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ATAL INNOVATION MISSION



**ATAL
INCUBATION
CENTRE**

NALANDA INSTITUTE OF TECHNOLOGY FOUNDATION

Parivartan

E-NEWSLETTER

Volume - 4, Issue - 2 | Jul-Sept 2023

Parivartan

A Step towards Change

2020 - 2021

APR - SEPT

OCT - MAR

2021 - 2022

APR - SEPT

OCT - MAR

2022 - 2023

APR - JUN

JUL - SEPT

OCT - DEC

JAN - MAR

2023 - 2024

APR - JUN

Current Edition

**Click on duration to read*

Message from CEO



Dear Friends & Well-Wishers,

AIC-Nalanda has embarked on a multifaceted mission to enable the Odisha Startup Ecosystem and its stakeholders through numerous initiatives and programs. Our activities published in this newsletter outlays our commitment to engage, encourage and empower the passionate startups, enthusiastic innovators and aspiring entrepreneurs to come onboard this adventurous journey of driving transformation in the society as well as contributing in the economical growth of the nation.

The 2nd Season of Tinker Saturday, one of our flagship initiatives for students from ATIs of Bhubaneswar witnessed amazing tinkerers from seven schools of the city. Our Pre-incubation program, Ideanest also completed its 4th cohort with ten wannabe entrepreneurs rolling out their entrepreneurial roadmap. The acceleration program Sanvridhi had its 3rd chapter launched and supporting 22 startups from Odisha and neighboring states. We also had our first sector-focused accelerator program D2C Blaze launched in collaboration with Headstart and Netcore. This shall allow startups from across the country to build a stronger network of opportunities. We were glad to host the Bharat Pitchathon this year and also initiate the first ever Bharat Pitchathon Junior from Bhubaneswar.

The last quarter also brought together our collaborators to join hands for many groundbreaking events like OCOY, Shining MP Conclave, Tech in Tourism Conclave, Funding Den, Sprint East Edition, HSX Conclave and many more. This also proves the impact that AIC-Nalanda has been able to create in weaving the ecosystem and delivering not just successful but effective channels of opportunity for the startups in its network. The success achieved by our startups in the Sprint East Edition, HSX Conclave, Smart Ideathon and Bharat Pitchathon are testimonials to our efforts in supporting them in every possible manner.

I am delighted to share that our incubator was also ranked as “Front Runner Incubator” in the Assessment Framework 2021-22 of AIM, NITI Aayog. The great support that we have received from Atal Innovation Mission, Startup India and Startup Odisha has bolstered our endeavours and perform in the right direction to serve the startups of Odisha and nation at large.

I believe that the readers of this newsletter will share a sense of appreciation for our hardworking and dedicated team members who have been the prime factor in all the wonderful milestones that we have achieved so far.

Looking forward to work closely with everyone in coming days.

A handwritten signature in black ink, appearing to be 'D. Prasad Gouda', written over a circular stamp or watermark.

Mr. Durga Prasad Gouda

Chief Executive Officer
AIC-NITF

Tinker Saturday: Season 2

The 2nd Season of Tinker Saturday, an initiative of AIC-Nalanda was successfully flagged-off on 5th August 2023. On this occasion, Mr. Suman Pandit from Atal Tinkering Labs joined in virtual mode, interacted with the participated students and congratulated AIC-Nalanda for this initiation. With the add-on of Drone Technology Module to the 2nd Season, this phase of Tinker Saturday focused on helping students to explore the basic concepts and hands on project development on IoT, UAV, AR-VR, Additive Manufacturing as well as understanding the Innovation, Intellectual Property and Entrepreneurship.



DAV Public School, Kalinganagar



Govt. High School, IRC Village



DAV Public School, Unit - 8



BJEM School -2



Capital High School, Bhubaneswar



Syed Mumtaz Ali High School



Sri Aurobindo Institute of Integral Education

Pre-Incubation Program



Mr. Ratheesh Krishnan, Head of Experiments & New Ventures of SPI Edge joined us at AIC-Nalanda for the workshop held on 21st & 22nd July 2023. This two-day activity was focused on building the strategic business plan and developing the story of the startup.



