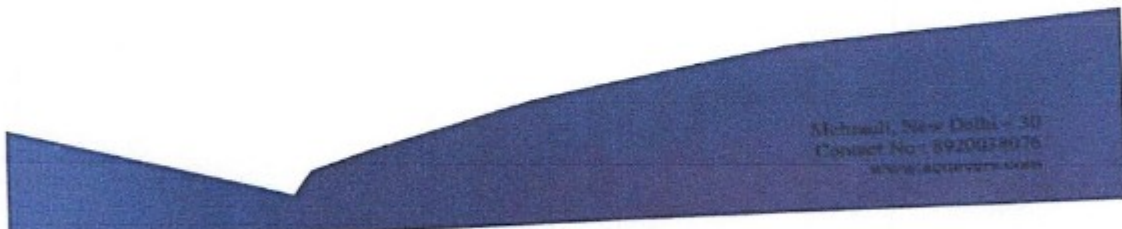
We wish him every success in life.

Authorized Signatory


Ashfaq Waris
Managing Partner




Saurav Dam
Managing Partner



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What is the project?

The project is about Fundamental analysis of pharmaceutical companies from Nifty Pharma. I have selected three companies out of twenty nifty pharma companies. after that I did Economy analysis and industry analysis and at the end I did detail Fundamental analysis of three company

- 1) IOL CHEMICAL
- 2) ALKEM LAB
- 3) TORRENT PHARMA

Then will do fundamental analysis on this company which includes Liquidity, Solvency, Efficiency, Profitability, Valuation and shareholding Pattern.

Purpose of the project

- 1) To understand the economy and Pharma sector.
- 2) To analyze the Liquidity, Solvency, Efficient, Profitability and Position of the selected Companies.
- 3) To provide suggestions on the base of findings.

Scope of the project

The project covers the analysis of 3 pharmaceutical companies and the study is done for a period of 5 years.

Salient Contributions of the project

- How Indian Economy is performing and various schemes which support Pharma Sector.
- How Government is supporting pharma sector.
- Entry barriers to enter into pharmaceutical sector.
- Suggestion to Retail Investor.
- Recommendation to company




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Problem of Statement

The impact of covid -19 pandemic on India's financial sector, we contribute by investigating the effect of the ongoing covid-19 pandemic on stock returns of indian pharmaceutical companies. By employing an event study methodology, our results indicate that the average returns of the pharmaceutical sector were positive during the COVID-19 phase, although mixed evidence was found at the firm level.

- Due to COVID 19, the Indian pharmaceutical sector has performed
- Due to Covid pharma sector has multiple opportunity in
- In last few years Indian Pharma sector companies share price volatility has increased

OBJECTIVE OF STUDY

The objective of this project is to deeply analyze our Indian Pharma Industry or investment purpose by monitoring the growth rate and performance on the basis of historical data.

To the main objective of project is

1. To study on the fundamental analysis of a pharmaceutical of companies.
2. To study the present scenario of a pharmaceutical industry.
3. To analyze the information collected on sales, profit, earning per share, market price etc.
4. To study ratio analysis for the selected companies and make necessary comments on it so as to provide complete idea and core ideology of the company. So that investors can easily get idea about the fundamental analysis of pharmaceutical companies.
5. To carry out financial and non-financial analysis of pharm Sector as a whole for the selected period.

SCOPE OF THE STUDY

The scope of the study is identified after and during the study is conducted.

- The analysis is made by taking into consideration three companies in Pharma Sector
- The scope of the study is limited for a period of five years.

LIMITATIONS OF THE STUDY

1. This study has been conducted purely to understand Equity analysis for investors.
2. The study is restricted to Five companies.
3. The study is limited to the companies having equities.
4. Detailed study of the topic was not possible due to limited size of the project.
5. There was a constraint with regard to time allocation for the research study i.e. for a period of 90 days.




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Tools of Data Analysis

Sr.no	Ratio	Formula
1	Current Ratio	Current Assets/Current Liabilities
2	Debt to Equity	total liabilities/ total shareholders' equity
3	Inventory turnover ratio	COGS / Average Value of Inventory
4	Interest coverage Ratio	EBITDA/Interest Expense
5	ROCE (Return on capital employed)	EBIT / Capital Employed
6	EPS	Net income -Preferred dividend / Weighted average shares outstanding
7	NPM	Net Income / Net Sale
8	P/E	Market value per share / Earning per share
9	Shareholding Pattern	
	Pledged Share	

Table: -1 Tools of data analysis



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Data Analysis

ECONOMY ANALYSIS

GDP

Gross domestic product (GDP) is the standard measure of the value added created through the production of goods and services in a country during a certain period. As such, it also measures the income earned from that production, or the total amount spent on final goods and services (less imports).

Formula: - $GDP = \text{private consumption} + \text{gross private investment} + \text{government investment} + \text{government spending} + (\text{exports} - \text{imports})$. GDP is usually calculated by the national statistical agency of the country following the international standard.

India GDP Growth Rate - Historical Data

Year	GDP	
	Growth (%)	Annual Change
2021	8.95%	15.54%
2020	-6.60%	-10.33%
2019	3.74%	-2.72%
2018	6.45%	-0.34%
2017	6.80%	-1.46%
2016	8.26%	0.26%
2015	8.00%	0.59%
2014	7.41%	1.02%
2013	6.39%	0.93%
2012	5.46%	0.22%
2011	5.24%	-3.26%

Table: -2 GDP Growth rate of year 2011-2021

Data analysis and interpretation: - As we can see GDP table, Annual change in percentage is increasing positively till 2016 which show that Indian economy is growing. After 2016 GDP growth rate started declining and we can see that in 2019 negative change in GDP Growth which is -2.49, the reason behind fall in 2019 is consumption demand was decreased, while investments and exports are both was in negative territory. The year 2020 Indian economy came to a halt due to lockdown, due to that only necessary products was only getting manufacture due to that the GDP Growth was in negative by -7.96 %. Since 2021 Indian Economy is recovering with very good speed and I m expecting positive and all- time high GDP Growth rate in 2022.



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Interest Rate

The interest rate is defined as the proportion of an amount loaned which a lender charges as interest to the borrower, normally expressed as an annual percentage. It is the rate a bank or other lender charges to borrow its money, or the rate a bank pays its savers for keeping money in an account in form of saving or fixed deposit.

YEAR	FD RATE OF SBI (Tenure 1 Yr)	
2016-17	7.50%	
2017-18	6.90%	
2018-19	5.75%	
2019-20	4.50%	
2020-21	5%	
2021-22	5%	

Table 3: - SBI FD RATE of year 2016-2022

Central bank of India uses bank interest as a tool which is called as monetary policy. interest can be used to control investment, Inflation and unemployment. If the interest rate is high then it might lead to Deflation in society and low interest rate lead to inflation. So central bank needs to keep money flow in control for that central bank use interest Rate. As shown in table in year 2016-17 the money flow was high or inflation was high that's why the central increased the interest to decrease money flow and by high interest rate people will start more investing in FD. Currently in Indian is boosting their economy by decreasing the interest rate to recover economy from covid and will also motivate company to expand their business and open new business which lead to more employment.




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PLI scheme (Production Linked Incentive Scheme)

Government has approved Production Linked Incentive (PLI) Scheme for Sector which is shown in table

SECTORS	INR in crores
1. Auto Components	57,042 cr
2. Automobile	57,042 cr
3. Aviation :-	120 cr
4. Chemicals :-	18,100 Cr
5. Electronic Systems :-	40,000 cr
6. Food Processing	10,900 cr
7. Metals & Mining	6,322 cr
8. Pharmaceuticals	21,940 cr
9. Renewable Energy	4,500 cr
10.Telecom	12,195 cr
11.Textiles & Apparel	10,683 cr
12.White Goods	6,238 Cr

Table 4: - PLI Scheme

The PLI Scheme for Pharmaceuticals is based on the strategy of "Atmanirbhar Bharat-Strategies for enhancing India's manufacturing capabilities and enhancing exports in ten sectors", which had been approved by the Union Cabinet on 24.02.2021. The Operational Guidelines for the scheme inviting applications from the pharmaceutical industry were issued on 01.06.2021 by the Department of Pharmaceuticals after intensive consultation with industry and related departments and NITI Aayog.



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The objective of the scheme is to enhance India's manufacturing capabilities by increasing investment and production in the sector and contributing to product diversification to high value goods in the pharmaceutical sector. One of the further objectives of the scheme is to create global champions out of India who have the potential to grow in size and scale using cutting edge technology and thereby penetrate the global value chains.

The scheme will provide financial incentives on the incremental sales (over Base Year) of pharmaceutical goods and in-vitro diagnostic medical devices to selected applicants based on pre-defined selection criteria. The incentives will be paid for a maximum period of 6 years for each participant depending upon the threshold investments and sales criteria to be achieved by the applicant. The total quantum of the incentive for the scheme is Rs 15,000 crore. SIDBI is the Project Management Agency for the Scheme.

The applications were invited in three different categories of applicants to ensure fair competition and broad coverage amongst the industry players. The categories were based on the size of the applicant as determined by the global manufacturing revenues from pharmaceutical manufacturing. The scheme has received a very good response from the industry and a total of 278 applications were received by the closing date of 31.08.2021 against which a maximum of 55 applicants were to be selected.

China plus one model

China Plus One, also known simply as Plus One, is the business strategy to avoid investing only in China and diversify business into other countries. For the last 20 years, western companies have invested in China, drawn in by their low production costs, and enormous domestic consumer markets. Developing from the overconcentration of business interests in China, it may be done for reasons of cost, safety, or long-term stability. It has also been described as a 'macro-level phenomenon'.

