



# NAVIGATING THE New World

**17-18 MARCH 2023**

**HANDBOOK**

# Partners

## Ecosystem Enabler



## Innovation Partner



## Associate Partners



## CKP Memorial Session Partner



## Award Partner



## Investor Partners



## Session Partners



## Co-Partners



## Digital Media Partner



## Startup Media Partner



## Award Media Partner



## Mentoring in Motion Partner



## Registrations & Access Partner



## Inclusion Partner



## Speaker Gift Partner



## Online Networking Partner



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TalentOnLease  
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NETAPP  
EXCELLERATOR

intel  
startup program

ABP Network



AMITY  
UNIVERSITY



FERNS  
& PETALS

# AGENDA

Time		Pearl Ballroom
3:00 - 3:45pm	Spot Funding, Awards & Networking Evening	<b>Registrations</b>
3:45 - 4:00pm		<b>"Opening &amp; Welcome</b> Srikant Sastri - President, TiE Delhi NCR & Chairman, i3g Advisory Network "
4:00 - 4:30pm		<b>"Keynote Fireside Chat</b> <b>Time to Build, Time to Invest</b> • Rajan Anandan - MD, Sequoia India & Southeast Asia and Surge & Governing Council Member - TiE Delhi-NCR Sukumar Ranganathan Editor, Hindustan Times - HT Media Ltd (Chair)"
4:30 - 6:00pm		<b>"YT TiE the Knot - Real Funding, Unreal Speed</b> TiE Host - Raman Roy, Chairman & MD, Quattro, Board Member, TiE Delhi - NCR"
6:00 - 6:30pm		<b>"TiE Lumis Entrepreneurial Excellence Awards</b> • Sandeep Sinha - Managing Partner, Lumis Partners "
6:30 - 7:00pm		<b>"Spirit of Manufacturing Awards</b> Powered by TiE Delhi - NCR & Power2SME • Shri B. B. Swain - IAS, Secretary, Ministry of MSME, Govt of India (Keynote) • R Narayan - Founder & CEO, Power2SME"
7:00 - 7:30pm		<b>"Knights of Supply Chain Awards</b> • Rahul Vishwakarma - Founder, Crest"
7:30 - 7:40 pm		<b>"Greeting from TiE Global</b> • Shankar Ram - Chair, Global Board of Trustees, TiE Global "
7:40pm onwards		<b>Gala Networking Cocktails and Dinner</b>

# AGENDA

Time		Pearl Ballroom	Royal Room	Maple 2	Maple 1 - Privilege Pass	Ebony - Charter Members'	Ebony Room 2	Mulberry - Media Lounge
				<b>8:30am - 9:30am</b> <b>Bank on Breakfast with Investors</b> <b>"Enhancing Investment Readiness of Startups"</b> <b>(Powered by HSDC)</b> <ul style="list-style-type: none"><li>• Anita George - Co-Founder, Edhine Capital</li><li>• Prachi Pawar - VP, Sequoia India</li><li>• Arjun Vaidya - Ventures Lead India, VenInvest, Co-Founder, V3 Ventures</li><li>• Ashish Kumar - Co-Founder &amp; GP, Fundamentum</li><li>• Bipin Shah - Partner, Titan Capital</li><li>• Chinmaya Saxena - Partner, Community Strategy &amp; Partnerships, Beenext</li><li>• Vansh Oberoi - Chief Investment Officer, Ventures Catalysts</li><li>• Tej Kapoor - Managing Partner, IvyCap Venture</li><li>• Neha Malhotra - Managing Partner, MeriX Ventures</li><li>• Gjasvi Babbar - CEO, Amity Innovation Incubator</li><li>• Rajnish Kapur - Managing Partner, IAN Fund</li><li>• Reme Subramanian - Co-founder &amp; Managing</li></ul>				
8:30 - 9:30am		<b>Registrations</b>						
9:30 - 9:35am		<b>Welcome</b> <ul style="list-style-type: none"><li>• Srikant Sastri - President, TIE Delhi - NCR &amp; Chairman, I3g Advisory Network</li></ul>						
		<b>Opening &amp; Welcome</b> <ul style="list-style-type: none"><li>• Prashant Tandon - Co-Founder &amp; CEO, TATA Inng</li><li>• Sushil Mukherjee - Founder &amp; CEO,</li></ul>						
9:35 - 9:45am								
9:45 - 10:15am		<b>India G20 Presidency - Unleashing the Startup Potential</b> <ul style="list-style-type: none"><li>• Amitabh Kant - G20 Sherpa, Government of India</li><li>• Prashant Tandon - Co-Founder &amp; CEO - TATA Inng</li></ul>		<b>9:45 - 10:15am - Un-Networking Session</b> <b>Facilitator</b> <ul style="list-style-type: none"><li>• Paritosh Pathak - Founder, Paritosh Pathak</li></ul>				
		<b>A Comedian's Guide to Communication Strategy</b> <ul style="list-style-type: none"><li>• Papa CJ - Stand-up Comedian (Author) Executive Coach</li></ul>	<b>10:15 - 10:55am</b> <b>Extending your Cash Runway</b> <b>(Powered by AWS)</b> <ul style="list-style-type: none"><li>• Mayank Gupta - Group CFO, CarDekho</li><li>• Deepit Purkayastha - Co-Founder, Inshers</li><li>• Deependra Singh - Head - Late stage Startup Ecosystem, AWS India</li><li>• Jaideep Singh Kalra - Director &amp; Head Business Banking, North India, HSBC</li><li>• Tej Kapoor - Managing</li></ul>	<b>10:15 - 10:55am</b> <b>Masterclass - Demystifying Term Sheets</b> <ul style="list-style-type: none"><li>• Roma Priya - Founder, Butgeen Law</li></ul>				
10:20 - 10:50am		<b>Path to Profitability</b> <b>(Powered by Client Associates)</b> <ul style="list-style-type: none"><li>• Alok Bajpai - Group CEO &amp; Co-Founder, ixigo</li><li>• Rohit Sarin - Co-Founder, Client Associates</li><li>• Ruichi Kalra - Co-Founder &amp; CFO, DBusiness</li><li>• Vikram Gupta - Founder &amp; Managing Partner, IvyCap Ventures</li><li>• Chandira R. Srikanth - Editor, Technology, Startups &amp; New Economy, Moneycontrol (Chair)</li></ul>	<b>11:00 - 11:40am</b> <b>The Evolved Cloud: Startup Opportunities in a Data-Driven World</b> <b>(Powered by Netapp Excelsior)</b> <ul style="list-style-type: none"><li>• Ravi Chhabria - Managing Director, NetApp India</li><li>• Sripriya Rao - Co-Founder and Chief Growth Officer, Karkinos</li><li>• Abilash Soundararajan - Founder &amp; CEO PriviSepien</li><li>• Vinod Sood - Co-Founder &amp; MD, Hughes Systique Corporation (Chair)</li></ul>	<b>11:00 - 11:45am</b> <b>Speed Networking Session</b> <b>Facilitator</b> <ul style="list-style-type: none"><li>• Paritosh Pathak - Founder, Paritosh Pathak International</li></ul>	<b>11:00am - 12:00pm</b> <b>Advise from Achievers</b> <ul style="list-style-type: none"><li>• Vasant Sridhar - Co-Founder &amp; CEO, DBusiness</li><li>• Deepak Garg - Founder &amp; CEO, Riwigo</li><li>• Anku Khanna - Managing Partner, TheAllotmays</li><li>• Alok Bajpai - Group CEO &amp; Co-Founder, ixigo</li><li>• Mayank Gupta - Group CFO, CarDekho Group</li><li>• Ruishi Narang - Founder, HeadUpForTails</li><li>• Anat Bernstein-Reich - CEO, BDO Consulting Israel-India</li><li>• Investment Banking and Business Development</li><li>• Dr. Shikha Sharma - Founder, Nutril Health India Ltd.</li></ul>	<b>10:00 to 11:00 am</b> <b>Unicorn Round Table - Modern Work: Leveraging Technology to Maximize Productivity in the Hybrid new Normal</b> <b>(Powered by Microsoft)</b> <ul style="list-style-type: none"><li>• Bhaskar Basu - Country Head, Modern Work, Microsoft</li></ul>		
10:55 - 11:35am		<b>Riders of the Storm: Investors' Perspective</b> <ul style="list-style-type: none"><li>• Arjun Vaidya - Ventures Lead India, VenInvest, Co-Founder - V3 Ventures</li><li>• Padmaja Ruparel - Co-Founder, IAN &amp; Founding Partner, IAN Fund</li><li>• Salome Sehgal - Founding General Partner, Lumika Fund</li><li>• Bharat Anand - Partner, Khaitan &amp; Co</li><li>• Saketh Katikaneni - AVP, Chirake Ventures</li><li>• Jivraj Singh Sachar - Founder &amp; General Partner, ISVC (Chair)</li></ul>	<b>11:40am - 12:00pm</b> <b>Keynote - Unravelling Sustainable Profitable Business</b> <b>(Powered by Accenture)</b> <ul style="list-style-type: none"><li>• Shridhar Rajagopalan - Managing Director and Lead, Accenture Song and Sustainability, Advanced Technology Centers, India, Accenture</li></ul>					
11:40 - 12:25pm		<b>Creating 10x Women Founders - Women Entrepreneurship Report Launch</b> <ul style="list-style-type: none"><li>• Srikant Sastri - President, TIE Delhi - NCR &amp; Chairman, I3g Advisory Network - Report Presentation</li><li>• Apurva Chamarla - Head of Startups &amp; VC, Google India</li><li>• Padmaja Ruparel - Co-Founder, IAN &amp; Founding Partner, IAN Fund</li><li>• Ravi Chhabria - Managing Director, NetApp India</li><li>• Pallavi Shrivastava - Co-Founder, PROGCAP</li><li>• Alit Danek - Partner &amp; Head, Zinnov (Moderator)</li></ul>	<b>12:00 - 12:30pm</b> <b>Unlocking the Pathways to Sustainability through Technology</b> <b>(Powered by Accenture)</b> <ul style="list-style-type: none"><li>• Ashwin Nagarajan - Partner, Bharat Innovation Fund</li><li>• Abhilasha Purwar - Founder &amp; CEO, Blue Sky Analytics</li><li>• Aishwarya Kaushal - Senior Consultant - Electric Vehicles, The World Bank</li><li>• Avnish Sabharwal - Managing Director, Accenture Ventures &amp; Open Innovation (Chair)</li></ul> <b>12:30 - 1:00pm</b> <b>Finding Balance: Positive and Supportive Workplaces</b> <ul style="list-style-type: none"><li>• Shantanu Deshpande - Founder &amp; CEO, Bombay Shaving Co</li><li>• Jinny Riat - Founder and Lead Consultant, Thinking Partners</li><li>• Sushil Mukherjee - Founder &amp; CEO, LimeRoad</li></ul>	<b>12:00 - 12:30pm</b> <b>Panel - Winning the Game: Networking &amp; its Role in Venture Success</b> <ul style="list-style-type: none"><li>• Devapriya Khanna - Founder &amp; CEO, 212° Blend Lab</li><li>• Dhaval Gupta - Executive Director, CyberMedia Group</li><li>• Ravi Soni - Co-Founder, Obsessive Online Services</li></ul>	<b>12:00 - 12:30pm</b> <b>Open AI Masterclass - How can Startups leverage Open AI &amp; Chat GPT-3?</b> <b>(Powered by Microsoft)</b> <ul style="list-style-type: none"><li>• Sandeep Jayaprasad Alur - Director, Microsoft Technology Center</li></ul>	<b>12:00 to 1:00 pm</b> <b>Unicorn Round Table - Data as a Strategic Lever for Driving Growth</b> <b>(Powered by Microsoft)</b> <ul style="list-style-type: none"><li>• Shanoop Krishnan - Sr. Specialist Sales Manager - Azure Data &amp; AI   Digital Natives</li></ul>		
12:30 - 1:00pm	SURVIVE							

