

Event Name	INNOVISION '24
Topic:	National Level Entrepreneurship Event
Date: (DD/MM/YYYY)	29th January 2024 and 12th February 2024
No. of Days:	2
Start Time: End Time:	09:00 AM – 06:00 PM
Venue Campus Name & Place:	NIMHANS Convention Center, Bagalore
Section/Semester:	NA
Batch:	NA
Mod of Event Offline/ Online (Provide Virtual Link)	Offline
Name of Chief Guest/Dignitaries/Speaker:	Dr. Mathew J Manimala (Honorarium)
Chief Guest/Dignitaries/Speaker Designation:	Chairman of ICIER-India and former Professor, IIM Bangalore.
Chief Guest/Dignitaries/Speaker Contact No & Email Id:	+91 9448093109, Manimala.mathew@gmail.com
Chief Guest/Dignitaries/Speaker Company/ Institute Name:	India and former Professor, IIM Bangalore.
Event Coordinators Name & Contact No.	Dr. Kumar Mukul-Professor - Area Chair Dr. Shalaghya Sharma- Associate Professor Prof. Thomas P K- Assistant Professor Dr. Lubna Ambreen - Associate Professor Dr. Vijayalakshmi.P - Associate Professor
Collaboration & Association (Company Name,	NIL
Moderator (if any)	NIL
No. of Participants	34 (17 Teams)
Professional Photographer Name & Contact No.:	Yes
Feedback:	Yes
Brochure/Poster: (if any)	Yes
Budget of the Program (if any):	Yes
Revenue Collected: (if any)	Rs.30,000/



### **1.** Introduction:

INNOVISION'24 aims to create an environment where entrepreneurial minds come together to explore, innovate, and reshape their business visions for a dynamic and competitive future. The event provides a platform to budding entrepreneurs to realize their dreams of being a part of the startup revolution and contribute to a sustainable future of the country.

The growing significance of social media for businesses in general and startups in particular, the event has been designed such that social media-based activities are integral part of the event. Integrating social an media into a business plan competition can enhance its reach, engagement, and overall impact. The focus will be to engage the participants and also help them learn how to strategize for business benefits using social media.

### 2. Program Objectives:

Aims to highlight and celebrate symbiotic relationship between innovative thinking and the ability to craft a compelling business solution for future.

Aims to create an environment where entrepreneurial minds come together to explore, innovate, and reshape their business visions for a dynamic and competitive future.

РО	Program Objective (PO)
PO1	Apply knowledge of management theories and practices to address and resolve business challenges
PO2	Demonstrate analytical and critical thinking abilities for information-based decision making
PO3	Analyse global, economic, legal and ethical aspects of business
PO4	Apply trans-disciplinary tools and techniques towards effective problem solving
PO5	Assist others and self in accomplishing organizational objectives and contribute effectively to a collaborative team setting.
PO6	Exhibit an entrepreneurial mind-set for the establishment of sustainable businesses and societies.
PO7	Exemplify value-based leadership for excellence

### 3. Relevance to PO, Relevance to PEO and PSOs

**4.** Activity Overview: Innovision '24" is an entrepreneurial event which is a *fusion of innovation and vision within the context of entrepreneurship*. The theme aims to highlight and celebrate the symbiotic relationship between innovative thinking and the ability to craft a compelling business solution for future. The prelioms were on 29<sup>th</sup> January 2024 and 17 teams participated. The



event is inaugurated at 10:00 am and the presentations started by 11:10 am. There were 3 judges for the event , CA Nadsar Shama Bhatt. Reputed Chartered Accountant, Mr. Jitesh Advani, a Tech Entrepreneur and Mr. Kozhy Zachariah, an entrepreneur in the consulting space. Around 12 teams were selected for the semi finals, and was conducted on 12<sup>th</sup> February 2024 at NIMHANS convention centre, Bangalore. From the 12 teams 6 were selected for the Finale and was judged by 2 well known judges.

