

Tab 1

Founders Expo

Objective:

The expo aimed to provide student-led startups a platform to showcase their innovative products and services. It encouraged entrepreneurship, creativity, and hands-on learning within the college environment.

Benefits:

Enabled startups to gain visibility and connect with the college community. Provided opportunities for mentorship, guidance, and peer networking. Encouraged practical learning, innovation, and development of sustainable business solutions.

Event Overview:

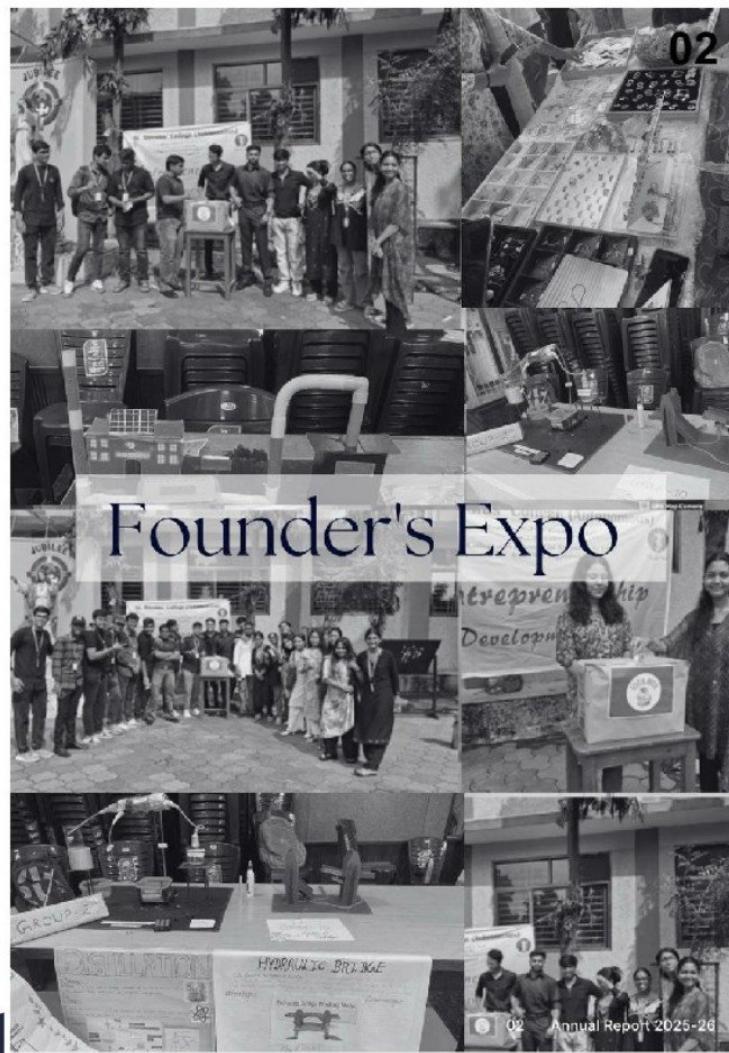
Held at St. Aloysius College, on 20 September 2025, the event featured over 10 unique startup stalls, including ventures in clothing, technology, and other creative domains. Students presented their products, interacted with visitors, and explained their business models, fostering engagement and exchange of ideas.

Outcomes:

Strengthened the entrepreneurial culture within the campus. Helped startups showcase their innovations and receive feedback. Encouraged students to explore practical solutions and think creatively.

Key Highlights:

Over 10 student-run stalls presented a mix of tech, fashion, and innovative products. Participants actively demonstrated their offerings, attracting engagement from peers and faculty. The event promoted hands-on learning, enabling students to apply entrepreneurial concepts in real scenarios. Students received constructive feedback from faculty and peers, enhancing their business ideas. Networking opportunities allowed collaboration and exchange of knowledge among participants. The Expo fostered a sense of community and pride in student entrepreneurship. The overall initiative strengthened the ED Cell's mission of nurturing campus-level startups and innovation.



Tab 2

VOCAL FOR LOCAL

Vision

The vision of the challenge was to encourage students to support and promote local businesses, startups, and small vendors while fostering entrepreneurial values and social responsibility through creative use of social media Platforms.

