

Department of Computer Engineering

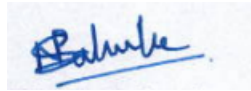
Net Gyani IT Services private limited

Duration of MoU: From 10/01/22 to 09/01/23.

Nature of MoU: Expert Lecture/conference/seminar/workshop

List of Activities conducted under above MoU in Academic Year 2021-22.

S.No.	Date	Duration	Title of Activity	Nature of Activity(Expert Talk/Training/Internship etc.)	No. of Participants
1.	7th March 2022	5	Salesforce Technology	Short Term Training	74
2.	20 December 2022	1	Salesforce Technology	Expert Talk	63



Dr. Nilesh Salunke
Principal,
SVKM's Institute of Technology,
Dhule, MH.



(Mr. Bharat Aghaw)
CEO
Net Gyani IT Services Pvt. Ltd.
Pune



Name, Designation and Signature of First Party

Name, Designation and Signature of Second Party



A Report
of

**One Week ISTE-Approved Virtual Short-
Term Training Program**

on

“Salesforce Technology”

from

7th March – 12th March 2022

Jointly Organized by
Department of Computer Engineering
and Net Gyani IT Services Pvt. Ltd.,
Pune

**Shri Vile Parle Kelavani Mandal’s Institute of
Technology, Dhule**

Academic Year: 2021-22

Activity Report

Aim: To introduce salesforce.com, a CRM System based on Cloud Computing.

Objective:

- To become familiar with Cloud Computing basics.
- To become familiar with CRM System, and Customer Relationship Management.
- To learn Workflow Automation, Product Management, and Case Management.
- To learn to make and manage Reports, Dashboards and other Salesforce.com activities.
- To become familiar with the project development of applications using Salesforce Technology.

Name of Program: ISTE-Approved One Week Virtual Short-Term Training

Program (STTP) on Salesforce Technology

Date: 7th March 2022 – 12th March 2022

Time: 10:00 AM – 2:00 PM (ALL DAYS)

Patron: Dr. Nilesh Salunke

Convener: Dr. Makarand Shahade

Expert of STTP: Mr. Dyaneshwar Aghav

STTP Coordinator: 1) Prof. Ranjit Fule
2) Prof. Vijaylaxmi Bittal

Participants: Students, Research Scholars, Faculties, and Industry Persons from various domains.

Total No. of Students Benefited: 74

PO Addressed: PO1, PO3, PO4, PO5, PO7, PO9, PO10, PO11, PO12

PSO Addressed: PSO2, PSO3

Outcomes: Participants learned:

- 1) To understand the basics of Cloud Computing.
- 2) To understand the CRM Systems, which is Salesforce.com.
- 3) To learn various management processes in salesforce technology.
- 4) To learn how to create reports, and dashboards.
- 5) To get jobs in the field of Salesforce technology.

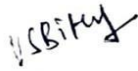
In today's world, **CRM** Systems are becoming advanced day by day, which is in high demand in the job market. So, the Department of **Computer Engineering** of **SVKM's Institute of Technology, Dhule** and **Net Gyani IT Services Pvt. Ltd.**, Pune jointly organized a One-week **ISTE-Approved** Virtual workshop on **Salesforce Technology** from 7th March to 12th March 2022 through online mode (MS Team). The workshop was conducted on an online platform. Around 75 participants including students, faculties, research scholars, and industry persons from the various institutes and industries participated

in the program. The primary goal of the STTP was to make participants ready with the knowledge of CRM systems, which is in high demand for job aspirants from various domains, which means anyone from any discipline can join the salesforce technology regardless of his/her knowledge of cloud computing.

Mr. Dyaneshwar Aghav, the speaker of the STTP, who is having experience of about 13 years in the field of salesforce technology, Capgemini, Singapore addressed the participants by sharing his knowledge in the field of Cloud computing and salesforce technologies, by delivering hands-on sessions on salesforce technologies.



Prof. Ranjit Fule
STTP Coordinator
Dept. Of Computer
Engineering



Prof. Vijaylaxmi Bittal
STTP Coordinator
Dept. Of Computer
Engineering



Dr. Makrand Shahade
Convener
HOD, Dept. Of Computer
Engineering

STTP – Salesforce Technology Contents

Date	Time	Contents (Topics to be covered)
Day 1 - 7 th March 2022	10 AM to 10:15 AM	Inauguration of STTP – Salesforce Technology
	10:15 AM to 2 PM	Cloud Computing basics SAAS, PAAS, IAAS Salesforce.com Introduction – Configuration and Setup, User Interface, Data Modeling, Lightning Vs Classic Interface,
Day 2 - 8 th March 2022	10 AM to 2 PM	Workflow Automation Process Builder Approval Process – Basics Email Templates
Day 3 - 9 th March 2022	10 AM to 2 PM	Products & Price books Campaign Management Sales Process – Lead, Accounts & Opportunities Quote Management
Day 4 - 10 th March 2022	10 AM to 2 PM	Case Management Case Automation: Assignment Web2Case, Email to Case, Case Escalation, Service Console, Case Reports, Data Import Wizard, Data Loader, Data Export Service
Day 5 - 11 th March 2022	10 AM to 2 PM	Reports, Dashboards, Analytics, Change Sets, Deployments, Security and Access, Sandboxes
Day 6 - 12 th March 2022	10 AM to 2 PM	Project Guidance Agile Projects Job Opportunities in Salesforce Getting your dream job in the salesforce
	2 PM	Valedictory of STTP followed by MCQ Based TEST Closing Remarks & Vote of Thanks

Online Platform: MS Team

Link: https://teams.microsoft.com/l/meetup-join/19%3ameeting_MzM1ODY3ZTktN2FiZi00NzJkLTgwNDktYmY3YmExMzJhMjI%40thread.v2/0?context=%7b%22id%22%3a%22d1f14348-f1b5-4a09-ac99-7ebf213cbc81%22%2c%22oid%22%3a%22e5a0310e-4d8b-453e-9c13-89a3fd6ade5f%22%7d

Broacher



ABOUT SVKM

Shri Vile Parle Kelavani Mandal is a Public Charitable Trust registered under the Society's Registration Act and Bombay Public Trust Act. From its humble beginnings in 1934, when it took over the Rashtriya Shala, a school established in 1921 in the wake of the National Movement, the Mandal today has grown into a big educational complex imparting high-level education to more than 35,000 students.

After beginning its journey in the early 1930s SVKM has blossomed into an educational colossus that has attained national recognition in multiple streams of higher education. With a strong guiding philosophy of providing education to all levels of the student community along with creating a feeling of bonding and commitment amongst academic and nonacademic employees. SVKM has mastered the art of being able to transform itself into a close-knit family and at the same time help its students to attain all-round development, be employable and achieve success.