The increasing cost of doing business in China has also increased operating costs, especially for manufacturers. The advantages of the cheap labor and market demand that China initially provided has increasingly been overshadowed by the advantages that ASEAN countries can provide. These benefits include cost control, as workers in Southeast Asian countries are generally less expensive than Chinese employees, risk diversification, and new market access into economies. There is also a high level of risk for investors in the Chinese transitional economy, the sources of this risk can be credited to social, and political change. Multinational corporations have been looking at countries with adequately stable governments such as India, Vietnam, Indonesia, Malaysia, Thailand, Philippines and Bangladesh. Countries like Japan and United States are part of the phenomenon, with the strategy conceptualizing in businesses in these countries as early as 2008. However the China Plus One strategy has its own share of difficulties, including navigating new laws, new markets, and streamlining the business over multiple locations. Some say that moving out of China now is not even practical. The China Plus One strategy does give China its own benefits. China is able to maintain low-end manufacturing while also growing higher-value sectors. China Plus One strategy did not reduce the number of manufacturers, nor jobs in manufacturing. It does, however, reduce the number of growth, giving other economies a chance to flourish.



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Regulations in pharma Pricing

Since the 1970s, India has had some form of price control. The Drug Price Control Order (DPCO) is issued under the Essential Commodities Act, 1955 and all drugs under the National List of Essential Medicines (NLEM) are under the purview of the DPCO. Currently there are 3762 drugs in NLEM 2015, which includes a couple of patented drugs as well. The National Pharmaceutical Pricing Authority (NPPA) is the price regulator.

Price controls over pharmaceuticals, which are often arbitrary and unpredictable, have been a challenge for the industry in doing business in India. Irrational and overly steep price cuts have been acting as a de facto trade barrier to doing business in India. Over the last couple of years, the Indian Government has expanded the scope of such arbitrary price controls that were hitherto restricted to drugs to the field of medical devices; these measures are considerably more stringent and devoid of rationale when compared to drugs.

Generic Prescriptions

In April 2017, Prime Minister Narendra Modi announced that the Government would establish a legal framework mandating doctors to prescribe medicines by their International Nonproprietary Name (INN) only.⁴ As per the Prime Minister, it is only with this measure that poor people would be able to access low cost medicines. This was confusing because the Indian Medical Council (Professional conduct, Etiquette and Ethics) Regulations, 2002⁵ was already amended in 2016 to mandate that drugs be prescribed by generic names only by registered medical practitioners. However, to bolster the move to a generic market, the Government has been adopting various mechanisms for promotion of generic drugs through amendments in drug laws. To ensure quality of generic drugs approved by the State FDAs, the Union Ministry of Health (MoH) issued a notification in April 2017⁶ requiring bio-equivalence (BE) studies to be conducted for all drugs (new or otherwise) for category II and category IV of the biopharmaceutical classification system. The draft NPP proposes mandatory bio-availability (BA) in addition to proposing to make BA/BE tests mandatory for all drug manufacturing permissions including renewals accorded by the State FDAs and the Central Drug Standards Control Organization (CDSCO), India's drug regulator. There is also a proposal to amend the labeling regulation⁷ under the Drugs & Cosmetics Rules 1945 (DCR) requiring printing the generic name in at least two font sizes larger than the brand name. Additionally, the draft NPP proposes that for single ingredient drugs (except patented ones), the manufacturer would be allowed to stamp only its name on the drug package and that public procurement and dispensing of drugs will be by generic/salt names only.




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PHARMACEUTICAL INDUSTRY ANALYSIS

Introduce pharma

India is the largest provider of generic drugs globally. Indian pharmaceutical sector supplies over 50% of global demand for various vaccines, 40% of generic demand in the US and 25% of all medicine in the UK. Globally, India ranks 3rd in terms of pharmaceutical production by volume and 14th by value. The domestic pharmaceutical industry includes a network of 3,000 drug companies and ~10,500 manufacturing units.

India enjoys an important position in the global pharmaceuticals sector. The country also has a large pool of scientists and engineers with a potential to steer the industry ahead to greater heights. Presently, over 80% of the antiretroviral drugs used globally to combat AIDS (Acquired Immune Deficiency Syndrome) are supplied by Indian pharmaceutical firms.

Market Size

According to the Indian Economic Survey 2021, the domestic market is expected to grow 3x in the next decade. India's domestic pharmaceutical market is estimated at US\$ 42 billion in 2021 and likely to reach US\$ 65 billion by 2024 and further expand to reach ~US\$ 120-130 billion by 2030.

Indian Pharmaceutical Market (US\$ billion)



India's biotechnology industry comprises biopharmaceuticals, bio-services, bio-agriculture, bio-industry, and bioinformatics. The Indian biotechnology industry was valued at US\$ 64 billion in 2019 and is expected to reach US\$ 150 billion by 2025.

India's medical devices market stood at US\$ 10.36 billion in FY20. The market is expected to increase at a CAGR of 37% from 2020 to 2025 to reach US\$ 50 billion.

As of August 2021, CARE Ratings expect India's pharmaceutical business to develop at an annual rate of ~11% over the next two years to reach more than US\$ 60 billion in value.

In the global pharmaceuticals sector, India is a significant and rising player. India is the world's largest supplier of generic medications, accounting for 20% of the worldwide supply by volume and supplying about 60% of the global vaccination demand. The Indian pharmaceutical sector is worth US\$ 42 billion and ranks 3rd in terms of volume and 13th in terms of value worldwide.

In August 2021, the Indian pharmaceutical market increased at 17.7% annually, up from 13.7% in July 2020. According to India Ratings & Research, the Indian pharmaceutical market revenue is expected to be over 12% Y-o-Y in FY22.



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Government Initiatives

Some of the initiatives taken by the Government to promote the pharmaceutical sector in India are as follows:

- India could restart deliveries of COVID-19 shots to global vaccine-sharing platform COVAX in November-December 2021 for the first time since April 2021. The World Health Organization (WHO), which co-leads COVAX, has been pushing India to resume supplies for the programme, particularly after it sent ~4 million doses to neighbours and allies in October 2021.
- In November 2021, PM Mr. Narendra Modi inaugurated the first Global Innovation Summit of the pharmaceuticals sector. The summit will have 12 sessions and over 40 national and international speakers deliberating on a range of subjects including regulatory environment, funding for innovation, industry-academia collaboration and innovation infrastructure.
- In August 2021, Union Health Minister, Mr. Mansukh Mandaviya announced that an additional number of pharmaceutical companies in India are expected to commence manufacturing of anti-coronavirus vaccines by October-November 2021. This move is expected to further boost the vaccination drive across the country.
- In June 2021, Finance Minister Ms. Nirmala Sitharaman announced an additional outlay of Rs. 197,000 crore (US \$26,578.3 million) that will be utilised over five years for the pharmaceutical PLI scheme in 13 key sectors such as active pharmaceutical ingredients, drug intermediaries and key starting materials.
- As of August 31, 2021, the PLI scheme received a good response from the industry with a total of 278 applications. This is likely to benefit 55 manufacturers.
- To achieve self-reliance and minimize import dependency in the country's essential bulk drugs, the Department of Pharmaceuticals initiated a PLI scheme to promote domestic manufacturing by setting up greenfield plants with minimum domestic value addition in four separate 'Target Segments' with a cumulative outlay of Rs. 6,940 crore (US\$ 951.27 million) from FY21 to FY30.
- In May 2021, under Atmanirbhar Bharat 3.0, Mission COVID Suraksha was announced by the Government of India to accelerate development and production of indigenous COVID vaccines. To augment the capacity of indigenous production of Covaxin under the mission, the Department of Biotechnology, Government of India, provided financial support in the form of a grant to vaccine manufacturing facilities for enhanced production capacities, which is expected to reach >10 crore doses per month by September 2021.
- In April 2021, the Union Government decided to streamline and fast-track the regulatory system for COVID-19 vaccines that have been approved for restricted use by the US FDA, EMA, UK MHRA, PMDA Japan or those listed in the WHO Emergency Use Listing (EUL). This decision is likely to facilitate quicker access to foreign vaccines by India and encourage imports.
- In February 2021, the Punjab government announced to establish three pharma parks in the state. Of these, a pharma park has been proposed at Bathinda, spread across



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~1,300 acres area and project worth -Rs. 1,800 crore (US\$ 245.58 million). Another medical park worth Rs. 180 crore (US\$ 24.56 million) has been proposed at Rajpura and the third project, a greenfield project, has been proposed at Wazirabad, Fatchgarh Sahib.

Under Union Budget 2021-22, the Ministry of Health and Family Welfare has been allocated Rs. 73,932 crore (US\$ 10.35 billion) and the Department of Health Research has been allocated Rs. 2,663 crore (US\$ 365.68 billion). The government allocated Rs. 37,130 crore (US\$ 5.10 billion) to the 'National Health Mission'. PM Aatmanirbhar Swasth Bharat Yojana was allocated Rs. 64,180 crore (US\$ 8.80 billion) over six years. The Ministry of AYUSH was allocated Rs. 2,970 crore (US\$ 407.84 million), up from Rs. 2,122 crore (US\$ 291.39 million).

Pradhan Mantri Bhartiya Janaushadhi Pariyojana

The branded (Generic) medicines are sold at significantly higher prices than their unbranded generic equivalents, though are identical in the therapeutic value. Given the widespread poverty across the country, making available reasonably priced quality generic medicines in the market would benefit everyone.

Pradhan Mantri Bhartiya Janaushadhi Pariyojana (PMBJP) is a campaign launched by the Department of Pharmaceuticals to provide quality medicines at affordable prices to the masses. PMBJP stores have been set up to provide generic drugs, which are available at lesser prices but are equivalent in quality and efficacy as expensive branded drugs. It was launched by the Department of Pharmaceuticals in November 2008 under the name Jan Aushadi Campaign. Pharmaceutical & Medical Devices Bureau of India (PMBI) is the implementation agency for PMBJP.




