

Brief Report on  
**Session on Achieving “Value Proposition Fit” &  
“Business Fit”**  
*(14<sup>th</sup> August 2023)*

Organized by  
***Institution’s Innovation Council (IIC) & MSME-  
Business Incubator,  
KITS Warangal***

in association with  
***Centre for Innovation, Incubation, Research &  
Entrepreneurship (C-I<sup>2</sup>RE),  
KITS Warangal,***

## Table of Contents

<b>S.No.</b>	<b>Contents</b>	<b>Page No.</b>
1	Speaker Details	3
2	IIC5.0_Q4.1 Lecture Proceedings	4 - 7
3	IIC5.0_Q4.1 Lecture Photographs	8
4	IIC5.0_Q4.1 Lecture Poster	9
5	IIC5.0_Q4.1 Lecture Participants	10-14

## **1. Speaker Details**

**Sri Mehar Rajendra,  
Regional Technical In charge,  
Ultratech Cement Limited. RMC Division**

### **Professional Summary**

- U21Global Nxt University - MBA - Master of Business Administration (Business Administration and Management, General)
- Technical Services Manager @ UltraTech Cement form 2007
- Currently working as Regional Technical In charge @ Ultratech Cement Limited. RMC Division

## 2. Proceedings

### **Inauguration:**

The session is inaugurated by Dr. P. Srikanth, Head - Center for Innovation Incubation Research & Entrepreneurship (C-I<sup>2</sup>RE), KITS Warangal, Dr. S. Sunil Pratap Reddy, Chairman, IIC, KITS Warangal and Dr. Sumanth Kumar B, Coordinator, MSME – BI, KITS Warangal in the presence of guests and audience in online mode (Cisco WebEx).

In his welcome address, Dr. Sumanth Kumar B, thanked Sri. Mehar Rajendra, Telangana Technical Head, Ultra-Tech Cements Ltd., for accepting the invitation and for sharing his valuable time to motivate the participants on Innovation/Prototype Validation –Session on Achieving “Value Proposition Fit” & “Business Fit” experience in ultra tech cements. He also thanked the guest speaker Sri. Mehar Rajendra, Telangana Technical Head, Ultra-Tech Cements Ltd., in providing participants with new insights and knowledge that could help them grow their businesses and improve their skills against any obstacles. This leader had a remarkable ability to turn challenges into opportunities, and participants found the interactive session with is highly informative and valuable and why a customer should buy a product or service from that particular business.

In his address, Dr. P. Srikanth, detailed the role of C-I<sup>2</sup>RE at KITS Warangal to nurture the students towards job seekers to job givers. He also elucidated the various activities conducted and to be conducted by IIC, KITS Warangal. He motivated the students, how these programs will aid in becoming innovators and then entrepreneurs.

The session was started with introduction of speaker from Dr. Sumanth Kumar, coordinator of the program.

### **Session on Achieving “Value Proposition Fit” & “Business Fit”**

The key points he described are:

There is no practical tool that helps business people map, think through, discuss, test, and pivot their company’s value proposition in relation to their customers’ needs.

The Value Proposition Canvas is like a plug-in tool to the Business Model Canvas. It helps you design, test, and build your company’s Value Proposition to Customers in a more structured and thoughtful way, just like the Canvas assists you in the business model design process.

Companies need to get both right, the “fit” and the business model, if they don’t want to go out of business. The tools work best in combination. One does not replace the other.

### **The Value Proposition Canvas**

As mentioned above, the Value Proposition Canvas is composed of two blocks from the Business Model Canvas, the Value Proposition and the corresponding Customer Segment you are targeting. The purpose of the tool is to help you sketch out both in more detail with a simple but powerful structure.

### **Achieving Fit**

The goal of the Value Proposition Canvas is to assist you in designing great Value Propositions that match your Customer's needs and jobs-to-be-done and helps them solve their problems. This is what the start-up scene calls product-market fit or problem-solution fit. The Value Proposition Canvas helps you work towards this fit in a more systematic way.

### **Customer Jobs**

First, let us look at customers more closely by sketching out a customer profile. I want you to look at three things. Start by describing what the customers you are targeting are trying to get done. It could be the tasks they are trying to perform and complete, the problems they are trying to solve, or the needs they are trying to satisfy.