ABOUT SVKM'S -IOT, DHULE

SVKM's Dhule Campus is largely emerging as one of the biggest future hubs of technology and Education. It has gained a strategic advantage for being on the junction of three National Highways viz. NH-3, NH-6, and NH-211. Dhule is aiming to develop into an industrial town which may provide next generation technologies across infrastructure sectors. Our president has a dream to make Dhule city known for its quality education institutes. SVKM has taken an initiative to develop state of the art engineering and pharmacy institute that will impart quality education in Dhule Spread over 33 acres of land on the outskirts of Dhule, it will house colleges as SVKM's Institute of Technology.

ABOUT THE DEPARTMENT

The Department of Computer Engineering at the SVKM's Institute of Technology, Dhule was established in the year 2017. The Department offers four years Bachelors of Technology program in Computer Engineering. The intake capacity is 60 seats each for Computer. The Department has State of the art computing laboratories, equipped with the latest machines, software and are networked to the client machines throughout the department. The machines are ready with license software as well as open-source software for various practical assignments. Each lab is equipped with projector and laser printer for the ease of students. Also, high speed internet is always available for the use of staff and students. The Department has a blend of experienced and young faculty members who also work as mentors to the equally diligent, hardworking and intelligent students. The Degree program is spread over four years with two semesters in each year. The first year of engineering is common to all disciplines. The students get an opportunity to opt for elective subjects from second year onwards, which provides the students with more options to learn and acquire ongoing trends of industry. The curriculum spread over the period of four years makes the student conversant and provides an in-depth knowledge. We strive to impart basic knowledge of the vast area of Computers, which serves as the most apt platform for students to pursue higher studies in their areas of interest.

VISION OF DEPARTMENT

To prepare the students as globally recognized Computer Engineers who will be innovative to cater the industrial demands and social needs.

MISSION OF DEPARTMENT

1. To empower students with comprehensive knowledge of Computer Engineer to be successful professionals.
2. To impart quality education to make the students ready for industry, higher study.
3. To inculcate leadership abilities with strong ethical values and encourage lifelong learning.

OUR PATRONS

Chief Patron

Hon'ble Shri Amrishbhai Patel

President, SVKM Mumbai

Hon'ble Shri Bhupeshbhai Patel

Joint President, SVKM Mumbai

Hon'ble Shri Chintanbhai Patel

Vice-President, SVKM Mumbai

Shri. Rajgopal Bhandari,

Member, Managing Committee, SVKM Mumbai

Dr. Ajay Pasari, Mentor, SVKM's Dhule Campus

Dr. K. B. Patil, Advisor, SVKM's Dhule Campus

Organizing Chair

Dr. Nilesh Salunke

Principal, SVKM's IoT, Dhule

Convener

Dr. Makarand Shahade,

HoD, Computer Engineering

Important Dates:

Registration Deadline - Mar 01, 2022

Registration Acceptance - Mar 05, 2022

Program Date - Mar 7-12, 2022

Program Coordinators:

Prof. Ranjit Fule

Mob: 9096330677 / ranjit.fule@svkm.ac.in

Prof. Vijaylaxmi Bittal

Mob: 8424887047 / vijaylaxmi.bittal@svkm.ac.in

RESOURCE PERSONS

Expert from Net Gyani IT Services Pvt. Ltd. Pune will be delivering all sessions in the program. Net Gyani IT Services Pvt. Ltd. is engaged in Software Development, Cloud Application Development, and Mobile Application Development, and Information Technology Training provider as its world class Labs backed by the Team of Industry Experts.

TRAINING PROGRAM OVERVIEW

The Salesforce developer is designed for individuals who would like to demonstrate their skills and knowledge designing, building, and deploying custom applications using the declarative customization capabilities of the Lightning Platform. The candidate can create, manage, and update data models, application security, business logic, and process automation.

COURSE CONTENTS

- Cloud Computing Basics SAAS, PAAS, IAAS
- Salesforce.com Introduction – Configuration & Setup
- User Interface, Data Modeling
- Lightning Vs Classic Interface
- Lookup Relationship, Master Details Relationship
- Formula Fields, & Validations
- Workflow Automation, Process Builder
- Approval Process – Basics and Email Template
- Sales Process – Lead, Accounts & Opportunities
- Case Management: Assignment, Web2Case
- Case Management: Email to Case, Case Escalation
- Case Management: Service Console
- Case Reports
- Data Import Wizard/Loader/Export Service
- Reports, Dashboards & Analytics
- Change Sets, Deployments
- Security & Access Sandboxes
- Project Guidance, Agile Projects
- Job Opportunities in Salesforce

ISTE APPROVED ONE WEEK ONLINE SHORT TERM TRAINING PROGRAM (STTP)



On Topic

SALESFORCE TECHNOLOGY

(Self-Finance)

7th March – 12th March 2022

Jointly Organized by,
DEPARTMENT OF COMPUTER ENGINEERING &
NET GYANI IT SERVICES PVT. LTD., PUNE

Under the Umbrella of



Shri Vile Parle Kelavani Mandal's
INSTITUTE OF TECHNOLOGY,
DHULE - 424001

REGISTRATION FEES: Rs. 600/-

Each Lecture will be followed by interactive sessions on the subject matter.

Note: All the participants will receive the certificates from SVKM's IoT, Dhule as well as Net Gyani IT Services Pvt. Ltd., Pune

HOW TO APPLY:

All interested candidates are required to register on Google Form link given below by paying fees of Rs.600/- online through Google Pay / PhonePe on +91 9096330677 (Prof. Ranjit Fule).

REGISTRATION FORM LINK

<https://forms.gle/X9cWafjUV3BqohZ6>

ADVISORY COMMITTEE,

Dr. Hitesh Thakare, HoD, Mech. Engg

Dr. Bhushan Chaudhari, HoD, Info. Tech

Dr. Vishal Moyal, HoD, Elec. Engg

Dr. Shrikant Randhavane, HoD, Civil Engg

Dr. Tushar Shinde, HoD, Applied Science & Humanity

ORGANIZING COMMITTEE,

Prof. Khalid Alfatmi

Prof. Tukaram Gawali

Prof. Ashish Awate

Prof. Bhushan Nandwalkar

Prof. Mayuri Kulkarni

Prof. Umakant Mandawkar

FLYER



Shri Vile Parle Kelavani Madal's
Institute of Technology, Dhule



Department of Computer Engineering in
association with Net Gyani IT Services
Organizes