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Pharmaceutical Import & Export

Indian pharmaceutical industry is known for its generic medicines and low-cost vaccines globally. Transformed over the years as a vibrant sector, presently Indian Pharma ranks third in pharmaceutical production by volume. In the last nine years, Indian Pharma sector has grown steadily by CAGR of 9.43%. Pharma sector has been consistently earning trade surplus. During 2020-21, total pharma export was ₹180555 crore (USD 24.35 Bn) against the total pharma import of ₹49436 crore (USD 6.66 Bn), thereby generating trade surplus of USD 17.68 Bn. Till end September 2021, total pharma export has been ₹87864 crore (USD 11.88 Bn) as against total import of ₹33636 crore (USD 4.66 Bn), thereby generating a trade surplus of ₹54228 crore (USD 7.22 Bn). Major segments of Indian Pharmaceutical Industry include generic drugs, OTC medicines, bulk drugs, vaccines, contract research & manufacturing, biosimilars and biologics. Indian pharmaceutical industry also plays significant role globally. India has the highest number of United States Food and Drug Administration (USFDA) compliant Pharma plants outside of USA. There are 500 API manufacturers contributing about 8% in the global API Industry. India is the largest supplier of generic medicines with 20% share in the global supply by manufacturing 60000 different generic brands across 60 therapeutic categories. Access to affordable HIV treatment from India is one of the greatest success stories in medicine. India is one of the biggest suppliers of low cost vaccines in the world. Because of the low price and high quality, Indian medicines are preferred worldwide, thereby rightly making the country the "pharmacy of the world". The Indian pharma industry has also played an important role in meeting the challenges for mitigation of the infection in COVID pandemic. The industry worked in close collaboration with the government and academic institutes etc., to quickly develop and refine manufacturing processes which helped to ensure a consistent supply of medicines needed for the management of COVID-19 (e.g. Remdesivir, Ivermectin, Hydroxychloroquine, Dexamethasone, Tocilizumab, Favipiravir etc.). Indian drug supplies throughout the COVID-19 pandemic period have provided relief to over 120 countries for Hydroxychloroquine (HCQ), 20 countries for paracetamol and about 96 countries for vaccines across the World.

Pharma Sector's Growth at Current Prices)

Item/Year	Output (₹ in Cr.)	Growth Rate
2015-16	3,03,352	16.56
2016-17	3,21,472	5.97
2017-18	3,28,677	2.24
2018-19	3,98,852	21.35
2019-20	3,89,094	-2.45
2020-21*	4,27,109	9.77

Estimated based on trend growth rate (CAGR) of output at 9.77% achieved during 2013-14 to 2019-20.



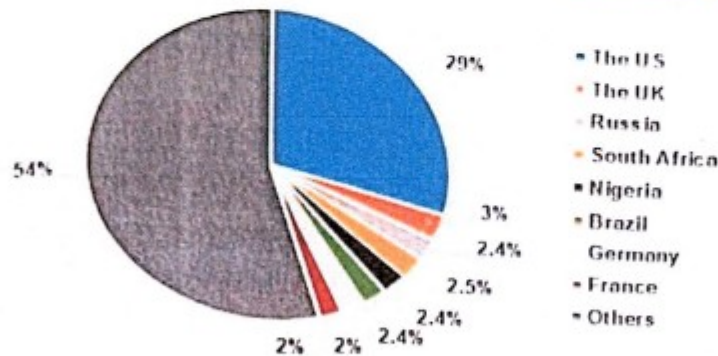

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India's country-wise share of drugs, pharmaceutical and fine-chemicals exports (2021-22)



Source: DGCI&S

Analysis of Pharmaceutical Industry Strengths

- **Effective and experienced general officers:** This industry operates at so many different levels that it is very difficult for unskilled workers to take care of any of its sub-sectors. Therefore, in order to keep things running smoothly the industry need highly trained staff. This maintains a high standard for the industry.
- **Skilled Workers:** Any workers in the pharmaceutical industry are required highly skilled. They were hired only after they had spent a lot of time training hard. These workers are the backbone of the industry. So having a set of skilled workers certainly helps with the face value of the industry.
- **Wide-spread base of buyers:-** This sector has a large customer base. It also produces some common types of medicine, which really help to support this foundation. This also ensures that the industry will have enough buyers for their products.
- **Availability of Resources and Labor:** This industry requires a large number of workers and chemical resources. Asian and African countries can offer a good number of workers at a very low price. Then again, European and American countries have abundant financial resources. They can also buy the chemicals needed for their medication.
- **Benchmarking:** The pharmaceutical industry has placed the highest benchmark in the medical industry. It is a well-known fact that the pharmaceutical industry is part of the medical industry. Therefore, by doing its job successfully the industry sets a good example for excellence in the medical industry.



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- **Visible market presence:** The pharmaceutical industry has an amazing presence in the market. Its huge and terrifying aura often scares potential competition and the things that attract many customers.

Weakness

- **Non availability of modern technology:** This industry lacks modern machinery. This makes it rather outdated and dull as customers are always searching for new and improved health care materials. Not to mention with modern tech support the production could be a lot faster.
- **Lengthy decision-making process:** This industry is quite vast and widespread. So, when taking a new and/or revolutionary decision, it may take a while before it is properly executed. This slows down the whole process. The main cause is the lengthy decision-making process of the industry. As the companies have their own board of directors and chairmans they can hardly agree on anything in a short period.
- **Low profitability and low profit margins:** As the price is quite high for the resources in this sector, profits are quite low more often than not. And it's not that it is only the case for some of the companies. Almost all the companies have low profit margins. This causes the industry to fall behind on the ground of wealth.
- **Low staff morale:** The staff in this industry doesn't have much motivation. This is the reason for low rates of production. Because many psychological articles suggest that if the morale is low or non-existent the performance of humans takes a heavy blow. So low staff morale is an issue.

Opportunities

Government support: This industry is often favored by the government. So, they get all the support and help they need from the government. It is also the factor for which the industry is flourishing to this day. The laws and taxes are often in their favor.

Growing space: This industry is still in its growing phase, according to the Life Cycle of an Industry. So, it can still go a long way and spread its wings further apart. So, it can still take control over the market, given the right marketing and advertising.

Financial support: Along with the government, many insurance companies are also favoring this industry. They have reasonable conditions and rules for them to follow. Also, the interest level is very low for them.

Patents: The pharmaceutical industry develops new and effective medication. If one company creates it, it can patent that product themselves and earn a handsome amount of profit. This gives the industry a chance to grow.



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Global market: Globalization has made the world closer than ever. This includes all the customers. The pharmaceutical industry is showing a promising future in the global market. If this works out well, the deficiency of proper resources and low profit margins will be no more.

Threats

Currency devaluation: In the current society's currency devaluation has taken a turn for the worse. This is affecting the pharmaceutical industry in a grim manner. It makes the whole ordeal a lot harder than it already is.

New competitors: Since globalization, the rivaling industries are increasing. Many people are interested in the Ayurvedic industry, homeopathic industry and many others instead of medicines. This poses a great threat to the pharmaceutical industry

Insufficient power supply: The pharmaceutical industry requires a huge amount of power. However, to supply this power on a large scale is a problem. As a result, many companies of the industry don't get enough power to carry out their necessary routines.

Inflation: The inflation of prices is an undeniable evil that is ever present. Especially in a sector is where raw materials are pricey to begin with, inflation of price just adds salt to the wound. Suddenly the necessities are out of reach for many companies in the industry. This causes the production cost to skyrocket and suddenly the profits are lower than ever.

Industry Debt equity

The debt-to-equity (D/E) ratio is used to evaluate a company's financial leverage and is calculated by dividing a company's total liabilities by its shareholder equity. The D/E ratio is an important metric used in corporate finance. It is a measure of the degree to which a company is financing its operations through debt versus wholly owned funds. More specifically, it reflects the ability of shareholder equity to cover all outstanding debts in the event of a business downturn. The debt-to-equity ratio is a particular type of gearing ratio.

Changes in long-term debt and assets tend to have the greatest impact on the D/E ratio because they tend to be larger accounts compared to short-term debt and short-term assets. If investors want to evaluate a company's short-term leverage and its ability to meet debt obligations that must be paid over a year or less, they can use other ratios.

Standard debt to equity ratio is 0.5 in pharmaceutical industry, considering that the debt/equity ratio of pharma companies still remains well below 0.5 (0.38 in 2014/15 and 0.40 in 2015/16), while that of infrastructure companies varies between 2.0 and 4.0.




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COMPANY DATA

ANALYSIS Liquidity Ratio

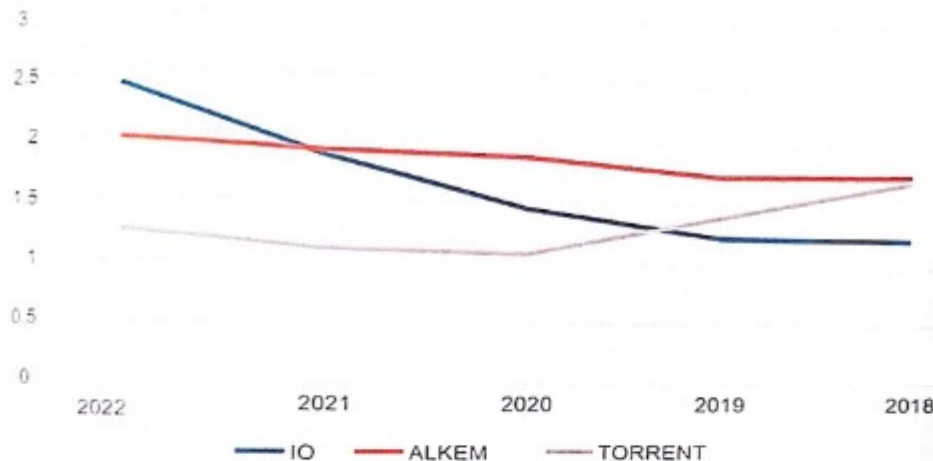
Current ratio

The current ratio is a liquidity ratio that measures a company's ability to pay short-term obligations or those due within one year.

Company	2022	2021	2020	2019	2018
IOL	2.43	1.85	1.44	1.23	1.23
ALKEM LAB	1.99	1.89	1.86	1.74	1.77
TORRENT PHARMA	1.25	1.10	1.07	1.40	1.72

TABLE 5: - CURRENT RATIO OF YEAR 2018-2022

Current Ratio



Interpretation :- While the range of acceptable current ratios varies depending on the specific industry type, a ratio between 1.5 and 3 is generally considered healthy. As we talk about IOL and Alkem lab both company current ratio is increasing yearly which is good sign and it shows that company is increasing their assets yearly compare to their liabilities. So, seeing both IOL and ALKEM company current ratio gives trust to their investor. As we talk about Torrent Pharma current ratio is not continuously increasing or decreasing but the ratio range between 1.10 - 1.72 which is good and that also shows that company is trying to utilize their assets.