Demo Day

IdeaNest 4.0 Demo Day was held on 16th September 2023. 10 selected Startups pitched before a jury panel that comprised of Mr. R K Mishra, Executive Director of TiE-Bhubaneswar, Mr. Siddharth Bhattar, Founder of Karkhana Makerspace, Mr. Bibhu P. Bahalia, Chair, eChai-Bhubaneswar Chapter, and Mr. Durga Prasad, COO of AIC-Nalanda and received valuable insights. This event served as a platform for these startups to gain crucial exposure and guidance in their entrepreneurial journey, fostering innovation and entrepreneurship in the community.

Graduated Startups

- The Earthy Ones
- Jaywing Technologies
- Performance Pro
- DOCZY
- Abhieo
- Labour Workforce
- The Invisible Squad
- NutriEarth Foods India
- AI Enabled Attendance
- CareerGrowthCoach



Graduation Day

The Graduation Day marked the culmination of the IdeaNest 4.0 Pre-Incubation Program, celebrating the success of 10 startups that completed the program. These startups underwent a transformative journey of learning, growth, and development. It was a momentous occasion to recognize and applaud their dedication and hard work, as they transition into the next phase of their entrepreneurial endeavours, equipped with the knowledge and skills acquired during their Pre-Incubation journey.



Acceleration Program

इंजनरिड्डी 3.0
A STARTUP ACCELERATION PROGRAM

Sanvridhdi is AIC-Nalanda's Acceleration program for any recognized startups at Product Development/ Market Entry/ Early Revenue Stage of business. It is designed to give the participating startups a complete strategic outlook towards their business proposal and prepare for the future challenges pertaining to their respective fields of operation.

Selected Startups



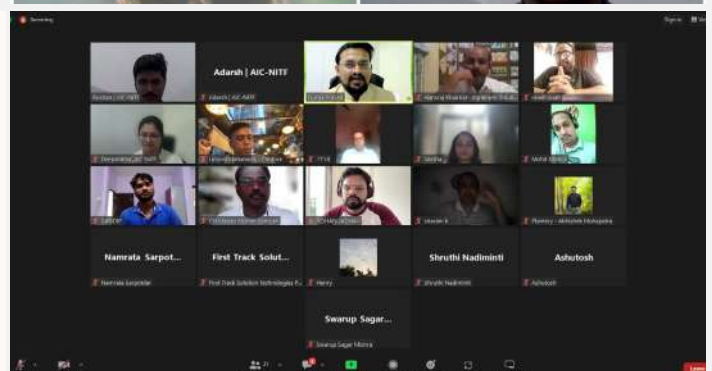
Sanvridhdi 3.0's inauguration program was held virtually on September 8, 2023. Dr. Omkar Rai, Executive Chairman of Startup Odisha, served as the Chief Guest for the event, attended by 26 selected startups. In his opening remarks, Dr. Rai emphasized the significance of the acceleration program, highlighting its role in facilitating connections with mentors, investors, business forums, and industry bodies for startups. He further underscored the program's assistance in areas such as product validation, business modeling, and investment readiness. Deepshikha Sarkar, Incubation Manager at AIC-NITF, provided a detailed timeline for the acceleration program. Following this, Mr. Durga Prasad, CEO, AIC-NITF, addressed the startups, emphasizing the program's importance. Subsequently, startups introduced their ventures, marking the beginning of an enriching journey for all participants.



