

NEWSLETTER

MARCH 2024

MESSAGE FROM THE PRESIDENT

DR. SHEENU JHAWAR
President
TIE Rajasthan

As entrepreneurs this is an exciting time, the year draws to a close and the anticipation of a new quarter calls for a fresh strategy and outlook.
Growth, challenge, acquisition, not simply of markets, but of new age technologies to fuel the scale that was previously unprecedented and unimaginable!
We reflect, and yet plan to move on paths not treaden; and that's the core of an entrepreneur!
As Steve Ellis, founder and co-CEO of Chipotle says
"I'm always tweaking, always trying to make it better, constantly moving the levers and dials."
"The gospel truth of all good things to come in all that we do!"
Thanks for your support for a great TIE year, and let's move the levers and dials as we step into FY21 2024-2025!
Let me also thank my exceptionally hard working and creative Secretariat and welcome Shalini Singh our new Associate Director, into the fold!
I'd like to borrow a quote here that I personally strongly believe in
"If you start thinking you are good at something, that's often the day you stop trying to be better and open the back door for someone to come after you. That's why we always aim higher. We never feel like we're done." - Drew Houston, cofounder and CEO of Dropbox
And on that note, let's continue to aim higher and look forward to the morrow since we are not yet done!

FROM THE EDITOR

VIKRAM AHUJA

Editor: ConnectiE | TIE Charter Member

This month I've decided to write about the recurring topic that seems to be a favourite amongst the alarmists and pragmatists among us, the subject of the economy facing a recession.

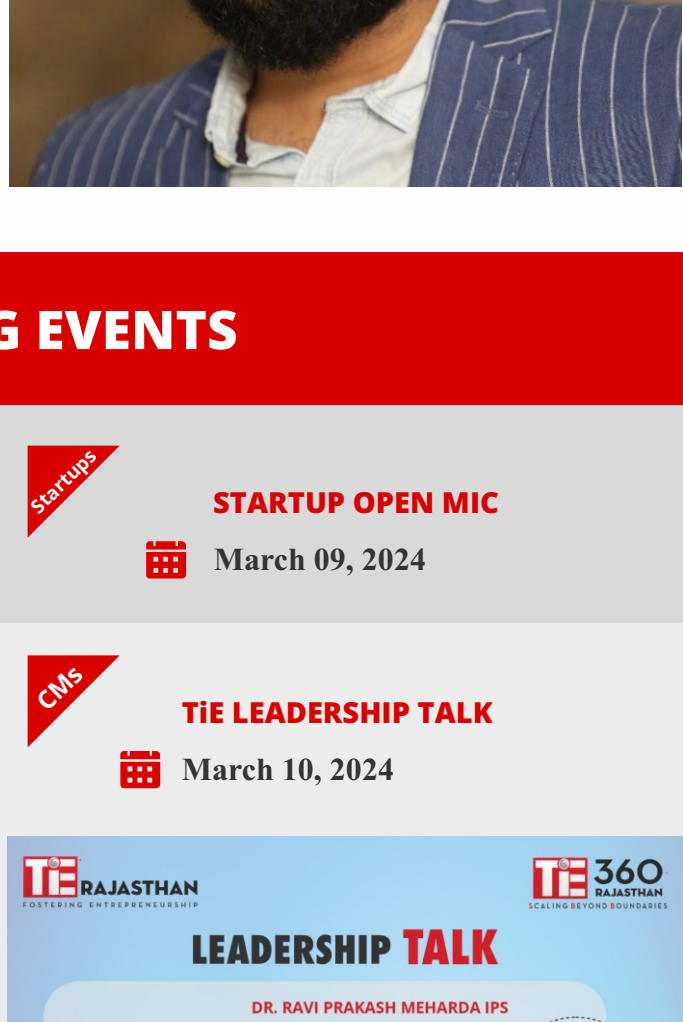
Of lately with the large number of retail investors jumping on the bandwagon to get invested in the equities market, many riding the buoyant rise of the stocks post COVID, others drawn from their regular FDs in hopes of double digit annual returns, the term "Recession" has become like the bogeyman. While I will not get into the chances of an economic slowdown hitting the country, for that debate is for the pundits who spend their days peering at the micro and macro economic charts and trends, but I will attempt to demystify the concept and share what a layman can do to ensure their finances stay healthy.