# AGENDA

1:00 - 2:00pm		<b>LUNCH</b>		1:00pm - 2:00pm			
2:00 - 2:30pm		<b>Fireside Chat - Mantras for Building a Successful D2C Brand</b> • Aman Gupta - Co-Founder & CMD, boAt Lifestyle in conversation with • Shradha Sharma - Founder & CEO, YourStory	<b>Indian Start-up Ecosystem: Road to Hyperscale</b> TIE - BCG - Times Bridge Report • Alok Mittal - Co-Founder & CEO, Indi Tech; Board Member TIE Delhi - NCR • Rohan Joseph - VP, Head of Global Investments & Corporate, Times Bridge • Shankar Ram - Chair, Global Board of Trustees, TIE Global • Nimisha Jain - Managing Director & Senior Partner, BCG				
2:35 to 3:15pm		<b>Geo-politics &amp; New Opportunities</b> <b>CK Prahalad Memorial Session (Powered by Deloitte)</b> • Arvind Kumar - Director General - STPI • Sundi Natarajan - Trustee, TIE Global Board of Trustees & Co-founder - Sparksoft Corporation • Goldie Dhama - Partner Regulatory Services, Deloitte • Pradeep Gupta - Chairman and Managing Director, CyberMedia Group. (Chair)	<b>Can Win</b> • Srikanth Natarajan - Director, Melbio Diagnostics • Dr Ajai Chowdhary - Padma Bhushan, Founder & Former Chairman, HCL Infosystems • Dr Bibek Banerjee - Dean, School of Management & Entrepreneurship, Shiv Nadar University • Agnishwar Jayaprakash - Founder & CEO, Garuda Aerospace • Paroma Roy Chowdhury - Senior VP, Corporate Communications & Public Affairs, BYJU's (Chair) <b>Future of Mobility (Powered by MG Motor)</b> • Punet K Goyal - Co-Founder & Chief Fundraiser - BluSmart • Aravind Sanka - Co-Founder, Rapido • Kunal Khaitan - Founding Partner, Advantage Founders • Priya Singh - Co-Founder & Director, Chale • Gaurav Gupta - Senior VP & Chief Commercial Officer, MG Motor • Fabian Sempif - Head of India Automotive Practice, ADL, Jaguar Land Rover	<b>2:30 to 3:15 pm New Tech Frontiers: Generative AI &amp; more (Masterclass Powered by AWS)</b> • Anurag Seth - Principal AI/ML Advisor, AWS Startup  2:30 - 3:30pm <b>Startup Pitch - Seed &amp; Angel (Powered by ABPNews)</b> TIE Host Govind Kedia - Chief IP Consultant & Managing Director Arctic Innovation Consulting Solutions  3:20 - 4:00 pm <b>Optimize &amp; Build to Last (TechTalk - Powered by AWS)</b> • Shailendra Mathur - Manager, Startup Solutions Architecture, AWS  Overview: This session will cover disruptive technologies with AWS including generative AI and how it will change the Startup landscape.			
3:20 - 4:00pm		<b>Building in India for the World (Powered by Ankur Capital)</b> • Agam Khare - Founder, Absolute • Manish Gupta - Partner, IndusLaw • Sangeeta Bavi - Executive Director, Digital Natives, Microsoft • Manish Sharma - COO, Lambda Test • Shiva Shanker - Director, Ankur Capital (Chair)	<b>India's Biotech Ecosystem: Exemplar Deep-tech Solutions in Lifesciences (Powered by BIRAC)</b> • Dr. Markandeya Gorantla - Chairman & Managing Director, ATGC Biotech • Dr. Arun Anand - MD, Chief Operating Officer, Immune Therapeutics • Vinod Kumar - MD & Co-Founder, String Bio • Dr. Manish Diwan - Head - Strategic Partnership & Entrepreneurship Development, BIRAC (Chair)	3:30 - 4:30 pm <b>Startup Pitches Pre Series A &amp; Series A (Powered by Microsoft)</b> Investor - Founder Session Lohika Pai - Country Head, Microsoft, VC & PE Partnerships and Board Member TIE Delhi - NCR	<b>4:00 - 5:00pm High Tea with High Flyers</b> • Barnik Chitran Maitra - Managing Partner & CEO, Arthur D. Little • Harshmanbir Singh - Co-Founder, Pristyn Care • Rubal Jain - Managing Director, Safespress Pvt. Ltd. • Pankaj Sahni - CEO, Medania • Sukhleen Anjeja - CEO, Good Glam Group • Shyam Sundar Singh - Co-Founder, DeHaat • Ajay Thandi - Co-Founder, SleepyOx		
4:05 - 4:45pm		<b>Building for Bharat</b> • Kalyan Sivasailam - Co-Founder, 5 C networks • Prashant Sachan - Founder, AppsforBharat • Prefull Billore - Founder, MBA Chaiwala India • Robin Jha - Co-Founder & COO, NirogStreet • Sruthi Kannan - Cisco for Startups, Cisco • Dinesh Agarwal - Founder & CEO, IndiaMART InterMESH Limited (Chair)		<b>4:30 - 5:15pm Match Making Session</b> Facilitator • Paritosh Pathak - Founder, Paritosh Pathak International			
4:50 - 5:30pm	THRIVE	<b>Game On: The Intersection of Sports and Startups</b> • Shikhar Dhawan - Indian Cricketer • Ankit Mehrotra - Co-Founder & CEO, Dineout & General Partner, De One Capital India • Deep Kalra - Founder & Chairman, MakeMyTrip Ltd (Chair)					
5:30 - 5:50pm			<b>Fireside Chat - Navigating an Accessible New World</b> • Aditya Ghosh - Founder, Homage & Co-Founder, AkasaAir • Shereen Bhan - Managing Editor, CNBC-TV 18				
5:50 - 6:00pm			<b>Assistive Solutions Pitches</b> <b>Special Feature - Mind, Body, Startup: Integrating Diet &amp; Lifestyle into Your Business Strategy</b> • Lalit M Kapoor - Diet & Lifestyle Coach • Dr. Saurabh Srivastava - Padma Shri, Chairman Emeritus, TIE Delhi/NCR				
6:00 - 6:45pm			<b>Entrepreneurial Mindset of a Mountaineer: Risk Taking, Innovation &amp; Leadership</b> • David Llano - Adventurer, Entrepreneur, Author, Peak Performance Coach &				
6:45 - 7:15pm							
7:15pm onwards				<b>CM Networking Cocktail &amp; Dinner (By</b>			

# About TiE & TiE Delhi-NCR

## **The Indus Entrepreneurs (TiE)**

TiE is a global organization fostering entrepreneurship through mentoring, networking and education. TiE was founded in 1992 in the Silicon Valley by a group of successful entrepreneurs, corporate executives, & senior professionals. There are currently 15,000 members, including over 3,000 charter members, spread across a vast network of 58 Chapters in 14 countries.

## **TiE Delhi-NCR**

TiE Delhi-NCR is among the most active & vibrant chapters across the vast TiE network. In the last two decades, it has continuously taken the lead in creating an increasingly positive ecosystem for entrepreneurs and investors. With a strong mentor support base, various events throughout the year covering various aspects of entrepreneurship and multiple opportunities to showcase and network, it has emerged as one of the biggest platforms supporting entrepreneurship. TiE Delhi-NCR conducts a wide range of programs to help entrepreneurs, these include TiEcon Delhi, India Internet Day, Startup Expo, TiE Institute, TiE Young Entrepreneurs along with Special Interest Groups (SIGs) across sectors.

# TiE Delhi-NCR Membership

TiE Delhi-NCR Membership strives to assist entrepreneurs in leveraging all five of our pillars, namely education, networking, mentoring, funding, and incubation, which are essential for a start-ups success. The membership provides entrepreneurs with the tools and resources they need to succeed in today's competitive business landscape.

As a member of TiE Delhi-NCR, you will have access to year-long engagements and become part of a diverse community of industry professionals, investors, and entrepreneurs. This community will help you connect with like-minded individuals, share best practices, and collaborate on new projects.

In addition to the benefits of being part of a global community, TiE Delhi-NCR has recently remodelled its membership offerings to include enhanced member benefits and additional networking opportunities.

## **We offer two types of Membership:**

### **Associate**

The associate membership is a starter package with access to content, services, and opportunities to learn. TiE Delhi-NCR membership offerings bring together a wealth of different experiences to enable change, drive growth and support you on the next stage of your journey.

- Complimentary access to selected events
- Complimentary access to member mixers
- Access to Group Mentoring
- Access to TiE Bazaar
- Access to Feedback-not-Funding
- Discounted price for in-personal events

### **Founders' Club**

An elite forum for founders curated with unique offerings for accelerated growth. Offerings are designed to help achieve business goals, encourage team building, peer interaction, cultivate collaboration, and to equip with necessary tools, network, and knowledge for Founder's development journey.

- Complimentary access to all events of TiE Delhi-NCR
- Founders' breakfast sessions
- Access to one-on-one Mentoring
- Showcase on TiE Website (Founders club page)
- Promotions on Social Media handles
- Wild card entry to round 2 TiE the Knot (Jury Process)
- Complimentary access to all the flagship conferences of TiE Delhi-NCR.
- Founder club Member will receive all the advantages that come with being an Associate member

# Messeges

Dear Friends,

TiEcon Delhi is a labour of love and a dedication to all those who believe in the spirit of volunteerism and lifelong learning.

We are thrilled to be hosting our annual flagship conference, TiEcon Delhi 2023 themed, Navigating the New World. We have designed sessions, masterclasses and networking formats to equip entrepreneurs and startup founders with the tool kit and knowledge they need to thrive in an ever-changing landscape. We are excited to launch two extensive reports, one focusing on Creating 10x Women Founders & the other on Road to Hyperscale. We are looking forward to welcoming all stakeholders of the startup community in-person after being virtual for two years.