*ISTE APPROVED ONE WEEK ONLINE SHORT-
TERM TRAINING PROGRAM (STTP)*

on

SALESFORCE TECHNOLOGY



Expert Speaker

Mr. Dyneshwar Aghav

Sr. Salesforce Architect, Capgemini, Singapore
Having 12 Years of Experience

From 7th – 12th March

Time: 10 AM – 2 PM

Prof. Ranjit Fule

STTP Coordinator
Comp. Engineering,
SVKM's IoT, Dhule

Prof. Vijaylaxmi Bittal

STTP Coordinator
Comp. Engineering,
SVKM's IoT, Dhule

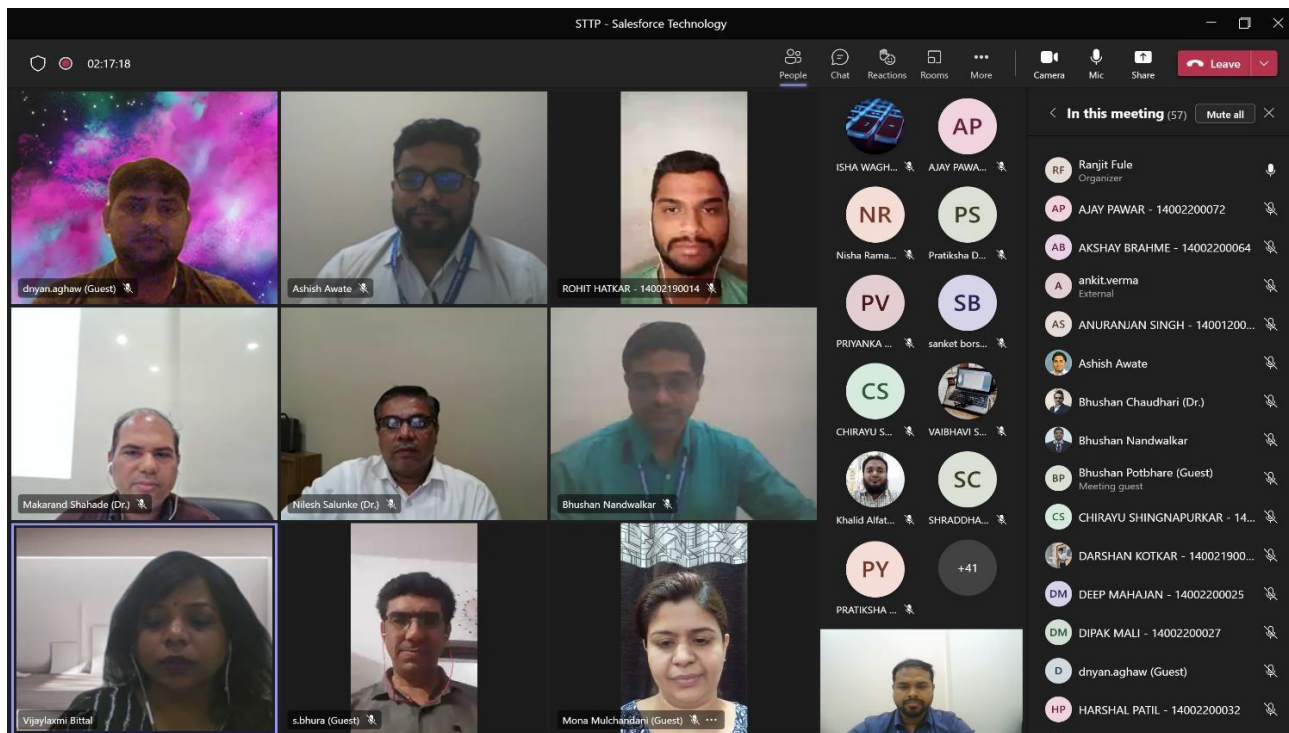
Dr. Makarand Shahade

Convener
Head Comp. Engineering,
SVKM's IoT, Dhule

Dr. Nilesh Salunke

Principal
SVKM's IoT, Dhule

Glimpses of the Program



Feedback Form for all Sessions

The session's objectives were clearly stated and met? *

1	2	3	4	5
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Experts/Speakers have put good effort in explaining things to make me understand the topic *

1	2	3	4	5
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

This session has increased my knowledge and skill in the discussed topic *

1	2	3	4	5
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Any other suggestions to improve the program

Your answer

Submit

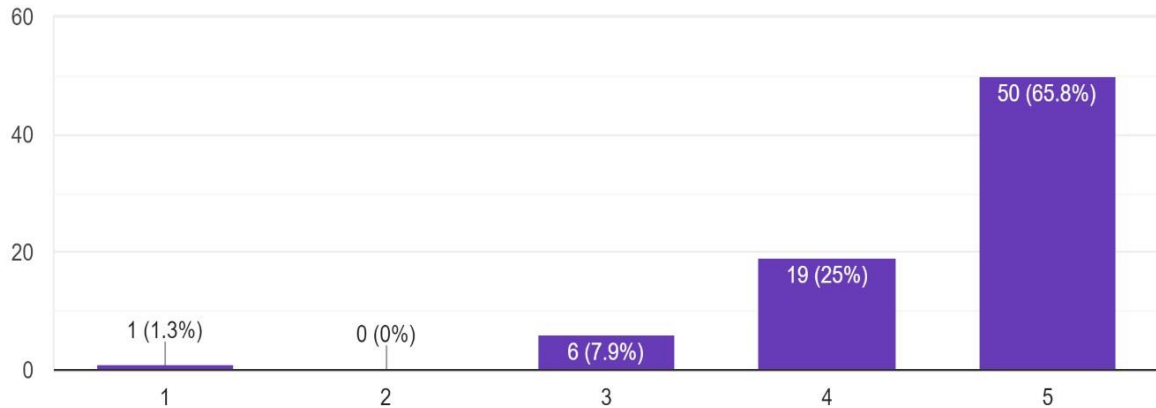
Clear form

FEEDBACK RESPONSES - DAY 1

Session Title - Cloud Computing basics SAAS, PAAS, IAASSalesforce.com Introduction – Configuration and Setup,User Interface, Data Modeling, Lightning Vs Classic Interface

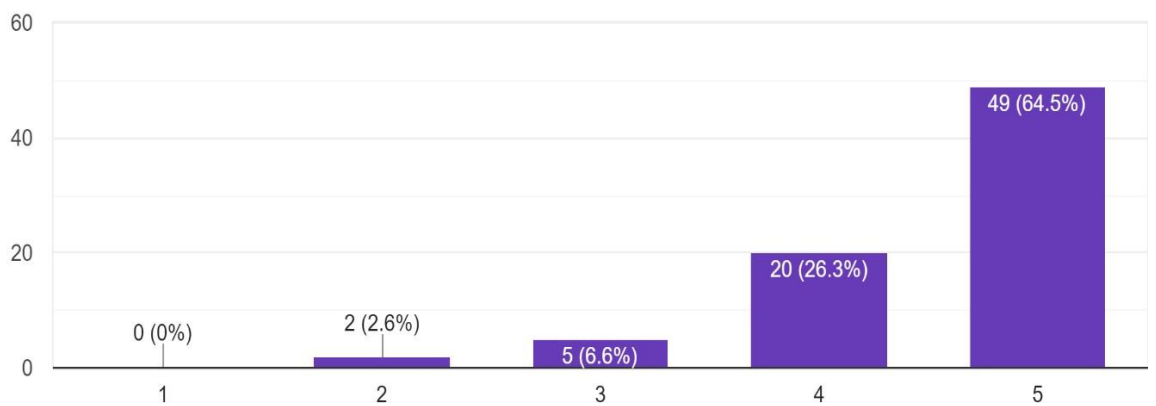
The session's objectives were clearly stated and met?

