

PRESIDENT'S MESSAGE



CHIRAG PATEL
President, TiE Rajasthan

Dear Member

I begin with wishing all my respected TiE Members a very Happy and Prosperous New Year.

As I look back, a few things stand out.

First, I am honoured to be part of this amazing organisation which has prominent members with global recognition. It raises the bar for me and so should it for all of you taking inspiration from all of them. Our WhatsApp forum felicitates them at each achievements.

Second, we have thought through on how do we bring global expertise at our door step. In tying up with our Knowledge Partner Grant Thornton we will deepen our understanding of issues that industry and start-ups face and the Knowledge Sessions will provide practical insights to our multi-sectoral and multi-disciplinary membership base.

Third, we have organised ourselves with a durable operating structure comprising of an able Governing Council for strategic inputs, a hard working Executive Team who are spearheading their verticals with rigour and passion and a newly constituted sector TiE Taskforces to make TiE Rajasthan relevant to changing circumstances.

Furthermore, we have refreshed our communication protocols and you would have seen all updates through emails, newsletters, social media platforms, website, media and yearly townhalls and off-course our one-on-one tit-a-tats. We have initiated inter-chapter collaboration and forged strategic partnerships with start-up platforms in our ecosystem. Our emphasis on Youth, Women and Social Impact Investing will be evident in the coming year and the fun and frolic will not stop either in the upcoming All Member Retreat.

Finally, we have not steered away from our core mission of mentoring and providing mentor support. Our 2020 Townhall will evidence the progress made on this front.

Look forward to meeting you all in 2020.

Thanks

Chirag Patel



Mahavir Pratap Sharma gets elected as Chairman of TiE Global

The first Indian domicile to helm the organization in its 27 year old history

Mahavir Pratap Sharma, Chairman of TiE India Angels and Co-founder of Rajasthan Angels Innovators Network (RAIN) will now steer TiE Global as its Chairman for the year 2020. In the recent elections conducted by TiE Global he was unanimously elected to hold this position. This is for the first time that an India domicile is taking reins of this high profile global organization. This comes as a recognition of Indian entrepreneurs' contribution to the global ecosystem and at the same time highlights advent of India at the global startup map.

Mahavir has been an strong advocate of a liberal policy environment for the startups in India and has been stressing on inclusion of Non Profits, Angel Investors and VCs in policy making process for the states and the country. With his new position he plan to push this important agenda further. He also plans to strengthen TiE's competence in areas of Youth Entrepreneurship, Women entrepreneurship and Angel Investing alongwith spreading TiE's global network into new global geographies of Asia, Africa, EU & Russia.

A proud moment for TiE Rajasthan Chapter as Mahavir presently sits on its Governing Council Board and has been its President in the year 2008 & 2009.

TiE EVENTS

TiE SMASHUP

TiE Rajasthan has always helped the startup ecosystem in Rajasthan to flourish and foster. Our recently held flagship endeavour for early stage entrepreneurs, TiE Smash Up, a two days entrepreneurial extravaganza themed MAVERICK provided startups an opportunity to interact with prominent investors and learn from the startup stories of successful startup founders themselves.

Smash Up has the legacy to connect promising startups to investors in short one on one meeting in Speed Dating format. The format got a twist this year in form of 'Deep Dating' that focused on better match making and extended meetings that provided investors and startups with more time for interaction. 24 curated startups got an opportunity to pitch their ideas to 14 investors. To know more visit: <http://tiesmashup.com>



ALL MEMBER RETREAT

Ranthambhore, the land of Royal Bengal Tigers hosted the TiE Rajasthan All Member Retreat this year. The retreat was a seamless mix of Networking, Adventure, Music & Learning. Sighting a tiger in its natural habitat is always awesome but what actually put icing on the cake was a deep Knowledge Session by guest speaker Vibhuti Mutha, an expert in Neuro Linguistic Programming (NLP).

An important announcement about launch of TiE Mentoring Programme for Women Entrepreneurs made the retreat meaningful beyond fun & frolic. Many members were at a TiE Retreat for the first time and were thrilled to join.



All Member Retreat

TiE REFRESH TOWNHALL 2019

TiE Refresh Townhall 2019 set TiE Rajasthan's positioning and pitch for 2019-20. During the event, Chirag Patel, President, TiE Rajasthan presented roadmap for the Chapter through a data driven analysis of TiE membership, Chapter strengths and the opportunities ahead. The Townhall was attended by over 80 members.