Putting it simply, a recession is an economic slowdown caused by decrease in spending, by individuals, governments, organizations and all the actors that make up the national economy. The reasons behind the decrease in spending might be myriad but they are immaterial to our purpose. The decreased spending leads to less revenue for the business, less revenue translates to lower profits and from there it's like a chain reaction as companies might have layoffs to cut costs, further reducing the expendable money people have.

As an individual, there isn't much to do except to hedge your own bets, literally. The direct investors in the stock market are the worst hit as future profit targets are lowered and the stock prices drop. The investors investing in equity based securities come next. The solution is not only to diversify to minimize impact, but also to do an honest assessment of risk appetite and not get greedy. Disinvest when goals have been met and reinvest systematically. Avoid taking knee jerk decisions and following the crowd.

STARTUP SPARKS

TWOB



The esports industry in India is fragmented, with various entities operating independently and lacking a cohesive structure.
Here comes TWOB founded by Girish Kalla. TWOB is an integrated eSports platform for Indian gaming enthusiasts and brands.
They aim to create a cohesive ecosystem that streamlines the experience for players, viewers, and investors.
"TWOB recently pitched its idea to investors in the Speed Dating event of TIE Smash Up. TIE Rajasthan's speed dating event helped us in explaining the business and the esports and competitive gaming sector in a precise way.
Have made meaningful connections in the event and been able to grow my network at the event," says *Girish Kalla*.

In such scenarios, debt funds, government bonds and yes, even the old faithful FDs can be a good options to whether the storm. Shift some of your SIPs from the market to RDs in established banks and you might find that you'll miss the gains in the market and derivatives are offset by the gains in these instruments.
But most of all be disciplined and systematic in your savings and spending. Never forget the age old adage, a penny saved, is in fact a penny earned.