इंजनरिड्डी 3.0

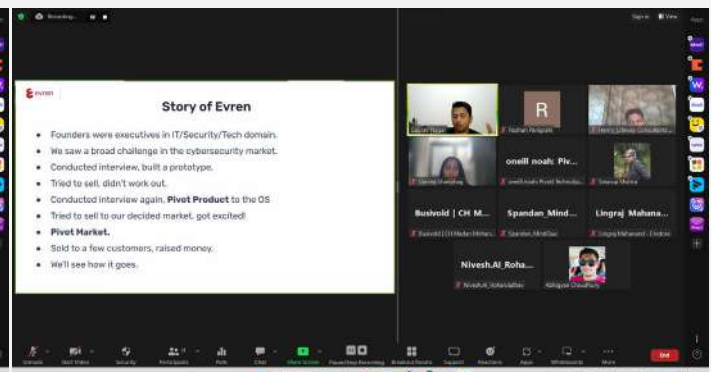
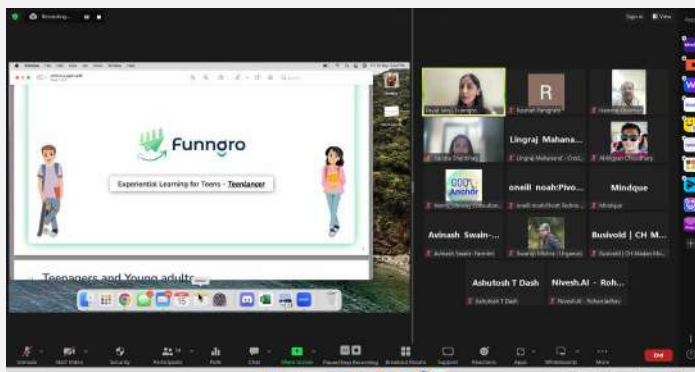
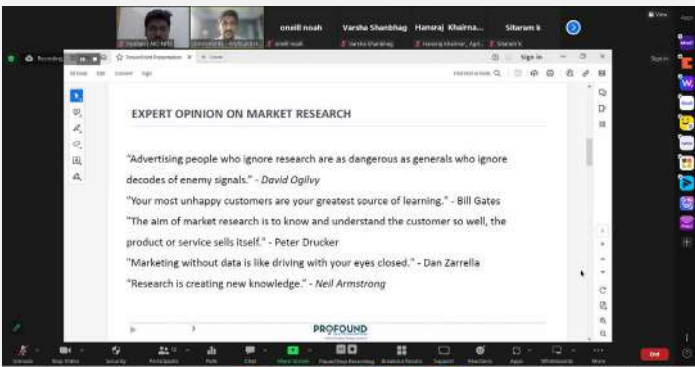
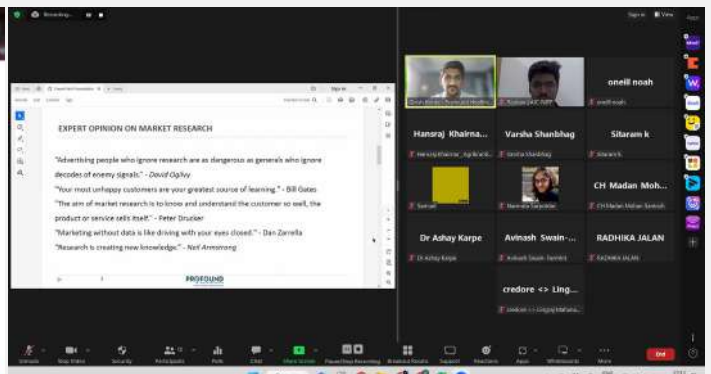
A STARTUP ACCELERATION PROGRAM

Cohort Announcement



Glimpses from Virtual Sessions

An online only furniture player wants to enter offline market.
How should it identify its target audience?



