



ACTIVITY REPORT

Workshop on “Workshop: Using AI for Fundraising & Investor Pitch”

Organized by
Institution's Innovation Council,
Shivaji University, Kolhapur

In collaboration with the
Department of Technology
Abhikalpa – Institute Innovation Club

Venue:
Electronics and Telecommunication Engineering
School of Engineering and Technology
Day and Date:
Tuesday, 25 th August, 2026, from 12:15 pm to 2 pm



IIC ID: IC202218525

Invitation



SHIVAJI UNIVERSITY, KOLHAPUR.

School of Engineering and Technology
(B. Tech. Electronics and Telecommunication Engineering)

In collaboration with

Institution's Innovation Council (IIC)

and

Tech and Startup Club

Jointly organise

"Workshop: Using AI for Fundraising & Investor Pitch"

An in-depth workshop on modern fundraising strategies and investor pitch techniques using Artificial Intelligence. Focused on skill-building for entrepreneurs, students, and faculty.

Resource Person

Mrs. Namrata R. Shinde

Assistant Professor, Government College of Engineering,
Kolhapur (GCOEK)

Organised by

Mrs Shweta Rakesh Patil

Assistant Professor- E&TC
School of Engineering and Technology

Tuesday, 25th August, 2026, from 12:15 pm to 2 pm
Venue: Electronics and Telecommunication Engineering
Shivaji University, Kolhapur.

Prof. (Dr.) S. D. Delekar
Director, SCIL

Prof. (Dr.) R. V. Gurav
Vice-President, IIC-SUK
Dean, Faculty of Sci.&Tech.

Prof. (Dr.) J. P. Jadhav
Hon. Pro-Vice-Chancellor
President, IIC-SUK

Prof. (Dr.) R. K. Kamat
Hon. Vice Chancellor
Head of the IIC-SUK

Dr. H. C. Pandit

Coordinator, IIC SUK

Dr. A. A. Shirolkar

IQAC Coordinator SET

Dr.S.B.Chavan

Program Co-ordinator
E&TC,SET ,SUK

Prof. (Dr.) A. B. Kolekar

I/C Director, SET SUK
Convener, IIC SUK

• Title of the event:	Workshop: Using AI for Fundraising & Investor Pitch
• Type of event: (seminar/workshops/FDP/ STPP/conference/Training/ Alumni talks etc.):	Workshop (Level 1: 2 Hours duration)
• Level:	I
• Program theme:	Entrepreneurship
• Day and Date of the event:	Tuesday, 25 th August, 2026, from 12:15 pm to 2 pm
• Objectives of the event	1. To instil and nurture an entrepreneurial mindset among the participants. 2. To equip participants with essential skills crucial for entrepreneurship.

Details of the speaker:

- **Name:** Mrs.Namrata Raturaj Shinde
Currently working as Contrybutray assistant Professor in Electronics and telecommunication Engineering Government engineering Kolhapur
- **Designation with institution address**
Contributory teacher GCEOK
- **Mobiles No. :** 8087259447

- **Er. Harshwardhan Pandit**
Currently working as an Assistant Professor in Mechanical Engineering at the Department of Technology, Shivaji University, Kolhapur. Works to promote design

thinking culture amongst students, 5 patents published and 2 patents granted. Published book on IPR, Management of Startups and Business Management. Conducts workshops on design thinking and innovation.