Solvency- debt to Equity Ratio

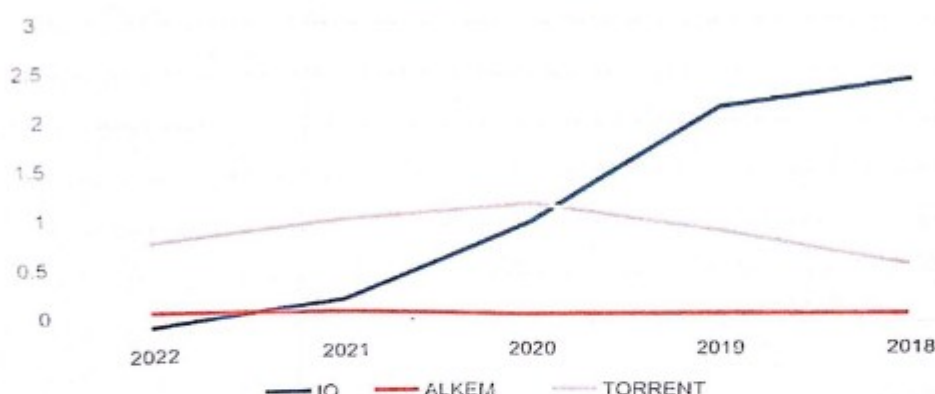
The debt-to-equity (D/E) ratio is used to evaluate a company's financial leverage and is calculated by dividing a company's total liabilities by its shareholder equity. The D/E ratio is an important metric used in corporate finance. It is a measure of the degree to which a company is financing its operations through debt versus wholly owned funds. More specifically, it reflects the ability of shareholder equity to cover all outstanding debts in the event of a business downturn. The debt-to-equity ratio is a particular type of gearing ratio.

What counts as a "good" debt-to-equity (D/E) ratio will depend on the nature of the business and its industry. Generally speaking, a D/E ratio below 1.0 would be seen as relatively safe, whereas ratios of 2.0 or higher would be considered risky.

Company	2022	2021	2020	2019	2018
IOL	0.03	0.27	1.02	2.15	2.41
ALKEM LAB	0.18	0.15	0.10	0.10	0.09
TORRENT PHARMA	0.87	1.08	1.20	0.92	0.58

TABLE 6: - Debt to Equity OF YEAR 2018-2022

Debt to Equity Ratio



Interpretation :- As we see in above table that in 2017 (D/E) Ratio of IOL Chemical is very high 2.17 but with time it decreased to 0.03 which is almost debt free which viewed as plus point for investor. Alkem Lab is maintaining good (D/E) which shows the stability of the company. For torrent pharma (D/E) was good in 2017 but in 2019 (D/E) started increasing and more then one (D/E) and ROCE is also decreased in since 2018 which show the that torrent is not doing as good as 2017.



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(AISHE Code : C - 41293, PUN Code - IMMP014030)

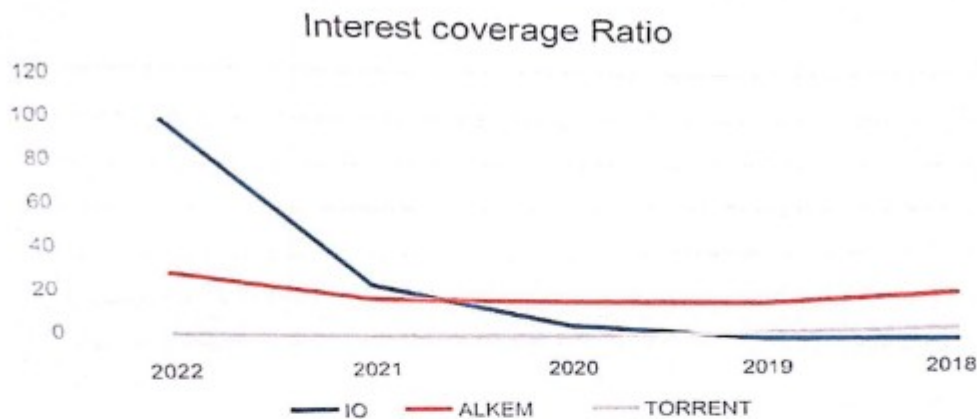


Interest coverage Ratio

The interest coverage ratio is a debt and profitability ratio used to determine how easily a company can pay interest on its outstanding debt. The interest coverage ratio is calculated by dividing a company's earnings before interest and taxes (EBIT) by its interest expense during a given period.

Company	2022	2021	2020	2019	2018
IOL	99.01	26.48	7.54	1.49	1.09
ALKEM LAB	32.26	20.36	18.48	17.74	22.36
TORRENT PHARMA	5.26	3.63	2.82	4.02	6.29

TABLE 8: - ICR OF YEAR 2018-2022



Interpretation: ICR is main ratio to decide how company is doing in liquidity. IOL was lowest in 2018 and 2022 IOL outrun both companies. Alkem ICR is also more if we compare with its 2018 ICR which is again shows that company is slowly steadily improving. Torrent pharma ICR was 6.29 in 2017 and in 2021 ICR is 5.26 which is less then 2018 so company is doing ok in term of ICR.



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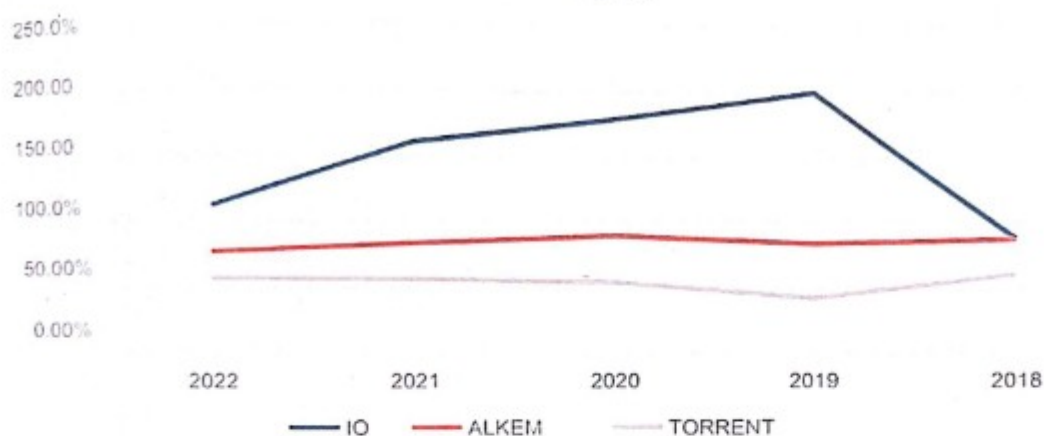
Asset Turnover Ratio

The asset turnover ratio measures the efficiency of a company's assets in generating revenue or sales. It compares the dollar amount of sales (revenues) to its total assets as an annualized percentage. Thus, to calculate the asset turnover ratio, divide net sales or revenue by the average total assets.

	2022	2021	2020	2019	2018
IOL	112.16%	161.15%	178.93%	199.66%	86.93%
ALKEM LAB	76.95%	83.90%	89.63%	83.77%	86.59%
TORRENT PHARMA	56.87%	56.66%	54.33%	42.00%	59.94%

TABLE 9:- ATR OF YEAR 2018-2022

ATR Graph :-



Interpretation: As we see in the graph that Torrent has a good asset turnover ratio but ATR is not growing year by year but torrent pharma is decent ATR with Steady rate. Alkem lab is continuously giving higher ATR every year but again ATR is not increasing year by year so again ATR of alkem lab is side ways. IOL ATR was 89.93 and next year ATR doubled to 199.66 which was amazing jump after that it keep decreasing but IOL ATR still best among three company ATR.




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Shareholding Pattern

Promoter's stake in total shareholding is a critical indicator of a company's confidence and reliability. While higher stakes indicate positivity, lower promoter stakes indicate reduced confidence.

Torrent Pharma Promoter chart of last one year and current shareholding pattern.

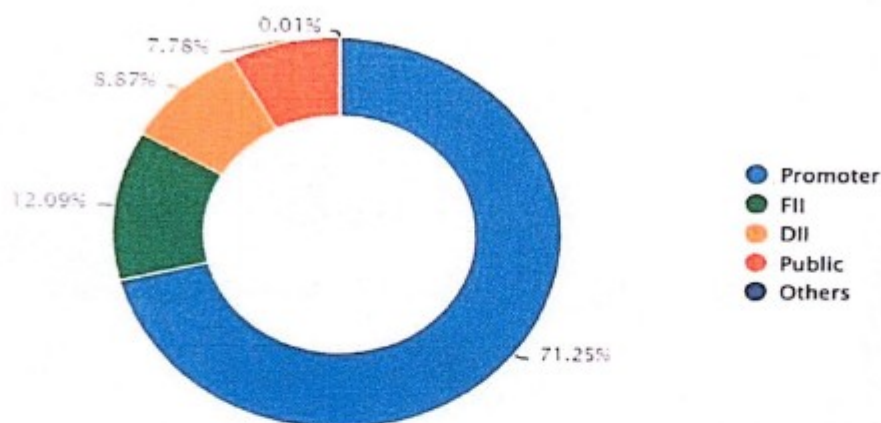
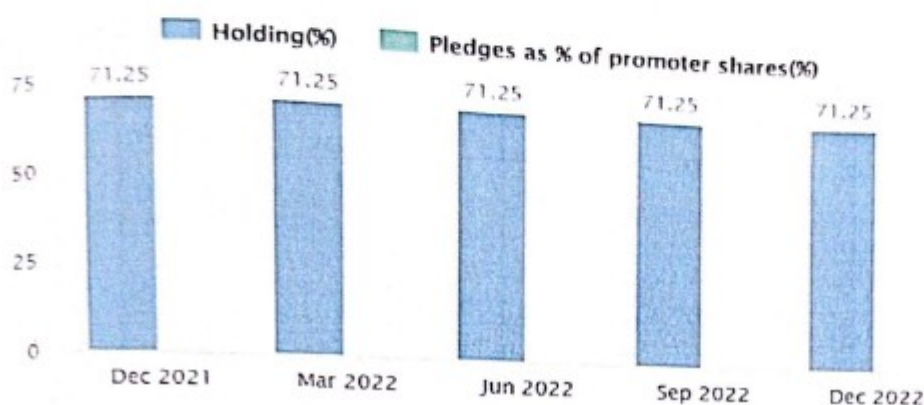