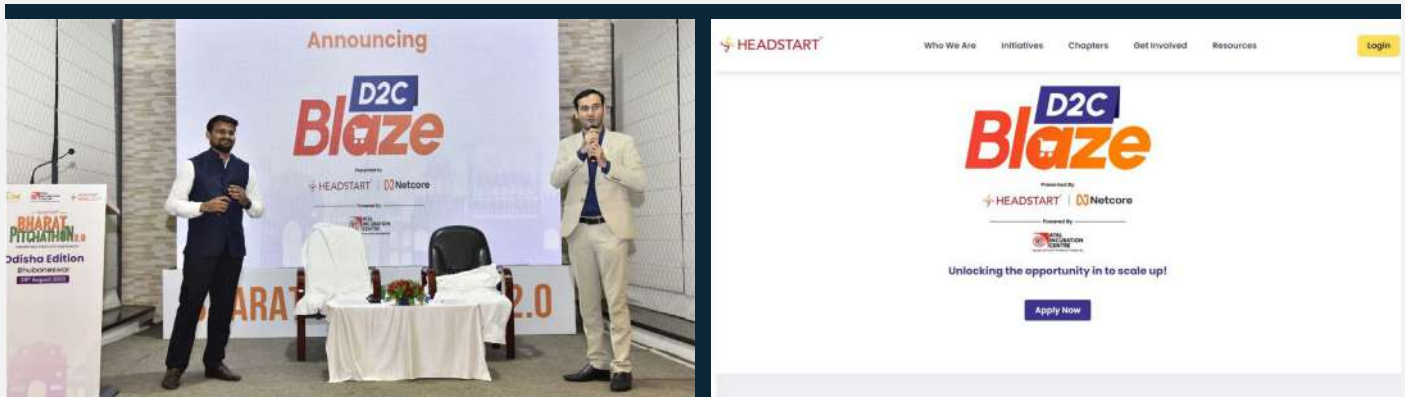
Acceleration Program



D2C Blaze

D2C Blaze, an immersive 12-week growth accelerator specifically designed to empower early-stage, high-potential direct-to-consumer (D2C) startups on their trajectory towards scaling operations and establishing a distinctive brand identity. This groundbreaking initiative is brought to fruition through a collaboration between the Headstart Network Foundation and Netcore Cloud, powered by the AIC-Nalanda Institute of Technology Foundation.

This comprehensive program is meticulously crafted to provide participants with a robust platform encompassing mentorship from industry stalwarts in the D2C domain, unparalleled networking prospects, access to cutting-edge technological tools, and avenues for securing crucial funding. Its primary aim is to nurture sustainable business expansion and foster enduring success.



D2C Blaze was announced by Mr Tushar Vadera, Head of Headstart Investor Circle during Bharat Pitchathon 2.0 Odisha Edition



D2C Blaze Cohort was announced by Mr. Durga Prasad, CEO, AIC-Nalanda during HSX 2023 at Bangalore

Angel Investment Mantra



The **Angel Investment Mantra** event in Bhubaneswar, organized by AIC-Nalanda, partnered by Fluid Ventures and UCCIL, successfully engaged 8+ local HNIs, predominantly industrialists. With **Mr. Durga Prasad** introducing AIC-Nalanda's mission, and **Mr. Amit Singal** from Fluid Ventures offering insights into angel investing benefits, the event highlighted startups as an asset class.

Guest Speaker **Sri Brahma Mishra**, President of Utkal Chamber of Commerce, emphasized the symbiotic potential between startups and industries, encouraging collaborations. The event provided an ideal platform for networking, knowledge sharing, and fostering an ecosystem conducive to startup growth in Bhubaneswar's entrepreneurial landscape.



Startup Meetup

July Chapter

Surge 3.0 meetup was organised on 4th July 2023 for the Incubatees of the 3rd Chapter of AIC-Nalanda's Annual Incubation Program, Surge 3.0. Founders and Representatives of 7 Startups joined this meetup. Mr. Devjyoti Mohanty, Mr Durga Prasad, Ms Deepshikha Sarkar & Mr Bibhu P Bahalia interacted with the participants and discussed about various angles of Public Promotion & Due Diligence.



August Chapter

Startup Growth Networking Meetup: Leveraging CSR for Startups was jointly organized by eChai, AIC-Nalanda and 72 DPI Skillz on 5th August 2023 at Sankalp Convention, Infocity, Bhubaneswar. Dr. Lopamundra Priyadarshini, GM, CSR, Utkal Alumina, Hindalco, Aditya Birla Group, and Mr K. C. Mishra, Social Entrepreneur & Founder of ektur joined as the speaker for this meetup.



Founders Meetup

The Founders Meetup was a dynamic blend of informative sessions, announcements, and networking opportunities tailored for startup founders. With a focus on D2C strategies and investments, the event drew over 40 startup founders who actively engaged in insightful discussions.



Funding 101 - The First Cheque

Mr. Amit Singal, Founding Partner of Fluid Venture & RTAF, provided crucial insights into startup investments. His talk covered investment objectives, strategic approaches, ideal stages for funding, and investor expectations.

Success Recipe for D2C Startups

Mr. Aaquib Hussain, Founder of Freeflow Ventures, led a vibrant interaction with startups, uncovering essential success factors in the D2C startup journey.

AMA on Understanding D2C

Mr. Tushar Vadera, Head of the Headstart Investor Circle, introduced D2C startups and highlighted the evolving landscape, including the impact of the Online Consumer Protection Rules (ONDC).



Consultative Clinics

Mentor Clinic #09

with Mr. Ratheesh Krishnan



Legal Clinic #20

with Ms. Madhuchhanda Pradhan



Collaborations & Partnerships



EagleIO Ventures, located in Bangalore, India, specializes in funding early-stage technology startups spanning diverse sectors from seed to series A rounds. Focused on supporting innovation, the firm actively engages in the initial stages of startup development, aiming to contribute significantly to their growth and overall success.