UPCOMING EVENTS

TIE CON DELHI | March 08-09, 2024

MEMBER PODCAST | March 13, 2024

TIE ALL MEMBER SESSION | March 13, 2024

TIE LEADERSHIP TALK | March 10, 2024

TIE KNOWLEDGE SESSION | March 23, 2024

ANNUAL GLOBAL RETREAT | June 29- July 02, 2024
Kyoto, Japan

TIE RAJASTHAN RETREAT | August 02-04, 2024

CHARTER MEMBER RETREAT | SAVE THE DATE | 2-4 AUGUST 2024

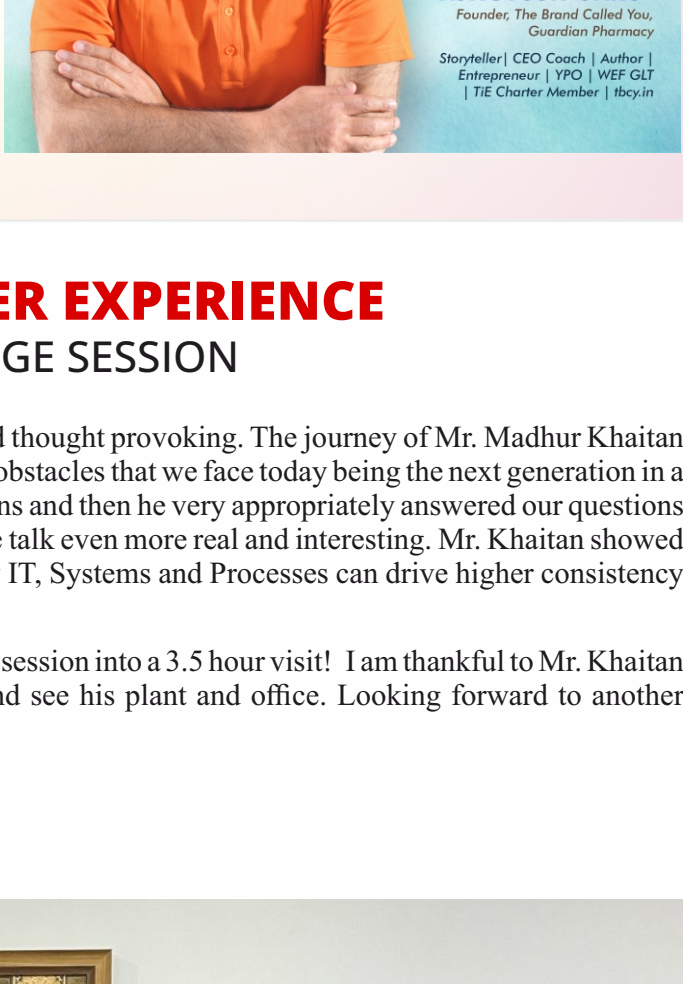
Announcing TIE Retreat | Kyoto, Japan | June 29th to July 2nd, 2024

NEW ADDITION TO THE TIE FAMILY

SHALINI SINGH
Associate Director - TIE Rajasthan

Please join us in extending a warm welcome to Shalini Singh, who is stepping in the role of Associate Director at TIE Rajasthan.

Shalini Singh has an accomplished professional experience spanning over 8 years across various domains. Notably, she has excelled as the Business Head (B2B) of a prominent organization, demonstrating her expertise in business and communication. Beyond her corporate endeavours, Shalini is also recognized as a social entrepreneur, combining her business acumen with a dedicated commitment to social impact. Her role as a communication coach has equipped her to enhance both individual and team capabilities in professional settings. As a start-up business consultant, she has been instrumental in guiding numerous ventures towards growth and profitability.



TIE RAJASTHAN'S NEW INITIATIVE

MEMBER PODCAST

TBCY is viewed and heard by over 150,000 people every day or over 4 million every year. With over 2200 recordings featuring individuals from more than 65 countries, TBCY has become a hub for insightful discussions on leadership, knowledge, and experiences. It gives us great pride to be on an alliance with Mr Ashutosh Garg who joins the forums of our entrepreneurs with a featured monthly.

Mr. A. Garg, the founder of Guardian Pharmacy, is himself a TIE Delhi Charter Member, and brings over 40 years of diverse industry experience, including retail, aerospace, and FMCG. He is also a coach and mentor to numerous CEOs in India.

Please join in this endeavour to showcase the brilliant journeys of our Emerging members who have been with us for over a year to be on this podcast, in tandem with the exceptional entrepreneurial stories of all our members, targeted for a Global audience!!

ANNOUNCING THE LAUNCH OF PODCAST SERIES

BRAND CALLED YOU

Bringing Stories of Successful Entrepreneurs & Professionals to the world!

ASHUTOSH GARG
Founder, CEO Coach | Author | Entrepreneur | TIE Charter Member | Mentor