- **Designation with institution address:**

Assistant Professor – Mechanical Engineering, Department of Technology, Shivaji University, Kolhapur. Maharashtra. 416004

- **Mobiles No. :** 9860839117

- **Any online profile link:** <https://www.linkedin.com/in/er-harshwardhan-pandit>

• Participant details:	The program was open to students and faculty members.
• A. Students:	1. Boys: 18 2. Girls: 23 3. Total: 41
• B. Faculty:	1. Male: 0 2. Female:3 3. Total:3
• Photographs:	Attach at the end of the report
• Key Outcomes of The Activity:	1. The workshop instilled confidence in participants to pursue entrepreneurial ventures by providing them with practical tools, insights, and a supportive learning environment. 2. The networking session facilitated meaningful connections among participants, encouraging collaboration, knowledge sharing, and the formation of a supportive entrepreneurial community.
• Media coverage:	Attach at the end of the report (if any)
• Feedback received from the guests/participants	Attach at the end of the report (if any)

Introduction:

The School of Engineering and Technology, B.Tech. Electronics and Telecommunication Engineering, Shivaji University, Kolhapur, in collaboration with the Institution's Innovation Council (IIC-SUK) and Tech and Startup Club, jointly organized a workshop on "Using AI for Fundraising & Investor Pitch." The event was conducted on Tuesday, 25th August 2026, from 12:15 pm to 2:00 pm at the Electronics and Telecommunication Engineering Department, Shivaji University, Kolhapur.

The workshop was organized with the objective of developing awareness and practical skills among students, faculty members, entrepreneurs, and aspiring innovators regarding modern fundraising strategies and effective investor pitching using Artificial Intelligence. The session focused on how AI-based tools and techniques can support entrepreneurs in preparing business proposals, developing investor pitches, understanding market opportunities, and communicating their startup ideas effectively.

Invited Expert:

The workshop was graced by the presence of Mrs. Namrata R. Shinde, Assistant Professor, Government College of Engineering, Kolhapur (GCOEK), who served as the resource person. She is experienced in the areas of technology, innovation, and entrepreneurship and shared valuable insights into the application of Artificial Intelligence in fundraising and investor pitching.

The event was organized under the guidance of Dr. Shamkumar B. Chavan, Associate Professor and Coordinator – E&TC, School of Engineering and Technology. The programme was supported by the Institution's Innovation Council and Tech and Startup Club.

The session commenced with an introduction to the objectives of the workshop and the importance of AI in the contemporary entrepreneurial ecosystem. Mrs. Namrata R. Shinde then delivered an informative and practical session covering various aspects of fundraising and investor pitching.

Key Points from Mrs. Namrata R. Shinde's Session:

1. Introduction to Fundraising and Investor Pitch:

The resource person provided an overview of startup fundraising and explained the importance of presenting a business idea clearly and convincingly to potential investors.

Participants were introduced to the major components of an effective investor pitch.

2.Role of Artificial Intelligence in Entrepreneurship:

The session highlighted the growing importance of Artificial Intelligence in supporting entrepreneurs and startups.AI can assist entrepreneurs in research, content creation, analysis, idea validation, and preparation of professional business presentations.

3. Identifying Funding Opportunities:

Participants learned about the importance of identifying appropriate funding sources according to the stage and requirements of a startup.The resource person explained how entrepreneurs can research potential investors and funding opportunities efficiently with the support of AI tools.

4. Developing an Effective Pitch:

Emphasis was placed on creating a clear, concise, and compelling investor pitch.Participants were guided on how to communicate the problem, proposed solution, target market, business model, competitive advantage, and growth potential of a startup.

5. AI-Assisted Pitch Deck Preparation:

The session demonstrated how AI can help entrepreneurs structure and improve their pitch decks.AI tools can be used for generating ideas, organizing information, refining content, and creating visually appealing presentations.

6. Market Research and Competitor Analysis:

The resource person explained the importance of understanding market size, customer requirements, industry trends, and competitors before approaching investors. AI-based tools can support entrepreneurs in collecting and organizing market information for informed decision-making.

7. Improving Business Communication:

Participants learned how AI can help improve the clarity, structure, and professionalism of business proposals and investor presentations. Effective communication was emphasized as an essential skill for entrepreneurs seeking investment.

8. Understanding Investor Expectations:

The session highlighted the need to understand what investors look for while evaluating a startup. Participants were encouraged to demonstrate the uniqueness of their solution, market opportunity, scalability, financial potential, and ability to execute their business plan.