EQUANIMITY

Equanimity Investments, established in 2018 by Rajesh Sehgal, is a venture capital firm fostering innovation in diverse sectors. Supporting early-stage startups through seed to series A rounds, it actively raises its second fund, the Equanimity New Horizons Fund II, emphasizing its commitment to providing strategic financial support for promising ventures.



SanchiConnect empowers deep tech startups by facilitating funding, talent, and customer access. Committed to global democratization of deep tech opportunities, it fosters cross-border partnerships. Backed by prominent VCs & angel networks, the platform aims to position Indian deep tech startups as global influencers.



Cap70 Angels, a network of ambitious angel investors, seeks to invest in early-stage businesses with the potential for disproportionate value creation. They offer not just funding but also high-quality mentoring, extensive networks, and strategic insights for entrepreneurs looking to leverage their experience and expertise.

UNKNOT

UnKnot, a consultancy firm under Hermit & Wizard Consulting LLP, empowers startups and SMEs by guiding them in creating and launching impactful brands. Specializing in strategic advice, UnKnot enhances overall success in the competitive business



WFC is engaged in the business of creating a platform for startups and investors, thereby providing an opportunity for networking and create platform for fundraising for startups across the globe.

Collaborative Programs

**ODISHA
CONFERENCE
OF 9-11 AUG 2023**
YOUTH AIC NALANDA
BHUBANESWAR

Odisha Conference of Youth 2023 (OCOY 2023)

OCOY 2023 was a 3-Day conference organised by UNICEF, India and Youth4Water Plus, held at AIC-Nalanda from 9th - 11th August 2023. The objective of this program was to educate young people about the climate changes & sustainability. 100 youth participated in these 3 days extensive program which was the blend of various sessions, panel discussions, workshops and activities. Representatives from Government, UN, UNICEF and other Multinational Agencies have joined this program and interacted with the participants and discussed about sustainability.



Shining MP Conclave

Fluid Ventures in association with Jai Vilas Palace organised a two-day entrepreneurial network event – Shining MP Conclave with an aim to build a strong networked community and showcase Madhya Pradesh as a developing commercial hub in our country. 50+ selected startups participated in multiple engagement sessions and top 15 startups had the opportunity to get one-on-one meeting with Investors and Mentors. This two-day conclave witnessed the congregations of 30+ renowned mentors and investors from 20+ Angel/Micro VC Funds & 10+ Enablers. AIC-Nalanda, Mentor Kart & ReDesyn were the Associate Partner to this conclave.



Tech In Tourism Conclave

Tech In Tourism Conclave was the Initiative of Retrod, co-organised by AIC-Nalanda. The aim of this conclave was to transform Odisha's tourism landscape with innovation and technology. This event witnessed the mega congregation of esteemed dignitaries from tourism and technology domain, industry leaders and leading stakeholders.



AIC-Nalanda steered a panel discussion on “Innovation for Development of Tourism Industry”. Mr Subhendu Biswal, Director - Story Lab, Mr Trilochan Parida, Founder & CTO - Typof, Mr Pravat Kumar Panda, Founder - Retrod, Mr Rohit Srivastava, Founder - Foodfindo joined in as the speaker and the Mr Durga Prasad, COO, AIC-Nalanda moderated the session. In the current tourism landscape, the existing challenges, necessity of technology interventions and implementation of innovation was discussed.





The Funding Den 2.0

Startup Grind, Bhubaneswar in collaboration with AIC-Nalanda organised The Funding Den on 24th September 2023 (Sunday). This event was focused on facilitating the investment opportunities for startups. Mr. Nadeem Ahmad from Free Flow Ventures, Mr. Alexzandar Das, an Angel Investor, Mr. Durga Prasad from AIC-Nalanda and Ms. Pootul Biswas from KIIT-TBI was the investor panel for the day. Total 10 Startups pitched before the investor panel. Present audiences were able to get an insight into the pitching and insights about funding.