Task Description:

Participants were asked to:

Capture and share pictures or short videos of local shops, street vendors, or startups through Instagram posts and stories. Highlight the uniqueness and relevance of small businesses, emphasizing their role in the local economy. Use creative storytelling to engage a broader online audience and promote the 'Vocal for Local' initiative.

Competition Execution:

Around 35 participants actively engaged in the challenge, exploring local businesses in their area and creatively showcasing them online. The activity encouraged originality, presentation, and effective use of social media to spread awareness. Leadership guidance and mentorship from Mrs. Ashu Jain, Director of the ED Cell, Winners of the Challenge: Following evaluation based on creativity, presentation, and impact, the winners were:

- 1st Place: Om Raut
- 2nd Place: Sabi Verma
- 3rd Place: Priyanni Kanojia

The winners were awarded certificates and trophies by Mrs. Ashu Jain, celebrating their contributions and encouraging continued support for local initiatives.

Tab 3

Eureka Pitching

07 Annual Report 2025-26

Objective:

Eureka! 2025 aimed to cultivate a spirit of innovation and entrepreneurship by providing a platform for startups and student innovators to present their ideas before esteemed industry experts. The event encouraged participants to develop scalable, sustainable, and impactful business solutions while gaining real-world exposure to the entrepreneurial ecosystem.

Benefits:

The event offered participants direct interaction with mentors, investors, and domain experts. Startups received valuable feedback, helping them refine their strategies for market readiness. Eureka! also promoted creative thinking, collaborative learning, and provided a launchpad for aspiring entrepreneurs to gain credibility and Confidence.

Event Overview:

Held on 14th August 2025, Eureka! 2025 showcased a vibrant series of startup pitches, insightful sessions, and interactive discussions. Over seven teams presented innovative ideas ranging from smart waste management to AI-driven surveillance and energy-efficient technologies. The event also featured a felicitation ceremony, a Q&A dialogue with judges, and the grand announcement of winners.

Top Winners:

1st Place: WinBin – A smart dustbin that rewards plastic waste collection and promotes a circular economy.

2nd Place: Drishyam – An AI-powered CCTV platform for proactive crime prevention.

3rd Place: Delta to Star Converter – A smart switch controller improving motor efficiency and energy savings.

Impact:

Eureka! 2025 empowered student innovators with industry exposure and practical guidance. It encouraged collaboration and problem-solving through real-world ideas. The event reinforced a strong entrepreneurial spirit across the campus approaches to real-world challenges.

Key Judges Highlights:

Mr. Mayur Tamrakar – Co-Founder of Business Samadhan, expert in B2B automation and MSME scalability.

CA Siddharth Nayak Jain – Startup India Mentor and SEBI-registered Investment Advisor, known for guiding founders on compliance and financial strategy.

Dr. Femina Sobi – Convener, DIC & IIC, St. Aloysius College, actively fostering student innovation and incubation.

Mr. Swastid Singh Baghel – Assistant Professor, Legal Advisor & Cyber Law Consultant, advocating digital safety and business law literacy.

Dr. Ashu Jain – Director, ED Cell, and Coordinator, Department of Taxation, Faculty of Commerce, St. Aloysius College.



Tab 4

Entry for Excellence

Vision:

The purpose of Entry to Excellence was to recruit enthusiastic and talented new members for the Entrepreneurship Development Cell (ED Cell), offering them an opportunity to contribute to its continuous growth and success. The initiative aimed to bring in dedicated individuals with skills in areas such as content creation, design, editing, management, marketing, and more, to strengthen the overall functioning of the cell.

Benefits:

Provided a platform for students to display their skills and creativity. Helped the ED Cell identify capable candidates for important team roles. Offered candidates valuable exposure to different domains, supporting their personal and professional Growth.

Event Overview:

The Entry to Excellence recruitment event took place on 25th August 2025, witnessing participation from over 300 students who applied for different positions across multiple domains of the ED Cell. Extensive promotional efforts and outreach campaigns created high engagement among students, encouraging applications for roles like content creator, graphic designer, editor, and positions in management and marketing. The interview rounds were conducted by existing team members, who evaluated candidates on their skillset, creativity, and suitability for each role. Participants also showcased their domain-specific work, demonstrating their talent and potential contribution to the cell.