It would be an understatement to say that India is fast emerging as the entrepreneurial capital of the world. We became the world's third largest start-up eco-system which is clearly no mean feat, especially when the number of innovative ventures and path-breaking ideas that emerge out of India goes up every day. What's more heartening is how India's start-up landscape has become a catalyst of job creation and has helped so many people make their dreams come true.

Through the event, you will have the opportunity to engage with some of the greatest business minds in India who will be present to share and inspire. I invite you to feel inspired, to feel energized and to go back feeling imbued with a fresh dose of passion for your ventures and a greater degree of commitment to your ideas. I invite you to unleash the power within yourself and be a creator of the next level of growth in India.

I would like to express my profound gratitude towards all our sponsors and partners who have generously shared their resources and insights and shown forbearance when things could be better. Our salute also goes out to the industry stalwarts, leading investors and influencers who have made the time to come here and share their invaluable experiences, rich insights and unmatched advice with the young and ambitious next gen entrepreneurs of India. We are delighted to welcome the TIE Global leadership and our friends from Chapters around the world. Most of all, our thanks to you for joining this movement.

With relentless effort and dedication, we have managed to make TIE Delhi-NCR a top performing chapter of the global TIE network. Coupled with the way the Indian entrepreneurial eco-system has shaped up in the last few years, is motivation enough for us to continue pulling out all stops and make each edition of TiEcon Delhi more meaningful, engaging and also way more refreshing. We hope that you will find this edition riveting and that you'll find yourself more empowered with the interactions and opportunities we have lined up for you.

This event would not have been possible without the immense effort and unstinted support of the Governing Council Members, TiE Delhi-NCR Board Members, TiEcon Delhi Co Chairs and Organizing Committee Members and my tireless team. They drive us to put our best foot forward and they join me in welcoming you. Thank you all for being here and for making this initiative so much more exciting with your presence!

Geetika Dayal  
Executive Director-TiE Delhi-NCR

# Messeges

Welcome back to TiECon Delhi NCR in it's original, physical form. With all the warmth, learning, networking and camaraderie that made TiECon a distinctive feature on everyone's annual calendar.

We are delighted to host you you at The Leela Ambience on March 17-18

Our world changed the past few years, but Indian entrepreneurship grew by leaps and bounds. Delhi NCR region, in particular, moved up the leaderboard sharply. At TiE Delhi NCR, we kept pace with this growth. With close to 300 online events when the pandemic ruled out in-person events. Our events, our workshops, our mentoring sessions, our videos worked hard to support the startup eco-system during that difficult period.

2023 continues to be a new world, a different world. Cash runway and profitability are the new North Star goals this year for startups. While these bring a set of challenges, entrepreneurs – like always – are finding exciting new opportunities to pursue. Mobility, Sustainability, Building for Bharat, Building for the World. And many more.

In keeping with this spirit, we bring you TiECon Delhi NCR, “Navigating the New World”

The line up of themes and speakers is absolutely top-class. Keynotes, Fireside Chats, power-packed Panels, Masterclasses, Roundtables, Special Reports, Networking events....we have it all.

We often hear from entrepreneurs that the osmosis at TiECon Delhi NCR enables great learning. That they walk away with their minds buzzing with many ideas and lots of inspiration. We sincerely hope that we can live up to that promise once again.

Welcome back to TiECon Delhi NCR. Look forward to seeing you.

Srikant Sastri  
President  
TiE Delhi-NCR

# TiEcon Delhi 2023

## Sponsors



Google's mission is to organize the world's information and make it universally accessible and useful. Through products and platforms like Search, Maps, Gmail, Android, Google Play, Chrome and YouTube, Google plays a meaningful role in the daily lives of billions of people and has become one of the most widely-known companies in the world. Google is a subsidiary of Alphabet Inc.'

"Microsoft (Nasdaq "MSFT" @microsoft) enables digital transformation for the era of an intelligent cloud and an intelligent edge. Its mission is to empower every person and every organization on the planet to achieve more. Microsoft set up its India operations in 1990. Today, Microsoft entities in India have over 20,000 employees, engaged in sales and marketing, research, development and customer services and support, across 11 Indian cities – Ahmedabad, Bengaluru, Chennai, New Delhi, Gurugram, Hyderabad, Kochi, Kolkata, Mumbai, Noida, and Pune. Microsoft offers its global cloud services from local data centers to accelerate digital transformation across Indian startups, businesses, and government organizations"



Amazon Web Services (AWS) is the world's most comprehensive and broadly adopted cloud platform, offering over 200 fully featured services from data centers globally.

Millions of customers, including the fastest growing startups, largest enterprises, and leading government agencies are using AWS to lower costs, become more agile, and innovate faster. To know more visit <https://aws.amazon.com/what-is-aws>.

NetApp Excellerator is the global start-up program of NetApp. A four-month program that supports B2B tech product start-ups develop cutting-edge solutions by providing them with access to NetApp's technical & business mentorship, customers, tools, technology, business support services and networking opportunity with ecosystem enablers and influencers. NetApp Excellerator works with start-ups from a diverse set of technology areas that include, but are not limited to, hybrid cloud, IoT, big data and analytics, deep learning, virtualization, cyber security, data management, Kubernetes, containers and other adjacent areas. The program empowers start-ups to achieve breakthrough success by supporting them with world class technical and business mentorship by NetApp experts. The program is attracting new-age disruptive companies from around the world, and that is a proof of the value they have added to their alumni, enabling them to create tangible commercial success with respect to funding, customer acquisitions and successful exits.

### **NetApp ExcellerateHER**

The program intends to provide a platform for women founders and help them scale up in all areas required for their success.

Website: [startup.netapp.in](http://startup.netapp.in)



STPI is an autonomous society under the Ministry of Electronics and Information Technology, Government of India was set-up in 1991, with the objective of promoting the Software Exports from the country and played a seminal role in this regard. An experience of more than three decades, STPI has been providing Statutory Services, world-class High-Speed Data Communication (HSDC) services, State-of-the-art Incubation services, Project Management & Consultancy services and IT Managed services/ colocation services to the satisfaction of the IT/ITES/ESDM Industry.

STPI played a pivotal role in building the present-day IT/ITeS industry, with its 63 centers pan India, out of which 55 centers are in tier II/III cities for overall balanced growth of the IT industry in the country. STPI has had a nucleating effect on the growth of software exports from these locations and has generated employment & entrepreneurial opportunities across the country. The overall exports done by STPI registered IT/ITES units in 2021-22 were Rs. 6,28,860 Crores.

Keeping align with Digital India initiative, STPI constantly endeavors to create an environment apposite for the start-ups and the same is manifested by the several initiatives such that India BPO Promotion Scheme (IBPS)/North East BPO Promotion Scheme (NEPBS), Centre of Excellences (CoEs), Next Generation Incubation Scheme (NGIS) etc. which STPI is either spearheading or has partnered.

Founded in 2011, IvyCap Ventures is one of India's leading homegrown venture capital funds leveraging IIT and IIM alumni ecosystems to power the Indian start-up ecosystem. It is currently managing assets over USD 530 million. It's portfolio of 35+ companies includes names like Purpille.com, Biryani By Kilo, BlueStone, Miko, Lissun, and more. It believes in investing in early-stage companies with differentiated business models and strong unit economics. It is India's first homegrown VC fund to have created a dragon company. It has created India's first Endowment Fund at IIT Delhi launched by Hon. President of India in Oct 2019.

**Deloitte.** Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited ("DTTL"), its global network of member firms, and their related entities (collectively, the "Deloitte organization"). DTTL (also referred to as "Deloitte Global") and each of its member firms and related entities are legally separate and independent entities, which cannot obligate or bind each other in respect of third parties. DTTL and each DTTL member firm and related entity is liable only for its own acts and omissions, and not those of each other. DTTL does not provide services to clients. Please see [www.deloitte.com/about](http://www.deloitte.com/about) to learn more.

All the facts and figures that talk to our size and diversity and years of experiences, as notable and important as they may be, are secondary to the truest measure of Deloitte: the impact we make in the world.

So, when people ask, "what's different about Deloitte?" the answer resides in the many specific examples of where we have helped Deloitte member firm clients, our people, and sections of society to achieve remarkable goals, solve complex problems or make meaningful progress. Deeper still, it's in the beliefs, behaviors and fundamental sense of purpose that underpin all that we do.

At Client Associates, we implement a personalized Wealth Management Plan, which enables our clients to live the life they want. We are the most trusted, admired and independent wealth management firm in India offering unbiased and non-conflicted advice using globally accepted investment processes.



Being ahead on innovation, our actions are always aligned with our larger purpose of leaving the world richer than what we inherited. We believe and breed Excellence, Trust, Humility, Integrity and Commitment. We build bridges between our clients and their long term financial goals by innovating and curating world class solutions that have delivered value across market cycles. Our client-focused solutions give exclusive and premium access to the best investment opportunities across various asset classes.

With the set-up of our base in 2002, we pioneered the concept of multi-family office and wealth management in India. Our dedicated team of 170 people manage more than 5 and a Half Billion USD in assets coming from over 900 high-net-worth individuals, families and foundations. We have demonstrated a track record of outperformance in 9 out of 10 years on set industry benchmarks.



**Crest** Crest is a SaaS startup based in Bangalore, offering an automated supply chain tool that helps SMBs and D2Cs boost their revenue growth by eliminating frequent stock-outs. Co-founded in 2022 by Rahul Vishwakarma, Akhil Kumar, and Yogesh Byahatti, with the primary goal to simplify supply chain operations by employing Aland ML to accurately predict demand, automate purchase and replenishment planning. Crest has facilitated its existing customers to reduce stock out frequency by 50%, resulting in a 15% increase in top-line revenue within just three months of implementation. For more information on Crest, visit <https://www.getcrest.ai/>.

Founded in the UK in 1924, Morris Garages vehicles were world-famous for their sports cars, roadsters, and cabriolet series. Sought after by celebrities, the British Prime Ministers and even the British Royal Family, for their styling, elegance, and spirited performance, MG has evolved into a modern, futuristic, and innovative brand over the last 99 years. MG Motor India is driven by its vision of CASE (Connected, Autonomous, Shared, and Electric) mobility, and has augmented across-the-board experiences within the country's automobile segment.



# Speakers



**Abhilasha Purwar**  
**Founder & CEO**  
**Blue Sky Analytics**

Abhilasha Purwar is the Founder and CEO of Blue Sky Analytics, a Climate-Tech start-up using satellite data and AI to build environmental monitoring and climate-risk assessment products. She has over 8 years of work experience in private equity, big data analytics, product development, and environmental policy. She began her career as a Research Associate at J-PAL and then went to Dublin to work on building flexible solar cells. Ultimately, she founded a solar products and asset financing startup at PEG Africa and clean energy investing as an Associate at Golden Set Capital. She believes in the vision that "data has the capacity to change an entire ecosystem". And deems Blue Sky as a focal point for enabling global climate action with high-quality, accessible environmental data.