SPRINT 2023 - East Edition

The East Edition of Strategic Program for Research Innovation and Next-Gen Tech-Commercialization (SPRINT) 2023, an initiative of iHUB-AWaDH, was jointly organised by iHUB-AWaDH and AIC-Nalanda on 15th September 2023 at O-HUB, Startup Odisha. The event witnessed the presence of esteemed dignitaries who shared their invaluable experiences and insights with the participants. Notable figures included Dr. Nivedita Jena, Chief Operating Officer of DBT-ILS Bio-incubator, Dr. Sanat Mishra, Senior Scientist at DPME, OUAT, Dr. Radhika Trikha, Chief Operating Officer of iHUB-AWaDH, Mr. Mukesh Kestwal, Chief Innovation Officer of AWaDH, and Ms. Jhansi Gorla from Startup Odisha. Also, they were the jury members for the pitch session. Out of a pool of over 30+ applications, 10 startups were selected to pitch on this occasion and the cumulative funding commitment of Rs. 25 Lacs was bagged by 6 startups through instruments like Grant and Debt.





HSX Conclave

HSX Conclave is an initiative of Headstart Network Foundation which is the combination of both summit and expo. This summit marked a significant milestone in the Indian startup ecosystem. It brought together a diverse range of stakeholders, including incubators, accelerators, ecosystem enablers and startups, creating a platform for collaboration, knowledge sharing, and networking.

A notable highlight of HSX 2023 was the active participation of AIC-Nalanda, which played a pivotal role in steering five startups, Jaywing Technologies, Wobble, Gamik Technologies, Oiconomos and GauravGo, AIC-Nalanda's portfolio Startup who showcased their products and services at the exhibition space. This opportunity opened up the gateway to interact and network with participated ecosystem enablers and stakeholders whereas meeting with peers and discussing to grow jointly by collaboration.



Bharat Pitchathon 2023

Bharat Pitchathon 2.0 is an initiative of Headstart Network Foundation which is the amalgamation of startup pitches, sound ecosystem networking and startup acceleration all in one event.

For the Odisha chapter, AIC-Nalanda was the Incubation partner & organized the event on 26th August 2023 (Saturday) at Suryansh Hotel & Resorts. Apart from the pitch event, various parallel sessions were held during the Bharat Pitchathon - Odisha Edition with Startups & Stakeholders. 10 Selected Startups pitched before 3 Investors at Bharat Pitchathon - Odisha Edition whereas, 40+ Startups & Representative from 10+ Enabler & Stakeholders joined for other parallel events.



Pitch Event: Startup Edition

For Bharat Pitchathon – Odisha Edition, EasyBus, Yoobbel Technologies, Grassion, HOMEATZ, Oiconomos, EXSURE, Typof, Nexus Power & HealU has been selected for this pitch event and participated successfully.

Jury Members

CA Amit Singal
Fluid Venture

Mr. Aaquib Hussain
freeflow ventures

Mr. Tushar Vadera
Headstart Investor Circle

Mr. Abhishek Kakkar
Indian Angel Network

Startups Pitched

- EasyBus
- Yoobbel Technologies
- Grassion
- HOMEATZ
- Oiconomos
- EXSURE
- Typof
- Nexus Power
- HealU



Pitch Event: Junior Entrepreneur Edition

For Bharat Pitchathon – Odisha Edition, AIC-Nalanda initiated the “Junior Entrepreneur Edition” where 5 Student led group has been selected from different ATLs of Odisha.

Jury Members

CA Amit Singal
Fluid Venture

Mr. Aaquib Hussain
freeflow ventures

Mr. Tushar Vadera
Headstart Investor Circle

Mr. Gautham Sivaramakrishnan
Headstart

Groups Pitched

- FMD Prevention System
- DRIFT: The Effective Rover
- Auxilium Equipo
- Basudha: The Purple Curve
- Friend-Li-Ly Locomotive



The Role of Carbon Offsets in the Net-Zero Journey

The Role of Carbon Offsets in the Net-Zero Journey was a symposium organized by UCCIL on 22nd July 2023. VEDA Climate Change Solutions Ltd (VCCSL), South Pole and SayTrees Environmental Trust made their presentation before the UCCIL Members and discussed the scope of collaboration which will enable them to assist the industry fraternity to meet its sustainable development goals. AIC-Nalanda was one among the partners to this. Our Supported Startups, namely Villamart, Newrup, Eco Saathi & AUUM Platforms joined in for this meeting.



