

## PRESIDENT'S MESSAGE



**Siddharth Agrawal**

President  
TiE Rajasthan & CEO  
Silkasia

Dear Member,

The Indian startup ecosystem has been maturing with a lot of virtue, to be more strong and valuable. Complex problems are waiting to be solved at massive scale and entrepreneurs are producing unrivalled products and services for the market. This has been observed by the funds who will be keen to funds more startups in 2018 and coming years.

Many myths have been laid to rest by acquisition of Flipkart by Walmart. India's Unicorn Club is poised to double to about 20 members this year.

With 40,000 startups in the country, the ecosystem in India is riding two waves - the boom of consumerism and digital explosion. Then there's a favourable demographic dividend, a growing middle class and a huge domestic consumer market, big talent base and an expanding pool of risk capital (both domestic and foreign). In my views, for Indian entrepreneurs, there has never been a better time to start up.

With these thoughts, I am glad to share next edition of ConnecTiE.

Best,  
Siddharth

## ACTIVITY ROUNDUP



### Leadership Talk

1 April

TiE Executive Council Members and Charter Members in a candid talk with Mr. D. B. Gupta, then Additional Chief Secretary, Finance, Rajasthan. The talk focussed on taxation matters and suggestions to improve business climate in the state.

### Launch of Shuruat Bus

13 April

TiE Rajasthan partnered with tGELF's launch of Shuruat Bus supported by Niti Aayog and Facebook. An innovation competition for students organised on this occasion was judged by President - TiE Rajasthan.



## Art of Investing in Startups

13 April

An interactive session led by Mahavir Sharma, Chairman, RAIN and Rajneesh Bhandari, Past President TiE aimed at making the participants understand advantages of investing in early stage startups and planning the investment strategy.



## Awareness Workshop on GDPR & Outsourcing

16 April

Matt Skinner, Head of Digital Strategy and Data at Proctor + Stevenson, UK made a explained GDPR as a concept, its requirements, responsibilities of Indian companies providing third-party outsourcing services to European customers, GDPR implementation and it's long-term impact on outsourcing to India.

## Science behind Vaastu

22 April

TiE Charter Members interacted with Vimal Jhaharia, a renowned Vaastu Guru. He spilled beans of his knowledge gathered over the years, his experience and rationalised Vaastu with scientific logics.



## Digital Marketing Masterclass

28 April

Addressing a full house Sorav Jain, CEO, echoVME explained importance of content, selection of right channel and media, SEO, SEM, affiliate marketing etc. Case studies and live examples further helped the participants to understand the ways to promote their businesses online.

## CEOs Workshop on Tally

10 May

Tally is a software used widely across industries. Understanding Tally can provide business owners with a real time access to data and a chance to control avoidable losses with efficient planning attaining optimum business efficiency, said Dhiraj Vijayvargia, Founder, Priyam Infosystems while addressing the participants.





## Leadership Talk

10 June

Mr. Praveen Gupta, Secretary - Finance (Revenue), Govt. of Rajasthan interacting with TiE EC and Charter Members. He has been instrumental in getting the Rajasthan Investment Promotion Scheme and is also the key official for GST recommendation in Rajasthan.

## Session on Cyber Security

16 June

Mukesh Choudhary, Founder & CEO Cyberops Infosec efficiently captured important aspects of increasing vulnerability of both software and hardware systems, using WiFi safely, various types of cyber attacks and solutions to stay protected.



## TI E YOUNG ENTREPRENEURS

TYE is an international program run by TiE Global and is aimed at fostering our future generation of entrepreneurs where students learn about entrepreneurship, ideation and business basics. 8 teams from 4 schools participated at the TYE Rajasthan Chapter competition. In the final round team SKIPH represented TiE Rajasthan at global finals held in Virginia, US.

## TiE Nxt A YOUNG ENTREPRENEUR'S FORUM

TiE Nxt, started last year has received a very positive feedback resulting in increasing the membership count to 31 including 9 members joining this year. An introduction and ice-breaker session was organised for them where they also got to interact with Shaurya Mehta, a student entrepreneur from New Delhi.