### 5. Guest/Speakers' Profile:

### Dr Mathew J Manimala (Honorarium)

Mathew J Manimala (MBA-Cochin, MBSc-Manchester, Fellow-IIMA) retired in 2018 after serving a term as Director of Xavier Institute of Management and Entrepreneurship (XIME), Bangalore. Prior to that, during 2001-15, he worked as Professor at the Indian Institute of Management Bangalore (IIMB), where he has also served as the Jamuna Raghavan Chair Professor of Entrepreneurship, the Chairperson of NS Raghavan Centre for Entrepreneurial Learning (NSRCEL), and as the Chairperson of OB-HRM Area. His earlier academic positions were as Senior Faculty and Chairperson-HR Area at the Administrative Staff College of India (ASCI), Hyderabad, and as Lecturer at Cochin University of Science and Technology (CUSAT), Kochi. He is a recipient of a few prestigious research fellowships (such as: EFMD Fellowship at Manchester Business School, UK; and the Shastri Indo-Canadian Fellowship at the University of Calgary, Canada) and academic awards including the Heizer Award of the Academy of Management for "Outstanding Research in the Field of New Enterprise Development". In July 2011 he was honoured by CMO-Asia with the "Best Professor of Human Resource Management" Award at the 2nd Asia's Best B-School Award function held at Singapore, and in February 2013 a similar award was conferred on him in Mumbai by ET NOW in association with B-School Affaire and the World Education Congress. Recently (in 2022), Ivey Publishing, Canada, honored him with their Best Seller Case award. He has published/presented about 100 research papers/case-studies (mostly in international journals, edited volumes and conferences) and 12 books (published by international publishers) in the areas of Entrepreneurship and Organizational Behaviour. He is the Editor (since 1999) of South Asian Journal of Management, published by AMDISA. Currently he is the Chairman of ICIER-India.

### Abha Saxena

Abha Saxena isthe founder of Social Equity Advisory Services(www.socialequity.co.in), a consulting firm focusing on Accessibility & Inclusion of persons with disabilities at the workforce & NGO Advisory Services. In her 2+ decades of experience at various leadership positions as strategic marketing and key account management specialist, she has also donned the mantle of leading CSR in the companies, she has worked with. As Vice President Programs of the NASSCOM Foundation, she successfully led the Business responsibility & Disability Initiatives of the organization, providing them with strategic direction. In Accessibility and Inclusion space, Social Equity supports organizations in



becoming a 'Disability Inclusive and RPWD16 Compliant Organization'. In NGO Advisory space, Social Equity works with notfor-profit and foundations and supports them in their non-core areas such as a) Readiness to receive CSR funds, b) Building fund-raising strategies, c) Donor management, d) Volunteer management and e) Communication (External & internal). Abha is a certified CSR professional by World Bank and IFC, certified GRI 3 & 4 professional, certified Independent Director from IOD and certified Career Development & Retention of People with Disability profession by SG Enable, Singapore. Abha has been a part of advisory boards of not-for-profit organizations such as India foundation for humanistic development (IIFD) and AIFO India. Abha has been an experienced and active Rotarian for the past 27 years. She was the Club President in the year 2003-04 and has held many Rotary District level positions such as advisor to Rotary District CSR committee, Member of Rotary International's prestigious initiative 'Rotary Literacy Mission'; working towards promoting literacy. Currently she is the District Director DEI for Rotary District 3192.

### **Nilesh Shah-Arrow Investments**

Introducing Nilesh Narendra Shah, a seasoned financial expert and esteemed judge for the final round. With a wealth of experience and a passion for empowering investors, Nilesh holds certifications from NISM in Portfolio Management Services and AMFI as a Mutual Fund Distributor. His dedication to guiding individuals towards financial success is evident through his role as a Personal Finance Professional (PFP). Nilesh's commitment to excellence in the realm of finance makes him a valuable asset to the judging panel, ensuring that contestants receive expert evaluation and guidance in their endeavors.