76 responses



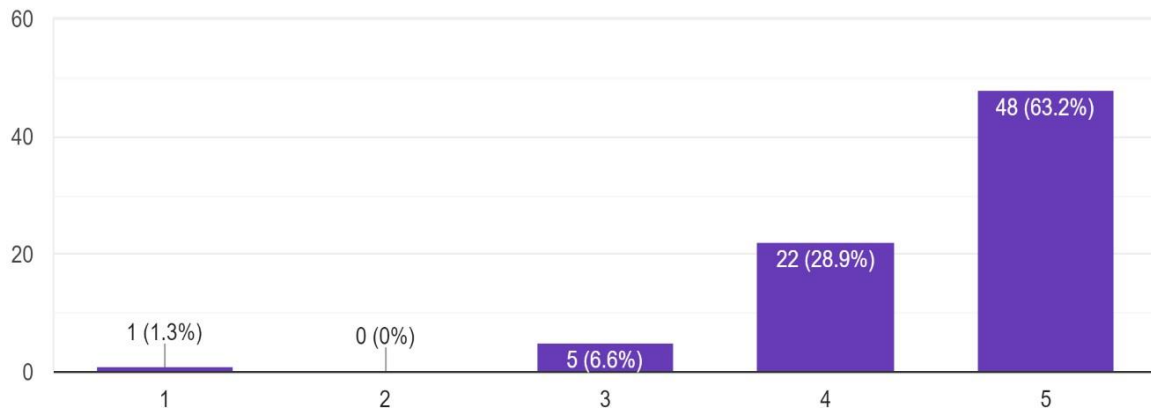
Experts/Speakers have put good effort in explaining things to make me understand the topic

76 responses



This session has increased my knowledge and skill in the discussed topic

76 responses

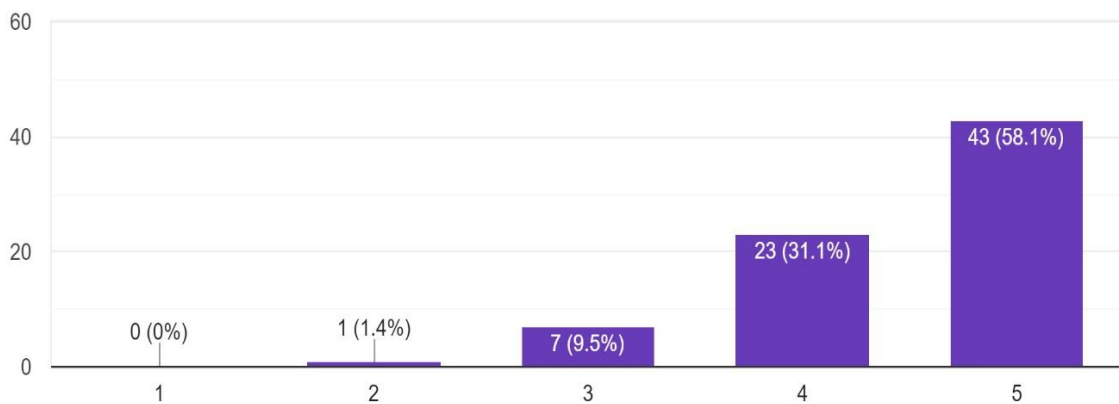


FEEDBACK RESPONSES - DAY 2

Session Title - Workflow AutomationProcess BuilderApproval Process – BasicsEmail Templates

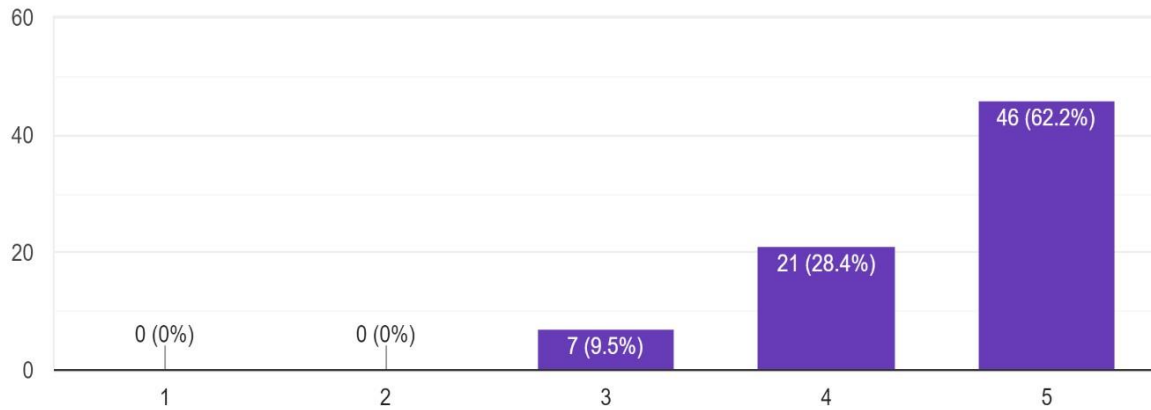
The session's objectives were clearly stated and met?

74 responses



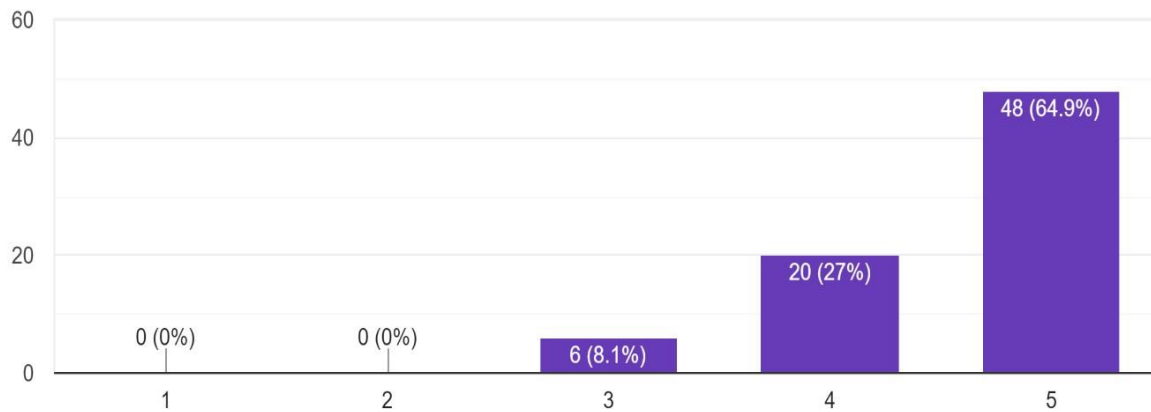
Experts/Speakers have put good effort in explaining things to make me understand the topic