- What functional job is your customer trying get done? (e.g. perform or complete a specific task, solve a specific problem)
- What social jobs is your customer trying to get done? (e.g. trying to look good, gain power or status)
- What emotional jobs is your customer trying get done? (e.g. esthetics, feel good, security)
- What basic needs is your customer trying to satisfy? (e.g. communication, sex)

### **Customer Pains**

Now describe negative emotions, undesired costs and situations, and risks that your customer experiences or could experience before, during, and after getting the job done.

- What does your customer find too costly? (e.g. takes a lot of time, costs too much money, requires substantial efforts)
- What makes your customer feel bad?(e.g. frustrations, annoyances, things that give them a headache)
- How are current solutions underperforming for your customer? (e.g. lack of features, performance, malfunctioning)
- What are the main difficulties and challenges your customer encounters? (e.g. understanding how things work, difficulties getting things done, resistance)

### **Customer Gains**

Now describe the benefits your customer expects, desires, or would be surprised by. This includes functional utility, social gains, positive emotions, and cost savings.

- Which savings would make your customer happy? (e.g. in terms of time, money, and effort)
- What outcomes do your customers expect and what would go beyond his/her expectations? (e.g. quality level, more of something, less of something)
- How do current solutions delight your customer? (e.g. specific features, performance, quality)
- What would make your customer's job or life easier? (e.g. flatten learning curve, more services, lower cost of ownership)
- What positive social consequences does your customer desire? (e.g. makes them look good, increase in power, status)

### **Competing for Customers**

Most Value Propositions compete with others for the same Customer Segment. Thinking of this as an "open slot" that will be filled by the company with the best fit.

### **Competing Value Propositions**

If you sketch out competing value propositions, you can easily compare them by mapping out the same variables (e.g. price, performance, risk, service quality, etc.) on a so-called strategy canvas.

## **Testing and Pivoting**

Using the Value Proposition Canvas as a thinking and design tool is only a start. To get the best out of it, you need to combine it with testing and pivoting.

The speaker covered various aspects of building trends, including innovations in new technology, as well as collaboration among diverse personnel to keep up with changes over time. The speaker also discussed about the world class standards of UltraTech concrete which involves quality Assurance, quality Control & its great standard of manufacturing. Attendees at the session were thrilled to learn about the latest technologies and trends in UltraTech, including new materials and processes, testing process of concrete, emerging sustainability and safety trends, across the globe.

The speaker emphasized the importance of innovation in construction as a means to improve systems and processes, reduce cost overruns, simplify traditional methods, enhance safety standards, increase productivity, optimize resources, achieve the highest standards, and ultimately drive organizational development while providing excellent customer service.

Finally, the event was concluded with the speaker's closing remarks on developing technologies. The participants posed few questions to the speaker and he answered to all of them.

### 3. Photographs





## 4. Poster



KAKATIYA INSTITUTE OF TECHNOLOGY & SCIENCE- WARANGAL  
(An Autonomous Institute under Kakatiya University, Warangal)

Centre for PRE-KITS Warangal  
Institution's Innovation Council (IIC 5.0)  
MSME Business Incubator (MSME-BI)



No: C-PRE/IIC 5.0/2022-23/15

Date: 10-08-2023

### Circular

Sub: - Request to circulate the information of Session on Achieving "Value Proposition Fit" & "Business Fit" to your department Faculty & Students, reg.,

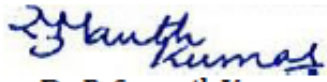
Greetings everyone.

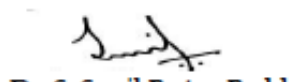
We are very happy to inform you that, as part of creating awareness among the faculty and students on Session in Achieving "Value Proposition Fit" & "Business Fit", Institution's Innovation Council (IIC) & MSME-Business Incubator, KITS Warangal jointly organizing an offline Session on Achieving "Value Proposition Fit" & "Business Fit" on 14-08-2023 from 11.30AM to 13.00PM at Auditorium by Sri. Mehar Rajendra, Telangana Technical Head, Ultra-Tech Cements Ltd.


All the faculty coordinators are requested to share the information to their department faculty and students and inform them to register and attend the workshop without fail. The details of the workshop are given below.

S. No.	Activity details	Registration Link
1	Innovation / Prototype Validation -Session on Achieving "Value Proposition Fit" & "Business Fit" Date: 14-08-2023 Time: 11.30 AM to 13.00PM	<a href="https://forms.gle/Z6MfwYB9DtjkZADxf8">https://forms.gle/Z6MfwYB9DtjkZADxf8</a>
2	Auditorium, KITSW	

Thank you very much everyone for your coordination.