### **6.** Summary and Key Learnings of the session:

How to position the business How to fine tune from ideation to conceptualization How to pitch the business

### 7. Details of Winners: Gopal Krishna Sahu & Ayush Kumar (Jain Sports and Luxury team) KINLDY PROVIDE STUDENT CERTIFICATE COPY

### 8. Details of the judges (if applicable):

Event	Name of the Judge	Profile
	CA Nadsar Shama Bhatt	Charted Accountant
	Mr. Jitesh Advani	Entrepreneur and Techie
Prelims	Mr. Koshy Zachariah	Entrepreneur and Consultant
	Mr. Jitesh Advani	Entrepreneur and Techie
Semi-Finals	Ms. Abha Saxena	Consultant and former Vice President with



		NASSCOM in Social Equity
		Co founder Arrow
		Investments and Finance
	Mr. Naresh Shah	Expert
		Entrepreneur and
Finals	Mr. Haresh Patel	Investor

# 9. Attendance records: KINLDY PROVIDE STUDENT USN NUMBER

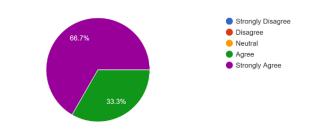
22MBAR0085	O R PAVAN RAGHAVENDRA
22MBAR0105	DHRUVAL PATEL
22MBAR0106	M SUBIKSHA
22MBAR0107	MITHILESH V P
22MBAR0108	MOHITH GOWDA M
22MBAR0109	TANMAY PANDYA
22MBAR0118	KOWSIKA S
22MBAR0120	AKSHARA KRISHNA SAJAN
22MBAR0574	ROHAN U
22MBAR0654	SAHISHNU A ANAND
22MBAR0758	P MANISH
22MBAR0771	ABEL VARGHESE MULAVANA
22MBAR0828	PRAHALAD GOUD K R
22MBAR0925	SUDARSHAN DARAK
22MBAR0936	KESHAV AGRAWAL
22MBAR0949	S M YASHAS RAJU
22MBAR0978	UDIT NARAYAN SAHOO

**10.** Participants' Feedback, Feedback Analysis, and Attainment Calculation: (if Applicable)

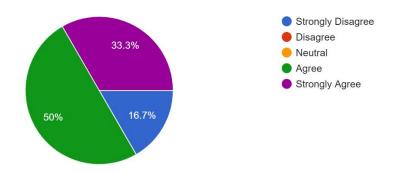




 The event provided valuable insights on how to apply theoretical knowledge to practical scenarios.
 6 responses



The data overall suggests a high level of relevance for the topic within the Business School and later in their career as well. . With a majority of responses (66.7%) giving the highest relevance score of, it can be inferred that the event was very well-received and considered highly applicable. The other responses also indicate a positive reception, albeit with slight reservations.. The feedback can be considered highly positive and indicative of the topic's success in aligning with the interests and needs of the department.

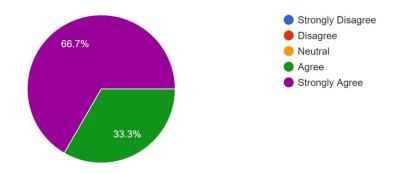


2. The event offered ample opportunities for networking with professionals and peers. 6 responses

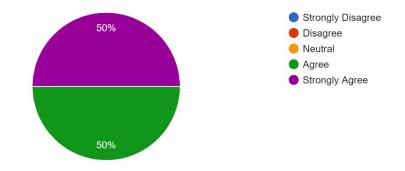
The data suggests a very positive reception of the event where it was very effective in line with the expected industry expert's ability to deliver the session in line with its expected outcomes. Around 50% of the respondents agree believe and contents. The fact that the majority of respondents (83%) gave the highest possible rating indicates strong agreement that the session met or exceeded expectations.. Overall, the feedback can be interpreted as highly favorable.