9. Practical Application of AI Tools:

The workshop focused on the practical use of Artificial Intelligence rather than only theoretical concepts. Participants gained insights into how AI tools can be integrated into different stages of the fundraising and pitching process.

10. Building Confidence for Investor Interaction:

The resource person emphasized the importance of confidence, preparation, and clarity while interacting with investors. Participants were encouraged to use AI as a supporting tool while retaining originality, critical thinking, and authenticity in their presentations.

11. Interactive Question-and-Answer Session:

The workshop concluded with an interactive session in which participants raised questions related to fundraising, investor expectations, AI tools, pitch preparation, and startup development.

Mrs. Namrata R. Shinde addressed the queries and provided practical suggestions based on entrepreneurial requirements.

Participation and Interaction:

The workshop received an enthusiastic response from the participants. Students, faculty members, and aspiring entrepreneurs actively participated in the session and discussions. The practical approach adopted by the resource person helped participants understand how Artificial Intelligence can be effectively utilized for fundraising and investor pitching. The interactive nature of the workshop provided participants with an opportunity to clarify their doubts and gain practical knowledge about developing stronger startup proposals and investor presentations. The session also encouraged participants to explore innovative ideas and consider entrepreneurship as a career and professional opportunity.

Conclusion:

The workshop on “Using AI for Fundraising & Investor Pitch” proved to be an informative and enriching experience for the participants. The session provided valuable insights into modern fundraising strategies, investor expectations, pitch development, and the practical application of Artificial Intelligence in entrepreneurship.

The knowledge shared by Mrs. Namrata R. Shinde helped participants understand how AI can be used as a powerful supporting tool for market research, pitch deck preparation, business communication, and investor engagement. The workshop successfully promoted an entrepreneurial mindset and encouraged students and faculty members to explore innovative ideas and startup opportunities. The organizers express their sincere gratitude to the resource person for her valuable time, expertise, and engaging presentation.

Acknowledgements:

The organizers extend their sincere gratitude to the university authorities and IIC-SUK for their constant motivation, encouragement, and support in organizing the workshop. The organizers convey their gratitude to Prof. (Dr.) S. D. Delekar, Director, SCIIL; Prof. (Dr.) R. V. Gurav, Vice-President, IIC-SUK; Prof. (Dr.) J. P. Jadhav, Dean, Faculty of Science and Technology; Prof. (Dr.) R. K. Kamat, Hon. Pro-Vice-Chancellor and President, IIC-SUK; Dr. H. C. Pandit, Coordinator, IIC-SUK; Dr. A. A. Shirolkar, IQAC Coordinator, School of Engineering and Technology; and Prof. (Dr.) A. B. Kolekar, I/C Director, School of Engineering and Technology and Convener, IIC-SUK, for their valuable guidance and support.

Special thanks are extended to Dr. Shamkumar B. Chavan, Associate Professor and Coordinator – E&TC, for organizing and coordinating the workshop successfully, and to all faculty members, students, and participants for their active involvement and enthusiastic participation.

PHOTOGRAPHS





ATTENDANCE



Shivaji University, Kolhapur.

Institution's Innovation Council & Tech and Startup Club

(IIC ID: IC202218525, AISHE Code: U-0325)

Programme Attendance Sheet

Name of Program: Workshop on Fundraising and Investor pitch
 Program Type: ☒ Expert talk / ☐ Exposure visit / ☐ Mentoring Session / ☐
 (Tick mark) ☐ Conference / ☐ Seminar / ☐ Workshop / ☐ Competition / ☐ Bootcamp
 Program Theme: ☒ IPR & Technology Transfer / ☐ Innovation & Design Thinking / ☐
 (Tick mark) ☐ Entrepreneurship and Startup / ☐ Pre incubation & Incubation Management
 Mod of delivery: ☐ Online / ☐ Offline / ☒ Hybrid Duration (Hrs.): 2 hr.
 Participants: All department at 306
 Day, Date, Time: Tuesday 25/08/26 12:15 to 2 PM
 Venue: CR 318 Electronics and Telecommunication Engg
 Organised by (Name of Dept.): Electronics and Telecommunication Program
 Programme coordinator: Dr. S.B. Chavan