MENTOR LIVE 1.0

The first **Mentor Live** session to train the mentors was conducted by Chirag Patel and Rajneesh Bhandari that impacted 23 mentors. These mentors now share a common understanding on mentoring start-ups and appreciate good versus bad mentoring. They are now geared up for mentoring across various TiE Rajasthan programmes.



KNOW YOUR DIGITAL LIVES @ WORKPLACE and HOME

Ajay Data, Founder, XGen speaking at the session '**Know Your Digital Lives @ Workplace and Home**' made the case that we should increase our awareness of our digital interactions and safeguard ourselves from increasing cyber threats and crimes. He also shared very simple yet important tips to keep our digital lives secured.



KNOWLEDGE SESSION ON WORKING CAPITAL

- Businesses fail due to mismanagement of short term funds, both deficits and surpluses
- Working Capital is the Life Line of all Businesses. Manage and Monitor it just like we do our Blood Pressure/Blood Sugar
- Don't use short term funds for long term use
- Apart from Production/Sales, start to monitor the Current Ratio of your business
- Turnover is Vanity, Profit is Sanity, Cash flow is Reality
- Do Not Diversify- FOCUS - Use the Power of Focus - expansion is different from diversification
- Have Financial Coaches, not advisors!



MENTOR LIVE 2.0

Mentor Live 2.0 (Part 1) was conducted keeping in mind two themes. Consistency amongst TiE members in the way we conduct mentoring and being sensitive to the needs of any mentee by not holding our biases for or against a start-up. Chirag Patel and Manuj Goyal co-conducted this session.

Out of the 15 participants, 7 members had attended Mentor Live 1.0 session. This is a great sign of growing interest and commitment of TiE Members towards mentoring and it allows us to better match mentor-mentee with various initiatives that are being put forward by the TiE Programme team. The next Mentor Live 2.0 (Part II) will be announced soon.



SESSION ON RISING OPPORTUNITIES IN FOOD & DAIRY SECTOR

TiE Rajasthan in partnership with Startup Oasis conducted the session on Emerging Avenues & Opportunities in Food & Beverage Sectors with around 25 participants. The session led by Mukesh Gupta - Director of Operations, Morarka Foundation provided valuable key insights about the challenges and aspirations in the field of Agriculture, Food & Beverage sectors.



KNOWLEDGE SESSION LEVERAGING PEOPLE PRACTICES FOR GROWTH

TiE Members and HR Heads of TiE Member organisations learned the best HR practices in an extremely engaging session. **Few take aways are -**

- Utilize the power of social media for talent acquisition.
- A simple, transparent and welcoming Employee On-Boarding Process will help decrease the attrition rate in long run.
- Include 3 R's of Employee Retention & Satisfaction RESPECT - RECOGNITION-REWARD in your HR Strategy.
- Pay attention to simple things that effect your employees the most. It's a non expensive but effective way to increase productivity.
- Continuously monitor, measure and update job description and performance indicators for each function.
- Involve process managers as an integral part of performance appraisal team.
- Develop Culture & Social Groups within employees. Meaningful beyond fun & frolic. Many members were at a TiE Retreat for the first time and were thrilled to join.



KNOWLEDGE SESSION CULTURAL TRANSFORMATION

Knowledge session on Cultural Transformation by Gaurav Chaubey, Advisor - Grant Thornton Advisory Private Limited was organised at TiE office. The session was attended by around 30 participants which included Entrepreneurs, Business Owners, Senior HR professionals, Decision makers and Directors.

He shared his expertise, on how culture can be best delivered in an organization and enlightened the audience about business transformation, organization transformation, cultural framework, performance management, mood elevators.

The session had some fun filled activities which made it more interesting and practical for the participants.



KNOWLEDGE SESSION FIT FOR FUTURE ENABLEMENT

Business world is changing with great impact on economy, organizations and individuals. To understand this shift of systems, innovations and culture improvement, TiE Members partook an engaging Knowledge Session recently. The session theme 'Fit for Future Enablement' was presented as a framework to prioritize company's valuable actions and a consistent methodology to report progress to stakeholders. Case studies of successful organizations like Apple, Infoedge and Interglobe were discussed to highlight how 'Differentiated Capability Systems' can be executed at the work place.