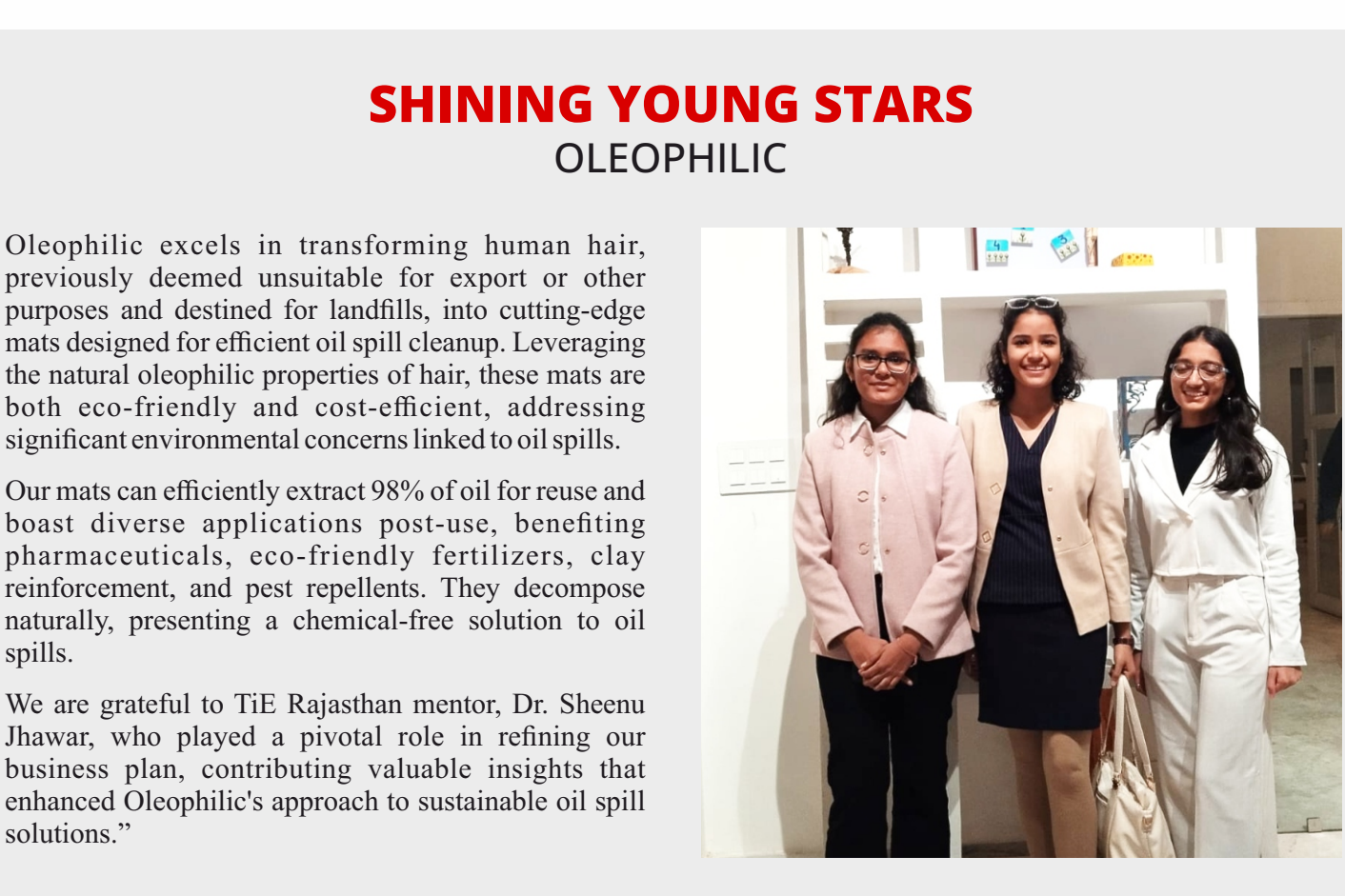
NextGen MEMBER EXPERIENCE

TIE KNOWLEDGE SESSION

The visit to GKD India was extremely candid, insightful and thought provoking. The journey of Mr. Madhur Khaitan was so relatable since he has experienced and overcome the questions that we face today being the next generation in a family business environment. He has asked us to write 4 objections and then he very appropriately answered our questions by linking them to his personal experiences, which made the talk even more real and interesting. Mr. Khaitan showed us his unique plant and product and explained in detail how IT, Systems and Processes can drive higher consistency and efficiency.

The visit was so engaging that we turned a 1-hour discussion session into a 3.5 hour visit! I am thankful to Mr. Khaitan for giving us the time and the opportunity to meet him and see his plant and office. Looking forward to another interactive session!