Sr. No.	Name of participant	Class / Branch/ Institute	Mobile No.	Signature
1.	Sneha Ashok Patil	SY. ENTC	8208094724	<i>[Signature]</i>
2.	Sanika Abasa Patil	SY ENTC	7387219745	<i>[Signature]</i>
3.	Pratiksha S. Autsange	SY ENTC	9657274289	<i>[Signature]</i>
4.	Pranaveshwari S. Wadga	SY ENTC	82320180691	<i>[Signature]</i>
5.	Harshal A. Burchade	SY ENTC	8579009474	<i>[Signature]</i>
6.	Sanika S. Chullare	SY ENTC	8467590433	<i>[Signature]</i>
7.	Gomrudhi R. Patil	SY ENTC	8379013013	<i>[Signature]</i>
8.	Riddhi Anand Sakhare	SY ENTC	9309161987	<i>[Signature]</i>
9.	Shrawani Mahadev Thombare	SY ENTC	9359710971	<i>[Signature]</i>
10.	Saha Imran Sanadi	SY ENTC	9359648913	<i>[Signature]</i>
11.	Vedika Hanmant Thorat	SY ENTC	9665917914	<i>[Signature]</i>
12.	Amruta Abasaheb Thorat	SY ENTC	9322047327	<i>[Signature]</i>
13.	Siddhi Shalendra Koli	SY ENTC	8055994433	<i>[Signature]</i>
14.	Rutuja Vasant Varkunje	SY ENTC	7517612006	<i>[Signature]</i>
15.	Mansi Santosh Jadhav	SY ENTC	9226882899	<i>[Signature]</i>
16.	Vaishnavi Jagwant Ghone	SY ENTC	9226593007	<i>[Signature]</i>
17.	Sanavi Keshav Rajpure	SY ENTC	9699341726	<i>[Signature]</i>
18.	Pranjal T. Kamble	SY ENTC	8262058873	<i>[Signature]</i>
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INSTITUTION'S
INNOVATION
COUNCIL

निकलित महाराष्ट्र
अभियान



MAHARASHTRA
INNOVATION
COUNCIL

SCIL



Sr.No.	Name of participant	Class / Branch	Mobile No.	Signature
20.	Siddhesh Ankush Chavoo	S-Y ENTC	9036117759	S.A.C.
21.	Vedant Vinod Sapale	S-Y ENTC	9378686200	V.V.S.
22.	Raj Ashok Yadav	S-Y ENTC	7278525327	Raj
23.	Prasad P. Tikatane	S-Y ENTC	8208802829	P.T.
24.	Amar B. Varnate	S-Y ENTC	8275605110	Amar
25.	Harshad M. Shikarkhane	S-Y ENTC	9022096429	H.S.
26.	Soham S. Kavanekar	S-Y ENTC	7666647623	S.K.
27.	Naikik B. Gadakh	S-Y ENTC	7620992033	N.B.
28.	Shah A. Amir Majani	S-Y ENTC	8411870251	A.M.
29.	Vedat Shubham Arun	S-Y ENTC	9518950083	V.S.
30.	Saathak C. Ghanwat	S-Y ENTC	7666774204	S.G.
31.	Ghugge Ranjit Suryay	S-Y ENTC	8208936180	R.S.
32.	Aniket Subhash Surawshi	S-Y ENTC	7410752265	A.S.
33.	Patil Harshvardhan Arjun	S-Y ENTC	8423460270	H.A.
34.	Chavan Anish Babul	S-Y ENTC	7499928161	A.C.
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