  
Dr. B. Sumanth Kumar  
Coordinator, MSME-BI, KITSW

  
Dr. S. Sunil Pratap Reddy  
President, IIC, KITSW

  
Dr. P. Srikanth  
Head, Centre for PRE, KITSW

## 5. Participants

S.No	Participant Name	Designation	Department / Section
1	BARGU RAGHU	Faculty	MECHANICAL ENGINEERING
2	Janagam. Kapila	B.TECH SECOND YEAR	CIVIL ENGINEERING
3	Kandukuri Chandana	B.TECH SECOND YEAR	CIVIL ENGINEERING
4	Thota Sai Charan	B.TECH SECOND YEAR	CIVIL ENGINEERING
5	Sreeram sadhvika	B.TECH SECOND YEAR	CIVIL ENGINEERING
6	SANGEM VIGNESH	B.TECH SECOND YEAR	CIVIL ENGINEERING
7	MAMIDALA SHASHIKUMAR	B.TECH SECOND YEAR	CIVIL ENGINEERING
8	DUDAM SATHWIK	B.TECH SECOND YEAR	CIVIL ENGINEERING
9	Ankathi harish	B.TECH SECOND YEAR	CIVIL ENGINEERING
10	JINNE RAJESH	B.TECH SECOND YEAR	CIVIL ENGINEERING
11	BHUKYA PREETHI	B.TECH THIRD YEAR	CIVIL ENGINEERING
12	Gummaadi.jhansi	B.TECH SECOND YEAR	CIVIL ENGINEERING
13	Sunchu Sharanya	B.TECH SECOND YEAR	CIVIL ENGINEERING
14	VANKUDOTHU SHASHI KUMAR	B.TECH THIRD YEAR	Electrical & Electronics Engineering
15	S.wathi	B.TECH THIRD YEAR	CIVIL ENGINEERING
16	VANKUDOTHU SHASHI KUMAR	B.TECH THIRD YEAR	Electrical & Electronics Engineering
17	Janapatla punnam chander	B.TECH SECOND YEAR	CIVIL ENGINEERING
18	GAJARABOINA SAI UDAY YADAV	B.TECH FOURTH YEAR	CIVIL ENGINEERING
19	Marapaka Thiridhasree	B.TECH SECOND YEAR	CIVIL ENGINEERING
20	NARASIMHA RAMAVATH	B.TECH SECOND YEAR	CIVIL ENGINEERING
21	Chiluveru vishwa teja	B.TECH THIRD YEAR	CIVIL ENGINEERING
22	Paladugula rohith	B.TECH THIRD YEAR	CIVIL ENGINEERING
23	D Hari Krishna	Faculty	CIVIL ENGINEERING
24	SRINIVAS KOTTAKONDA	Faculty	Electrical & Electronics Engineering
25	A Bhaskar	Faculty	Information Technology
26	Thoutam Sathya	B.TECH THIRD YEAR	CIVIL ENGINEERING
27	Govindu Praveen Kumar Balaji	B.TECH THIRD YEAR	CIVIL ENGINEERING
28	T Praveen Kumar	Faculty	Electrical & Electronics Engineering
29	G SUNIL KUMAR	Faculty	Electrical & Electronics Engineering
30	Nalabala Deepika	Faculty	Computer Science & Engineering
31	Singarapu Nivesh	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
32	Gogulapati StinivasaRao	Faculty	MECHANICAL ENGINEERING
33	Bairu vijay kumar	Faculty	Electrical & Electronics Engineering
34	Spandana	B.TECH THIRD YEAR	CIVIL ENGINEERING
35	BULLAMONI MAHESH BABU	B.TECH FOURTH YEAR	CIVIL ENGINEERING
36	Syed salman ali	B.TECH THIRD YEAR	CIVIL ENGINEERING
37	Narukuti Shivani	B.TECH THIRD YEAR	CIVIL ENGINEERING
38	KUMMARI SUMADHURA	B.TECH THIRD YEAR	CIVIL ENGINEERING
39	Allam Naga vamshi	B.TECH THIRD YEAR	CIVIL ENGINEERING