Impact:

Conducted interviews and onboarded 25 new members from 300+ applicants. Strengthened the ED Cell with members possessing diverse and valuable skill sets. Enhanced the cell's visibility and reputation across campus through successful marketing efforts. Brought in new perspectives and fresh ideas, driving innovation within the team. Expanded the operational strength of the ED Cell with passionate and capable individuals.

Tab 5

Welcome Induction

VISION AND AIM:

The main purpose of the meet-up was to introduce the newly joined members to the Entrepreneurship Development (ED) Cell and help them clearly understand the cell's vision, structure, and responsibilities. It also aimed to build a sense of belonging, teamwork, and shared purpose among all members.

Impact:

The session helped the new members gain clarity on the ED Cell's goals and their individual roles within it. It created a sense of connection and collaboration, while valuable insights from Dr. Ashu Ma'am (Director) and the President provided direction and motivation. The meeting also laid a strong foundation for professional growth and alignment with the cell's upcoming objectives and initiatives.

Event Overview:

The Director and Team Meet-Up took place on 28 August 2025 as the first official meeting after the recruitment of new members. Conducted under the guidance of Ashu Ma'am and the President, the session maintained an interactive and welcoming atmosphere, encouraging open participation and exchange of ideas. Every member introduced themselves, and leadership shared motivational and strategic perspectives on the cell's functioning. The event set an encouraging tone for teamwork and innovation in the new term.

Key Speaker Highlights:

New members introduced themselves, sharing their interests and aspirations. The Director and Core Team Heads discussed their experiences, expectations, and provided insights on the functioning and objectives of the ED Cell. The Head and President elaborated on the cell's broader vision, current projects, and the ways new members could actively contribute. Members were familiarized with the platforms, tools, and resources used within the ED Cell to efficiently carry out their roles and initiatives. The induction marked an energetic start to the year, uniting the team under a shared vision of innovation, collaboration, and entrepreneurial growth.

Tab 6

ENTREPRENEURSHIP DAY

Objective:

To inspire students to explore entrepreneurship by learning about successful startup founders and understanding the mindset behind building innovative ventures.

Event Overview:

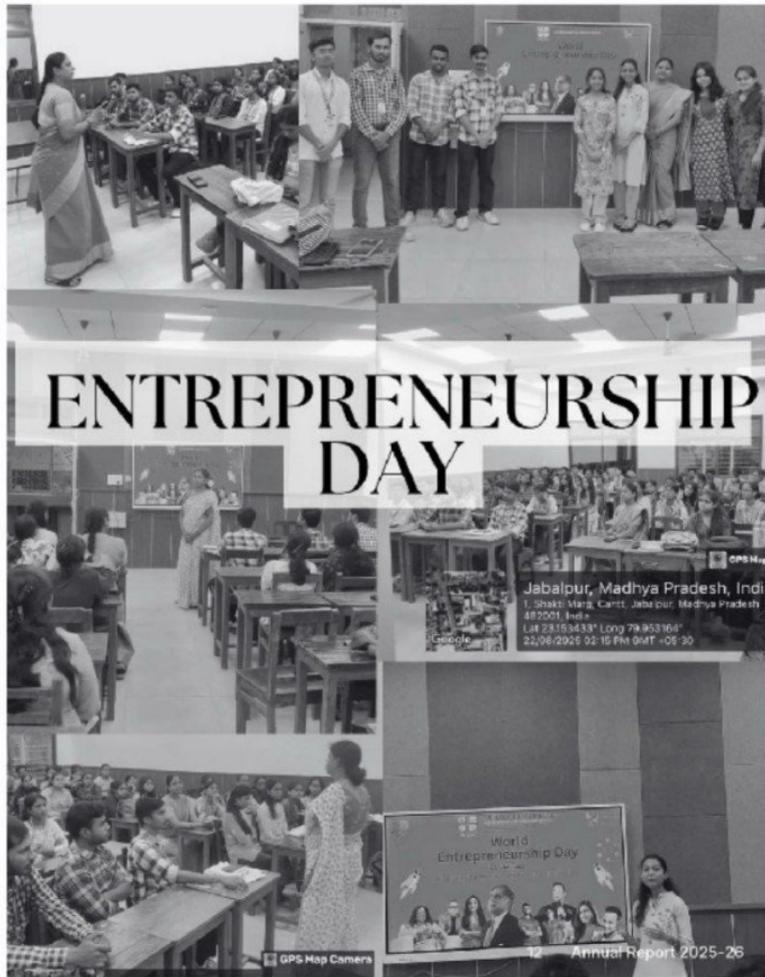
Held on Entrepreneurship Day, the workshop featured Ishika, a dedicated ED Cell member, who shared stories of remarkable startup founders and their journeys. The session was further enriched by Dr. Ashu Jain, Director of ED Cell, who addressed the participants, offering valuable guidance and motivating them to pursue creative and sustainable business ideas. The event witnessed active participation from around 40 students, creating an interactive and insightful atmosphere.