**Abilash Soundararajan**  
**Founder & CEO**  
**Priva Sapien**

Abilash Soundararajan is the Founder & CEO of PrivaSapien, world's first unified privacy engineering platform that helps businesses visualize privacy risk, simulate privacy attacks and mitigate privacy risk for data collaboration and analytics. Abilash has over 18 years of experience working across industries like networking, cyber security, blockchain, IoT, Artificial Intelligence, Privacy, etc. He has filed more than 30 patents. His hobbies are watching cricket and stargazing with his daughters.



**Aditya Ghosh**  
**Founder, Homage**  
**Co-Founder, Akasa Air**

Aditya Ghosh is a seasoned professional with over 22 years of experience. Aditya is currently a member of the board of directors at Fabindia Overseas and OYO Hotels

& Homes. Formerly, he has also been the President & Wholetime Director of IndiGo, one of the largest, profitable and fastest-growing low-cost carriers in the world. Under his leadership, IndiGo was awarded Best Companies to Work For in India and he advocated and initiated several programmes such as diversity and inclusion at workplace, IndiGoReach focusing on women empowerment, children and education, and the environment. Aditya has won many accolades and awards.



**Agam Khare**  
**Founder & CEO**  
**Absolute Foods**

Agam Khare is the Founder & CEO at Absolute Foods, a path-breaking Bio-Science company focussed on improving Agri performance worldwide with additional research interests in Biomaterials & Biocare space. Prior to this, he worked across various sectors including Food & Beverage, Pharma, Auto, Oil & Gas, Steel & Cement etc in India's leading Industrial Robotics & Factory Automation company.

He has also worked very closely with Late Dr. APJ Abdul Kalam, India's 11th President and World Renowned Scientist on building moonshot innovations to solve some of the major global challenges faced by humanity. Additionally, Agam also serves on the Scientific Advisory Council of Tata Transformation Prize run by New York Academy of Sciences & Tata Sons.



**Agnishwar Jayaprakash**  
**Co-Founder & CEO**  
**Garuda Aerospace**

Agnishwar Jayaprakash is an inspiring young entrepreneur who has been taking on unique and significant roles as (i) Founder & CEO of Garuda Aerospace, (ii) Vice-Chairman of the Agni College of Technology, and (iii) Founder of the Agni Foundation. Under his leadership, Garuda Aerospace has transcended into the largest & one of the most valuable drone startups in India. He is the First Indian to win the outstanding youth delegate award in 2017 at the UN and was also the recipient of the National award for best young innovator for successive years 2015 & 2016, conferred by the Indian President and many more.



**Aishwarya Kachhal**  
**Senior Consultant – Electric Vehicles**  
**The World Bank**

Aishwarya is an E-mobility specialist. He currently works with IFC & World Bank on large debt and equity programs for accelerated adoption of e2W/3W, buses and trucks in India.

In his career of close to 20 years, Aishwarya has built business across five sectors- Internet, Telecom, Energy, Banking & Insurance. One as a founder, two as the founding team member (both companies went on to be Top 100 publicly listed companies in India), and two as the executive in charge.

He Co-Chairs HBS Alumni Angels India, a global angel investing group, is an Investment Committee Member at IIT Delhi's incubator and seed fund. He is also an advisor at the committee for funding incubators across universities at BIRAC, a public sector enterprise, Govt of India.



**Alok Mittal**  
**Co-Founder & CEO**  
**Indifi Technologies**

Alok Mittal is the Co-founder, CEO & MD of Indifi Technologies, a platform for enabling debt financing for small businesses. He is also an active angel investor, Co-founder of the Indian Angel Network, and on the board of TiE (The Indus Entrepreneurs) Delhi-NCR.

He was President of the Digital Lenders Association of India in 2017-18. Prior to starting Indifi, he established and ran Canaan Partners' venture investment business in India and also co-founded JobsAhead.com, a leading web-based recruitment business in India, which was acquired by Monster.com, the global leader in online recruitment.



**Alope Bajpai**  
**Co-Founder & Group CEO**  
**Ixigo**

Alope Bajpai is the Co-Founder & Group CEO of ixigo, an Indian AI-based online travel app. Besides being an ace entrepreneur, he is also an angel investor, mentor, and advisor to startups and accelerators like GSF, MealHopper, InstaEnroll, TVentures, etc.

A travel industry veteran, he has worked in various product and technology roles at Amadeus, France, prior to launching ixigo in 2007. Under his leadership, the ixigo group received backing from investors such as Govt. of Singapore, Sequoia Capital, Elevation Partners, InfoEdge Ventures among other investors, and has grown to become a leading Online Travel Aggregator in India by leveraging artificial intelligence, machine learning, and data science-led innovations.



**Aman Gupta**  
**Co-Founder & CMO**  
**boAt Lifestyle**

Aman Gupta is the Co-founder & CMO of boAt and India's most loved Shark (Shark Tank India show). The launch of boAt happened in 2014, only after recognising the need for smart, superior, stylish, and durable audio & wearable products. The brand has shifted the perception of hearables and wearables from functional utilitarian to a brand that exemplifies self-expression. It has truly broken down all barriers and placed India on the global map by becoming India's No.1 and 2nd largest wearable brand alongside Apple and Samsung.

Aman has been acknowledged as one of India's top business leaders under 40 by The Economic Times in 2021 (ET 40 under Forty). He has also been recognized by Forbes India, is part of the Tycoons of Tomorrow list, and was awarded Entrepreneur of the Year by Entrepreneur India magazine among others.



**Amitabh Kant**  
**G20 Sherpa**

Amitabh Kant is presently India's G20 Sherpa. The G20 or the Group of Twenty is a forum where policymakers of industrialized and developing economies meet to discuss key issues in the global economy. The G20 countries account for 85% of global GDP, 75% of world trade and about two-thirds of the world's population.

Amitabh Kant is a governance reformer and a public policy change agent for India, having driven key reforms and initiatives during his tenure as the Chief Executive Officer of the National Institution for Transforming India (NITI Aayog) (2016-2022) and the Secretary of the Department for Industrial Policy and Promotion (DIPP) (2014-2016), Government of India. He has been a key driver of flagship national initiatives such as Startup India, Make in India, Incredible India, Kerala: God's Own Country and the Aspirational Districts Program. These initiatives have repositioned India and Kerala and have widely been recognized as transformational.

As Secretary, DIPP Kant has driven the Start-up India movement which has led to India emerging as the third-best ecosystem for startups globally, with over 70,000+ start ups and over 101+ Unicorns. His focus has been to facilitate Ease of Doing Business (EoDB) through predictability, consistency of policies and elimination of rules, regulations and procedures. This led to India jumping 79 positions in Ease of Doing Business Indicators. He also initiated competition and ranking amongst Indian states based on their EoDB indicators. The competition and ranking has led to a transformational impact on States.



**Ankit Mehrotra**  
**Co-Founder & CEO**  
**Dineout**

Ankit started Dineout in early 2012 and through multiple acquisitions over the last eight years, has grown Dineout's portfolio to include both B2C & B2B services and has been successful in positioning it as the Largest Dining Out and Restaurant Tech Platform in India. Dineout was acquired by Swiggy, India's Largest On-Demand Delivery platform, in July 2022.

A start-up and tech enthusiast, Ankit loves understanding customer behaviour across the web and mobile. His specialties include E-commerce Strategy, scaling up startups, understanding and interpreting online customer behavior, launching new product lines, and forging mutually beneficial Alliances across networks.

He also believes in giving back to the start-up community and is a mentor and an active angel investor across multiple sectors such as Sports Tech, EV, ed-tech, social commerce, mental health, warehousing, F&B, gaming and more.



**Amitabh Kant**  
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**Anurag Seth**  
**Principal AI/ML Advisor**  
**AWS Startups**

Anurag Seth is a Principal AI/ML Advisor at AWS. He holds more than 25 years of experience in technology and entrepreneurship across various industries in semiconductor chip design, Electronic Design Automation (EDA), and building AI/ML models and applications. He has served in different capacities across the industry – India Design Center Head for Kawasaki Microelectronics, Senior R&D Director at Cadence Design Systems, and Motorola (now NXP).

Anurag has a proven record of delivering many successful technology products. He also founded an AI-driven health-tech startup and successfully exited it before serving as a Partner & CTO-in-Residence at Tembusu ICT Fund, a Singapore-based deep tech VC.



**Apurva Chamaria**  
**Head of Partnership Solutions, Startups & VC**  
**Google India**

Apurva Chamaria is the Head of Partnership Solutions, Startups, and Venture Capital at Google India. Prior to joining Google, he worked at Tech Mahindra as the SVP & Chief of Staff to CEO & MD, at RateGain as a Chief Revenue Officer, and at HCL as a Global Head of Marketing. Under his leadership, the share price of Tech Mahindra went up from Rs 700 to Rs 1600 within a span of 12 months, RateGain grew from 20 Mn to 63 Mn within a span of 34 months and HCL became the fastest-growing brand in the Interbrand top Indian brands list for 2 years i.e, 2016 and 2017.

Apurva has won many awards and accolades.



**Aravind Sanka**  
**Co-Founder**  
**Rapido**

Aravind Sanka is the Co-founder of Rapido, India's first and largest bike taxi app based out of Bangalore, founded in 2015. The company operates in over 75 cities across the country and aims to make everyday trips in the city center cheaper, faster, and safer. At Rapido, Aravind leads the company's product development, strategy, and finances and plays a key role in realizing the mission and vision.



**Arjun Vaidya**  
**Venture Lead India, Verlinvest**  
**Co-founder, 3 Ventures**

Arjun Vaidya is a D2C Founder & an active investor. He is the 6th generation heir of Vaidya, the family's 100 India FDA-approved medical formulations and 50 trademarks, accumulated over 150 years. From the vision to integrate family traditions with cool branding, user-friendly, and online retail channels, he built Dr. Vaidya into India's largest Ayurveda brand online. He launched 38 new products and features like free Ayurvedic doctor consultations and then finally took it to an acquisition.

Post this, Arjun's journey as an active early-stage investor started through V3 Ventures and he currently is a Venture Lead for Verlinvest through a new fund called V3 Ventures.



**Arvind Kumar**  
**Director General**  
**STPI**

Shri Arvind Kumar is the Director General of Software Technology Parks of India (STPI). He is an information technology expert and was formerly an advisor in the Telecom Regulatory Authority of India (TRAI) for the formulation of policies on broadband, data security & privacy issues, manufacturing, DTH, IPTV, etc. He was also a rapporteur at the International Telecommunication Union (ITU) on the issues relating to migration to Next Generation Networks (NGN).