## AWARDS & RECOGNITIONS

Rajesh Motors of TiE Charter Member **Sharvik Shah** won the 'Dealer of the Year' Award at the Ashok Leyland's annual awards ceremony.



**Alila Fort Bishangarh** a heritage hotel owned by TiE CMs **Atul Kapur** and **Suneet Bagai** received the 'Best Restoration' award by 'Hospitality Design', a leading magazine in the US.

**RackNap**, a venture of ZNet Technologies of TiE member **Munesh Jadoun** has been selected as finalist in the IAMCP International 2018 Awards program of Microsoft.

**myly** app founded by TiE Members - **Gaurav Mundra** & **Madhup Bansal** gets awarded as the Best Educational Mobile App 2018 by British magazine 'Corporate Vision'.

TiE CMs J. K. Jajoo and Manuj Goyal are awarded Shiksha Vibhushan (Highest Award in education sector in Rajasthan) and Shiksha Bhushan awards respectively in a state level function.



Data Infosys of TiE CM Dr. Ajay Data and Ensol of TiE member Arun Sharma get Rajasthan Best Employer Brand Awards 2018 conferred by the Employer Branding Institute–India.

Skill Connect India a mobile app by TiE member Shipra Bhutani gets awarded by Kali Charan Saraf, Health Minister, Govt. of Rajasthan for helping recruitment of skilled manpower.

TiE member Ruchika Beri gets selected amongst top 100 women entrepreneurs in India by Confederation of Women Entrepreneurs.

## INSPIRE THAT ONE PERSON!

I will share a simple story that I learned during this 40 years' journey where I have nurtured Jaipur Rugs to emotionally connect weavers with the end consumers.

“Imagine that you are part of a large family. As head of the family, it is your responsibility to take care of everyone. But, what if you assign these tasks to a stranger? Not only would the children feel hurt and unloved, but they would also not receive the same care and love that only you can provide or someone who shares same sentiment as you can”.

When the leaders try to narrow the emotional distance between the company and the rest of the employees who, because of this attitude, would naturally feel inspired, then you create a self-sustaining environment. And the reason, that many leaders today do not have this mindset, lies in their lack of self-awareness, which encompasses how they view themselves and how others view them.

“With one of our weaver designers Bimla Devi, from the village Aaspura in Rajasthan, winning German design Award in 2018, for designing her Artisan Original Rug (a collection where for the very first time, weavers get to be designers of their own rugs), is what deeply satisfies me. It is a nothing but a part of my belief system that - if you can inspire that one person, then they will go on to make a difference and will inspire others.”

Nand Kishore Chaudhary, TiE Charter Member & CMD, Jaipur Rugs

## WELCOME NEW MEMBERS

### ASSOCIATE MEMBERS

Abhishek Pareek, CEO, Atal Incubation Centre, Banasthali Vidyapith  
Alok Soni, Proprietor, Ideaxis  
Amit Gupta, CEO, Dausa Transformer Udhyog  
Harshal Gupta, Director, Registan Exports

### STARTUP MEMBERS

Vineet Agarwal, CS Tech Mac  
Pawan Agarwal, CS Tech Mac

## UPCOMING EVENTS

- All Member Networking Dinner, 9 July
- Digital Marketing Workshop, 28 July
- TiE Cm Retreat, 10 - 12 August
- TiE Smash Up, 28- 29 Sep

## PUNCHH RAISES SERIES B FUND

Marketing platform Punchh co founded by TiE CM Aditya Sanghi, serving more than 115 restaurant chains including Pizza Hut and Quiznos raised a \$20 million Series B to expand into more retail verticals and increase the use of AI and ML in its cloud software. The funding was led by Sapphire Ventures, with participation of returning investor Cervin Ventures. The startup says its goal is to give brick-and-mortar stores the same level of data analytics as e-commerce giants like Amazon.

## ANNUAL SPONSORS



Have Feedback / Suggestion / Enquiry ? Write to :

Executive Director

C-97, Janpath, Lalkothi Scheme, Jaipur (Rajasthan) - 302015

E: ed@tierajasthan.org | O: +91 141 5104465 | W: rajasthan.tie.org / tie.org