Key Highlights:

Students gained awareness about entrepreneurship and startup ecosystems. Inspired participants to think creatively and explore startup opportunities. Strengthened the entrepreneurial culture through engaging discussions and mentorship from faculty.

Impact and benefits:

The session sparked entrepreneurial curiosity among the attendees, motivating them to explore real-world startup stories and ideas. It enhanced their understanding of what it takes to build and scale a business from scratch. The insights shared by Ashu Ma'am further guided students on aligning passion with purpose. Overall, it helped participants develop an entrepreneurial mindset, communication skills, and leadership qualities essential for future ventures.



Tab 7

CANVA WORKSHOP

Objective:

To equip students with practical design skills using Canva, helping them create visually appealing posters, presentations, and social media content essential for entrepreneurship and branding.

Benefits:

Provided attendees with a foundational understanding of canva editing concepts. The workshop enhanced students' creativity and digital literacy, enabling them to design independently. It also encouraged peer learning and interaction with alumni mentors who shared real-world insights on effective visual communication.

Event Overview:

The Canva Workshop was conducted under the guidance of the Entrepreneurship Development Cell (ED Cell) of St. Aloysius College, Jabalpur at 18 september, 2025. Alumni mentors, Yash Jain, Priyanshu Manani, and Khushi Kaushal, led the session, focusing on Canva's features, design principles, and branding fundamentals. The workshop witnessed enthusiastic participation from over 100 students, supported by ED Cell coordinators and supervised by Dr. Ashu Jain, Director of ED Cell.

Key Highlights:

Hands-on session on Canva basics and creative editing tools. Alumni-led guidance bridging practical learning with real-world applications. Over 100 participants actively engaged in interactive design tasks. Students learned poster, presentation, and brand identity creation. Smooth execution by ED Cell coordinators under faculty supervision. Enhanced awareness of design's role in entrepreneurship and marketing. Strengthened alumni-student connection through collaborative learning.

Impact:

The workshop empowered students to use design as a tool for creativity and entrepreneurship, fostering confidence and self-sufficiency in visual communication.

Tab 8

TALENT HUNT

Objective:

To provide a creative platform for students to showcase their diverse talents. To encourage confidence, stage presence, and self-expression among participants. To foster a sense of community and celebration within the college environment

Benefits:

Enhanced student engagement and creative participation. Provided exposure to various art forms and performance styles. Encouraged collaboration, confidence, and appreciation for cultural diversity.

Event Overview:

The Entrepreneurship Development Cell (ED-CELL) of St. Aloysius College organized “Aloysius Got Talent” on 27th September 2025, a vibrant platform for students to exhibit their unique skills. Performances ranged from Bharatanatyam and modern hip-hop dance to soulful singing, rapping, and poetry recitations, reflecting the wide creative spectrum of the college community. The event was judged by Dr. Ashu Jain, Ms. Kiran Ma'am, and Ms. Archana Ma'am, who evaluated participants on creativity, presentation, and stage impact. The coordinators ensured seamless management, creating an emosphere.