3. The event contributed significantly to the development of my entrepreneurial skills. <sup>6</sup> responses



The data shows a very positive reception in terms of the entrepreneurial skill enhancement. The majority, 66.7% giving the highest rating and the rest agreeing that it was effective and helpful. Overall, the feedback can be interpreted as highly favorable, indicating that the sessions were successful in providing faculty with valuable insights and tools to enhance their teaching strategies for future-ready education.

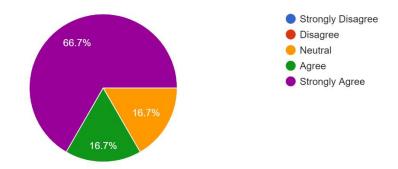


6. The event motivated me to pursue or further develop my business ideas. <sup>6</sup> responses

The data suggests a very positive reception for the event and its ability to brush up the entrepreneurial skills by listening to the presentations. The fact that half of them strongly believe and the rest agrees to the point. In total, all the respondents have the same view. Overall, the feedback can be interpreted as highly favorable, indicating that the event was successful with valuable insights and tools to enhance their desire.



7. The event was well-organized, and the schedule was managed effectively.  $_{\rm 6\,responses}$ 



The data suggests that the event was well organized and coordinated. The majority of respondents 66.7 % giving the highest rating is a strong indication that the business school has the capability of execution and 16.7% agrees to this. A small group of 16.7% took a neutral stand. Overall, the feedback can be interpreted as highly favorable ) kore than 83%, indicating that the event was successful in providing valuable, real-world management insights that can be effectively applied..

### 11. **Proposals for the Event/Programme:** Part of Jain University Youth Festival

Meeting Title	INNOVISION '24		
Date of Meeting	29 <sup>th</sup> January and 12 <sup>th</sup> February, 2024		
Meeting Venue	Prelims at CMS Business School and Final	e at NIMHANS Convention	
	Centre, Bangalore		
Meeting Agenda	1. Welcome by the Emcee: (10:00 AM	1)	
	2. Lighting of the Lamp: (10:10 AM)		
	3. Welcome Address: (10:20 AM)		
	4. Address by Director: (10:30 AM)		
	5. Introduction to Innovision '24: (10:40 AM)		
	6. Vote of Thanks: (10:50 AM)		
	7. Presentation by participating teams	: (11:30 AM – 4:30 PM)	
In Attendance	Name Title/Department/Organization		
1	Dr.Kumar Mukul,	CMS Business School	
2	Dr.Lubna Amreen, CMS Business School		
3	Dr.Vijayalakshmi P CMS Business School		
4	Dr.Shalagy Sharma CMS Business School		
5	Prof.Thomas P K.	CMS Business School	

### **12.** Minutes of Meetings:



Key Meeting Outcomes –	KINDLY PROVIDE KEY NOTE FOR M	<b>MEETING OUTCOMES</b>
Action Plans, if any (alon	g with the First Person Responsible)	
	NA.	

13. Budget:



Revenue	Amount	Expenditure	Unit Cost	Amount
Registration Fees (35 teams @Rs.2000/team)	70,000	Advt and Public Relations		42,800
ens.2000/team)	-	Brochure Printing (100 brochures @Rs.8/copy)	800	
		Travelling (Promotions) (Rs.700*4 stud*10 days)	28,000	
		Travelling (Sponsorships)(Rs.700*4*5 days)	14,000	
Sponsorship	125,000	Honorariums /Gift		- 36,000
		Judges-Finale (Rs.3000*3 judges)	9,000	
		Judges-Prelims (Round 1 and 2 (External)) (29-Jan-3 judges and 12th Feb- Semi final 6 judges )	27,000	
		(3 in each in each round(prelims and semi finals) Rs.3000*9		
		Travelling Allowance Travelling Allowance (Prelims & Semi finals -Judges 29th and 12th Feb) (Rs.800*9 judges-2 way)	14,400	14,400
		This TA will be reimbursed on actuals if they opt for it).		-
		Refreshments & Lunch Refreshments and Lunch (Judges- Prelims) External 3	1,125	40,500