Figure: -12 Current shareholding pattern of Alkem Lab

Interpretation: - In Torrent Pharma Promoter holding is 71.25% which is highest out of three company which also tells us that their promoter believes in their company and chances of fraud will be less in this company. No change in promoter holding in last two year. FII and DII



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Findings from the project

- Got to know the current condition of Indian economy and able to forecast the GDP growth rate on the base of last 10-year data. Indian economy is growing with a very good speed. Covid and lockdown has affected the whole economy badly but post covid economy is recovering at very good pace
- Interest rate is continuously decreasing which is good sign because with interest rate the loan rate also decrease so company's and business take loan and that way India will grow more.
- Government is motivating pharma sector by giving 21940 CR as incentive for more production and export.
- GDP in last 10 year only once it was in negative in year 2020 because of covid . and GDP annual change was only 3 times negative which show that economy is growing with very good speed every year.
- After covid 19 every nation want to have other source of importing goods and want to more their production from China so India comes first after China which has capacity to produce at lower rate and have human power.
- There is Rules and regulation in pharma which includes pricing, Generic Prescriptions, Enforcing One Company, One Brand, One Molecule and Marketing Code this regulation make hard for anyone to take entry in Pharma sector.
- India is the largest provider of generic drugs globally.
- North America is the highest percentage in importing from India in pharma sector.

SWOT analysis findings:- strength - Effective and experienced general officers, Skilled Workers, Wide-spread base of buyers, Availability of Resources and Labor, high Benchmarking and Visible marketpresence.

Weakness - Non availability of modern technology, Lengthy decision-making process and Low staff morale.

Opportunities - Government support, Growing space, Financial support, Patents, Global market.

Threats - Currency devaluation, New competitors, Insufficient power supply and Inflation.

Current Ratio: - All three companies current ratio is good since 2017 but In 2021 IOL chemical is doing best among three and second is Alkem lab and last come torrent pharma.




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- **Current Ratio:** - All three companies current ratio is good since 2017 but In 2021 IOL chemical is doing best among three and second is Alkem lab and last come torrent pharma.
- **Debt to Equity Ratio:** - In 2017 Alkem Lab was best in debt to equity ratio and IOL Chemical was last but in 2021 IOL chemical is almost debt free company that's why IOL comes first in 2021 and Alkem comes second and Alkem Lab third. Can say all three companies debt to equity ratio is good.
- **Inventory turnover Ratio:** - IOL has great ITR in 2021 that why is comes first in ranking and second Alkem lab and third comes torrent pharma.
- **Asset turnover Ratio:** - Year 2021 IOL ATR is best out of three companies and Second alkem lab and third torrent pharma. IOL ATR is growing at very good speed and alkem lab and torrent pharma looks side ways.
- **ROCE:** - IOL roce looks worst in 2016 which was 4% but after that in 2021 roce is 53.83 which is fabulous. Alkem lab is in range between 10-22 % which is not bad. Torrent Pharma roce 44.31% in 2017.
- **EPS:** - IOL was not even in competition in 2017 with torrent pharma and Alkem lab. IOL did comeback and out run both in last 5 year and in 2021 IOL is Best among three companies. second comes alkem and third comes torrent pharma.
- **NPM Ratio:-** In 2017 Alkem was best among three and second was torrent pharma and IOL NPM was very low then 2021 IOL NPM is touching the sky and Akem lab and torrent pharma nothing major change in NPM.
- **Price to Earning Ratio:** - In 2017 IOL pe ratio was very expensive and year by year it keep decreasing and price of share was keep increasing and in 2021 it is 7.23. torrent pharma pe ratio touching sky in 2019 other then that alkem lab and torrent pharma pe ratio is good overall.
- **Shareholding pattern:** - Torrent pharma has 71 % promotor holding which is good because it shows that promotor trust their company and FII and DII is also have good investment in torrent pharma
Alkem lab: - In 2021 promotor holding is 57.13% which was 62 in 2020 which shows that promotor is selling their shares which is not a good sign .FII is percentage is less then torrent pharma but DII is 17 % more then torrent pharma.




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IOL: - In IOL promotor holding is 43.69% and hasn't sold their stake in last one year. Public hold 53.77 % in IOL.

NPM: - Again IOL outrun torrent and Alkem in NPM. (Reason behind IOL is API Business from where highest profit comes. APIs in simple words product which is use to produce medicine.

PE Ratio: - currently showing that IOL PE ratio is cheap then torrent and Alkem. Other ratio of IOL is also good which shows that IOL is good for invest.

Shareholding Pattern: - all three companies don't have any pledge shares and Alkem is doing well on shareholding pattern because FII, DII and public also have good percentage in Alkem. Torrent pharma also looks goods. IOL promoters is little low but that's ok. FII and DII holding is low that a negative point in IOL but IOL has highest holding with public which show people trust IOL.

IOL Chemical: - Company has reduced debt. Company is almost debt free. Company has delivered good profit growth of 67.35% CAGR over last 5 years. Company has a good return on equity (ROE) track record: 3 Years ROE 51.94%. very fast-growing company so risk taker should definitely try some

Alkem Laboratories Ltd: -Company has median sales growth which is 15.96% of last 10 years. Other than day financially company is stable and investor which want less risky can go with Alkem lab which is median return. Other than that everything is great.

Torrent Pharma: - one Plus point of torrent pharma is it has 71.25% of promotor Holding which great sign to gain investor trust and debt to equity is also not bad but company profitability is not so great and turnover ratio is also not attractive. So may be company is struggling with sales cause financially not so bad but still unable to perform. As my suggestion to investor is not wait and watch this stock and not to invest until profitability increase.




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SUGGESTIONS

- Pharmaceutical companies have lots of room to grow; so invest in these type of industries helps the investors at long time.
- High returns usually mean high risk. It is useful to think in terms of the risk premium.
 - Buy shares of reputed companies backed by top class management.
 - Do not invest in inactive shares generally it is difficult to en cash them.
 - Before investing we should undertake a deep study on the net sales, net profits in relations to equity capital employed & should attempt to forecast for the coming years.
 - From the company point of view, the company should allow the investors to take part in board of directors meeting & gives maximum dividend to the shareholders.
 - Do not over pay for growth.
 - Do not invest in unlisted shares.
 - The investors should become cautious while investing for very long time.
 - The investors should analyze the price movement. Economic performance is greatly affected to the performance of the industries of the country, so investors should know economic performance of the country while investing.
 - Before investing in any company, this is required to implement all the data & financial results & also decision himself.

CONCLUSION

This is the final and most important stage of the entire project. The main objective of my project ends with this stage. This part will indicate to the investor, creditors, and shareholders each of the company's overall operating efficiency and performance that will help them to make the most efficient investment decision.

Fundamental analysis holds that no investment decision should be without processing and analyzing all relevant information. Its strength lies in the fact that the information analyzed is real as opposed to hunches or assumptions. On the other hand, while fundamental analysis deals with tangible facts, it does not tend to ignore the fact that human beings do not always act rationally. Market prices do sometimes deviate from fundamentals. Prices rise or fall due to insider trading, speculation, rumour, and a host of other factors.

Fundamental analysis is based on the analysis of the economic, industry as well as the company and in this research we can see that the economic indicators have an effect on the bank growth and assets. The above report says that our economic growth is in a bad condition now and current position shows that this is the not a good time to invest.

According to the industry analysis Indian Pharam Sector is booming and currently its right time to invest.



Director

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Learning through the project

1. I understand in the project how to calculate the current ratio, debt to equity ratio, inventory turnover ratio, interest coverage ratio, EPS, NPM, and PER ratios.
2. It helps with the growth and competition of the industry.
3. The demand for western medicine has increased tremendously, and this has encouraged partnerships between Indian production and western companies.
4. Drug prices have continued to be low due to the intense competition and growth of pharmaceutical manufacturing companies in India.
5. In covid-19 pandemic time 10% gain in pharma stock.

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4/8/2023

1 of 2

College Name	IMMP014030 - Shri Khanderai Pratishthan Dnyansagar Institute Of Management And Reasearch		
Pattern Name	20519 - MBA (REV.2019)	Batch No	202210173603
Subject Name	303 - GC-13 SUMMER INTERNSHIP PROJECT	Exam Type	PRACTICAL OUT OF 50
Teacher Name	Naidu Nilam Dharani (Mob. No.: 9689650101) - Internal Examiner		

Total Students	Present Students	Absent Students	Not Applicable	Detained
167	113	54	0	0

Seat No	Marks/Grade	Seat No	Marks/Grade	Seat No	Marks/Grade	Seat No	Marks/Grade
23847	32	23872	(AB)	23897	(AB)	23922	33
23848	(AB)	23873	31	23898	41	23923	45
23849	34	23874	40	23899	39	23924	40
23850	36	23875	(AB)	23900	45	23925	35
23851	(AB)	23876	41	23901	38	23926	34
23852	(AB)	23877	38	23902	(AB)	23927	35
23853	38	23878	35	23903	(AB)	23928	36
23854	38	23879	(AB)	23904	(AB)	23929	(AB)
23855	(AB)	23880	(AB)	23905	(AB)	23930	(AB)
23856	(AB)	23881	(AB)	23906	37	23931	35
23857	(AB)	23882	34	23907	(AB)	23932	42
23858	39	23883	(AB)	23908	(AB)	23933	44
23859	37	23884	(AB)	23909	36	23934	32
23860	(AB)	23885	(AB)	23910	(AB)	23935	35
23861	(AB)	23886	(AB)	23911	33	23936	40
23862	(AB)	23887	(AB)	23912	(AB)	23937	39
23863	35	23888	43	23913	34	23938	40
23864	33	23889	40	23914	(AB)	23939	37
23865	(AB)	23890	38	23915	38	23940	31
23866	(AB)	23891	36	23916	(AB)	23941	42
23867	32	23892	(AB)	23917	44	23942	37
23868	38	23893	(AB)	23918	37	23943	44
23869	33	23894	38	23919	(AB)	23944	38
23870	40	23895	(AB)	23920	(AB)	23945	38
23871	(AB)	23896	(AB)	23921	35	23946	37