S.No	Participant Name	Designation	Department / Section
40	B.Chatur singh naik	B.TECH THIRD YEAR	CIVIL ENGINEERING
41	PUJARI SAITEJA	B.TECH THIRD YEAR	CIVIL ENGINEERING
42	Boddu Bharath Kumar	B.TECH THIRD YEAR	CIVIL ENGINEERING
43	Bonagiri vamshi	B.TECH THIRD YEAR	CIVIL ENGINEERING
44	ABDULLAH MOHAMMED	B.TECH THIRD YEAR	CIVIL ENGINEERING
45	Sameer MD	Faculty	MECHANICAL ENGINEERING
46	Marupalli Priya Goud	MBA SECOND YEAR	Department of Management
47	SHABOTHU ADARSH	MBA SECOND YEAR	Department of Management
48	SIRIPURAM HARSHITH	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
49	Vanam Murali Chaithanya	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
50	VELMAJALA NAVYA SREE	B.TECH THIRD YEAR	Computer Science & Engineering
51	GANGULA SHASHI VARDHINI REDDY	B.TECH SECOND YEAR	Computer Science & Engineering
52	Gattu venkata krishna priya	B.TECH THIRD YEAR	Computer Science & Engineering
53	Shatakshi Palli	B.TECH SECOND YEAR	Computer Science & Engineering
54	KATANGURI AJITH	Faculty	Electrical & Electronics Engineering
55	Bairu Vijay kumar	Faculty	Electrical & Electronics Engineering
56	SRUJAN VARMA K	Faculty	CIVIL ENGINEERING
57	S SUNIL PRATAP REDDY	Faculty	CIVIL ENGINEERING
58	Bompally Janani	B.TECH THIRD YEAR	Computer Science & Engineering
59	KOTHURI ABHIRAM	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
60	Asif Abubakar Mohammad	B.TECH THIRD YEAR	CIVIL ENGINEERING
61	JANGA MANASWINI	B.TECH SECOND YEAR	Computer Science & Engineering
62	G.SREEJA	M.TECH SECOND YEAR	CIVIL ENGINEERING
63	Vishwanath Shivani	B.TECH THIRD YEAR	Computer Science Engineering (Networks)
64	Chukkala Sridhar	Faculty	CIVIL ENGINEERING
65	Narala Gangadhara Reddy	Faculty	CIVIL ENGINEERING
66	N. SRIKANTH	Faculty	CIVIL ENGINEERING
67	GOLKONDA SANKEERTH	Faculty	CIVIL ENGINEERING
68	KATTERA VISHWAJA SIRI	Faculty	Computer Science & Engineering
69	KATTERA VISHWAJA SIRI	B.TECH SECOND YEAR	Computer Science & Engineering
70	Uday Krishna Raghu	B.TECH THIRD YEAR	CIVIL ENGINEERING
71	PIYUSH DAGA	B.TECH FOURTH YEAR	Computer Science & Engineering
72	K.SREE SAI VARDHAN	B.TECH SECOND YEAR	CIVIL ENGINEERING
73	JAIPAL KATUKAM	Faculty	Department of Management
74	Vallamdas Pavan Kalyan	MBA SECOND YEAR	Department of Management
75	N Varshitha	B.TECH SECOND YEAR	Computer Science & Engineering
76	Heerakar Mani Raj	M.TECH FIRST YEAR	CIVIL ENGINEERING
77	Dumpeti Manvitha	B.TECH FOURTH YEAR	CIVIL ENGINEERING
78	kasagani mani jayanth goud	B.TECH FOURTH YEAR	CIVIL ENGINEERING
79	K. Kishor Kumar	Faculty	MECHANICAL ENGINEERING