Devansh Maheshwari
Senior Executive,
P.R. Rolling Mills Pvt.Ltd



BREWING SUCCESS AT COFFEE O'CLOCK

A TIE RAJASTHAN INITIATIVE

Dear TIE Rajasthan Members,
I'm delighted to bring you the inside scoop on the success story of recent, "Coffee O'Clock," a gathering that went beyond the ordinary to cultivate meaningful connections and collaboration among our diverse community of entrepreneurs.

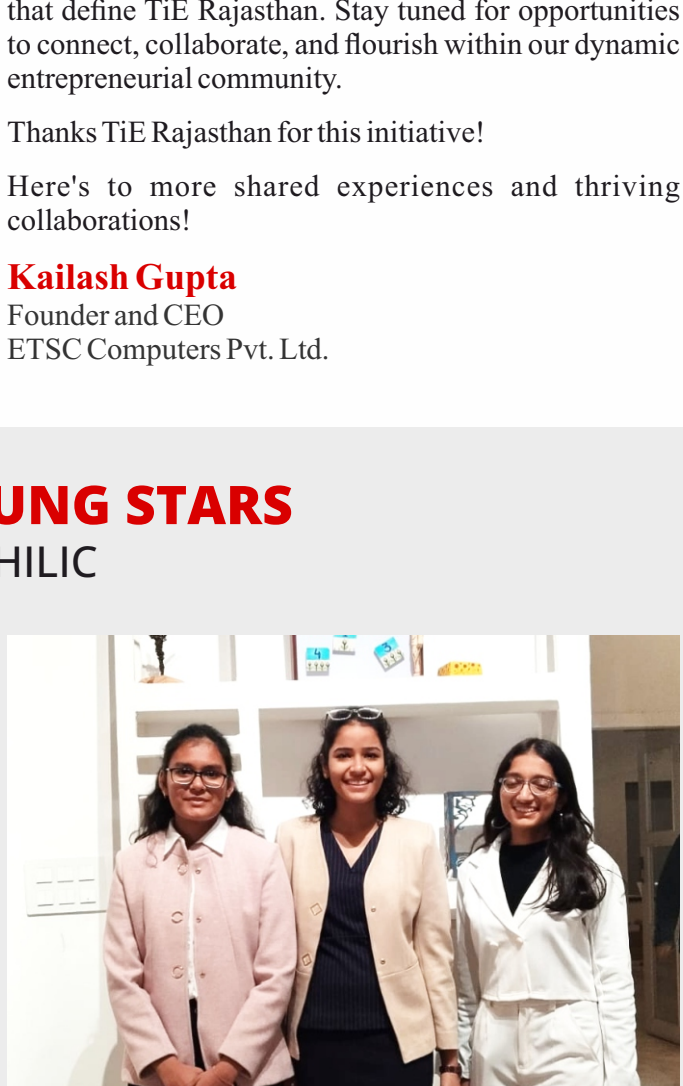
Sip, Share, Connect: Imagine a room buzzing with the aroma of freshly brewed coffee, an ambience that effortlessly blended professionalism with camaraderie. Coffee O'Clock was not just an event; it was an experience where TIE Rajasthan members immersed themselves in TIE Rajasthan conversations, sharing the very essence of their businesses.

Unity in Diversity: The event was a true testament to the diversity that defines TIE Rajasthan. From seasoned entrepreneurs with a wealth of experience to innovative startups ready to carve their niche, Coffee O'Clock brought together a kaleidoscope of industries and expertise, creating a vibrant tapestry of shared knowledge and experiences.

Structured Insights: What set Coffee O'Clock apart was its structured yet relaxed format. Roundtable discussions and informative interaction provided a platform for members to delve into specific topics, exchange valuable insights, and collectively navigate the challenges that businesses often encounter. The result? A room alive with the hum of shared experiences.