Impact:

Attendees acquired basic knowledge of stock market operations and The event successfully boosted students' confidence and creativity, while celebrating the diversity of talent within the college. Winners were awarded trophies, recognizin their exceptional performances and inspiring others to embrace their artistic Potential.

Key Highlight:

The highlight of Aloysius Got Talent was the incredible variety of performances —from traditional Bharatanatyam to modern hip-hop, soulful singing, energetic rap, and heartfelt poetry. The enthusiasm of participants filled the hall with vibrant energy. The judges, Dr. Ashu Jain, Ms. Kiran Ma'am, and Ms. Archana Ma'am — praised the creativity and confidence displayed by students. The event concluded with trophy distributions, celebrating the best performers and leaving everyone inspired to embrace their unique talents.



Tab 9

Entrepreneurship Outreach Program

Objective:

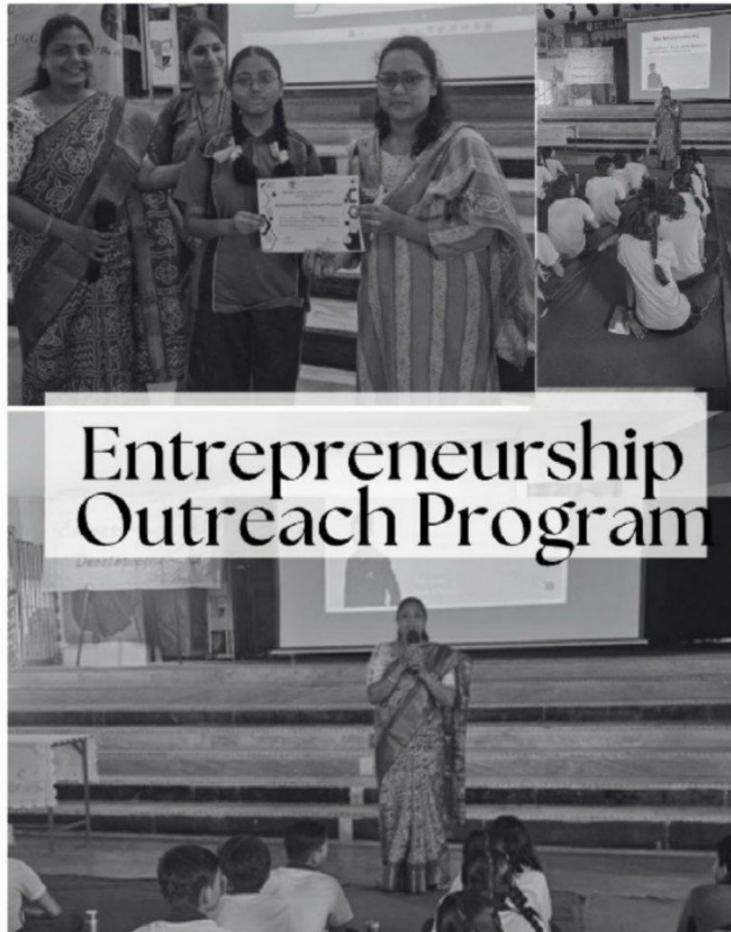
The session aimed to introduce school students to the fundamentals of entrepreneurship and innovation. It sought to spark creativity, teamwork, and leadership skills among participants while building awareness about startup culture and brand development. Benefits: Exposed students to the basics of entrepreneurship, branding, and idea generation. Encouraged teamwork, communication, and creative problem-solving through interactive activities. Built early awareness of entrepreneurial career paths and business thinking. Strengthened the ED Cell's outreach and community engagement.

Event Overview:

The Entrepreneurship Development Cell of St. Aloysius College conducted an outreach session at St. Gabriel's School, Ranji, guided by Dr. Ashu Jain, Dr. Chitranshi Verma, and Ms. Anjali Jagwani. The event began with an introduction by Niyati Jain and Pragati Jaiswal, who shared the mission and vision of the ED Cell and highlighted the importance of innovation and entrepreneurship in today's world. Two activities followed — Logomania, a fun branding challenge, and Pitch Deck, a startup simulation competition — both designed to help students apply creativity and teamwork.