Individual and group activities organized during the session helped members understand the current & future cataracts and challenges of their businesses. Grant Thornton's proprietary tool "6 Box framework" was also explained in the session that has got wide significance for businesses to achieve sustainable growth.

We will also be sharing the session presentation deck shortly for our members future reference.



TiE PROGRAMMES

INNOCITY JAIPUR POWERED BY TiE RAJASTHAN

TiE Rajasthan is supporting the development of Innocity Jaipur-an accelerator programme by Startup Oasis. Through this strategic partnership, we have been able to support a much larger network of startups through deep mentoring and investor connects. With the success of this, we are now extending our partnership to all programmes of Startup Oasis to create some amazing startup success stories.



MENTORS

- Amit Kumar Jain
- Ashim Bhasin
- Chintan Bakshi
- Chirag Patel
- Hemant Chauhan
- Kailash Gupta
- Kshitij Jain
- Madhup Bansal
- Mahavir Sharma
- Munesh Jadoun
- Pranay Mathur
- Puneet Mittal
- Rajneesh Bhandari
- Ravi Modani
- Sharad Bansal
- Shekhar Gattani
- Nishant Jain
- Smriti Tripathi



START-UP SECTOR SUPPORTED

- Food/Agriculture
- IT
- Education
- Hospitality
- Renewable
- Logistics
- E- Commerce
- Healthcare
- AR/VR
- Finance
- Legal
- Craft
- Energy
- IOT

« INNOCITY JAIPUR » ANNUAL LOG



WE elevate

To empower, support and nurture women entrepreneurship in state, We elevate was launched as a pilot project in a strategic partnership with AIC Banasthali Vidyapith. With the success of this programme we are now extending our partnership to all programmes of AIC Banasthali Vidyapith viz. WOMENpreneur, WE Sprint and WE Ideate.

SESSION CATEGORIES



MENTORS INVOLVED



- Abhishek Pareek
- Puneet Mittal
- Piyush Poddar
- Rajneesh Bhandari
- Sheenu Jhavar

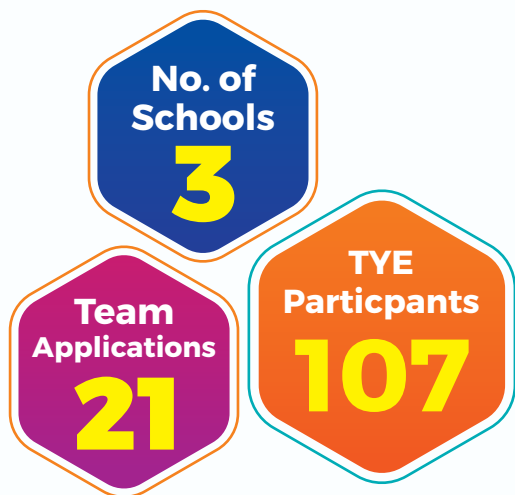
START-UP SECTORS



- Apparel
- Education
- Water
- Legal
- E-commerce
- Healthcare

TiE Young Entrepreneurs (TYE) Programme

Our annual Programme TiE Young Entrepreneurs (TYE) has seen a surge in interest from student entrepreneurs. 100+ students registered themselves for the Programme this year and have undergone structured B-Plan development Masterclass Series. They are now being mentored by TiE Mentors to polish their ideas and to prepare themselves for the competitions.



TYE 2019	Attendance / 107	%age
Masterclass 1	88	82
Masterclass 2	60	56
Masterclass 3	60	56
Masterclass 4	45	42
Average		59

Mentors Involved

- Amit Kumar Jain
- Arvind Modi
- Ashim Bhasin
- Girish Gupta
- Hemant Chauhan
- Kailash Gupta
- Kshitij Jain
- Munesh Jadoun
- Piyush Poddar
- Sanjay Goel
- Sandeep Jain
- Sharvik Shah
- Shekhar Gattani
- Smriti Tripathi

TiE MANAGEMENT



TiE New Member in Q4

Nitin Somani

MD & Co- Founder of
Sudrania Fund Services.