Scheduled Bridges Beyond Coffee: Beyond the event's structured hours, Coffee O'Clock planted the seeds for lasting connections. The bonds formed during those engaging conversations are not just about that moment but represents the groundwork for potential collaborations and partnerships, setting the stage for shared successes.

TIE Rajasthan's Commitment: This event underscores TIE Rajasthan's unwavering commitment to building a community that goes beyond professional networking.



Kailash Gupta
Founder and CEO
ETSX Computers Pvt. Ltd.

SHINING YOUNG STARS

OLEOPHILIC

Oleophilic excels in transforming human hair, previously deemed unsuitable for export or other purposes and destined for landfills, into cutting-edge mats designed for efficient oil spill cleanup. Leveraging the natural oleophilic properties of hair, these mats are both eco-friendly and cost-efficient, addressing significant environmental concerns linked to oil spills.

Our mats can efficiently extract 98% of oil for reuse and boast diverse applications post-use, benefiting pharmaceuticals, eco-friendly fertilizers, clay reinforcement, and pest repellents. They decompose naturally, presenting a chemical-free solution to oil spill solutions."

We are grateful to TIE Rajasthan mentor, Dr. Sheenu Jhawar, who played a pivotal role in refining our business plan, contributing valuable insights that enhanced Oleophilic's approach to sustainable oil spill solutions."



It is about creating an environment where members can not only learn from each other but also grow together, fostering a sense of belonging that extends far beyond the confines of a single event.

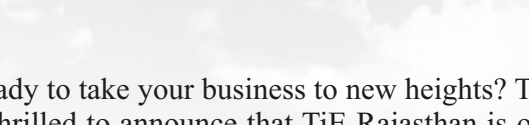
Looking Forward: As we bask in the success of Coffee O'Clock, we're excited about the future. Expect more initiatives that echo the spirit of unity and collaboration that define TIE Rajasthan. Stay tuned for opportunities to connect, collaborate, and flourish within our dynamic entrepreneurial community.

Thanks TIE Rajasthan for this initiative!

Here's to more shared experiences and thriving collaborations!

OPEN MIC JURY MEMBERS OF THE MONTH

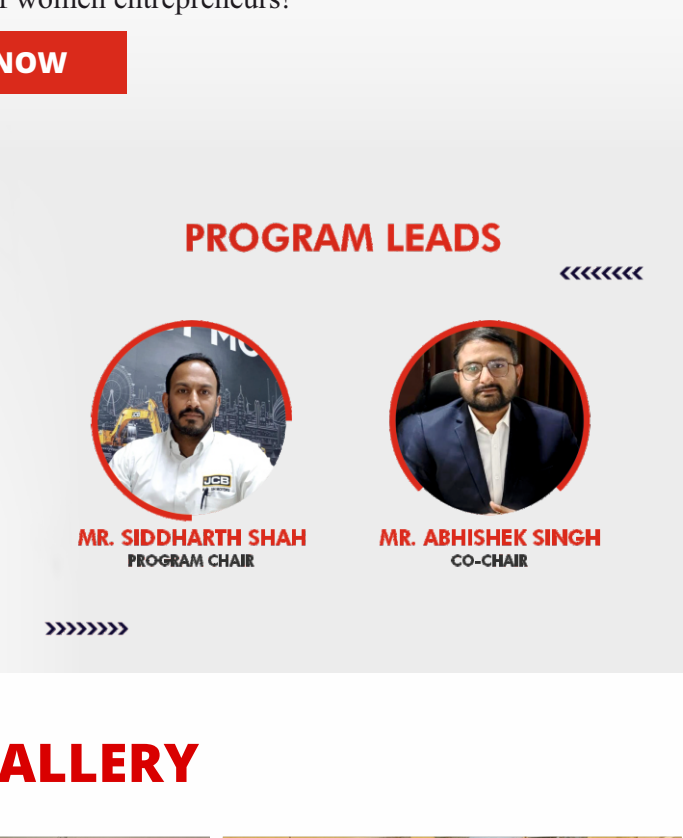
Abhishek Singh | Kailash Gupta



UNICORN OF THE MONTH

Fanatics
Consumer & Retail | Singapore

SHEIN operates as an e-commerce platform for fashion, beauty, and lifestyle products. Its products include women's wear, men's apparel, children's clothes, accessories, shoes, bags, and other fashion items. The company was founded in 2012 and is based in Singapore.