74 responses



This session has increased my knowledge and skill in the discussed topic

74 responses

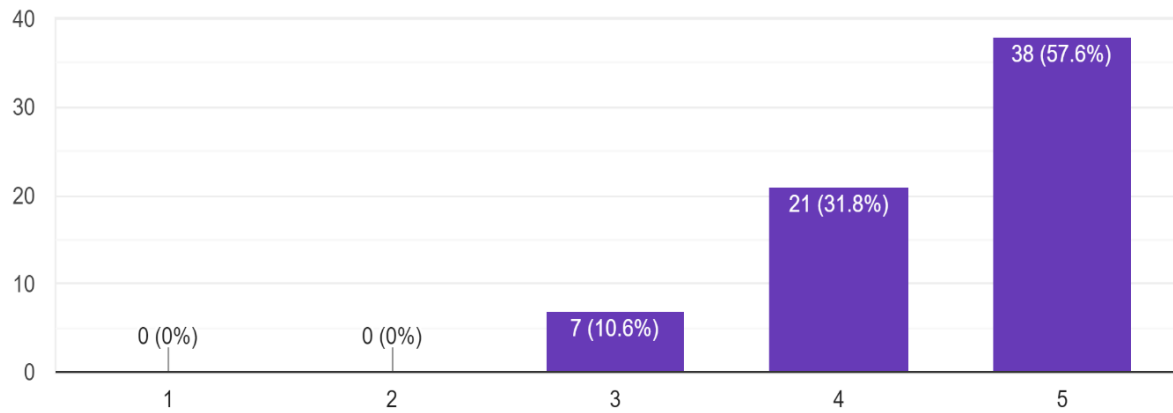


FEEDBACK RESPONSES - DAY 3

Session Title - Products & Price books Campaign Management Sales Process – Lead, Accounts & Opportunities Quote Management

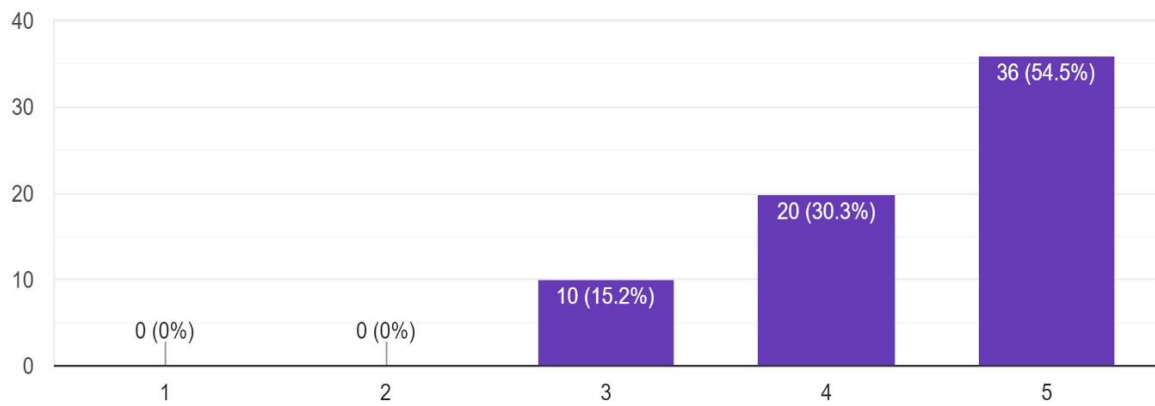
The session's objectives were clearly stated and met?

66 responses



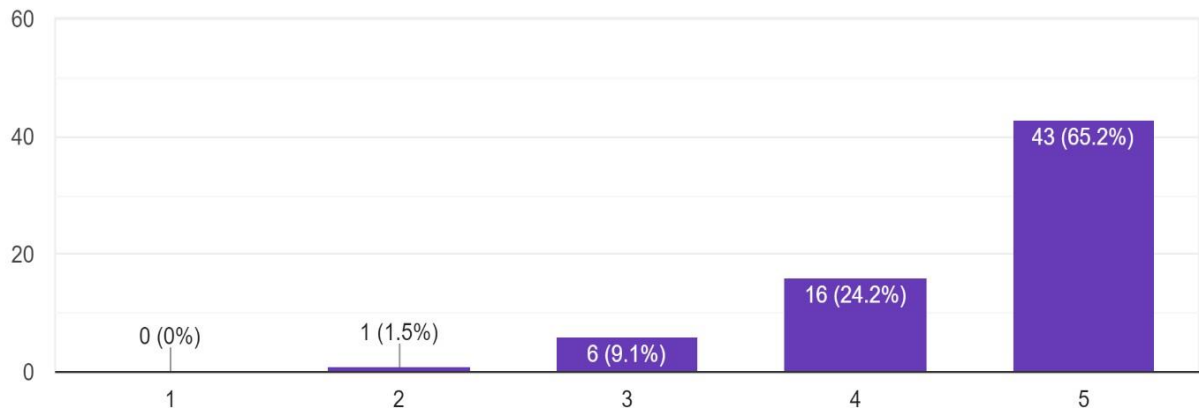
Experts/Speakers have put good effort in explaining things to make me understand the topic

66 responses



This session has increased my knowledge and skill in the discussed topic

66 responses

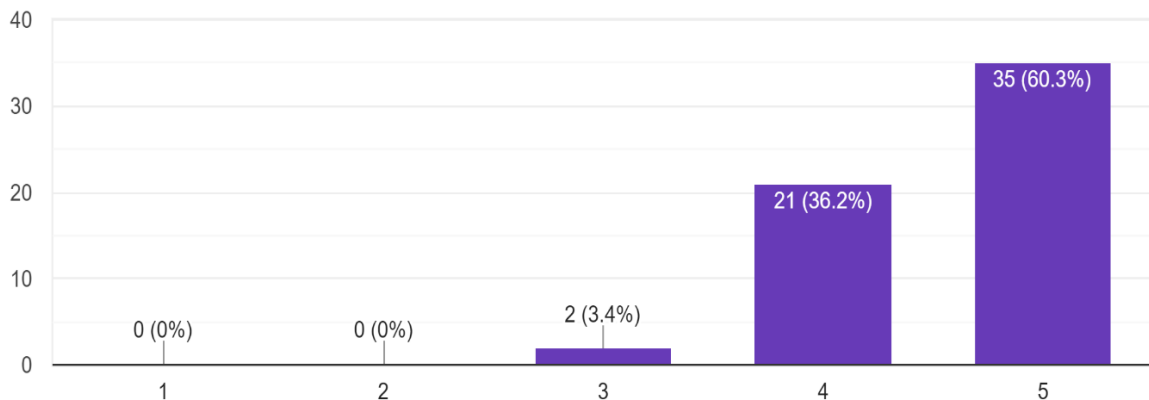


FEEDBACK RESPONSES - DAY 4

Session Title - Case Management Case Automation: AssignmentWeb2Case, Email to Case, Case Escalation, Service Console, Case Reports, Data Import Wizard, Data Loader, Data Export Service