Member Awards and Recognitions

1. Data Ingenious Global Limited of Dr. Ajay Data received Digital Transformation (DX) award for Best Practice in Digital World by Shri Ajay Prakash Sawhney Secretary, Ministry of Electronics and IT, Government of India in DX Summit & Awards by Ministry of Electronics & IT, Centre for Digital Transformation (CDT) and NITI Aayog.
2. Apex Hospitals Pvt. Ltd. of Sheenu Jhavar has expanded its healthcare network to Sawai Madhopur, by taking over an existing hospital. The vision of the organisation is to bring secondary to tertiary level quality healthcare to the district.
3. Abhishek Pareek of AIC Banasthali Vidyapith received an award of appreciation for distinguished contribution in the field of education and nurturing young talent' from 'The Institute of Company Secretaries of India'. AIC Banasthali has also received Incubation support from the Ministry of MSME & Ministry of Electronics and IT (MeiTY)
4. FEXLE Services Private Limited of Bhawani Sharma has received Silver Consulting Partner status from Salesforce.
5. Punchh, co-founded by TiE Charter Member Aditya Sanghi has raised \$40 million in Series C funding. The funding round was led by Adams Street Partners and Sapphire Ventures along with participation from Alliance Bernstein.

'Mayori-Conscious Clothing Conscious Giving', a brand introduced by Vrinda & Siddharth Agrawal offers a plethora of modern, minimalist styles with an interwoven incentive to purchase. In today's era of-conscious consumers, it has become evident that shoppers intend to purchase sustainable products and a brand which cares about society and that's where Mayori fits in. Their focus is on promoting 'Slow Fashion' while giving back to the society in many ways. With sale of each product the brand is contributing to the society through initiatives like 'You Buy-One, We Give-One', Spotless Dame – A Women Sanitation Programme' and 'Non-Financial Donations to credible NGOs'.

And the story doesn't end here. They also have a positive approach towards environment that is driven by a 'Zero Single Use Plastic' mission through elimination of single use plastic in packing, transporting and storing the garments. With introduction of style reusable bags the brand is poised to be eco-friendly and giving more value to the customers. Mayori has also adopted an Upcycle approach in their manufacturing process to use all the leftover fabrics and make a variety of products of it. They only use 100% sustainable, biodegradable cotton to manufacture the clothes which can all be washed at home and is water sensitive as well. A business with true social impact.

TiE COLLABORATE

TiE Task forces

We have launched three TiE Task forces this year. This is an outcome of thorough deliberations by TiE thought leaders and will help us organize ourselves to industries of the future relevant to Rajasthan and create permanent indelible impact on startup ecosystem in the state. The initiative has achieved the desired momentum with a great interest shown by TiE Charter Members.

The proposed Task Forces are : **1) Art, Craft and Culture** **2) Food and AgriTech** **3) Manufacturing Intelligence**

Meetings have been organised to understand the concept, framework and initiation roadmap for the Taskforces. Chair & Co Chairs have also been announced for all the three clusters



**ARTS TO HERITAGE
TO HOSPITALITY**



**SMART AND INTELLIGENT
MANUFACTURING**



**AGRITECH TO FOOD &
FOOD SERVICES TO WELLBEING**



**Manuj
Goyal**



**Parijat
Agarwal**



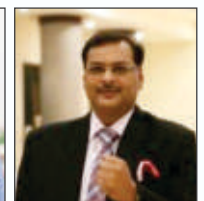
**Basant
Khaitan**



**Praveen
Maheswari**



Raj Bagri



**Rajeev
Lakhota**

PARTNERSHIP WITH GRANT THORNTON

The challenge of bringing global expertise to TiE Rajasthan ecosystem has also been resolved in the year. We now have Grant Thornton India LLP as our Knowledge Partner to enrich TiE Knowledge Sessions, Member Exclusive Sessions and Startup Education Programmes.

PARTNERSHIP REINFORCEMENT

TiE Rajasthan will also be partnering with Startup Oasis & AIC Banasthali in various programmes like Craft Catapult, Her & Now, WOMENPreneur, WE Sprint, WE Ideate and mentoring startups in the field of craft & Women entrepreneur.

EVENTS

**Technology Adoption for Startups
in Rajasthan by Dr. Ajay Data**

18th January 2020

**TiE Global Charter
Member Retreat**

2nd -5th July 2020

All Member Retreat

August 2020

Smash Up

11th – 12th September 2020



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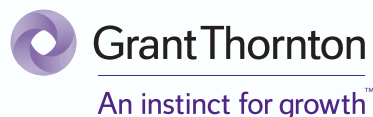
Website: www.rajasthan.tie.org | www.tie.org

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