**Ashwin Raguraman**  
**Co-founder & Partner**  
**Bharti Innovation Fund**

Ashwin Raguraman is the Co-founder and Partner of the Bharti Innovation Fund. He holds more than 15 years of industry experience and has been an Institution builder, startup advisor, and public policy contributor. He is a mentor/advisor to NASSCOM DeepTech Club, an Investment Committee member for BIRAC Funding programs, and a Board member at Zumutor Biologics, Entropik Tech, and Human Edge. He has also been an early-stage tech investor, and venture capital fund manager, who has executed a full fund cycle from creation to exit. For over a decade, he is deeply involved in India's start-up ecosystem.



**Atit Danak**  
**Partner & Head**  
**Zinnov**

Atit Danak is a Partner & Global Head of Zinnov for India. He has more than 15 years of global technical and general management experience and leverages his expertise to strategize and deliver innovation-led growth for a roster of clients in Europe, Asia, South America, and North America. He is a seasoned leader and has worked with large enterprises, start-ups, and technology investors, facilitating organizations to transform their businesses and unlock growth by harnessing the power of employees, ecosystem, technology, and innovation.

Atit has been recognized as one of the Top 25 Consultants by Consulting Magazine for the year 2021-22. He has been a Guest Faculty at IIT Hyderabad for the year 2022 and has co-authored books, whitepapers, and reports for the firm and clients.



**Avnish Sabharwal**  
**Managing Director, Accenture Venture & Open Innovation**  
**Accenture**

Avnish Sabharwal is the Managing Director, Accenture Venture & Open Innovation at Accenture India. He holds more than 30 years of industry experience and a track record in Advisory, Innovation, Digital Transformation, Corporate Strategy, Leadership Development, etc. He has also set up the Accenture Sustainability Value Accelerator and Women Founders Fund.

Prior to Accenture, Avnish served in the Indian Armed forces and at IBM, both in India and the UK. He is a highly sought-after speaker, a regular LinkedIn blogger, and an angel investor. He is also the part of Board of Governor for IMT-Nagpur and sits on the Advisory Board of the Israel CoE at IIM-Bangalore, Centre for Research on Startups and Risk-Financing (CREST) at IIT-M and on Start-up committees for FICCI, CII, and Nasscom.



**Bharat Anand**  
**Partner**  
**Khaitan & Co.**

Bharat Anand is a Partner in the Corporate and Commercial practice group of Khaitan & Co. He has a rich amount of experience in financial services, insurance, renewable energy, telecom, information technology, manufacturing, and consumer goods. He primarily represents financial sponsors, founder & family offices on control deals, growth capital

investments, joint ventures & exits, and also advises Indian and foreign clients on disputes in India.

Bharat is ranked as a “Band 1 Lawyer” for M&A work in Delhi by both Chambers Asia Pacific and UK and is also recognised as a Global Leader by “Who’s Who Legal” for M&A and Governance issues. He plays an active role in leading industry associations in India and is a member of the National Executive Committee of FICCI.



**Bhaskar Basu**  
**Country Head, Modern Work**  
**Microsoft India**

Bhaskar Basu heads the Modern Work solutions business at Microsoft India, and oversees the Microsoft 365 suite of solutions and services that are uniquely designed to empower organizations and businesses to work, learn, organize, connect, and create in today's hybrid world. Over his 12 years at Microsoft, he has led and donned various roles across the Microsoft Surface devices business group, Strategic Partnerships, Product Marketing, Enterprise Services and Sales leadership. He carries a wide ranging experience in the information technology and high-tech industry, with a blend of technology, consulting, sales leadership, business development, product marketing, strategy and alliance management expertise, and has worked at Oracle and Sun Microsystems prior to Microsoft.



**Chandra R Srikanth**  
**Editor - Technology, Startups & New Economy**  
**Moneycontrol**

Chandra R Srikanth an Editor of Technology, Startups & New Economy for Moneycontrol, India's leading business and financial news platform, owned by the Network18 Group. She has over a decade of experience for India's leading media houses Times Group and Network 18 across print, television, and digital mediums.

Chandra is also an anchor and series editor for a brand new TV show on CNN News18 called Bits to Billions. Formerly, she worked with ET NOW business news channel as their South India Bureau Chief and also at The Economic Times newspaper.



**Deep Kalra**  
**Founder & Chairman**  
**MakeMyTrip**

## Speakers

Deep is the co-chair of CII's National Committee on Tourism and Hospitality, and the Vice Chairman of World Travel and Tourism India Initiative. He is a founding member of IndiaTech.Org, an industry body representing the interests of Indian digital companies. Deep is on the Board of TiE NCR Chapter and served as President from 2013 to 2016. He is also one of the founding members of Ashoka University and serves on their governing body and Board. Deep serves on the Board of GMDA, Gurgaon's Metropolitan Development Authority. A believer in citizens effort, he is a founding member of 'I am Gurgaon'— an NGO focused on improving the quality of life in Gurgaon.

Deep has been recognized by Ernst & Young as Entrepreneur of the Year—Business Transformation (2011), and as the most powerful Digital influencer in India (2012) by KPMG.

Deep is passionate about Sustainable Tourism and has been championing this cause through MakeMyTrip Foundation.



**Deependra Singh**  
**Head - Late stage Startup Ecosystem**  
**AWS India**

Deependra is a startup enthusiast, advisor, and investor. He is currently leading the Late-stage Startup Business Development at AWS working with VCs and startups on strategic growth.

Previously, he was a VC investor at JSW Ventures where he invested in disruptive products & solutions enabled by technology.

In his experience, he has advised corporations on cross-border M&A and private equity fund-raises at o3 Capital and invested in listed securities across geographies at Goldman Sachs Asset Management.



**Deepit Purkayastha**  
**Co-Founder & Chief Strategy Officer**  
**Inshorts**

Deepit Purkayastha is the Co-founder and Chief Strategy Officer at Inshorts (previously known as News in Shorts), the company that was launched in 2013 and today owns India's highest-rated news app with more than 3 million users. Deepit has a dual degree in Science and Engineering from IIT Kharagpur and started building Inshorts in his final year of college along with his co-founders from IIT Delhi.



**Devapriya Khanna**  
**Founder & CEO**  
**212° Brand Lab**

Devapriya Khanna is a purpose-driven marketing leader who, having spent 18 years with reputed multinational organizations, building power brands and leading global teams, pivoted to her entrepreneurial journey, when she founded 212° Brand Lab – an international brand and marketing consultancy firm helping startups and mid-sized enterprises leverage their brands to achieve business growth.

More recently, she founded the UK-based Connexus Global®, an accelerator and ecosystem activator that helps women-led businesses start up and scale through access to mentoring, funding, business resources and global networks. Her personal mission is to accelerate 203 women entrepreneurs in 2023.

Devapriya is a globally recognized voice on marketing, branding, entrepreneurship and gender diversity. She is a podcast host and a regular speaker at national and global business. She has been published in Forbes, Business World, Times of India, Adgully and HERStory.



**Dhaval Gupta**  
**Executive Director**  
**CyberMedia**

As a digital economy advocate, Dhaval has a keen understanding of digital media, marketing and technology space.

Dhaval has played a pivotal role in establishing CyberMedia as a leading digital products and services organization. He is the architect of a product driven, data-led approach to building full stack solution that now manages an ad network of over 5 billion monthly ads.

Dhaval is also the Founder-Director of DU Beat, India's largest student newspaper.

Launched in 2007 in Delhi, DU Beat is now a well-respected recognized media outlet with students across India.

His other passions also include engaging the startup ecosystem, and is an active investor & advisor to startups.



**Dinesh Chandra Agarwal**  
**Founder & CEO**  
**IndiaMART InterMESH Ltd**

Dinesh Chandra Agarwal is the Founder & CEO of IndiaMart InterMESH Ltd, country's largest online marketplace empowering and enabling businesses in the country and to

## Speakers

make doing business easy for MSMEs. He has gained over 30 years of experience by working with Hindustan Management and Technical Services Private Limited, HCL America, Inc., HCL Limited, HCL Hewlett-Packard Limited, Centre for Development of Telematics and CMC Limited.

Dinesh is a prolific investor, Member of the Governing Council of Internet and Mobile Association of India (IAMAI), Global Super Angels Forum, and also been actively associated with The Indus Entrepreneur (TiE) and serves on the Advisory Committee of Amity International Business School & executive Council of APJ Abdul Kalam Technical University. Dinesh has been awarded “Young Turk” by CNBC, “The Market Maker” by The Economic Times, “The Best Corporate Executive” by the NCR Chamber of Commerce & Industry (NCCI), “The Digital Person of the Year” at the 10th India Digital Awards & “Most Promising Company of the Year” at the CNBC Awaaz CEO Awards.



**Dr. Arun Anand**  
**MD & COO**  
**Immuneel Therapeutics**

A seasoned medical and business professional, with experience spanning across medicine and biotech industry leading development and strategic roles in biologics. Passionate about accessible medicine.



**Dr. Bibek Banerjee**  
**Dean- School of Management & Entrepreneurship**  
**Shiv Nadar University**

Dr. Bibek Banerjee is the Dean of the School of Management & Entrepreneurship & Academy of Continuing Education. He is a former Professor of Marketing and Economics, at IIM Ahmedabad (IIMA) & is an honorary Director of the Academy of Indian Marketing (AIM). He is the co-editor of the Journal of Entrepreneurship and Innovation and some of his journals include marketing science, the international journal of management, and the journal of international consumer marketing.

He has experience in conceptualizing, designing, and delivering Executive programs.



**Dr Manish Diwan**  
**Head – Strategic Partnership & Entrepreneurship Development**  
**BIRAC, Department of Biotechnology, Govt. of India**

Dr Diwan leads large national programs for Government of India's efforts to nurture and empower the Biotech Innovation Ecosystem in India. He is the sectoral lead for National Missions especially Startup India, Make In India; contributes to Policy Reforms; Strategic collaborations including International partnerships; serves on National committees and Advisory Boards. Leads national flagship schemes and programs of BIRAC promoting Startups, Entrepreneurs and Industry.

He has about 27 years of global R&D experience in Pharma/ Biotech sector from discovery research to product development, Science Administration and Project Management for Industry and Academia.



**Dr. Markandeya Gorantla**  
**Chairman and Managing Director**  
**ATGC Biotech Pvt Ltd**

Dr. Markandeya is Chairman and Managing Director of the company and oversees business development, Production and research and development. He has varied experience in pre-clinical and clinical research for the past 10 years at EPR Pharma and Onconova Therapeutics Inc. USA. He was involved in coordinating projects for NCE library synthesis wherein he was instrumental in development of more than 3000 new chemical entities for drug discovery program. He was also involved in manufacturing of Active Pharmaceutical ingredients of clinical trial molecules. He founded ATGC biosolutions in the year 2005 and his work mainly focused on developing semiochemical intermediates for large scale synthesis of Pheromones. In the year 2011 he incorporated ATGC Biotech Pvt. Ltd. for commercializing the research products developed at ATGC Biosolutions as a promoter.