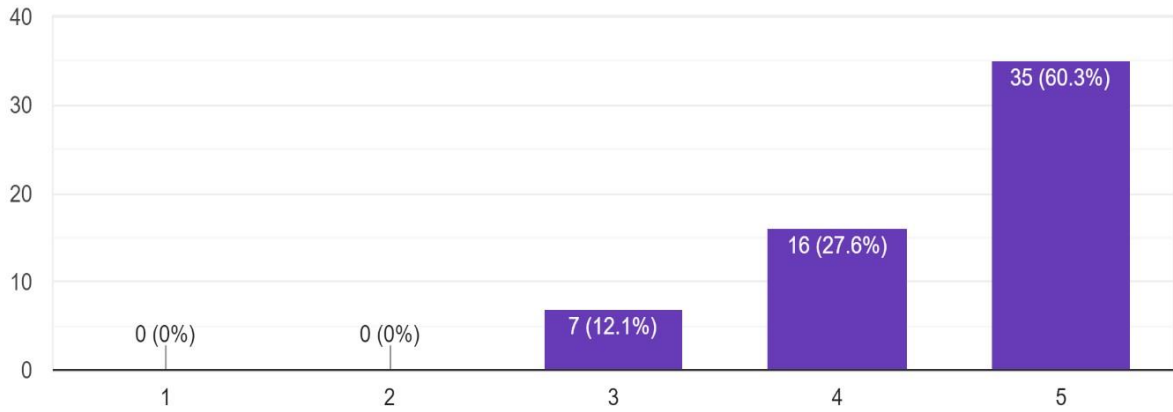
The session's objectives were clearly stated and met?

58 responses



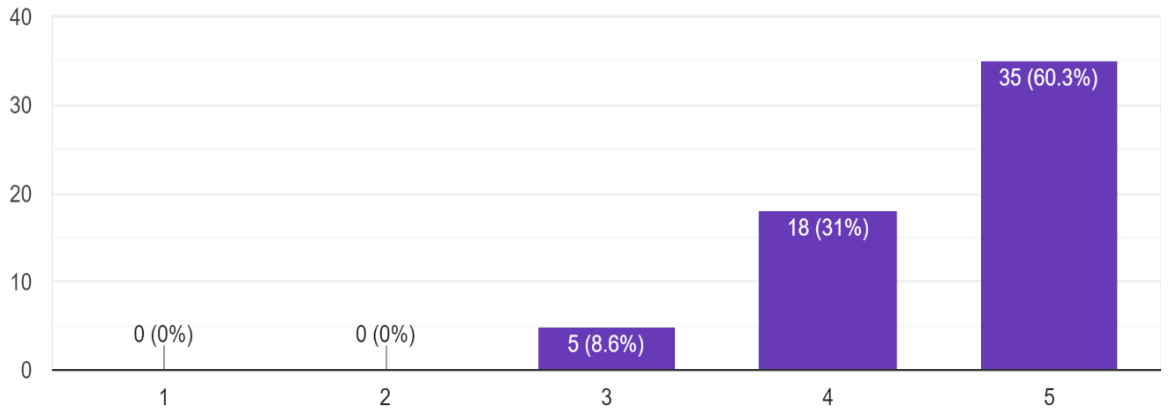
Experts/Speakers have put good effort in explaining things to make me understand the topic

58 responses



This session has increased my knowledge and skill in the discussed topic

58 responses

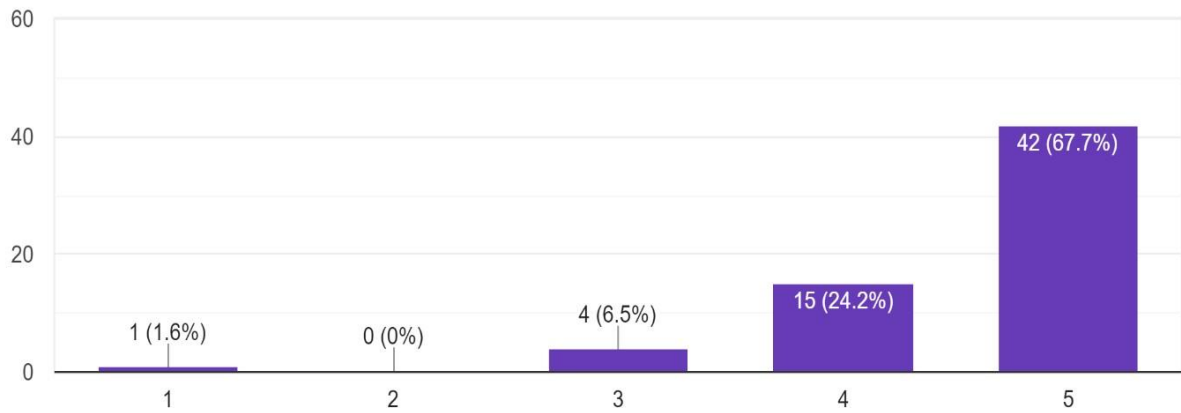


FEEDBACK RESPONSES - DAY 5 & DAY 6

Session Title - Reports, Dashboards, Analytics, Change Sets, Deployments, Security and Access, Sandboxes

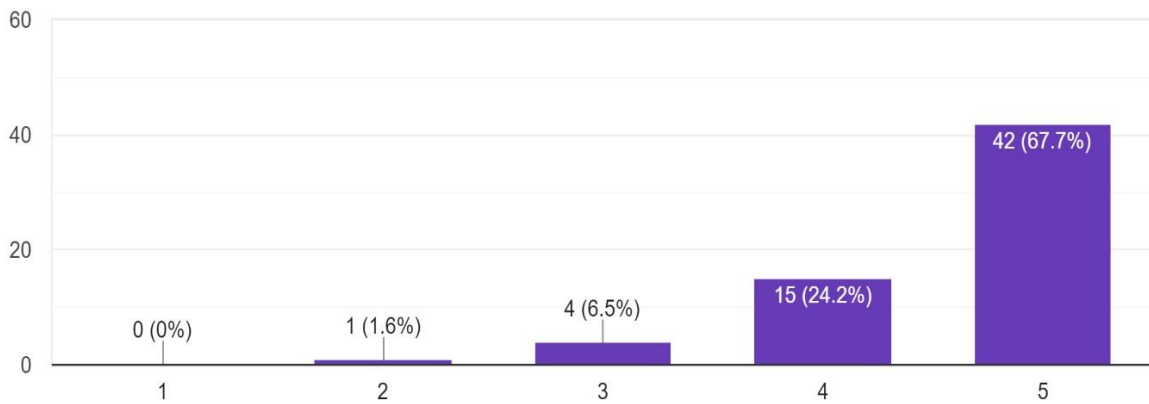
The session's objectives were clearly stated and met?