Key Highlights:

Active participation from over 50 students displaying exceptional creativity. “Logomania” encouraged students to think innovatively and design impactful brand identities. “Pitch Deck” challenged teams to present startup ideas with real-world applications. Faculty mentors provided valuable feedback and appreciation to participants. The event successfully connected academic learning with practical entrepreneurial skills. Impact: Enhanced students’ understanding of entrepreneurship, branding, and innovation. Boosted confidence, communication, and teamwork through interactive challenges. Created enthusiasm for business ideation and leadership from an early age. Strengthened the ED Cell’s community outreach and educational impact.



Entrepreneurship Outreach Program

Tab 10

ED Fest 2.0: Summit at Campus

Overview:

13 The biggest entrepreneurial and cultural extravaganza of the year, ED Fest 2025 at 8th and 9th October, 2025, was organized by the Entrepreneurship Development Cell (ED Cell) of St. Aloysius College in collaboration with the Under 25 Team and sponsored by Zerodha. The fest became a melting pot of creativity, learning, and entertainment, bringing together entrepreneurship, art, music, and mental wellness under one roof.

Highlights:

Day 1:

- Standup comedy
- Interactive Activities
- Content creators
- Speaker sessions

Day 2:

Illuminate Workshop Offline workshop by experts of IIT Bombay Startup kit worth 1500 Refreshments included

Impact:

ED Fest 2025 became more than an event—it was an experience that entrepreneurship merged with entertainment and education. It inspired students to think beyond academics, encouraged open conversations about creativity and mental health, and built a sense of community that celebrated innovation, talent, and human connection



**ED FEST
2.0**

The Entrepreneurship Fest
Laugh, Learn, Create, Inspire!

8th - 9th
October

Day 1

Fun Sessions

- Standup Comedy
- Content Creators
- Speaker Sessions

Day 2

Entrepreneurship Workshop

- Conducted by E cell IIT Bombay
- Offline workshop by experts of IIT Bombay
- Startup kit worth ₹1500/-
- Certificates will be awarded to all the participants
- Refreshments included

Note : Startup Kit from IIT Bombay will only be given to first 70 participants, rest will be getting goodies from ED cell.

Get Free
Startup Kit
From IIT Bombay

ENTREPRENEURSHIP DEVELOPMENT CELL

ASIAN INSTITUTE OF FAMILY MANAGED
BUSINESS. PRESENTS

Entrepreneurial Skill Awareness Session SESSION: 2025–2026

SESSION: 2025–2026

ORGANIZED BY:

Entrepreneurship Development Cell (ED Cell), St. Aloysius College

OCCASION: National Entrepreneurship Day

DATE: 10 November 2025

TIME: 12:00 PM – 1:30 PM

MODE: Online (Zoom)

FACULTY COORDINATOR: Dr. Ashu Jain

STUDENT COORDINATORS:

- President – Princy Tiwari
- Vice President – Adarsh Kumar Singh

RESOURCE PERSON: Mr. Hitesh Adwani

Director, The Choice Fashions Private Limited

Founding Director, TOSS – The Open Space Society

PARTICIPANTS: Students from all departments (80+ participants)

OBJECTIVES :

To create awareness about entrepreneurial skills and mind-set among students. To help students understand the importance of self-development, leadership, and consistency in entrepreneurship. To provide real-world insights into business leadership and decision-making. To inspire students through the entrepreneurial journey and experiences of a successful industry professional. To motivate young minds to overcome challenges such as procrastination and lack of direction in their professional journey.

OUTCOMES :

Students gained clarity about the personal qualities required to become a successful entrepreneur, such as consistency, motivation, discipline, and leadership. Participants developed an understanding of practical leadership skills, including team management, follow-ups, and providing direction within an organization. The session helped students relate theoretical knowledge to real-life business scenarios through examples shared by the speaker. Students were inspired by the entrepreneurial journey of Mr. Hitesh Adwani and motivated to work towards their personal and professional growth. The interactive Q&A session enhanced student engagement and addressed real-life entrepreneurial concerns.

REPORT :

The Entrepreneurship Development Cell (ED Cell) of St. Aloysius College successfully organized an Entrepreneurial Skill Awareness Session on 10 November 2025, on the occasion of National Entrepreneurship Day, open across all department. The session was conducted online via Zoom under the guidance of the Faculty coordinator, Dr. Ashu Jain.