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4/8/2023

2 of 2

Seat No Marks/Grade		Seat No Marks/Grade		Seat No Marks/Grade	
23947	40	23972	41	23997	36
23948	39	23973	41	23998	45
23949	37	23974	40	23999	(AB)
23950	38	23975	45	24001	(AB)
23951	41	23976	39	24002	(AB)
23952	43	23977	42	24003	(AB)
23953	45	23978	40	24004	(AB)
23954	37	23979	43	24009	(AB)
23955	38	23980	38	24010	38
23956	47	23981	43	24011	35
23957	37	23982	37	24012	(AB)
23958	40	23983	38	24013	37
23959	38	23984	34	24014	(AB)
23960	40	23985	34	24015	35
23961	35	23986	37	24016	(AB)
23962	47	23987	38	24026	(AB)
23963	39	23988	33	24028	(AB)
23964	39	23989	38		
23965	38	23990	39		
23966	40	23991	35		
23967	39	23992	(AB)		
23968	37	23993	34		
23969	42	23994	37		
23970	40	23995	34		
23971	(AB)	23996	37		




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2308310504428

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1 of 1

College Name	IMMP014030 - Shri Khanderai Pratishtan Dnyansagar Institute Of Management And Reasearch		
Pattern Name	20519 - MBA (REV.2019)	Batch No	202304198700
Subject Name	303 - GC-13 SUMMER INTERNSHIP PROJECT	Exam Type	PRACTICAL OUT OF 50
Teacher Name	Naidu Nilam Dharani (Mob. No.: 9689650101) - Internal Examiner		

Total Students	Present Students	Absent Students	Not Applicable	Detained
40	19	21	0	0

Seat No	Marks/Grade	Seat No	Marks/Grade
33413	(AB)	33489	(AB)
33414	33	33490	(AB)
33415	(AB)	33493	40
33416	(AB)	33495	27
33417	(AB)	33498	28
33421	28	33500	40
33423	42	33552	(AB)
33424	38	33553	(AB)
33428	33	33554	30
33430	27	33555	(AB)
33434	39	33556	(AB)
33435	(AB)	33557	(AB)
33438	31	33558	(AB)
33439	28	33559	(AB)
33456	(AB)	33563	(AB)
33460	(AB)		
33461	38		
33464	(AB)		
33466	(AB)		
33467	28		
33476	33		
33481	(AB)		
33482	38		
33487	44		
33488	(AB)		




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FIELD VISIT





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Field Visit

A.Y. 2022-23

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2	Permission Letter for Field Visit
3	Report of Field Work
4	List of Students




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LIST OF FIELD VISIT



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List of Field Visit

Sr. No.	Details
1	Dorabjee's & Subway, Balewadi, High Street
2	Baramati Hi-tech Textile Park Ltd & Cotton King Pvt. Ltd
3	Tech Mahindra Ltd, Hinjewadi




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PERMISSION LETTER FOR FIELD VISIT



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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 6th June'23

Subject: Request for Visit to Dorabjee Mall

Dear Sir/Madam,

I am writing to formally request permission for a visit to Dorabjee Mall on behalf of the Dnyansagar Institute of Management & Research (DIMR). Our marketing subject teacher, Dr Manisha Jagtap and students are keen to explore the facilities and operations of Dorabjee Mall for educational purposes. We believe that witnessing firsthand the management and customer service strategies employed by Dorabjee Mall would greatly benefit our students.

We are particularly interested in understanding how Dorabjee Mall caters to the needs and preferences of its diverse clientele, as well as the innovative approaches it adopts in retail management and marketing.

We assure you that our visit will be conducted with the utmost respect for your premises and any guidelines you may have in place. We are willing to adhere to any security protocols or restrictions necessary to ensure a smooth and productive visit.

We would like to request a visit on the 15th of June at 11.00 am. However, we are flexible and open to scheduling alternatives that align with your availability.

Thank you for considering our request. We eagerly anticipate the opportunity to visit Dorabjee's Mall and learn from its exemplary practices.

Looking forward to your positive response.

Sincerely,

Dr. Sajid Alvi
Director



Permission Granted

Director
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(AISHE Code : C - 41293, PUN Code - IMMP014030)



Date: 7th June'2023

Subject: Request for Visit to Subway Outlet

Dear Sir/Madam,

I am writing to formally request permission for a visit to the Subway outlet located within Dorabjee Mall on behalf of the Dnyansagar Institute of Management & Research (DIMR). Our marketing subject teacher and students are eager to gain insights into the operations and customer service strategies of Subway for educational purposes.

We believe that observing firsthand the operations of Subway would provide invaluable learning experiences for our students, particularly in understanding the dynamics of fast-food retailing, customer engagement, and brand management.

Our visit will be conducted with the utmost respect for your establishment and any guidelines you may have in place. We are willing to adhere to any security protocols or restrictions necessary to ensure a smooth and productive visit.

We would like to request a visit on the 15th of June at 12.30 pm. However, we are flexible and open to scheduling alternatives that align with your availability.

Thank you for considering our request. We are eager for the opportunity to visit the Subway outlet and gain valuable insights from your operations.

Looking forward to your positive response.

Sincerely,


Dr. Sajid Alvi
Director




Director

Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045

Permission Granted



NILAM NAIDU <nilamnaidu@dimr.edu.in>

Fwd: Regarding permission to visit on Friday - 23 June 2023

1 message

Sunil Kamble <kamblesunil615@gmail.com>
To: nilamnaidu@dimr.edu.in

Sat, Jun 1, 2024 at 11:38 AM

----- Forwarded message -----

From: **Bamati Hi-Tech Textile Park Ltd. Bamati Hi-Tech Textile Park Ltd.** <bhtmlbaramati@gmail.com>
Date: Tue, 20 Jun 2023, 10:49
Subject: Re: Regarding permission to visit on Friday - 23 June 2023
To: DIMR director <director@dimr.edu.in>
Cc: ANIL WAGH <anilwagh01@gmail.com>, Sunil Kamble <kamblesunil615@gmail.com>

Your request is approved.

On Mon, Jun 19, 2023 at 1:13 PM DIMR director <director@dimr.edu.in> wrote:

To,

The Chief Manager

Baramati Hi-Tech Textile Park Ltd

Plot No: E - 1/2 MIDC, Baramati

Dist: Pune, Maharashtra, India

Subject- Regarding permission to visit on Friday - 23 June 2023

Respected Sir/Madam,

This is with reference to visit of MBA I & II year students of Dnyansagar Institute of Management & Research (DIMR), Pune.

DIMR under the patronage of Shri Khanderao Pratishthan with more than a decade long presence, supporting the cause of value based education, offering education in the management studies affiliated with Savitribai Phule Pune University, seeks permission for our MBA students to visit your esteemed organisation.



As part of the curriculum, an industrial visit is mandatory, so as to provide them the real insight of working procedure of an esteemed organisation such as yours and to fulfill the curriculum demand, we request you the industrial visit.

DirectorDnyansagar Institute of Management and
Research
Baramati, Pune - 411015

Kindly accord permission to visit your esteemed organisation for a team of approx. 102 (2faculty + 100 students).

Your co-ordination in this regard will not only help the cause of education but will also strengthen the youth of the nation.

Thanking You,

Dr. Sajid Alvi

Director

DIMR

Baramati Hi-Tech Textile Park Ltd.

Site & office Address-

Plot No. E-1/2, MIDC Industrial Area Baramati

Bhigwan Road Baramati | District: Pune | Maharashtra - 413 133

Mobile- 9158988193

E-mail: bhtplbaramati@gmail.com

Website : www.bhtpl.com



We have a responsibility to the environment

Before printing this e-mail or any other document, let's ask ourselves whether we need a hard copy?

OUR MEMBERS-

<https://www.cottonking.com/>

<https://peppermint.in/>

<http://purplecreations.com/>

<https://www.promgirl.in/>

<https://pioneercalicos.com/>




Director
Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045



vishal nicholas <vishalnicholas@dimr.edu.in>

Re: Request for a small visit & interaction of MBA Students of DIMR-Balewadi at The TechMahindra Foundation

4 messages

Dr.Rachana Shikhare <rachanashikhare@dimr.edu.in>

Thu, Jun 29, 2023 at 5:23 PM

To: Kalpana Divadkar <dkalpana@techmahindra.com>

Cc: Sajid Alvi <sajidalvi@dimr.edu.in>, vishal nicholas <vishalnicholas@dimr.edu.in>

Dear Madam,

Thank you so much for considering our request for a visit to TechMahindra Foundation Pune.

As per our latest interactions, this visit would be on Monday 3rd of July 2023; at the TechMahindra Ltd. Hinjewadi Campus.

There would be approximately **40 students and 2 Faculty members** accompanying me from DIMR- Pune.

Request you to kindly confirm the timings from your end.

Thank you so much and apologies for the delay in the response.

Thanks & Regards,

Dr.Rachana Shikhare

Faculty Member

DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH [DIMR]

(Approved by AICTE, New Delhi, Affiliated to Savitribai Phule Pune University)

SKP Campus, Baner-Balewadi, Pune – 411045 ; Website:https://www.dimr.edu.in

Alternate email_id:rachana_2011@hotmail.com| Contact No: 8668626757

On Mon, Jun 19, 2023 at 4:28 PM Dr.Rachana Shikhare <rachanashikhare@dimr.edu.in> wrote:

Sure Madam.

Thank you so much !