62 responses



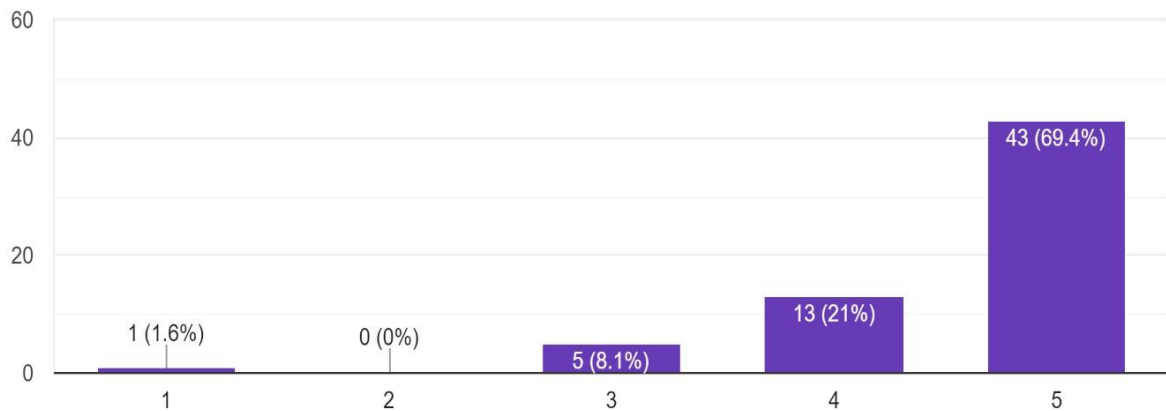
Experts/Speakers have put good effort in explaining things to make me understand the topic

62 responses



This session has increased my knowledge and skill in the discussed topic

62 responses



Attendance

Name of Participant	Participant	Name of Institute/Company/Organization
Aaditya Mahale	Student	SVKM's Institute Of Technology, Dhule
AJAY KACHESHWAR NAGAPURE	Student	SVKM's Institute Of Technology, Dhule
Ajay Vishwas Pawar	Student	SVKM's Institute Of Technology, Dhule
Akshay Arun Brahme	Student	SVKM's Institute Of Technology, Dhule
Ankit Verma	Faculty	KIET GROUP OF INSTITUTIONS, Ghaziabad, UP
ANURANJAN SUNIL SINGH	Student	SVKM's Institute Of Technology, Dhule
Apurva Patil	Student	SVKM's Institute Of Technology, Dhule
Ashish Suresh Awate	Faculty	SVKM's Institute Of Technology, Dhule
Ashiya Ashokan PuthalonKunnath	Student	SVKM's Institute Of Technology, Dhule
Bhavesh Anil Nikam	Student	SVKM's Institute Of Technology, Dhule
Bhushan Nandwalkar	Faculty	SVKM's Institute Of Technology, Dhule
Chirayu Kishor Shingnapurkar	Student	SVKM's Institute Of Technology, Dhule
Darshan Nandkishor Kotkar	Student	SVKM's Institute Of Technology, Dhule
Deep Mahajan	Student	SVKM's Institute Of Technology, Dhule
Devyani Mohan Patil	Student	SVKM's Institute Of Technology, Dhule
Dipak Bapu Mali	Student	SVKM's Institute Of Technology, Dhule
Hitesh Thakare	Faculty	SVKM's Institute Of Technology, Dhule
Harshal Raju Waghare	Student	SVKM's Institute Of Technology, Dhule
Harshal Ravindra Patil	Student	SVKM's Institute Of Technology, Dhule
Harshal Vinod patil	Student	SVKM's Institute Of Technology, Dhule
Himanshu Pradeep Sharma	Student	SVKM's Institute Of Technology, Dhule
Jayesh Gopinath Garud	Student	SVKM's Institute Of Technology, Dhule
Kalpesh Kailas Badgujar	Student	SVKM's Institute Of Technology, Dhule
SHAM GAJANAN KARNE	Student	SVKM's Institute Of Technology, Dhule

Khalid Alfatmi	Faculty	SVKM's Institute Of Technology, Dhule
Lokesh Nitin Mahajan	Student	SVKM's Institute Of Technology, Dhule
M. HADAP	Research Scholar	Yashwantrao Chavan College of Engineering, Nagpur
Marathe Shubham Ravindra	Student	R C Patel Institute of Technology Shirpur
Mayur Santosh Hajare	Student	SVKM's Institute Of Technology, Dhule
Mohit Sunil Shinde	Student	SVKM's Institute Of Technology, Dhule
Mayuri Diwakar Kulkarni	Faculty	SVKM's Institute Of Technology, Dhule
Neha Rajendra Saindane	Student	SVKM's Institute Of Technology, Dhule
Nikhil Jagdish Bhagwat	Student	SVKM's Institute Of Technology, Dhule
Nishad Sanjay Patil	Student	SVKM's Institute Of Technology, Dhule
Shubham Ramesh Patil	Student	SVKM's Institute Of Technology, Dhule
Pavan Rajusing Pawar	Student	SVKM's Institute Of Technology, Dhule
Payal Anil Badgujar	Student	SVKM's Institute Of Technology, Dhule
Piyush Mahesh Sharma	Student	SVKM's Institute Of Technology, Dhule
Pranav Sanjay Wani	Student	SVKM's Institute Of Technology, Dhule
PRASAD AVINASH SONKAMBLE	Student	SVKM's Institute Of Technology, Dhule
Pritam Sandip Lokhande	Student	SVKM's Institute Of Technology, Dhule
PRIYANKA PRASHANT VIBHANDIK	Student	SVKM's Institute Of Technology, Dhule
Mrunalini Buradkar	Faculty	St. Vincent Pallotti College Of Engineering and Technology
Rahul Brijmohan Sharma	Industry Person	SVKM's Institute Of Technology, Dhule
Pranjal Nandalalsing Rajput	Student	R C Patel institute of technology shirpur
Ranjit Fule	Faculty	SVKM's Institute Of Technology, Dhule
Riddhi Sunil Gindodiya	Student	SVKM's Institute Of Technology, Dhule
Ritesh Dharmendra Kulkarni	Student	SVKM's Institute Of Technology, Dhule
Rohit Sonu Hatkar	Student	SVKM's Institute Of Technology, Dhule
Rubi Mandal	Faculty	SVKM's Institute Of Technology, Dhule
Rushikesh Jitendra Badgujar	Student	SVKM's Institute Of Technology, Dhule
Sakshi Madhukar Mandwekar	Student	SVKM's Institute Of Technology, Dhule
Shrushti Pradipkumar Salunke	Student	SVKM's Institute Of Technology, Dhule
Sameer Rajesh Brahme	Student	SVKM's Institute Of Technology, Dhule
Sanket Prakash Borse	Student	SVKM's Institute Of Technology, Dhule
Seema Bhushan Dravyakar	Student	SVKM's Campus, Dhule
Shraddha Anil Changune	Student	SVKM's Institute Of Technology, Dhule
Shubham Aragade	Student	SVKM's Institute Of Technology, Dhule
Shubham Kailas Kalsekar	Student	SVKM's Institute Of Technology, Dhule
Isha Sonawane	Student	SVKM's Institute Of Technology, Dhule
Sushil Ramrao Deshmukh	Faculty	SVKM's Institute Of Technology, Dhule
Tukaram Kashinath Gawali	Faculty	SVKM's Institute Of Technology, Dhule
Tushar Sunil Shinde	Student	SVKM's Institute Of Technology, Dhule
UMAKANT DINKAR MANDAWKAR	Faculty	SVKM's Institute Of Technology, Dhule
Vaibhav Vijay Pingle	Student	SVKM's Institute Of Technology, Dhule
Vaibhavi Manoj Suryawanshi	Student	SVKM's Institute Of Technology, Dhule