The session was graced by Mr. Hitesh Adwani, a visionary leader, currently serving as the Director of The Choice Fashions Private Limited and the Founding Director of TOSS – The Open Space Society.

Mr. Adwani holds an MBA in Family Business Management from S.P. Jain Institute of Management and Research, Mumbai, and a Diploma in Apparel Design from INIFD. His academic background, combined with rich entrepreneurial experience, made the session highly insightful and impactful. The program commenced with a warm welcome and introductory remarks, after which Mr. Adwani began the session by emphasizing the importance of self-awareness and personal qualities in entrepreneurship. He highlighted how traits such as consistency, self-motivation, discipline, and clarity of purpose play a crucial role in shaping a successful entrepreneur.

Mr. Adwani further elaborated on the concept of leadership, explaining how an entrepreneur must lead by example, provide direction to the team, ensure regular follow-ups, and maintain accountability within the organization.

The speaker also addressed common challenges faced by young aspirants, such as procrastination, lack of focus, fear of failure, etc. and suggested practical solutions to overcome them. He candidly shared his entrepreneurial journey, including his experience of managing a globally recognized, family-owned enterprise with over 1,000 employees, as well as establishing The Open Space Society (TOSS) — a unique initiative that blends creativity with entrepreneurship



The session was followed by an engaging Question and Answer session, where students actively interacted with the speaker and sought guidance on entrepreneurship, leadership, and career growth.

E-SUMMIT 2025 - A JOURNEY OF REDEMPTION

**Presented by - The
Entrepreneurship Development
Cell, St. Aloysious College,
Jabalpur**



INTRODUCTION

E-Summit 2025 was a prestigious event held at IIT Bombay that brought together entrepreneurs, investors, and industry experts with aspiring college students. The summit provided a premier platform to gain professional insights, build valuable networks, and participate in challenging competitions.

With inspiring guest speakers and hands-on workshops, the event offered a remarkable learning experience. It created an innovative environment that encouraged participants to think critically and face entrepreneurial challenges with confidence. By working through actual industry scenarios, students gained practical knowledge that goes far beyond the traditional classroom setting.

Day 0 - Evaluation Task and Inauguration Ceremony

The Evaluation Challenge

The team was presented with two complex case studies which required deep thinking and problem solving. They prepared a 15 slide presentation addressing the questions. [Princy Tiwari](#) and [Niyati Jain](#) took over the case study while [Mayank Meshram](#) focused on the technical design and creation of the slides.



The Orientation Session

The session featured a highlighted reel of the previous summits and an exclusive 'behind the scenes' video showcasing the tremendous effort being put by the IITBombay ECell. The event served as the first major gathering where all the finalist teams were present. This created an atmosphere of excitement and mutual respect among competition.

Highlight Speaker Session

One of the most anticipated event of the evening was a dedicated session and QnA with [Acharya Prashant](#).The session provided students with a unique perspective about mindset , ethics and entrepreneurial journey.

Day 1 - Competition, Exposure, and High-Stakes Pitching

The Knowledge Assessment Task

[Shreya Shrivas](#) and [Seemon Sheikh](#) represented the cell in a crossword challenge and a Test.

Startup Expo Challenge

[Pragati Jaiswal](#), [Adarsh Kumar Singh](#), [Anant Bajpai](#) and [Purab Mehroliya](#) took over this task. This team was given 3 startups and were asked to choose 2 of them. [Qnas](#) and [Zyver](#) were the two startups and the team interviewed the founders to understand the idea behind their startup, their past challenges and their expectations from the E-Summit. The team later prepared two comprehensive Presentations. These presentations answered questions related to the interview conducted by the team.



The Ten Minute Million

A high stakes Pitch Battle in which startups pitched for funding from a prize pool of INR 3.5 million. A key moment was Gusteau Foods Private Limited securing INR 35 lakh, marking a major success.

Kunal Bahl & Rohit Bansal (Founders, Titan Capital) : Motivated entrepreneurship, resilience, innovation, building a business with a strong fundamentals (like positive unit economics), and supporting the next generation of founders.