E-Cell Conclave

Startup Grind, Bhubaneswar in collaboration with AIC-Nalanda organised an “E-Cell Conclave” on 17th August 2023. This conclave brought together representatives from various e-cells in bhubaneswar under one roof. This event featured the platform for the exchange of ideas and networking. Representatives from E Cells shared success stories, offering insights into organizing events and supporting entrepreneurship. Ideation and brainstorming sessions fostered collaborative initiatives, promoting open discussions and creativity. Resource sharing discussions included mentorship programs, funding opportunities, and support mechanisms for E Cells. Mr. Durga Prasad Gouda, COO of AIC-Nalanda, discussed nurturing E-Cells for future innovation.



Samridhi Conclave

IIT Ropar AWaDH organised the Samridhi Conclave on 11th & 12th August 2023 at Punjab. This initiative aims to provide end-to-end support to existing and potential ICPS startups working in Deep-Tech, Hardware and Software R&D and innovations. This conclave provided 4 Cr INR fund support to 12 final shortlisted startups with a cap of 50 Lakhs max (in the form of grant/loan/equity). 15 startups selected for pitch session and 30 selected startups exhibited their product in this conclave. 50+ investor and 70+ delegates and 150+ participants across India gathered at this mega conclave.



All India Research, Innovation & Entrepreneurship Comnclave 2023

Institute Of Health Sciences (IHS) in collaboration with AIC-Nalanda organised the “All India Research, Innovation and Entrepreneurship Comnclave 2023” on 8th September 2023 (Friday). This comnclave brought together the researchers, innovators and entrepreneurs across India. Audience witnessed multiple idea pitch, paper presentation, journal presentation and few insightful sessions on Research and Innovation led Entrepreneurship.



Heyo Builder Series

Heyo Builder Series is the knowledge series, initiated by Introbot with an aim to support SMEs and Startups in building successful businesses by providing them the insights about the current opportunities available for them. AIC-Nalanda was the outreach partner to this event