**Dr. Saurabh Srivastava**  
**Padma Shri**  
**Chairman Emeritus, TiE Delhi-NCR**

neurs, and institutional builders. He co-founded and Chaired key institutions of modern India focussed on IT and entrepreneurship including NASSCOM; Indian Venture Capital Association; TiE, and IAN. He founded India's first private-sector VC Fund and has been involved in different capacities at the Government's Start up Fund of Funds, SIDBI VC Funds, Rajasthan Venture Capital Fund, National Innovation Council, SEBI Committee on

Alternative Investment Funds, Software Technology Parks of India,, Bombay Stock Exchange Hi-Tech Advisory Panel, Telecom Centre of Excellence, Railway Expert Committee etc.

He has been a recipient of Padma Shri by the President of India for his contribution to the creation of a vibrant entrepreneurial ecosystem in India, an award for his contribution to the Indian IT Industry conferred by Prime Minister Shri Narendra Modi, "Distinguished Alumnus Award" from IIT, the Data Quest Lifetime Achievement Award for IT, the Lifetime Achievement Award from IVCA for his contribution to angel and VC investing and the Patrick J McGovern Lifetime Achievement Award for Entrepreneurship etc. Dr. Saurabh holds a Masters's degree from Harvard University, B Tech from IIT Kanpur and was also awarded an Honorary Doctorate in Technology by the University of Wolverhampton, UK.



**Fabian Sempf**  
**Head of India Automotive Practice**  
**ADL India**

Fabian Sempf is a Principal at Arthur D. Little in Delhi, India. He is a member of the Technology and Innovation Management Practice, mainly focusing on Digital Transformation.

With a background in software engineering, Fabian has a deep technical understanding of innovative solutions and the IT behind them. However, since joining Arthur D. Little in 2011 in our Frankfurt office, he focused on the cultural, governmental, and processual aspects of the digital transformation. Combining these experiences, Fabian conducted many successful transformation projects in travel & transportation, telecommunications, and other industries focusing on innovation and digitalization.



**Gaurav Gupta**  
**Senior VP & Chief Commercial Officer**  
**MG Motor India**

Gaurav is the Senior VP and CCO of MG Motors. He carries more than 25 years of industrial experience across various functions including Business Transformation/Restructuring, Strategy, Sustainability, Sales & Marketing, Operations etc. He is extremely passionate about workplace creativity, delivering results, and building winning teams & relationships. Formerly, he served as an MD at Bridgestone Indonesia and as Marketing & Sales Head at General Motors.



**Jaideep Singh**  
**Director and Head of Business Banking, North India**  
**HSBC**

Jaideep Singh is the Director and Head of Business Banking of North India. He has over 20 years of rich experience in building high-growth SME & large corporate banking franchises across India and the UK with leading digital, equity, debt, personal, and beyond banking solutions.



**Jinny Riat**  
**Founder and Lead Consultant**  
**Thinking Partners**

Jinny Riat is the Founder and Lead Consultant at Thinking Partners, a leadership development consultancy with a focus on helping leaders navigate complexity and uncertainty with inner resourcefulness serving various industry verticals with clients such as Nestle, Airtel, VCs like Lightspeed, Tencent, Private Equity firms, and several start-ups. She has an extensive experience of more than twenty years in the field of adult development and coaching. She holds the vision to help leaders and organisations reimagine both work and leadership.



**Jivraj Singh Sachar**  
**Founder & General Partner**  
**ISV Capital**

Jivraj Singh Sachar is a Podcaster, Investor & Operator. He runs India's leading startup podcast – Indian Silicon Valley. He also runs an angel syndicate comprising of India's leading Operators & Unicorn Founders called ISV Capital. He also leads Venture Operations at AngelList India.



**Kalyan Sivasailam**  
**Co-Founder**  
**5C Network**

## Speakers

Kunal leads the investment initiatives as well as operations at AdvantEdge Founders- India's leading seed stage technology fund focusing on auto, mobility & the EV ecosystem. Kunal has been actively mentoring and investing in startups in his individual capacity as well. He is passionate about partnering with companies across the mobility spectrum including smart vehicles, digital auto, logistics, shared & electric mobility. Having identified trends in shared mobility early, Kunal led investments into and helped build market leaders in the space including Rapido, ShuttI, Chalo & ZingBus. Fund II continues its focus and has backed a number of market leaders including Exponent, Park+, Nakad, Sheru, Jar and TyrePlex.

Kunal has worked closely with his portfolio companies to raise subsequent rounds of capital from leading VC's, PE's and Hedge funds including Sequoia, LightSpeed, Matrix, Coteau, Ribbit, Amazon, Warburg, Fidelity, WestBridge, Nexus, Tiger, Accel, Khosla Ventures etc.



**Lalit Kapoor**  
**Lifestyle & Diet Coach**

Lalit Kapoor is a Lifestyle & Diet Coach and a successful serial entrepreneur in Silicon Valley. Initiated by recognising the problems faced by him with age and deciding to find a permanent solution by reversing them by changing diet and lifestyle, he began his research in nutrition. He has worked with various plant-based wholefood giants and finally got rid of many chronic diseases. He is an inspiration for his batchmates and still guides people with his learnings through Social media.

He has also incorporated the Nobel prize winning work by Nobel laureates Dr. Yoshinori Ohsumi (2016) on autophagy, Dr. Jeffery Hall (2017) on circadian rhythm and Dr. Tasuko Honzo (2018) on immunotherapy into his recommendations. Additionally, he has started an NGO in US and India by the name "Plant Based Wellness Foundation" with over 25 centers worldwide.



**Maneesh Sharma**  
**Chief Operating Officer**  
**LambdaTest**

Maneesh Sharma is the Chief Operating Officer and Board Member at LambdaTest, leading the company's GTM growth and operations.

A well-known leader in the technology industry, Maneesh has over 25 year of experience across functions and global markets.

Before LambdaTest, Maneesh was the Country Head and General Manager of GitHub India, making it the world's fastest growing developer market for GitHub. He started GitHub operations in India and scaled it to be the top revenue contributor and 2nd largest developer base on the platform.

Maneesh has also held number of leadership positions at leading technology companies,

including Adobe, SAP, and Sun Microsystems.



**Manish Gupta**  
**Partner**  
**IndusLaw**

Maneesh Sharma is the Chief Operating Officer and Board Member at LambdaTest, leading the company's GTM growth and operations.

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**Mayank Gupta**  
**Group CFO**  
**CarDekho**

Mayank is the Group CFO of CarDekho, India's leading digital auto-tech, financial services and insurance platform. He has over 20+ years of experience working at large companies such as GE and Maruti Suzuki and also at start-ups such as Ecom Express and Tata 1mg.

Mayank was part of a fast-track premier leadership program in GE wherein he worked across the world in various GE businesses and returned back to India as CFO of three of its businesses in South Asia. He helped GE win its largest deal in India, a ~\$3B Make in India project with Indian Railways and in past also handled one of the largest income tax cases in India while at Maruti. During his start-up stints, he led 1mg's strategic stake sale to Tata's and helped Ecom Express scale up 4x profitably while raising multiple rounds of capital.



**Nimisha Jain**  
**Managing Director & Senior Partner**  
**The Boston consulting Group**

Nimisha Jain leads Boston Consulting Group's Marketing, Sales & Pricing practice for Asia Pacific.

Nimisha has over 20 years of experience in consulting and works extensively with clients in the consumer, media, and growth technology industries across a range of business issues. She is an expert in consumer insight and innovation, digital marketing, e-commerce, and go-to-market strategy in emerging markets.

She is a member of several key industry associations, has published over 25 reports on understanding the Indian and Asian consumer, and is a successful TED speaker on the subject.



**Padmaja Ruparel**  
**Co-Founder, IAN**  
**Founding Partner, IAN Fund**

Padmaja is nationally recognized as a key player in the Indian entrepreneurial ecosystem and has helped co-found many of the relevant institutions, besides being an active Angel investor herself. Her operating experience spans large corporates, M&A, and startups/early stage companies.

Padmaja built IAN from inception, making it within 15 years a unique institution globally, with close to 500 investors across 10 countries and a portfolio of 160+ companies in 7 countries, spanning 17 sectors. She has operationalised IAN's international operations in London – making it the only angel group in the world to set up operations outside of its home country.

She has been awarded as one of the 'Top 50 Most Powerful Women in Business' by Fortune India for 2017, 2018 2019, listed in Forbes India's WPower Trailblazers & "30 Most Powerful Women in India" by Business Today for 3 years running. She has received many accolades and awards for her work.



**Pallavi Shrivastava**  
**Co – Founder**  
**PROGCAP**

Prior to setting up Progcap, Pallavi had worked with the International Finance Corporation and the World Bank Group, where she led the IFC's South Asia inclusive business investments program. She has an overall exposure of more than 15 years working in the areas of SME financing, investing, and consulting across India, South Asia, and Africa. She has been recognised as one of the 50 most impactful global social innovators and is the recipient of the Iconic Women Leadership Award from the Women Economic Forum.

She has been awarded Startup Women Entrepreneur and Fintech Women Entrepreneur of the Year at the Business World Women Entrepreneur Awards 2022, along with Entrepre-

of the Year (Innovation in Financial Services) 2022. She was recently named as the Women Leader in Fintech at IFTA 2022.



**Papa CJ**  
**Stand-up Comedian | Author | Executive Coach**

Papa CJ is a world-renowned stand-up comedian, executive coach and published author. As an Executive Coach he has worked with 50+ blue-chip companies across the globe and won the India's Top Mind Award for Leadership Development and Executive Coaching. He has been invited to speak at Harvard Business School and written for Harvard Business Review. His experience and expertise exist at the intersection of creativity, communication, humor, business, leadership development and human interaction.

Papa CJ has won awards for Asia's Best Stand-up Comedian and India's Best Stand-up Comedian and performed over 2000 shows on stages that include full houses on Broadway and the Sydney Opera House. His autobiography titled 'Naked' was launched at the Jaipur Literature Festival. He undertakes philanthropic initiatives through his Happiness Project, which includes performing for terminally ill patients in their hospital rooms. His life's mission is to uplift others and help them be the best version of themselves.



**Paritosh Pathak**  
**Founder**  
**Paritosh Pathak International**

Paritosh Pathak is India's only Strategic Networking Coach. He is committed towards helping individuals, businesses and organizations become strong in building GREAT Networks and leveraging the power of these networks that are there around us all the time. He believes that quality of our networks, define the quality of our lives!