Aman Gupta (CEO, BoAT) : Embraces failure as a learning opportunity, and the power the persistence in the face of setbacks.



Highlight Speaker Sessions

Anil Agarwal (Founder - Vedanta Resources) : Motivated young minds by emphasizing fearlessness, preserverance, self-belief and the importance of embracing the lonely, challenging journey of entrepreneurship. c

Sean Sohn (CEO, Krafton India) & Naman Mathur (Mortal) : A “powerhouse duo” that inspired the next generation of innovators and entrepreneurs in India’s growing digital landscape.

Smriti Irani (Former Union Minister) : Motivated students and young entrepreneurs especially women, on themes like resilience through adversity, self belief, empowerment (especially women entrepreneurs). finding purpose in setbacks, and the importance of personal growth and financial independence.

Arokiaswamy Velumani (Founder, Thyrocare Technologies Ltd) : Motivated the importance of decision making in poverty, the value of experience versus education, and the significance of employee relationships.

Day 2 - Adaptability and National Victory

The GD Round

[**Seemon Sheikh**](#) , [**Lucky Hindwani**](#) and [**Yogesh Panjwani**](#)

represented the team in a critical GD Round assessing their communication skills and business logic.

The Team qualifies in the GD Round and Moves towards the Final Task.



The Final Task

All the members of the team were present during the final round. The entire team collaborated to plan an entrepreneurial event in a different city in partnership with another E-Cell. The Team discussed and formulated ideas for the event.

The Team faced a hurdle facing a last-minute speaker change. They demonstrated exceptional agility by pivoting their strategy and creating a second, updated a PPT to meet the new requirements.

The result of the Final Task and St. Aloysious Ed-cell was crowned the Winner of the National Entrepreneurship Challenge 2025, securing the national top rank and the winning cash prize.



Highlight Speaker Sessions

Rubiqa Liyaqat (Consulting Editor, News18 India) : Demonstrated how to lead and communicate with confidence in high - pressure environments.

Nishchay Malhan and Ruchika Rathore : Explained the opportunities within the creator economy and how to build a digital audience.

Ankur Warikoo : Shared practical advice on personal branding and building a growth mindset

Benedetto Vigna(CEO, Ferrari) : Taught students about innovation and the importance of maintaining high standards in a global brand.

Internship and Job Fair

30+ Companies Participated across technology, finance, marketing and operations. Structured selection process including resume screenings and interview. Successful placements and networking opportunities.

Various High Stakes Competitions

IPL Auction : Budget management and strategy

The Corporate Duel : Debates and case solving

Bid and Build : Financial and Strategic Planning

Ace the case : Real-world business problem solving

Fish Tank : Startup pitch competition

Capital Quest : Building visionary ventures

Deciphering the Labyrinth : Decode clues and solve market puzzles.

Campus Experience

Beyond the competitions and speaker sessions, our students experienced the dynamic campus life of IIT Bombay. The exposure to a high-energy entrepreneurial environment was inspiring, with interactions with the peers, mentors and startup founders. The infrastructure culture and the collaborative atmosphere left a lasting impression on the team.



Participants from Our College

Representing our institution at the IIT Bombay E-Summit 2025 , the following members from the Entrepreneurship Development Cell participated in the event:

Faculty Mentor: Ms Durya Rai and Ms Priyanka Anand

Student Participant : Ms Princy Tiwari, Mr Adarsh Singh, Ms Niyati Jain, Ms Pragati Jaiswal, Ms Shreya Shrivats, Mr Aryaman Shrivastava, Mr Anant Bajpai, Mr Yogesh Panjwani, Mr Lucky Hindwani, Mr Purab Mehroliya, Mr Mayank Meshram, and Ms Seemon Shaikh.

Conclusion

The E-Summit 2025 was a truly enriching experience for the students and professors who attended. The event not only provided learning opportunities but also paved the way for networking and future career prospects. The exposure to entrepreneurial ecosystems, investment strategies and corporate insights has significantly contributed to the professional growth of our students. Special thanks to the Father Principal, faculty members and mentors who supported and guided us throughout this journey.