### Budget for Innovision'24: Business Plan Competition (Youth Festival)



Profit /Loss	30,500			
Total Revenue	195,000	Total Expenditure		164,500
				-
		Other Miscll		5,000
		Winners Trophy	4,000	
		Certificate Printing (Rs.8*100-participants & student volunteers)	800	
		Kits for Partcipants (Rs.300*70 participants-10 additional)	21,000	
		Kits & Certificates		25,800
		(Rs.125 for Refreshment and Rs.250 for lunch		2
		Refreshments & Lunch - Prelimns(70 participants and others-35)	39,375	

#### \*Notes

1. Refreshments and Lunch for the Judges in Finale is removed based on the discussion with Prof. Sa

2. Travelling Allowance for the judges of the finale is removed as it will be taken care by the travel de 3. Brochure and certificate printing rates are revised to Rs.8/ based on the meeting on 05-Jan-2024

4. Winning Prize Rs.5,00,000/ is removed based on the instruction that the winners will be able to ge

(This is based on the meeting with the Director on 05-Jan-2024)

5. Accomodation charges are also removed based on the meeting on 19-Jan-2024.

5. All figures are based on estimates and assumptions and are subject to change





### **14.**Trailing Emails/communications:

3/1/24, 11:18 AM

Jain University - Center For Management Studies Mail - Fwd: Congratulations on Reaching the Semi-Finais!

GIAIN UNIVERSITY Center for Management Studies

Deepthi S Pawar <deepthi\_pawar@cms.ac.in>

# Fwd: Congratulations on Reaching the Semi-Finals!

ENVC Area <envc.area@cms.ac.in> To: Deepthi S Pawar <deepthi\_pawar@cms.ac.in> Fri, Mar 1, 2024 at 10:54 AM

------ Forwarded message ------From: ENVC Area <envc.area@cms.ac.in> Date: Thu, Feb 1, 2024 at 4:36 PM Subject: Congratulations on Reaching the Semi-Finals! To: VISHNU <vishnuvinod20013@gmail.com> Co: Dr.kumar mukul <dr.kumar\_mukul@cms.ac.in>, Dr. Shalaghya <dr.shalaghya@cms.ac.in>, lubna ambreen <lubnaambreen@cms.ac.in>, Dr. Vijayalakshmi <dr.vijayalakshmi@cms.ac.in>, P K Thomas <pk.thomas@cms.ac.in>

Dear Participant,

I hope this email finds you well. I am writing to extend my heartfelt congratulations to you on reaching the semi-finals of Innovision'24. Reaching this stage of the competition is a remarkable achievement and speaks volumes about your skills and abilities.

Your commitment to excellence and your passion for Entrepreneurship are truly commendable. It is clear that you have put in countless hours of practice and preparation, and your efforts have paid off in a big way.

As you prepare for the semi-finals, we would want you to focus on: -

- 1. Improving the business idea, business plan as per the judge's feedback and suggestions.
- 2. Create a social media Page for your Product/service/company, create content for social media and get feedback, likes, shares. (This will be considered for evaluation)

Once again, congratulations on this fantastic achievement. I wish you the very best of luck in the upcoming rounds of the competition.

Stay Connected and keep checking your mails for further guidelines which will be shared shortly.

Looking forward to seeing you all at NIMHANS Convention Centre on 12th February 2024.