With over 12 years of experience in the field of Business Networking, Paritosh coaches and trains Senior Executives, Professionals and Entrepreneurs to help them leverage the power of relationships to grow in businesses, careers and their own lives.

With a unique ability to bring science into the area of Networking, Paritosh has set up multiple Networking platforms and trained thousands of networkers in developing effective networking skills and strategies. As an international trainer and coach, he is trusted by organizations like: Genpact, Australia Trade Commission, Zenica Cars and HSBC, Crompton, Publicis Sapient and HIS Markit, to name a few.



**Pradeep Gupta**  
**Chairman & MD**  
**CyberMedia Group**

Pradeep Gupta is the Chairman of the CyberMedia Group, the specialty media house, with brands like Dataquest, PCQuest, Voice&Data, DARE, CIOL, Global Services, etc.

He was conferred the “National Entrepreneurship Award as the Best Mentor” by the Ministry of Skill Development and Entrepreneurship, Government of India. Pradeep is the Chief Mentor of Electropreneur Park, Delhi & Bhubaneshwar.

PG is an Angel investor and has mentored over 250 start-ups. He is the co-founder of Indian Angel Network, Asia’s largest angel network with more than 500 members that has done over 180 deals.

Pradeep was a global trustee of TiE, the world’s largest entrepreneurial ecosystem. PG was the GP of India’s first angel fund Infinity Ventures.

He is the recipient of the Distinguished Alumni award of IIT Delhi and IIM Calcutta and the Helen Keller award for working in the disability sector.



**Prafull Billore**  
**Founder**  
**MBA Chai Wala**

Prafull Billore started his venture 5 years ago, and today has 200 outlets across the country. From starting a tea stall to becoming an inspiration for young entrepreneurs and an Angel investor with startups, Prafull’s journey has been of true grit & determination. With his mission ‘HAR HAR STARTUP, GHAR GHAR STARTUP’, he wants entrepreneurship to flourish in every corner of the country and inspire the youth to create their own identity



**Prashant Sachan**  
**Founder**  
**Apps For Bharat**

Prashant Sachan is the founder of AppsForBharat and the creator of the Sri Mandir app. At AppsForBharat, their team is on a mission to help a billion Indians in their spiritual and devotional journeys, and assist them on the path toward feeling happy, peaceful, and con-

# CM Articles

## Message from Abhishek Sinha, Co-Founder, Eko

The upcoming frontier to be cracked for the brands is the "next-billion-customers". These customers are diverse not only regionally but also in their way of handling and savviness of using a smartphone. This makes it difficult to include them in one single template as the top 150 million customers have been addressed so far.

To solve this, Eko enables digital product companies/ brands to tap the next-billion-customers through a unique platform of deeply embedded-in-the-community micro-entrepreneurs as influencers, facilitators, assistance providers and resellers.

Eko's mission is to empower 100 million micro-entrepreneurs, in India and similar emerging economies, to be their preferred economic engine extending learning opportunities and access to capital for capacity building.

Eko is a technology platform for the people who have spending capacity but either do not have digital access or need assistance to navigate through their digital journey. These micro-entrepreneurs are early adopters of their circle and the go-to people for their digital transactions (as well as advisors and facilitators for products) .

Eko's network of deeply embedded-in-the-community micro-entrepreneurs enabled by our technology and partner institutions aspire to empower the people to consume products of their choice which they were not able to do themselves. In turn, it also aspires to provide earning opportunity and access to capital for capacity building to the micro-entrepreneurs.

We all have had a prepaid sim card some time in our life. And recharging it at our neighborhood grocers' or photocopier was the norm until the advent of digital payment gateways and online banking.

There is still a vast majority of people (over 60%) who use only cash as a method of payment for all their purchases/payments but are equally informed, ambitious and consumerist like any of us. They rely on banks or the micro-entrepreneurs for their mundane financial transactions like bills, taxes, recharges and also to pay EMIs, insurance premiums and the likes.

Over the past 15 years, Eko has worked with 300,000+ merchants across 13,000 pin codes in India and 300+ developers to provide services to more than 40 million end customers. Eko has processed over \$10 billion in transactions. 1000 apps have been published using Eko's technology infrastructure. Eko has 20 patents to its name in secure digital financial payments.

In our journey towards fostering these micro-entrepreneurs, we have realized that beyond the grocers and agents, another section of society which has stepped into entrepreneurship covertly, are the women, the older members of the households and students. Most of them are work-from-home entrepreneurs or practicing it as a side-business along with some other work. After the pandemic hit, there is a surge of such individuals who are quite versatile, fast adopters of technology and excellent at building networks.

These micro-entrepreneurs, the grocers/photocopiers/ insurance advisors or agents, the everyday businesses and the work-from-home entrepreneurs form the core of our giant economy and Eko's vision surrounds these micro-entrepreneurs.

They are early adopters of the community and the stalwarts of the localities or group of individuals they serve and pillars of our economy. They stand for trust, accountability, warmth and support and Eko's mission is driven by these very values.

300,000 micro-entrepreneurs are now equipped with Eko's technology to cater to a vast section of our population to facilitate instant, preferred and reliable economic-engine to conduct their transactions digitally and earn a commission on every ticket.

Our goal is to empower 10 million micro-entrepreneurs by 2026.

As we speak of the ever-emerging technologies and innovations in the digitized world we live in; the Metaverse, Blockchain, Generative AI like GPT and so on, Eko wants to take these cutting-edge technologies to the next-billion-customers for ease of transaction, trust, reliability and promote consumerism as a by-product.

It also partners with the micro-entrepreneurs in their journey towards growth, scaling-up and diversification. Our mission is to empower them with more earning opportunities and easy access to capital.

We believe our technology presents greater and farther outreach to brands and of course more volume, bigger numbers and fast-track growth.

## **Navigating the New World**

Last two decades have seen a series of transformations in the scale of entrepreneurial aspirations. This has been backed up by rapidly growing digital markets, availability of abundant capital, and consequent flywheel effects around talent and outcomes. The power law has found its application in the entrepreneurial space.

The ability of young companies to quickly become industry leaders, and in some cases shapers, has led to a new set of challenges that such leaders must navigate. Startups are no longer the little kid around the block – in many ways, they are the strongest one. And with that, has come an expectation of behaving responsibly, and not appearing like a bully.

Expectations of such responsible behaviour reflects in many different areas. First is in the domain of managing employee risks – while at-will hiring and firing has so far been a prerogative of startups, the expanding zone of influence in terms of larger teams as well as extended gig-worker communities forces startups to make more responsible choices here. Second, many startups are at the centre of industry disruptions, very often playing at the boundaries of existing regulations – entrepreneurs must manage this interface carefully in order to avoid abrupt reactions from regulators. Similarly, many startups, especially in digital marketplace businesses, have a risk of creating disproportionate supplier and customer disruptions – broader stability considerations require these relationships to be treated with care. Finally, given that the volatility in financing markets is at its highest and different shareholders have different expectations, the investor management function is now more complex than ever – not just in terms of conventional corporate governance standards, but also in terms of transparency and fit elements. One common theme to the expanding stakeholder universe is that more and more of them are not up for the risks and rewards involved in a power law business. They are normal people living their normal lives, but more and more touched by the startup phenomenon. As entrepreneurs, protecting our stakeholders from our (often much higher) risk appetite is the new emerging reality of corporate responsibility.

**The author is the co-founder and CEO of Indifi Technologies, and a board member at TiE Delhi-NCR. Views are personal.**

**Spokesperson- Mr. Anku Jain, Managing Director, MediaTek India**

## **Navigating the New World, Empowered by Innovative Tech**

Navigating the New World, Empowered by Innovative Tech

The pandemic, which resulted in a variety of challenges, also set the tone for a new world order driven by technology and innovation. In the post-pandemic scenario, technology has become the bulwark of the new normal, with countless new use cases coming to the fore, across core sectors like healthcare, education, smart cities, enterprises and entertainment. In this evolving landscape, solution providers like chipmakers, who form the heart of innovation, have stepped up to the situation and fostered creative solutions like never before.

However, this change in pace, further triggered by ongoing geopolitical crises and multiple challenges in terms of bridging the demand-supply gap, have led to a global slowdown cascading into a funding winter for start-ups and, thereby, widespread corporate layoffs. The entrepreneurial dynamic is now hard-pressed to deal with a range of unprecedented issues – from corporate governance mismanagements to the lack of capital, and the only way to get across is to wade through the challenges. As entrepreneurs and heads of companies, we need to accept the fact that change is the only constant and it is up to us, as pioneers, to drive this transition in a manner most optimised to limit corporate casualties.

As we attempt to navigate the new world and bolster the fledgling system, we must, unanimously, re-evaluate our priorities and chart a roadmap most capable of ensuring resilience, be it through innovative use cases or through a sustainable system aimed at mitigating job loss. Further, new opportunities need to open up for skilled manpower, and the currently worrisome job scenario can be considered a boon for startups, which now have a better chance at attracting top-notch talent.

The time for putting on our thinking caps is right now, for entrepreneurs and leaders cannot adopt a wait and watch approach. We must take the first step towards enhanced corporate governance and leverage very technology in our armoury to manage this evolution, for only then can we develop and secure a resilient new world order primed for success.

## **Navigating the New Realities: Diligence, Patience and Prudence will define the success stories**

**By Ashish Kumar, Co-founder & General Partner, The Fundamentum Partnership**

The era of free money is over, at least for now, it appears. The macro global situation linked with the post-pandemic economic recovery, rising interest rates and the conflict in Ukraine has created an environment of lower liquidity in the markets. That entails difficult times for hyper-growth focused founders and FOMO driven investors. However, it would be a mistake to see this much-needed course correction as a point of no return. Major giants like Uber, WhatsApp and Instagram were all launched during the Great Recession of 2008.

While the consequential funding crunch for startups may appear like a proverbial quicksand, it presents a golden opportunity for them to ask tough questions and reevaluate their business strategies. Startups that are addressing the pain points of the market, retaining a razor sharp focus on product-market-fit, focusing on core-values than vanity metrics, and constantly improving service delivery would thrive and create value in this environment. Tightening of fund availability also means more real competition rather than led by marketing spends and land-grabbing. As a result, entrepreneurs have wider space to build fundamentals rather than singularly chasing market share. We may even say that the ecosystem in India is showing signs of maturation, with the right kind of questions on fundamentals coming to fore, including from investors in the public markets.

As the fastest growing major economy, it is clear that the foundations of India's growth story are robust. That story is being fuelled by a widening aspirational consumer base, a young and energetic talent pool, expansive digitalization, and pragmatic approach to policy making. The founders and investors who can recognise these new realities, and can leverage the 'India momentum' with diligence, patience and prudence will build lasting profitable businesses.