TIE IN MEDIA

टाई यूनिवर्सिटी ग्लोबल पिच की शुरुआत

जयपुर | टाई राजस्थान ने टाई यूनिवर्सिटी ग्लोबल पिच कार्यक्रम की शुरुआत की है। इसका उद्देश्य है कि आर्थिक और इंटरनेट के माध्यम से युवाओं को प्रेरित किया जाए। इस प्रारंभिक कार्यक्रम में, युवाओं को प्रेरित किया जाएगा और उन्हें अपने व्यवसाय को बढ़ावा देने में मदद मिलेगी।

राजस्थान के स्टार्टअप के लिए अवसर

जयपुर @पत्रिका. टाई राजस्थान की ओर से विश्वविद्यालय स्तर पर स्टार्टअप के क्षेत्र में युवा प्रतिभाओं को तलाशने के लिए विशेष और स्टार्टअप का चयन किया गया। इस मौके पर, स्टार्टअप के विकास प्रोत्साहित और इंटरनेट के माध्यम से प्रेरित किया जाएगा।

22 इंटर को टव और एडजस्टेबल स्क्रीन के साथ प्रोफेसर को पढ़ने में होगी आसानी

जयपुर | टाई यूनिवर्सिटी ग्लोबल पिच कार्यक्रम की शुरुआत की गई है। इस कार्यक्रम में, युवाओं को प्रेरित किया जाएगा और उन्हें अपने व्यवसाय को बढ़ावा देने में मदद मिलेगी।

इन्वेस्टर्स को इंडस्ट्री से जोड़ने की कोशिश

जयपुर | टाई राजस्थान ने टाई यूनिवर्सिटी ग्लोबल पिच कार्यक्रम की शुरुआत की है। इस कार्यक्रम में, युवाओं को प्रेरित किया जाएगा और उन्हें अपने व्यवसाय को बढ़ावा देने में मदद मिलेगी।

पेडो के स्टार्टअप को निवेशकों से जोड़ने टाई राजस्थान

जयपुर | टाई राजस्थान ने टाई यूनिवर्सिटी ग्लोबल पिच कार्यक्रम की शुरुआत की है। इस कार्यक्रम में, युवाओं को प्रेरित किया जाएगा और उन्हें अपने व्यवसाय को बढ़ावा देने में मदद मिलेगी।

CELEBRATING FAILURES

Kitty Hawk
Flying car startup Kitty Hawk, founded by Sebastian Thrun, folded at the end of September. Thrun, who also co-founded Google's moonshot factory (X), had launched the startup with backing from Google cofounder Larry Page in 2010. He largely shielded its operations from the public eye until it revealed its vertical take-off-enabled Flyer aircraft in 2015.

mounting competition in the space and internal tension between Thrun and Heaviside program lead Damon Vander Lind. The company has not provided details on the forces behind its decision, but reports allude to clouded mission focus as playing a role.

The company continuously shifted its product focus over the years that followed, shuttering the Flyer project and spinning off its other public project into a joint venture with Boeing. While the company seemed to go all in on the development of its electric, autonomous aircraft (Heaviside), progress was hindered by

What do you think could have saved Kitty Hawk from this downfall leading to complete failure?
Share your views with our editing team HERE and the best views will be published in our next newsletter.

CONNECT WITH US

TIE RAJASTHAN
FOSTERING ENTREPRENEURSHIP

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