Warm regards,

Team Innovision'24 CMS Business School Jain(deemed-to-be) University



3/1/24, 12:56 PM

Jain University - Center For Management Studies Mail - Fwd: Guidelines for Semifinais and Finais - Innovision'24 (JUYF'24)



Deepthi S Pawar <deepthi\_pawar@cms.ac.in>

#### Fwd: Guidelines for Semifinals and Finals - Innovision'24 (JUYF'24) 1 message

ENVC Area <envc.area@cms.ac.in> To: Deepthi S Pawar <deepthi\_pawar@cms.ac.in> Thu, Feb 8, 2024 at 4:09 PM

------ Forwarded message ------From: ENVC Area <envc.area@cms.ac.in> Date: Thu, Feb 8, 2024 at 12:34 PM Subject: Guidelines for Semifinals and Finals - Innovision'24 (JUYF'24) To: VISHNU <vishnuvinod20013@gmail.com> Cc: Dr. Shalaghya <dr.shalaghya@cms.ac.in>, Dr.kumar mukul <dr.kumar\_mukul@cms.ac.in>, lubna ambreen <lubnaambreen@cms.ac.in>, P K Thomas <pk.thomas@cms.ac.in>, Dr. Vijayalakshmi <dr.vijayalakshmi@cms.ac.in>

#### Dear Participant,

We hope this email finds you well and excited for the upcoming finale of Innovision'24 being organized under the aegis of Jain University Youth Festival'24. As the event draws near, we want to ensure that all participants are well-prepared and aware of the guidelines to be followed during the competition. Your adherence to these guidelines during the Semi Final and Finals is expected. These guidelines will help maintain fairness and integrity throughout the event.

Guidelines for Semi- Finals

Time allotted for Presentation- 5 minutes Presentation + 5 minutes Q&A

Content to be covered

1. Brief description of Idea - not to exceed 2 Minutes

2. Strategy for Execution (3 Minutes)

- a. Marketing Strategy/Digital Marketing Strategy (Social Media Traction)/Go to Market Strategy
- b. Financial strategy
  c. Growth Strategy

 Prototype (actual/miniature version/ a 3D version/video / website or App can be displayed during the Semifinals and Finals and will add value for the presenting teams.

#### **B.** Guidelines for the Finale

Time allotted for Presentation - 15 Minutes

Content to be covered:

- 1. Detailed Business Plan (Incorporate the suggestions by the Judges as received in the Preliminary Round).
- Please find attached with this mail the B-Plan components for reference that can be part of your presentation. 2. Short video of 2 minutes to be played on stage.
- Prototype (actual/ miniature version/ a 3D version/video / website or App can be displayed during the Semifinals and Pinals and will add value for the presenting teams.

Please submit the following on or before 1 pm 11th February 2024 to envc.area@cms.ac.in

- 1.Presentation for Semifinal the format should be (company name-SF) for e.g. abcd-SF
- 2. Presentation for Final the format should be (company name-F) for e.g. ABCD-F
- 3. Video for Final the format should be (company name-VF) for e.g. ABCD-VF

Event Details:

https://mail.googie.com/mail/w0/?lk=c852a5f930&view=pt&search=ali&permthid=thread=t.1790326890792507592&simpl=msg-t:1790326890792507592 1/2



