

**Proceedings of One Day Seminar entitled “Success Stories of Entrepreneurs: Innovation Horizons for Veterinary and Dairy Technology Students” organized by Institutional Innovation Council, Directorate of HRM, LUVAS, Hisar on 20.07.2023**

**Inaugural Session:** The dignitaries were offered floral welcome by the IIC members. Dr. S. S. Dhaka, Chairman, IIC-cum-Director, HRM and Registrar, LUVAS formally welcomed the dignitaries and apprised the house about the objectives and establishment of Institutional Innovation Council at the Directorate of HRM, LUVAS, Hisar. Dr. Gulshan Narang, Dean, COVS, LUVAS delivered the Inaugural Address as the Chief Guest of the occasion. Dr. Rachna, Convenor of the Seminar coordinated the Inaugural Function and thanked the dignitaries and participants of the Seminar. A total of 130 students (MVSc; Ph.D.; BVSc Internship; BVSc Final year; B. Tech. Final year) participated in the one-day Seminar.

**Technical Sessions:** Two technical sessions were organized in which two lectures were delivered by Dr. Saurab Shekhar, Managing Director, South Asia, Nutreco, Hyderabad and Dr. Umesh Batra, MD-cum-CEO, Poushtik Milk Products Pvt. Ltd., Hisar and Member, Board of Management, LUVAS. Both the technical sessions were Chaired by Dr. Gulshan Narang, Dean, COVS, LUVAS and Co-Chaired by Dr. N. K. Kakker, Prof. Microbiology. Both the Sessions offered valuable insights and lessons for aspiring entrepreneurs. The entrepreneurial journey during the lecture entitled “Vets in Entrepreneurial and Private Sector – Leading the way” by Dr. Saurab Shekhar exemplified the passion and commitment required to build a successful business for making a positive impact on the society. Likewise, the aspiring entrepreneurs can draw valuable lessons from the entrepreneur story of Dr. Umesh Batra entitled “Dairy Entrepreneurship – A Success Story” for pursuing the passion, embracing continuous learning, leveraging expertise, giving back to the community, prioritizing quality, being resilient in the face of challenges, seeking collaboration and expert advice, and managing risks wisely. Armed with these insights, aspiring entrepreneurs can chart their own paths toward success, contributing to the growth and betterment of their communities and beyond. Dr. Shalini Arora and Dr. Shalini Sharma worked as Rapporteurs of both the technical sessions. The sessions were quite interactive as the students enquired about the various technicalities involved in setting up their own business and sources of funding.

**Recommendations:** The final session for drawing the recommendations from the Seminar was Chaired by Dr. S. S. Dhaka, Chairman, IIC-cum-Director, HRM and Registrar, LUVAS and Co-Chaired by Dr. N. K. Kakker, Prof. Microbiology. Dr. Aman Moudgil, Convenor IIC, Dr. Shalini Arora and Dr. Shalini Sharma worked as Rapporteurs of the session and Dr. Swati Dahiya, Convenor of the Seminar delivered the vote of thanks.

The following recommendations emerged from the discussions during the Seminar:

1. Before pursuing any entrepreneurial venture, Dairy and Veterinary Graduates should conduct thorough market research, identify gaps in the industry, and formulate a robust

business plan. Additionally, networking with industry experts and seeking mentorship can provide valuable insights and guidance for successful business establishment and growth. By combining their expertise and entrepreneurial spirit, Dairy and Veterinary Graduates can make a significant impact on the dairy and livestock sectors while creating successful and sustainable business.

2. The students must explore the various options available these days for getting funds particularly in dairy sector. Under the Startup India programme launched by Hon'ble Prime Minister of India in 2016 as a clarion call to the innovators, entrepreneurs and thinkers of the nation to lead India's sustainable economic growth and create large scale employment opportunities, portals like MAARG could be explored by students to get mentorship for startups across diverse sectors, functions, stages, geographies and backgrounds.
3. A wide range of entrepreneurship opportunities exist for Veterinary and Dairy Graduates in Animal Health, Livestock and Dairy Science sectors. The graduates should leverage their expertise to address various challenges in these industries.
4. The Veterinary and Dairy Graduates should develop entrepreneurships and start ups in specialized livestock nutrition and feed supplements for optimizing animal health and improving animal's productivity.
5. The Veterinary and Dairy Graduates should offer consultancy and training services to dairy farmers for assisting them in implementing best herd management practices for increasing overall farm efficiency (production as well as reproduction).
6. Entrepreneurship opportunities are lucrative for Veterinary and Dairy Graduates in Pet Clinics for small animals as well as Mobile Veterinary Services. Providing animal healthcare services, vaccinations, and treatment to clinical cases can be highly valuable for pet owners and dairy farmers.
7. The Veterinary and Dairy Graduates should venture into manufacturing of value-added premium dairy products viz. cheese, yogurt, butter, ice cream, and other dairy-based products having unique flavors to attract a dedicated customer base. Producing organic or specialty dairy products, such as Aflatoxin-free milk or cheese, can cater to health-conscious and environmentally-conscious consumers.
8. There should be a passion for innovation in Dairy and Veterinary Entrepreneurs for developing new dairy product formulations, processing techniques and sustainable practices. The product should be market fit having consistent quality for customer's satisfaction. Continuous innovation is Key to Success.
9. The Veterinary and Dairy Graduates should develop Startups for a comprehensive dairy supply chain management system that efficiently connects dairy farmers, processors, and retailers to ensure a smooth flow of products.
10. There should be a course on "Entrepreneurship" during final year of UG degree program or exposure to entrepreneurial/ start ups activities during internship training programs. Further, Integrated/ Dual degree programs should also be developed for Veterinary and

Dairy Sciences students interested in pursuing management courses (MBA, etc.) with national (IIMs) or international institutes.

11. As suggested by students, Placement Drive must be carried out by LUVAS for which a list of potential alumni recruiters may be suggested to placement cell.