Thanks & Regards,

Rachana

On Mon, Jun 19, 2023 at 4:05 PM Kalpana Divadkar <dkalpana@techmahindra.com> wrote:

Rachana,

As discussed with you we will meet at 930am tomorrow. I have another meeting at 10am

Thanks and regards,

Kalpana

**Director**Dnyansagar Institute of Management and
Research
Balewadi, Pune-411045**From:** Dr.Rachana Shikhare <rachanashikhare@dimr.edu.in>**Sent:** Monday, June 19, 2023 12:28 PM**To:** Kalpana Divadkar <dkalpana@TechMahindra.com>**Cc:** Sajid Alvi <sajidalvi@dimr.edu.in>; vishal nicholas <vishalnicholas@dimr.edu.in>

Subject: Request for a small visit & interaction of MBA Students of DIMR-Balewadi at The TechMahindra Foundation

Dear Kalpana Ma'am ,

Greetings ! On behalf of SKP's Dnyansagar Institute of Management & Research (DIMR)-Pune

We are pleased to introduce DIMR as one of the renowned institutions in Pune, engaged in imparting quality education post graduate & undergraduate programmes B.C.A./B.B.A./B.Com./ M.B.A. in Balewadi Baner, Pune. It is approved by AICTE, New Delhi and affiliated to Savitribai Phule Pune University. From this academic year 2023-24, DIMR has also launched MBA Prime Course which is offered with a stronger professional & international exposure through International Business Exposure Program- IBEP(Dubai) in collaboration with Thames University in France. There are a variety of dual specialisations options from several domains like HR , Business Analytics , Operations, Marketing & Finance.

Our academic curriculum focuses on engaging students in practical experiences to observe the implementation of what they are taught in syllabus. We are happy to share that TechMahindra Foundation is being actively discussed in our Case Study Sessions as one of the successful implementers of CSR and sustainability, creating a positive impact on the society. It would be a favor and delight to know more about the **TechMahindra Foundation** which has been very active into Corporate Social Responsibility since its inception till date. May we request for a visit any time in this month of **June 2023**.

We look forward to an early and favorable response.

Thanks & Regards,

Dr.Rachana Shikhare

- Faculty Member

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- SKP Campus, Baner-Balewadi, Pune – 411045 ; Website:<https://www.dimr.edu.in>
- Alternate email jd:rachana_hotmail.com | Contact No: 8668626757

Caution: Please do not click links or open attachments unless you recognize the sender and know the content is safe.

===== Disclaimer: This message and the information contained herein is proprietary and confidential and subject to the Tech Mahindra policy statement, you may review the policy at <http://www.techmahindra.com/Disclaimer.html> externally <http://tim.techmahindra.com/tim/disclaimer.html> internally within TechMahindra. =====



Director

Dnyansagar Institute of Management and Research

vishal nicholas <vishalnicholas@dimr.edu.in>

TBalewadi 29P2023 4:16:03 PM



REPORT OF FIELD VISIT





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(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Field Visit 2022-23

Name of Activity: Field Visit

Day & Date: Thursday, 15th June'2023

Venue: Dorabjee's & Subway, Balewadi High Street.

Total Students:- 62

Objective:

- To contextualize theoretical concepts in practical industrial settings.
- To observe and analyze industrial processes, technologies, and operations.
- To understand the application of management principles in real-world scenarios.
- To interact with industry professionals and gain insights into career opportunities.
- To foster a deeper appreciation for the interdisciplinary nature of learning.

Introduction:

In the realm of education, the dichotomy between theory and practice has long been a subject of discourse. Theoretical knowledge, garnered within the confines of classrooms, often lacks the experiential depth that practical application provides. Industrial visits stand as a vital conduit between these two realms, offering students a tangible understanding of theoretical concepts in real-world settings.

Overview:

The Field visit took place at Dorabjee's & Subway, Balewadi High Street, a renowned player in industry sector. Students were provided with a comprehensive tour of the facility, encompassing various departments and operational units. Throughout the visit, they had the opportunity to witness firsthand the application of theoretical knowledge in diverse aspects of industrial operations, ranging from production processes to quality control measures. Additionally, interactive sessions with industry experts facilitated meaningful discussions and exchange of ideas.



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Balewadi, Pune-411045

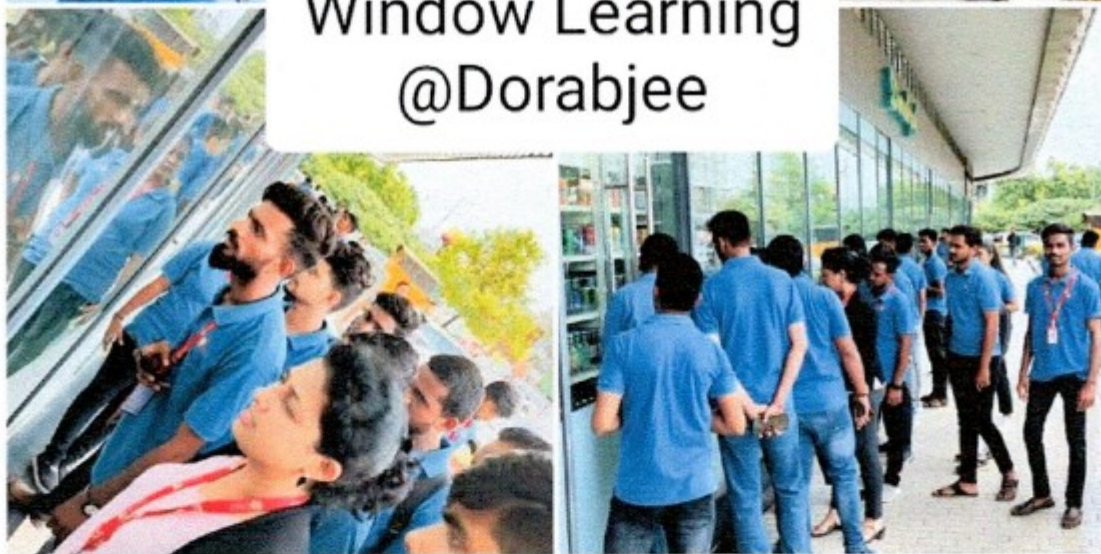


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**Window Learning
@Dorabjee**




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The visit not only offered insights into the technical facets of industrial operations but also shed light on the importance of soft skills such as teamwork, communication, and problem-solving in a professional setting. Furthermore, students were able to grasp the significance of sustainability practices and ethical considerations in contemporary industries.

Learning Outcome:

Field visits serve as invaluable supplements to traditional classroom learning, enabling students to bridge the gap between theory and practice. Through this visit to Dorabjee's & Subway, students gained invaluable insights into the practical applications of their theoretical knowledge.




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Field Visit 2022-23

Name of Activity: Field Visit

Day & Date: Friday, 23rd June'2023

Venue: Baramati Hi-tech Textile Park Ltd & Cotton King Pvt. Ltd

Total Students: - 94

Introduction:

On 23rd June'2023, total 94 students from DIMR embarked on an educational journey to explore the operations of Baramati Hi-tech Textile Park Ltd & Cotton King Pvt. Ltd both situated in Baramati. The students visited Cottonking Pvt Ltd and Pappermint Clothing Pvt. Ltd., to gain insights into their manufacturing processes and management practices. The visit was coordinated by Dr. Manisha Khaladkar, Prof. Nilam Naidu, Prof. Shamli Joshi and Mr. Sunil Kamble.

Objective:

- To provide students with a practical understanding of the textile industry and its operations.
- To familiarize students with the manufacturing processes and management practices of the visited companies
- To bridge the gap between classroom learning and real-world applications.



Baramati Hi-tech Textile Park Ltd



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Signature
Director

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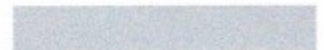


Stitching Area @ Cotton King Pvt. Ltd




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Overview:

The industrial visit commenced with a visit to Baramati Hi Tech Textile Park Ltd. Students were given an overview of the textile park and its facilities. They gained insights into the various stages of textile production, including spinning, weaving, dyeing, and finishing.

Students had the opportunity to interact with industry experts Mr. Anil Wagh, Project Manager who shared their experiences and provided valuable insights into the textile industry. The experts addressed queries related to textile industry, textile park establishment, objectives of the park, company affiliations, market opportunities & challenges and market trends.

The visit to Cottonking Pvt Ltd provided students with an understanding of the company's operations and product portfolio. The company specializes in men's clothing and is known for its quality products.

Students witnessed the various stages involved in manufacturing men's clothing, including fabric sourcing, cutting, stitching, and quality control. The company representatives explained the importance of maintaining quality standards throughout the production process. Students received an introduction to Pappermint Clothing Pvt. Ltd., a prominent clothing manufacturer known for its women's fashion wear. The company showcased its diverse product range and explained its brand positioning.

The students were given insights into the production workflow, from design conceptualization to sample creation, production planning, and distribution. The company representatives emphasized the significance of innovation and market research in the fashion industry.

Learning Outcome:

The visit provided practical exposure to the textile and clothing industry, enabling students to connect classroom learning with real-world applications. The interaction with industry experts, the factory tours, and the insights gained into manufacturing processes and management practices enhanced the students' knowledge and decision-making abilities in the context of the textile industry.



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Field Visit 2022-23

Name of Activity: Field Visit

Day & Date: Monday, 3rd July 2023

Venue: Tech Mahindra Ltd. & Tech Mahindra Foundation at Hinjewadi Campus, Pune.

Total Students: - 40

Introduction:

The visit commenced with a warm welcome by the senior executives of Tech Mahindra Ltd. They provided a brief overview of the company's history, mission, and global presence. The session included a presentation on the various verticals and services offered by Tech Mahindra, highlighting their contributions to the IT and software industry.

Overview:

The visit embarked with the enlightening session of Mr. Rajendra Kembhavi Sir (HR-Head Employee Relations- Tech Mahindra Ltd) who briefed us with the Tech Mahindra as a global IT giant and its market position across the major verticals.

Mrs. Kalpana Diwadkar Madam-Lead CSR of Tech Mahindra Foundation; encouraged the spirit of giving back to the society even while you are at early phase of your career. She welcomed the idea of academic connect with the corporate on the CSR front along-with from other engagements.

In the last segment of the visit Ms. Kanchan Madam and her Team gave fantastic demonstrations of the various set-ups which is the core of the Makers Lab. They showcased the best of the AI enabled gadgets and technological application that have extended their systems and helpdesk support to various commercial Banks as well as NGOs.



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Learning Outcome

Overall the visit was very fruitful, as the students got enthralled with the Campus surroundings, the professional insights and the knowledgeable deliberations that they endured through this rendezvous.