Congratulations on Reaching the Semi-F



Guidelines for Semifinals and Final



### **15.Brochure/Poster: (JPEG format only)** –Sent in mail separately along with Report





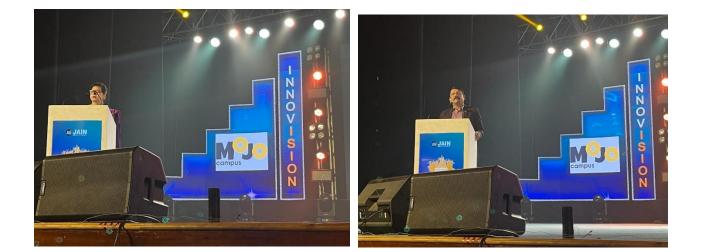




# **16.**Pictures for the Event: (Geo-Tag format only)















## Participant List (Prelims and Finale)

Sl.No	Team Name	Institution	Partner 1	Partner 2
1	Burb Buy	Global Business School BBA , Hubli	Abhiman Bhat	Manoj Kumar
2	Popsicle	KLE's IMSR,Hubli	Nikil Aggarwal	Sahana Jadhav
3	Black river Trading	Christ University	Anirudh Mahesh	Veeresh Puranik
4	Range De	Jain Deemed-to-be- University (School Of Commerce), Jayanagar	Sarika Pothireddy	Aditya Narayanaa
5	Avant	Christ University	Vishnu Vedant	Nishika Jain
6	Evion	Jain CMS Lalbagh	Sujal Goel	Manan khandelwal
7	Horus	Nitte Meenakshi Institute of Technology	Vismaya Devashya	Maanya M
8	Red Cultivation	MS RAMAIAH INSTITUTE OF MANAGEMENT	SIRIGIRI SRIKANTH	POCHA SRI CHANDANA
9	Street Flavour	KLE's IMSR,Hubli	Shareen Sullad	Ranjita Pattar
10	Carryer	GIBS	Ritesh K R	Venkata Murali Krishna
11	Kushi Pvt Ltd	MIME	Kruthik Gowda	Pramod Prasad
12	Quick Table	Padmashree Institute of management and science	Niharika Mohana	Nayan Iyer
13	Khelaxy	Jain Design School	Gopal Krushna Sahu	Ayush Kumar
14	Bowl Culture	Jain Design School	Richard Joseph	Gagandeep K.
15	Helfold	Jain CMS, Lalbagh	Krishna Shetty	Amogha Shetty
16	Trydan Motor Sports	Nitte Meenakshi Institute of Technology	Ujjwal S	Eby Francis
17	CHAKA-NA Pvt Ltd	Kirloskar Institute Of Management	Sarath Roy	Rahul Nayak

# **Shortlisted Teams (Finale)**

Sl.No	Team	Institution
1	Avant	Christ University
		Jain University (Sports and
2	Khelaxy	Luxury)



3	Carryer	GIBS
		Jain University (CMS
4	Evion	Lalbagh )
5	Street Flavour	KLE's IMSR,Hubli
		Jain University (Sports and
6	Bowl Culture	Luxury)
7	Kushi Pvt Ltd	MIME (Jain University)
8	Helfold	Jain CMS, Lalbagh
		Nitte Meenskaki Institute of
9	Homa	Nitte Meenakshi Institute of
9	Horus	Technology
	Trydan Motor	Nitte Meenakshi Institute of
10	Sports	Technology
11	Popsicle	KLE's IMSR,Hubli
		Kirloskar Institute Of
12	Chak NA	Management

### The Winner is team Khelaxy.

Details of Winners: Gopal Krishna Sahu & Ayush Kumar (Jain Sports and Luxury team)



Winner Certificate Copy





### **Feedback Attainment Calculation:**

	Wt Score ▶	5	4	3	2	1				
Questions to Map Pos	List of Pos & PSOs	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree	Wt. Score		Max score	%age
The session was experiential with real world illustrations.	PO1 PO2 PO4 PO6	7	5	0	0	0	55		60	92%
The Theme was relevant to the entrepreneurship and new venture creation.	PO5 PO7	5	6	0	1	0	51		60	85%
The Content was relevant to entrepreneurship and new venture creation.	PO1 PO2 PO3 PO4	8	3	1	0	0	55		60	92%
The event helped me gain a better understanding of trends, opportunities and practices in the entrepreneurship domain.	P01 P03 P05 P06 P07	7	5	0	0	0	55		60	92%



	ENVC ACTIVITY														
POs	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9	Q10		Captured By	Total Attainment Score	Level Achieved	
PO1	92%		92%	92%								Q1 Q3 Q4	92%	3	
PO2	92%		92%									Q1 Q3	92%	3	
PO3			92%	92%								Q3 Q4	92%	3	
PO4	92%		92%									Q1 Q3	92%	3	
PO5		85%		92%								Q2 Q4	88%	3	
PO6	92%			92%								Q1 Q4	92%	3	
PO7		85%		92%								Q2 Q4	88%	3	