S.No	Participant Name	Designation	Department / Section
80	Anil Kumar Maheshvaram	Faculty	MECHANICAL ENGINEERING
81	K PRAVEEN KUMAR	Faculty	Information Technology
82	K. RohithKumar	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
83	Vanam Murali Chaithanya	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
84	Akash kanagala	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
85	Srikanth Vallala	Faculty	MECHANICAL ENGINEERING
86	Bhukya Rajesh	Faculty	MECHANICAL ENGINEERING
87	Danthurthi Sharath	Faculty	Electrical & Electronics Engineering
88	P.Prabhakara Rao	Faculty	MECHANICAL ENGINEERING
89	K UDHAY	B.TECH SECOND YEAR	MECHANICAL ENGINEERING
90	Mitkul Aditya Vyankatesh	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
91	Jaya prakash Maddela	B.TECH SECOND YEAR	MECHANICAL ENGINEERING
92	MADDELA JAYA PRAKASH	B.TECH SECOND YEAR	MECHANICAL ENGINEERING
93	Gundeti Anusha	M.TECH SECOND YEAR	MECHANICAL ENGINEERING
94	Challa Dinesh reddy	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
95	Jalla venkata lakshmi narayana	B.TECH SECOND YEAR	MECHANICAL ENGINEERING
96	Noone Ananya	B.TECH THIRD YEAR	Computer Science & Engineering
97	Mohammed Muzammil Ayub khan	B.TECH THIRD YEAR	MECHANICAL ENGINEERING
98	Azmeera Srinidhi Nayak	Faculty	MECHANICAL ENGINEERING
99	Gopireddy Sai Adithya	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
100	Kola kiran kumar	B.TECH THIRD YEAR	CIVIL ENGINEERING
101	Chelimalla Gokul	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
102	P Teja Abhilash	Faculty	CIVIL ENGINEERING
103	SHRAVAN KUMAR G	Faculty	CIVIL ENGINEERING
104	M. Srikanth	Faculty	CIVIL ENGINEERING
105	SHAZIA PARVEEN	B.TECH THIRD YEAR	MECHANICAL ENGINEERING
106	Dharma Sahithi	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
107	Yerra Sai Teja	B.TECH THIRD YEAR	CIVIL ENGINEERING
108	A. Bhaskar	Faculty	CIVIL ENGINEERING
109	THOTA ARAVIND	B.TECH THIRD YEAR	CIVIL ENGINEERING
110	AZMEERA NANDINI	B.TECH SECOND YEAR	CIVIL ENGINEERING
111	Sumanth Kumar Bandaru	Faculty	CIVIL ENGINEERING
112	G Sudheer Kumar	Faculty	Electrical & Electronics Engineering
113	Kolipaka Deep Manohar	B.TECH THIRD YEAR	CIVIL ENGINEERING
114	Bukya Arun	B.TECH THIRD YEAR	CIVIL ENGINEERING
115	JADI LAXMAN	Faculty	MECHANICAL ENGINEERING
116	Vaddepalli Pradeep	Faculty	MECHANICAL ENGINEERING
117	VALASA RAKESH	Faculty	MECHANICAL ENGINEERING
118	Mahesh Kumar Thota	Faculty	Information Technology
119	MADIKONDA DEEKSHITHA	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
120	Dharamsoth Maheshwari	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING

S.No	Participant Name	Designation	Department / Section
121	KARRE VIBHAV REDDY	B.TECH THIRD YEAR	Computer Science & Engineering
122	SUDARSHAN ray PEDDODI	B.TECH SECOND YEAR	Information Technology
123	PRASANNA V	Faculty	MECHANICAL ENGINEERING
124	Sailansai kamjula	B.TECH THIRD YEAR	CIVIL ENGINEERING
125	CHUNCHU PAVAN KUMAR	B.TECH THIRD YEAR	CIVIL ENGINEERING
126	ALUGAM NIKSHITHA	B.TECH THIRD YEAR	CIVIL ENGINEERING
127	SABBANI HARISH	B.TECH THIRD YEAR	CIVIL ENGINEERING
128	PONNALA ESHWAR	B.TECH THIRD YEAR	CIVIL ENGINEERING
129	Mohammad Abdul Tameem Siddiqui	B.TECH THIRD YEAR	CIVIL ENGINEERING
130	Banoth sneha	B.TECH THIRD YEAR	CIVIL ENGINEERING
131	Y.PRAVALIKA	B.TECH THIRD YEAR	CIVIL ENGINEERING
132	Jatothu Bindu	B.TECH FOURTH YEAR	MECHANICAL ENGINEERING
133	Mohamad Ameerahmed	B.TECH THIRD YEAR	CIVIL ENGINEERING
134	Kaparaboina Sreepoojitha	B.TECH THIRD YEAR	CIVIL ENGINEERING
135	Mohd.AmeerAli	B.TECH THIRD YEAR	CIVIL ENGINEERING
136	Aku.Anil	B.TECH THIRD YEAR	CIVIL ENGINEERING
137	YAMANKI SPANDANA	B.TECH THIRD YEAR	CIVIL ENGINEERING
138	PUJARI KUSHAL	B.TECH THIRD YEAR	CIVIL ENGINEERING
139	Nyathakani Saideep	B.TECH THIRD YEAR	CIVIL ENGINEERING
140	VISHNU VARDHAN CHILUVERU	B.TECH THIRD YEAR	CIVIL ENGINEERING
141	BOCHU SIRI TEJA	B.TECH THIRD YEAR	CIVIL ENGINEERING
142	pendela siddhu	B.TECH THIRD YEAR	CIVIL ENGINEERING
143	Kanaparthi Bhavana	B.TECH THIRD YEAR	CIVIL ENGINEERING
144	Gudipaka Hemanth Koushik	B.TECH THIRD YEAR	CIVIL ENGINEERING
145	DEVOJU JATHIN	B.TECH THIRD YEAR	CIVIL ENGINEERING
146	Surya Teja Vanga	B.TECH THIRD YEAR	CIVIL ENGINEERING
147	MANDALA SAKETH	B.TECH THIRD YEAR	CIVIL ENGINEERING
148	Shruthi Thikka	B.TECH THIRD YEAR	CIVIL ENGINEERING
149	Atukula Nithin	B.TECH THIRD YEAR	CIVIL ENGINEERING
150	PUPPIREDDY ANJALI	B.TECH THIRD YEAR	CIVIL ENGINEERING
151	Shaik Mushahed Tameem	B.TECH THIRD YEAR	CIVIL ENGINEERING
152	GABBEETA VIGNAVARADH	B.TECH THIRD YEAR	CIVIL ENGINEERING
153	Kalyanapu Venkata Sai Harshith	B.TECH THIRD YEAR	CIVIL ENGINEERING
154	BENIKI AKASH	B.TECH THIRD YEAR	CIVIL ENGINEERING
155	BANDA VENU PRAKASH	B.TECH THIRD YEAR	CIVIL ENGINEERING
156	BHUKYA SNEHANKITHA	B.TECH THIRD YEAR	CIVIL ENGINEERING
157	GADDAM RAHUL	B.TECH THIRD YEAR	CIVIL ENGINEERING
158	KOTHAGATTU SAIKIRAN	B.TECH THIRD YEAR	CIVIL ENGINEERING
159	MEKALA SAINADH YADAV	B.TECH THIRD YEAR	CIVIL ENGINEERING
160	CHILUVERU vishwa teja	B.TECH THIRD YEAR	CIVIL ENGINEERING

<b>S.No</b>	<b>Participant Name</b>	<b>Designation</b>	<b>Department / Section</b>
161	BOINI PRAVEEN	B.TECH THIRD YEAR	CIVIL ENGINEERING
162	Gugulothu shailaja	B.TECH THIRD YEAR	CIVIL ENGINEERING
163	DUBASI AKSHAYA	B.TECH THIRD YEAR	CIVIL ENGINEERING
164	Surya Teja Vanga	B.TECH THIRD YEAR	CIVIL ENGINEERING
165	Vanalaxmi kummari	B.TECH THIRD YEAR	CIVIL ENGINEERING
166	Budde Karthik	B.TECH THIRD YEAR	CIVIL ENGINEERING
167	Ponugoti Deepak	B.TECH THIRD YEAR	CIVIL ENGINEERING
168	Mohammed faisal ahmed	B.TECH THIRD YEAR	CIVIL ENGINEERING
169	VEMULA SAHITH	B.TECH THIRD YEAR	CIVIL ENGINEERING
170	Ponnam Sai Krishna	B.TECH THIRD YEAR	CIVIL ENGINEERING
171	DHANDRE ANJALI	B.TECH THIRD YEAR	CIVIL ENGINEERING
172	BHOOPATHI LIKITHA PRIYA	B.TECH THIRD YEAR	CIVIL ENGINEERING
173	GUDURU ASHRITHA KRISHNA	B.TECH THIRD YEAR	CIVIL ENGINEERING
174	Namindla Gnanajyothi	B.TECH THIRD YEAR	CIVIL ENGINEERING
175	Tharuni parupally	B.TECH THIRD YEAR	CIVIL ENGINEERING
176	Mandula.Soumya Rani	B.TECH THIRD YEAR	CIVIL ENGINEERING
177	Vanga Rohith	B.TECH THIRD YEAR	CIVIL ENGINEERING
178	Pallakonda Nagavarsha	B.TECH THIRD YEAR	CIVIL ENGINEERING