HEYO BUILDER SERIES
Demystifying ONDC
 for Indian Startups

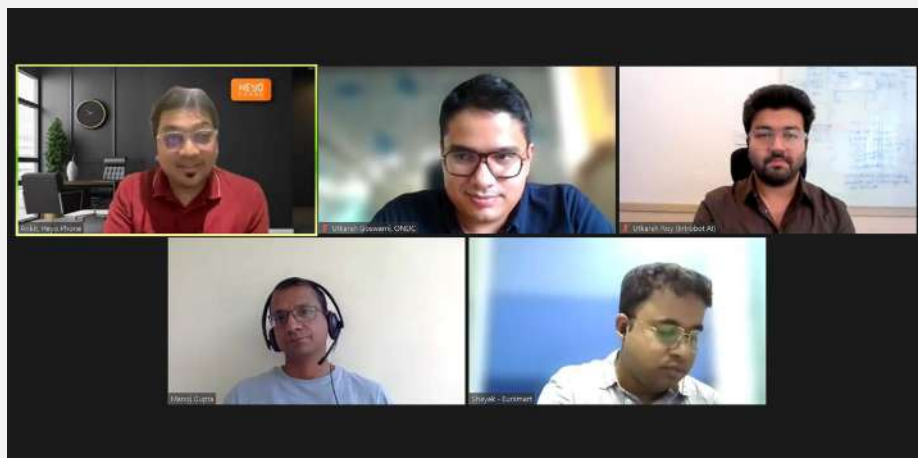
Ankit Jain
 Founder
 Heyo

Manoj Gupta
 Founder
 Plotch.ai

Shayak Mazumdar
 Founder
 Eumimart

Tuesday, 1st August 2023

INTROBOT DRAPER HEYO SUCCESSBREW HEADSTART



HEYO BUILDER SERIES
Products for Bharat:
 Building for the Next Billion

26th Sept 2023 | 5 PM IST

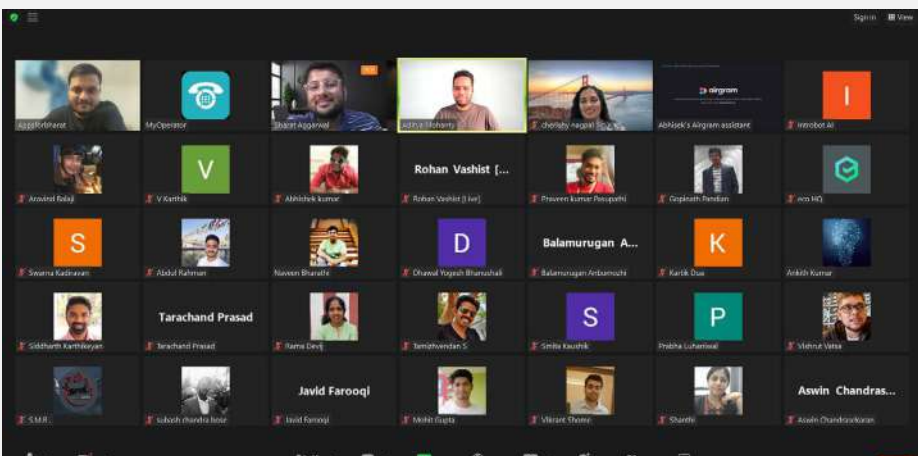
Bharat Agarwal
 Founder
 Naga Photo

Prashant Sachan
 Founder
 Aha!Photo

Cherishy Naggal
 Senior Product Manager
 Evernote

Aditya Mohanty
 Co-Founder
 The Product Pubs (Omnivore)

IIT MADRAS IIT BOMBAY IIT DELHI INTROBOT DRAPER THE FOUNDER PLACE HEADSTART



Future of Financing

Future of Financing (GFI) is a series of Specific Investment-focused Sessions, organised by The Good Food India Institute, in collaboration with Bio Angels & Startup India. AIC-Nalanda was one among the “Network Partners” to this initiative. This series has successfully created interest and engagement with investors, entrepreneurs, researchers, and professionals not only from the smart protein sector but also from allied sectors like healthcare, foodtech, agritech, and ESG.

SERIES NAME: FINANCING THE FUTURE

Part 1: Driving Investment in Biotechnology and Smart Protein

Thursday, 6 Apr 2023

5:30 PM IST

REGISTER AT
<http://bit.ly/42wvmXJ>

SCAN QR CODE
 Hold your camera to the image to scan the QR code.

SERIES NAME: FINANCING THE FUTURE

Part 2: Diving into Deep-Tech: Strategies for Successful Investing

Thursday, 4 May 2023

5:00 PM IST

REGISTER AT
<https://bit.ly/3m2gY5x>

SCAN QR CODE
 Hold your camera to the image to scan the QR code.

SERIES NAME: FINANCING THE FUTURE

Part 3: The Art of Pitching

Thursday, 27 July 2023

5:00 PM IST

REGISTER AT
<http://bit.ly/43nJmth>

SCAN QR CODE
 Hold your camera to the image to scan the QR code.

Fab Lab Activity

Workshop on IoT

The workshop on IoT was a 2-day workshop held 19th & 20th July 2023, conducted through a combination of lectures, interactive discussions, and hands-on exercises. Mr. Siddharth Bhattar, Founder, Karkhana Maker Space was the mentor for this workshop. Participants had the opportunity to work individually and in small groups to solve practical challenges using Arduino and Node MCU.



Success Story

Mr. Anup Paikaray, Founder of **Newrup Tech Solutions Pvt. Ltd.**, has bagged the first position in SMART-IdeaThon 2023 and has been awarded a cash prize of Rs. 2,00,000 along with a fully funded trip to Boston, USA to attend the 2-week flagship acceleration program, NU-IDEA Ready-Set-Go at the prestigious Northeastern University.



Oiconomos & Homeatz got recognized amongst the “**Emerging Startups of the Year 2023**” at **Bharat Pitchaton 2023**, organized by Headstart Network Foundation at Bangalore on 30th December 2023.



Achievement

Front Runner in Incubator Ranking

AIC-Nalanda has been ranked in the “**Front Runners**” category of incubators in the newly released **Assessment Framework** for Startup Incubation Centre by **Atal Innovation Mission, NITI Aayog** during the Startup20 Shikhar Meeting.

This feat of achievement is dedicated to all our startups, partners, collaborators and well-wishers for standing beside us since the inception in 2020.



Team Update

New Joinee



Mr. Adarsh Das
Investment Manager



Mr. Manas Kumar Samantaray
13th August 2023



Mr. Manoj Kumar Dandapat
4th August 2023



Mr. Adarsh Das
2nd August 2023



AIM Team

visited AIC-Nalanda on 12th September 2023



Mr. Gireendra Kasmalkar, Managing Partner, Pentathlon VC

visited AIC-Nalanda on 16th September 2022



ATAL INCUBATION CENTRE

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