Vijaylaxmi Bittal	Faculty	SVKM's Institute Of Technology, Dhule
Vishal Rajnarayan Jagdale	Student	SVKM's Institute Of Technology, Dhule
Vishwajit Jitendra Patil	Student	SVKM's Institute Of Technology, Dhule
Vivek Ramrao Pawar	Student	SVKM's Institute Of Technology, Dhule
Isha Sanjay Wagh	Student	SVKM's Institute Of Technology, Dhule
Yash Chandrakant Jadhav	Student	SVKM's Institute Of Technology, Dhule
Pratiksha Arun Yeshi	Student	SVKM's Institute Of Technology, Dhule
Yogita Patil	Industry Person	SVKM Campus, Dhule

CERTIFICATE' SAMPLES




**Shri Vile Parle Kelavani Mandal's
INSTITUTE OF TECHNOLOGY, DHULE**

CERTIFICATE OF PARTICIPATION

This is to certify that,

Mr. / Ms. **Ankit Verma**, KIET GROUP OF INSTITUTIONS has participated in ISTE approved one-week Virtual Short Term Training Programme (STTP) on **Salesforce Technology** organized by the Department of Computer Engineering, SVKM's Institute of Technology, Dhule in association with Net Gyani IT Services Pvt. Ltd., Pune held on **7th to 12th March 2022**.



Dr. Makarand Shahade
Convener, STTP,
HOD, Comp. Engg. SVKM's IoT, Dhule



Dr. Nilesh Salunke
Principal,
SVKM's IoT, Dhule



March 31, 2022

This is to certify that **Mr. ANURANJAN SUNIL SINGH** has completed ISTE Approved online STTP workshop on the Salesforce.com cloud platform at NET GYANI IT SERVICES PRIVATE LIMITED from March 07, 2022 to March 12, 2022.

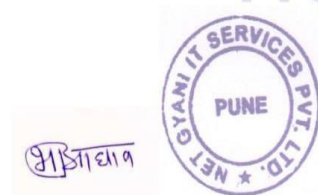
Mr. ANURANJAN SUNIL SINGH has also completed an internship of a 1-month duration from March 01, 2022 to March 31, 2022.

His contribution in the following areas was exceptional:

Requirement Analysis, Solution Design, Implementations, Unit Testing, Deployment of Salesforce Applications.

We wish you the very best in your future endeavours.

For **Net Gyani IT Services Private Limited.**,



Bharat Aghav
HR Director
March 31, 2022



A Report
of
Expert
Talk on
“Salesforce Technology”
from

Date: December 20, 2022

Jointly Organized by

**Department of Computer
Engineering and Net Gyani IT
Services Pvt. Ltd., Pune**

Shri Vile Parle Kelavani Mandal's Institute of Technology,
Dhule

Organized by: Department of Computer Engineering, SVKM's Institute of Technology, Dhule

Conducted by: Net Gyani IT Services Pvt. Ltd., Pune

Date: December 20, 2022

Number of Participants: 63 (including students of Computer Engineering and faculty members)

The Department of Computer Engineering at SVKM's Institute of Technology, Dhule, in collaboration with **Net Gyani IT Services Pvt. Ltd., Pune**, successfully conducted an **Expert Talk on Salesforce Technology** on **December 20, 2022**. The session aimed to provide students and faculty with industry insights into **Salesforce technology**, its applications, career opportunities, and real-world use cases.

Objective

The primary objectives of the expert talk were:

- To introduce participants to **Salesforce**, the world's leading **Customer Relationship Management (CRM) software**.
- To explore **career and internship opportunities** in the Salesforce ecosystem.
- To provide insights into **Salesforce-based projects** and hands-on industry experience.
- To highlight the significance of **Salesforce certifications** and their impact on employability.

Agenda

The session covered the following key topics:

1. **Why Salesforce?**
 - Introduction to **CRM and cloud-based solutions**.
 - Market demand for Salesforce professionals.
 - Industry adoption of Salesforce in various domains.
2. **Career Opportunities in Salesforce**
 - Roles such as **Salesforce Developer, Administrator, Architect, Consultant, Project Manager, and Business Analyst**.
 - Skills and certifications required for each role.
3. **Internship and Project Guidance**
 - Paid internship opportunities for students.
 - Hands-on experience with **Salesforce-based real-time projects**.
 - Guidance by **industry experts**.
4. **Salesforce Technology Workshop**
 - Importance of learning **Salesforce tools and technologies**.
 - Hands-on sessions and practical demonstrations.
 - Benefits such as **lifetime access to a Salesforce instance and industry-recognized certification**.

5. Q&A Session and Student Feedback

- An interactive discussion where students clarified their doubts about Salesforce technology, career pathways, and learning resources.
- Participants appreciated the **practical insights and industry-oriented approach** of the session.

Outcome and Impact

- The session provided valuable **industry exposure** to students, enabling them to understand Salesforce's role in **modern businesses**.
- Many students showed keen interest in **pursuing certifications and internships** in Salesforce.
- The event strengthened the collaboration between **academia and industry**, paving the way for future training sessions and workshops on **Salesforce and emerging technologies**.

Conclusion

The **Expert Talk on Salesforce Technology** was a highly engaging and informative session that benefited **both students and faculty members**. The Department of Computer Engineering at **SVKM's IoT, Dhule**, extends its gratitude to **Net Gyani IT Services Pvt. Ltd.** for their expert guidance and valuable insights. The event successfully empowered participants with knowledge about **Salesforce's growing impact on the IT industry and career prospects** in this domain.

Glimpses of the session:

