

Department of Chemical Engineering
in association with IIC, ANITS organizes

A session on
**“Achieving problem solution-fit
and product market-fit”**



Guest Speaker
Shri Thota Sivaji
Founder and CEO
Aaharya Technologies Pvt Ltd.,

On 7th February, 2023 from 09.30 AM
At Seminar Hall, Chemical Engineering

Mr. B. Pradeep Santosh
Faculty Coordinator

Prof. R. Srikanth
HoD, Chemical Engg

Prof. K. Sri Rama Krishna
Principal, ANITS



ANIL NEERUKONDA INSTITUTE OF TECHNOLOGY & SCIENCES

Autonomous status accorded by UGC and Andhra University
Approved by AICTE, Permanently Affiliated to Andhra University
Accredited by NBA (IT,CSE,EEE,ECE, and Mech) & accredited by NAAC with "A" Grade
Sangivalasa - 531162, Bheemunipatnam (Mandal), Visakhapatnam (Dist.)
Phone: 08933 - 226083, 226084, 226131, Fax: 08933-226395
Email: principal@anits.edu.in

COLLEGE CODE - ANIL



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

**DEPARTMENT OF CHEMICAL ENGINEERING
IN ASSOCIATION WITH ANITS IIC**

08-02-2023

Event title: "Achieving problem solution fit and product market fit."

On February 7th, 2023, the department of Chemical Engineering at ANITS collaborated with IIC to organize a one-day session on "Achieving problem solution fit and product market fit" for students and faculty. The session was conducted by Mr. Thota Sivaji, from M/s Aaharya Technologies Pvt. Ltd, who was an expert in the field of market analysis and product development.



Department of Chemical Engineering
in association with IIC, ANITS organizes

**A session on
"Achieving problem solution-fit
and product market-fit"**



**Guest Speaker
Shri Thota Sivaji
Founder and CEO
Aaharya Technologies Pvt Ltd.,**

On 7th February, 2023 from 09.30 AM
At Seminar Hall, Chemical Engineering

Mr. B. Pradeep Santosh
Faculty Coordinator

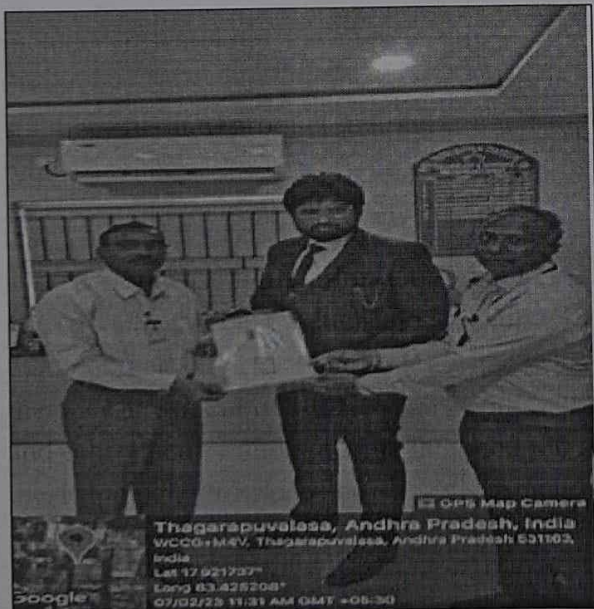
Prof. R. Srikanth
HoD, Chemical Engg

Prof. K. Sri Rama Krishna
Principal, ANITS

The objective of the session was to educate participants on the process of achieving problem solution fit and product market fit. The speaker emphasized the importance of understanding the market, customer needs, and preferences while identifying problem statements, finding solutions, and testing them to achieve the desired fit. The speaker also highlighted the significance of market analysis and understanding to successfully test products and avoid mistakes.

Achieving problem solution fit and product market fit was a process that helped businesses identify and solve problems while aligning their solutions with market needs. It involved understanding the core problem a business was trying to solve and finding the best solution to address it while considering customer needs, preferences, and pain points. This process also included researching the market, identifying customer segments, analyzing their needs and preferences, and developing a product that aligned with those needs. By achieving problem solution fit and product market fit, businesses could create products that met customer requirements, solved their problems, and satisfied their preferences, leading to increased success in the market.

The session was highly informative and insightful, and the outcomes were highly positive, with participants gaining a better understanding of how to identify problems and develop solutions that met market needs. The Head of the Chemical Engineering Department, Prof. R. Srikanth, the Vice-President of IIC, Dr. Ch. Anil, the IIC Coordinator, Mr. B. Pradeep Santosh Kumar, and other faculty and students attended the session. The initiative was highly appreciated by the Principal, Prof. K. Sri Rama Krishna, who signed an MOU between ANITS and M/s Aaharya Technologies Pvt. Ltd. for 3 years.



Ch.

(Faculty Coordinator)

R. Srikanth.

(HOD, Chemical Engineering Department)

ANIL NEERUKONDA INSTITUTE OF TECHNOLOGY & SCIENCES

(UGC AUTONOMOUS)

(Affiliated to AU, Approved by AICTE & Accredited by NBA & NAAC)

Sangivalasa 531 162, Bheemunipatnam Mandal, Visakhapatnam Dist



DEPARTMENT OF CHEMICAL ENGINEERING

in association with IIC, ANITS

A session on "Achieving problem solution fit and product market fit"

7th February 2023

III/IV B. Tech. II Semester Chemical Engineering

S. No.	Regd. No.	Student Name	Signature
1	320126502001	BHEESETTY PRUDHVI MANOHAR NAIDU	B Prudhvi
2	320126502002	BOOLA SIRISHA	B Sirisha
3	320126502003	CHODAVARAPU VENU GOPAL	Venu
4	320126502004	GABU CHITTI BABU	G. Chittibabu
5	320126502005	GOPIDHALAI TIRUMALA RAO	
6	320126502006	JEERU RAMESH	J. Ramesh
7	320126502007	KAKARA VENKATA VARAHA SAI TEJA	K.V.V Sai Teja
8	320126502008	KARAKA SANDHYA	Sandhya
9	320126502009	KOLLU DINESH VARA SWAMY KUMAR	
10	320126502010	M MAHISAI KUMAR REDDY	M Mahisai
11	320126502011	NALIGIRI HARIKA	N. Harika
12	320126502012	NANEPALLI DHARMENDRA	
13	320126502013	PAPPU SRI VENKAT SAI ASRATH	P. Asrath
14	320126502014	PATALA VAJRITHA	P. Vajritha
15	320126502015	PENAGANTI DHODEEP	P. Dhodeep
16	320126502016	PUSULURI VENKATA LOKESH	P. Venkata Lokesh
17	320126502017	SAYYAD HANIF	S. Hanif
18	320126502018	SUNKARI SRIVALLI	S. Srivalli
19	320126502019	TEDLAPU GEETHA SUMA	T. Geetha
20	320126502020	VAMSI KOTANA	V. Kotana
21	320126502L10	DIMILI TEJA	D. Teja
22	320126502L36	NANUBALA NARESH	
23	321126502L01	DEVARAPALLI SAI VENKATA PRAVEE	D. Pravee
24	321126502L02	SIRAPARAPU SHYAM KUMAR	S. Shyam
25	321126502L04	KANISSETTY SAIRAM	K. Sai Ram
26	321126502L05	SANDAKA RAJ KUMAR	S. Raj Kumar

27	321126502L06	CHINTHALAPATI ANIRUDH VARMA	<i>Chintalapati Anirudh</i>
28	321126502L07	AKULA SAITEJA	<i>A. Sai Teja</i>
29	321126502L08	KATAKAM YESWANTH PYDI KUMAR	
30	321126502L09	THEJOMURTHULA ANJANEYULU	<i>T. Anjaneyulu</i>
31	321126502L10	YELLAPU SAI NITHIN SOMESWAR NAI DU	<i>Y. Sai Nithin</i>
32	321126502L11	GURRAM MURALI RAJ	<i>G. Murali Raj</i>
33	321126502L12	SARAGADAM SHYAM	<i>S. Shyam</i>
34	321126502L13	VADDI GOPAL	<i>V. Gopal</i>
35	321126502L14	NEMALA RAGHU	<i>N. Raghu</i>
36	321126502L15	JONNADULA KESAVA NAGA VENKATA	<i>J. K. N. V. S. Ganesh</i>

Jdr
Faculty Coordinators

R. Jeithanth
HoD
HEAD,
DEPARTMENT OF CHEMICAL
ENGINEERING

ANIL NEERUKONDA INSTITUTE OF TECHNOLOGY & SCIENCES
(UGC AUTONOMOUS)

(Affiliated to AU, Approved by AICTE & Accredited by NBA & NAAC)
Sangivalasa 531 162, Bheemunipatnam Mandal, Visakhapatnam Dist



DEPARTMENT OF CHEMICAL ENGINEERING
in association with IIC, ANITS

A session on "Achieving problem solution fit and product market fit"
7th February 2023

IV/IV B. Tech. II Semester Chemical Engineering

S. No.	Regd. No.	Student Name	Signature
1	318126502019	KUNDEM GURU MANIKANTA	
2	319126502001	BANDARU PRATYUSHA KUMAR	
3	319126502002	BURADA RADHA SAI	
4	319126502003	CHANDRA MAHANTI VENKATADURGA	
5	319126502004	CHINTAKAYALA RANI	
6	319126502005	DEVU VENKATA SAI RAGHAVA	
7	319126502006	DORNALA VISHNU VARDHAN REDDY	
8	319126502007	GANTI MAHAPATRUNI VAISHNAVI	
9	319126502008	GONNABATHULA SRI SIVA SATYA N	
10	319126502009	KONATHALA CHOLA GOWRI VENKATA	
11	319126502010	KOTNI MUTYALA RAHUL	
12	319126502011	LANKALAPALLI NAVEEN KUMAR	
13	319126502012	NEELAPU DANIEL	
14	319126502014	POTNURU RAHUL	
15	319126502015	SAYED FAYAZ	
16	319126502016	SIGATAPU HEMA CHAND	
17	319126502017	SIGIREDDY CHANDRA SEKHAR	
18	319126502018	TIRRI UDAY	
19	319126502020	YETUKURI VAMSI KRISHNAM RAJU	
20	320126502L01	MEDISETTI AKHIL	
21	320126502L02	DODDI BHARANI KUMAR	
22	320126502L03	BODDAPU SUNITHADEVI	
23	320126502L04	BATTI MALATHI	
24	320126502L06	POTHULA SAI SUBRAHMANYAM	
25	320126502L07	PEDDADA SUSHRUTH SAI KUMAR	
26	320126502L08	DIMILI YOGESWARABABU	
27	320126502L09	VATHADA MANIKANTA	
28	320126502L11	SAMMIDI KUMARI	
29	320126502L12	MYLIPILLI SAI ROSHITHA	

30	320126502L13	DODDI MAHESH	
31	320126502L14	BEVARA NAVEEN	B. Naveen
32	320126502L15	PAISAKA CHANDRIKA	P. Chandrika
33	320126502L16	KOLATI VIJAY VARMA	Vijay Varma
34	320126502L17	TAMADA AJAY KUMAR	
35	320126502L18	RAPETI GNANESWAR	
36	320126502L19	MADICHERLA ASWANI RAM	
37	320126502L20	VAKADA SRAVANI	V. Sravani
38	320126502L21	KOTA PEDALOVARAJU	
39	320126502L22	KANDREGULA MANOHAR	K. Manohar
40	320126502L23	PERAPU NAVEEN	Perapu Naveen
41	320126502L24	SYED MOHAMMAD FAREED	S.M. Fareed
42	320126502L25	YAMALA RAM KIRAN KUMAR	Y. Ram Kiran
43	320126502L26	KONA GANGU NAIDU	
44	320126502L27	MUSKAN	
45	320126502L28	Y V SURYA KANAKA AKHILA	
46	320126502L33	BONDA GUNA SREE	
47	320126502L34	ATTA VAMSI	A. Vamsi
48	320126502L35	BUDDHA SURESH	

Dd
Faculty Coordinators

R. Srikanth
HoD

HEAD,
DEPARTMENT OF CHEMICAL
ENGINEERING

T. Uday

B. Srinivas

B. Srinivas

H. Srinivas