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LIST OF STUDENTS



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Field Visit

Day & Date: Thursday, 15th June'2023

Venue: Dorabjee's & Subway, Balewadi High Street

Sr.no.	Student Name
1	SHINDE LALIT ARUN
2	ARANE AMIT RAMESH
3	PATIL PRACHI CHANDRAKANT
4	SIDDHIVINAYAK SHINDE
5	ATIK ABDULALIM BIJAPURE
6	CHOUGULE SANCHITA RAMDAS
7	BORSE ABHIJEET DASHARATH
8	LAD ARPITA KHANDERAO
9	GAWALI VAIBHAV POPAT
10	PRITAM VIKAS SAPKE
11	DIPAK PRAKASH PATIL
12	JADHAO VANITA ANANDA
13	OMKAR DNYANDEO GORAVE
14	RAHUL NIMBAJI AHIRE
15	DAMODAR ASHWINI RAMESH
16	SMITA VASANT YEWALE
17	KASABE NARESH KISHOR
18	SACHIN MANIK RATHOD
19	SANAP DHIRAJ RAJARAM
20	NILOFAR BALEKHAN SHAIKH
21	SAGAR SHESHRAV WANDALE
22	ASHVINI KISAN SABALE
23	DNYANRAJ ANIL TOMPE
24	SANJAY MADHAVRAO KAMBLE
25	KAMBLE KAJAL DADA



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26	NIMBOLE MITALI HARISH
27	INGOLE ANKITA BHIMRAO
28	KULDIP SARJERAO SIRSAT
29	JYOTI RANGNATH KARALE
30	MORE SHRUNALI PRAMOD
31	LALIT RAMDAS WADEKAR
32	SHIVSHANKAR SONTAKKE
33	PRAVIN BALASAHEB SHENDGE
34	AKSHAY ARUN DIVE
35	WATEKAR MAHESH TANHAJI
36	TELE OMKAR RAOSAHEB
37	JIRGE TRIMBAKESH
38	RUCHA RAGHUNATH WARGADE
39	PATIL PRATIKSHA SHAILENDRA
40	SHUBHAM GORAKH PARKALE
41	MURAVADE OMKAR JIJABHAU
42	PANIKAR GOKUL ANIL
43	SHRADDHA GOVARDHAN NAIK
44	ZENDE PRIYANKA PRAKASH
45	DAUNDKAR ANIKET SUBHASH
46	NISHANRAO SWAPNIL ANIL
47	MIRDODE ASHVINI MURLIDHAR
48	RUSHIKESH VHANMANE
49	TAMJID GANISO YALKUDRE
50	DHOTRE VAISHNAVI SHANKAR
51	GAYATRI
52	SANKET SANJAY WAGHMARE
53	VAJALE PRAMOD MAHAVEER
54	SARITA DADASAHEB CHAVAN
55	BHUSHAN ANAND KULKARNI



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56	PARAG ASHOK MULEY
57	KHADE PRATIMA SANJAY
58	SHUBHAM SUNIL BENE
59	PATIL GANESH UMESH
60	BALAPURKAR DEVENDRA PRADEEP
61	TUSHAR HANUMANT JAGTAP
62	SWAPNIL BHIMRAO KANGUDE




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Field Visit

Day & Date: Friday, 23rd June'2023

Venue: Baramati Hi-tech Textile Park Ltd & Cotton King Pvt. Ltd

Sr.no.	Student Name
1	SALVE SAMRAT ASHOK
2	PAWAR PRANAV EKANATH
3	GAIKWAD KHUSHI KISHOR
4	MOTE VAIBHAV NARAYAN
5	PANTAWANE ASHWINI BABULAL
6	GUJAR PRATHAMESH PARAG
7	GAVHANE LAKHAN VITTHAL
8	SAINDANE SACHIN ROHIDAS
9	KHARAD RITESH SANTOSH
10	DHOKE AMISHA RAJU
11	SATHE PRATIK DADABHAU
12	PUTTAWAR RAHUL RAM
13	SABALE NITESH NIJAGUN
14	BANSODE GANESH SHRAVAN
15	THAKARE HARSHALI DILIP
16	NAVLEKAR AVINASH DEVRAO
17	HARSHVARDHAN RAHUL SORATE
18	CHAVAN SHWETA SUNIL
19	SHUBHAM ARUNRAO KAFRE
20	BAND SANKET VASANT
21	SHIRSATH SAYALI ARUN
22	MAGHADE ROHAN ANANTA




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23	JAGDHANE RAHUL RAJENDRA
24	BAJAD SAURABH VINOD
25	ASHWIN BALAJI GOTWALE
26	DUBEY SHRUTI GAJANANRAO
27	SANTOSH RAMESH WAGH
28	MASAL KSHITIJ HANUMANT
29	PAWAR PRIYANKA ARUN
30	OVHAL SIDDHANT NISHIKANT
31	PALLAVI RAJENDRA SHINDE
32	GOHAD PRITAM VAIBHAV
33	ATOLE SAHIL BABASAHEB
34	MOHAN KAILAS NARWADE
35	PRATIK PRAKASH SARODE
36	KOLI BHAGYASHREE PRAVIN
37	PRIYANKA GANESH CHIKALE
38	YUVRAJ MOHAN BHALERAO
39	RATHOD AJAY VISHNU
40	PATHARE SHARAD SUKHADEV
41	SURYAWANSHI ANIKET MANIK
42	KAMBLE SHUBHAM MUKUND
43	PRATIK TANAJIRAO GAIKWAD
44	GANESHAN CHAVAN
45	PARKALE PRUTHVIRAJ
46	SONAWANE SUYASH VASANT
47	MORE RIYA CHANDRAKANT
48	BHUJBAL PUSHPARAJ SANTOSH
49	CHETAN NANDU AHER
50	WAGHMARE SWARANJALI
51	KHANDALKAR PUSHPAK JAYANT




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52	BHAGAT PRASHIK KESHAV
53	PRABHAVALKAR SAMARTH
54	AKASH BHAGWAN GADGE
55	CHINMAY SUDHIR BHAVE
56	SHINDE ASHOK RAMNATH
57	SAINATH WAGHCHAURE
58	PATIL RUCHITA SUNIL
59	DHANWALE SANGEEVAN AUBA
60	KHARABE MANOJ MAROTI
61	ASHWARYA SANTOSH GAIKAWAD
62	NISHANRAO NEHA ANIL
63	MANSI MAHENDRA PAWAR
64	MUNDLIK MANGESHKUMAR
65	RAJ VINAYAK KAMBLE
66	SHINDE KOMAL NAVNATH
67	SHINDE AMAR JAGANNATH
68	KANNA AKHIL SHRINIWAS
69	CHAVAN DINESH VIJAY
70	SASANE GANESH ASHOK
71	WARKAD NIKITA GOVIND
72	RANDIVE ANIRUDDHA ARVIND
73	KORE SURAJ MARUTI
74	SHELKE SUNIL MANCHAK
75	KADAM SARVOTTAM NIVRUTTI
76	KAMBLE SAKSHI JAGDISH
77	GAIKWAD AADITI BHARAT
78	SHUBHAM SANGAM KAMBLE
79	KAJAL SANJEEV MANE
80	SNEHA AJAY SHINDE




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(AISHE Code : C - 41293, PUN Code - IMMP014030)



81	KAMBLE SAKSHI TULSHIRAM
82	CHAVHAN SAPANA MAHENDRA
83	KOKANE SHREEYASH SURYAKANT
84	SHRADDHA RAVINDRA DEVKARE
85	DESHMUKH KRISHNA SAMBHAJI
86	DESHMUKH MONALI AJAY
87	RUTIK SUNIL JAGTAP
88	KACHARE SAKSHI BALAJI
89	KOTHARI YASH SHANTILAL
90	JADHAV MAYUR RAJENDRA
91	CHAUDHARI ROHAN NARESH
92	BOCHARE AKSHAY DILIP
93	MADKE PARTH SHIVNATH
94	GHADGE PARMESHWAR MAHADEV




Director

**Dnyansagar Institute of Management and
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Balewadi, Pune-411045**





**SHRI KHANDERAI PRATISHTHAN'S
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Field Visit

Day & Date: Monday, 3rd July'2023

Venue: Tech Mahindra Ltd., Hinjewadi

Sr.no.	Student Name
1	KADAM SHITAL RAMCHANDRA
2	DINESH EKNATH SHINKAR
3	PATIL AKSHATA RAMESH
4	DHOLE ROSHNI YUVRAJ
5	ABHIANJALI TANAJI RACHKAR
6	RAJMANE PRAJAKTA GOPAL
7	KAJALE PRATIKSHA VINAYAK
8	PRIYANKA RAMCHANDRA DEOKULE
9	BHADKUMBE AKASH VINOD
10	JADHAV BHOOMIKA
11	THORAT SWAPNIL VASANT
12	SHRADHA RAMESH DHUMAL
13	ASHISH SHASHANK KADAM
14	BHALERAO ABHIJEET ASHOK
15	SINGH SHUBHAM SHAMBHU
16	DHOBAL PRAKASH ROHIDAS
17	GHATE RAHUL ARUN
18	MESHRAM AACHAL PARMANAND
19	MAHIMA RAMDAS UGALE
20	DURGE PRATIK KAMALAKAR
21	SIDDHI ATUL JOSHI
22	PATLE YAMINI PRATAP
23	BEMBARE PAYAL HEMANTRAO



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24	MAYURI PRASANN INGALE
25	VISHWAKARMA BANWARILAL
26	MANE ARCHANA BAJRANG
27	DHIWAR TEJASWINI RAJENDRA
28	KHADE NISHANT PADMAKAR
29	CHANDURKAR GHANSHYAM
30	PALVE SANDIP RAMDAS
31	NIKALE SACHIN PRAMOD
32	BIDAVE PRATHAMESH RAMESH
33	MESHRAM SUDHANSHU PRAKASH
34	PHUSE YOGESH ANANTA
35	BALVEER VISHWANATH AAWATE
36	WAGHMARE PRANAV ASHOK
37	ATUL CHANDRAKANT BHUJABAL
38	ABHISHEK VISHNU KUBADE
39	NIRMAL ABHISHEK GAJANAN
40	SWAPNIL BHARATRAO JAWANJAL




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