# **Navigating the New World and Decoding the Next Decade of Opportunities**

**CP Gurnani, Managing Director & Chief Executive Officer, Tech Mahindra**

India's growth story in the 21st century has been nothing short of noteworthy, particularly in the last decade. This growth can be attributed to various factors, including innovation, a vibrant start-up ecosystem, increased digital adoption, and an expanding SaaS and R&D ecosystem, among others. To maintain this growth trajectory, we must continue to focus on the steps that we are taking today, for they have the power to define our future.

To see the dawn of resilient, tech-powered, and sustainable economies, we need to start taking actions today!

## **Strengthened focus on self-reliance is critical to navigate the new world order**

The COVID-19 pandemic taught everyone the importance of self-reliance. To succeed in the new world order, it is imperative for enterprises to aim at building self-reliant supply chains. As visible green shoots emerge after a difficult period, it is critical that we leverage our country's upward economic growth trajectory and accelerate it several notches higher. To navigate the new world, we must continue to invest in technology, promote entrepreneurship, embrace and improve our digital capabilities, build a sustainable global economy, and invest in comprehensive skilling.

## **Shifting emphasis from competition to collaboration**

Cooperation is like oil for geopolitical machinery, allowing it to run smoothly and produce meaningful results; therefore, the emphasis must shift from competition to cooperation and collaboration. In the post-pandemic reality, 'connect, collaborate, and co-create' will be the ultimate success mantra for navigating the aftereffects, shifting political equations, and overall economic uncertainty.

As we set out to decode the next decade of opportunities, we must not only identify and evaluate tailwinds from headwinds in the context of the recent geopolitical crisis, climate emergencies, pandemic, and economic challenges but also ensure that our strategies are sustainable and visions are long-term.

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## **Navigating the New World**

The world has changed, the winds have turned,  
And we must navigate the new world we have earned,  
The pandemic brought with it a new scenario,  
Challenges galore, both high and low.

Corporate governance is a crucial need,  
Transparency and accountability must supersede,  
Financial metrics, no longer enough,  
To measure the performance, it is time to be tough.

Boards must deliberate, in a thoughtful manner,  
Consider the issues, and conclude with candour,  
The Triple Bottom Line, an approach for the future,  
Measuring success, not just in finance, but also people and nature.

Layoffs bring pain and heartache, not the option to narrate,  
Cross-train employees and pivot your trade,  
Seek new business opportunities and innovation as crusade.  
In doing so, you will earn good Karma accolade.

Re-evaluating priorities, a must for all,  
Long-term objectives, the way to stand tall,  
Innovation, sustainability, and research and development,  
Are investments that bring long-term fulfilment.

In the world of business, old or new,  
Excellence is vital to see you through.  
But to truly dominate and thrive,  
Extraordinariness must be kept alive.

Sustained excellence is the key to success,  
But sustained extraordinariness is the real finesse.  
To create an organization that can dominate,  
Extraordinariness must be a constant trait.

But to dominate for a very long time,  
Emulating extraordinariness is the secret of prime.  
So, unknown extraordinariness is the path to take,  
To stay ahead and never be opaque.

Founders, adopt dharma, and integrity way,  
Shortcuts don't build businesses that last and stay,  
For in the long run, shortcuts will surely bring,  
Repercussions that will make your heart singe.

Remember, turbulent times create the best,  
Sailors and captains, who pass every test,  
So hold on to your values, stay the course,  
And you will find success that has no remorse.

The geopolitical scenario, an ever-changing tide,  
Trade tensions, wars, and conflicts, impossible to hide,  
Self-sustainability, the new North Star,  
Alternative funding sources, a need by far.

Navigating the new world, not an easy task,  
But together we can rise to the challenge and bask,  
In the success that comes from adapting to change,  
With perseverance, determination, and the will to arrange.



## **There is NO Funding Winter**

Ridiculous statement, isn't it? After all, everyone is talking about things like recession, risk-off, shortage of funds, etc. etc. And the fact that investors are reluctant to invest in startups at this point.

So how can I make such a stupid statement? Well, let me clarify – There is no funding winter FOR THE RIGHT STARTUP.

Let me explain. Those of you who were born in the previous century (yes, there are some such oldies) would remember the obsession with eyeballs in the late 1990s. Internet businesses focused on getting eyeballs – or visitors to their web sites. The assumption was that business would follow quite naturally.

As you are aware, that didn't quite happen. What DID happen was the dot com bust. Eyeballs became a dirty word, and the focus shifted to revenues. "Getting visitors to your site is not enough. They need to pay you, so you generate revenues. And of course, you must scale up rapidly". Undoubtedly a great step forward from eyeballs.

Unfortunately, it wasn't enough. Because we had actually moved to "Revenues at any cost." And to hell with the cash burn – there are enough investors who are happy to fund you.

But there is a limit to this funding, isn't there. Businesses that continue to make losses are not sustainable. What happens when the expected funding doesn't come? And by the way, that's exactly what has been happening over the past year or two. Investors are now looking for sustainable businesses into which they can put their hard-earned money. The fact that money has become more scarce because of the Ukraine war, the consequent uncertainty, and the rising interest rates in the USA, etc. etc., has only speeded up this process. Investors don't necessarily look for profitable companies. But what they are looking for, is a "Path to Profitability". And this is the key – for such companies, funding is available.

One final question: Once money becomes more easily available, will we go back to revenues at any cost?

My guess is, "partially".

In any case, I decided to ask God this question. But God didn't answer. He simply smiled. I suspect he doesn't have the answer either!!!

**Prof Dhruv Nath**  
**Director, Lead Angels**

As the CEO of an incubator, I understand the challenges that start-ups face in navigating the new world of technology and deep tech. The ever-changing landscape of technology can be overwhelming, and it's essential to have a clear plan for success.

First and foremost, start-ups need to identify their niche and have a clear vision of their goals. This is crucial in determining the type of technology they will use and the direction they will take. It is also important to keep an eye on emerging trends and potential disruptions to the market.

The next step is to ensure that the team has the right skills and expertise to achieve their goals. It's essential to have a diverse and talented team with the necessary technical and business skills. Start-ups should also consider partnering with other companies or experts to help fill any skill gaps.

Once the team is in place, start-ups must focus on developing a scalable and sustainable business model. This means understanding their target market, their customers' needs, and developing a product or service that meets those needs. They should also consider the financial implications of their business model and ensure they have a clear path to profitability.

In today's world, it's also essential for start-ups to be adaptable and resilient. The COVID-19 pandemic has shown us that disruptions can happen at any time, and start-ups must be prepared to pivot their business strategies quickly. They should also consider how technology can help them adapt to new challenges and opportunities.

Finally, start-ups need to have a solid plan for fundraising and investment. They should research potential investors and develop a compelling pitch that clearly communicates their value proposition. It's also important to have a plan for how they will use the funding to achieve their goals and how they will measure their success.

In conclusion, navigating the new world of technology and deep tech requires a clear vision, a talented team, a scalable business model, adaptability, and a solid plan for fundraising and investment. As the CEO of an incubator, it's my role to support start-ups in these areas and provide them with the resources they need to succeed. By focusing on these key areas, start-ups can navigate the new world of technology with confidence and achieve their goals.

## **Entrepreneurs can be Changemakers of the New World**

**The world today stands on the threshold of a new global order.**

A new era is upon us, ushered in by a string of challenging events over the last three years. However, we have all stood strong against the odds. Be it post-pandemic recovery, the tragedy of war, rampant inflation, and a global energy crisis – the power of global communities collaborating to fight crises has once again come to the fore. Entrepreneurs across the world are one such community. Driven by empathy, curiosity, and the passion to innovate, entrepreneurs are pretty much poised to be the ambassadors of the new world order.

### **Grasp the Geopolitics**

To begin with, we need to understand and embrace geopolitical changes taking place in various parts of the world. This is critical for businesses, especially those with global operations, because – at the most basic level – any upheaval or unrest could mean local governments could legally stop foreign firms from operating in their countries or actions by governments could pressurise you to make changes/leave the country. Being clued in to regional ongoing and building local relationships could make that key difference between being caught unawares and making a quick pivot to adapt to new circumstances.

From the consumer point of view, too, it is necessary for entrepreneurs to grasp the geopolitics of the regions they operate in because consumers today want brands to respond to and take a stand on social, political, and environmental issues.

### **Prioritise Corporate Governance**

It wouldn't be wrong to say the post-pandemic entrepreneurial ecosystem has seen a boost. At the same time, we have been seeing several cases of entrepreneurs getting into legal trouble.

This underlines the need for solid corporate governance today. Proper corporate governance structures can help start-up founders ensure that all processes and internal systems are legitimate, functional, and transparent right from the start. This effectively allows founders to focus completely on innovation and on the quality of its products or services, especially as their ventures start to grow and become more complex.

Moreover, for a fledgling business, building a reputation in a hyper-competitive market demands immense hard work. It's a huge loss of face when that painstakingly built public image takes a hit due to the smallest unlawful misstep. At the same time, it is a loss of faith for shareholders and investors in the start-up.

## Purpose Forever

And tying in all of the above is Purpose.

The emphasis on purpose over profit is here to stay. As creators of new age brands, entrepreneurs have to keep their sights firmly set on socially aware and sustainable practices – especially in a world that is in the throes of change and unrest.

Brands will have to laser-focus on their Environment, Sustainability and Governance (ESG) scores. And that includes not just focussing on their environmental priorities, like closing in on their carbon footprint and net-zero goals, but also adapting and nurturing diverse and inclusive outlooks, practices, and spaces. That is what will win customer loyalty and respect.

In conclusion

It's a whole new world, sure. But we don't need a magic carpet to navigate it. All we need is to sharpen our entrepreneurial instinct of foresight and adaptability even more and use it to sync in with regional geopolitics and adopt proper corporate governance measures. And through it all - keep Purpose as our North Star.



## **How to Fuck Up a Potential Unicorn after raising 50 Million Dollars : Lessons from Fashionandyou.com**

In 2009 we launched [www.fashionandyou.com](http://www.fashionandyou.com), a flash sale site selling luxury products at a discount in a closed environment .

In October 2010 we raised \$ 8 Million from Sequoia Capital , then \$ 40 Million then another \$ 10 million .

We were THE hot startup in that era and then we died .

Till date I meet folks who say that their first online shopping was on FnY and what a great site it was . " Was " .

Infact i believe that Mukesh Bansal saw the potential from FnY and pivoted Myntra into fashion and built a great startup .

### **What went wrong with us ?**

i think a few key points :

1. We were never thick as co-founders . me, pearl and akash were the founding team with Harish as chairman. As Partners we never bonded . We were together for a purpose BUT as a team we never connected , never defended , never " Connected " at an individual level . Now that I am older and wiser I guess that was the key thing .

Also i think each of us felt that We were the only person responsible for the crazy success of Fny and the others were riding on us .

My job was to go to brands and convince them to give us their old stock at a 80-90- % discount to sell online, on consignment , and 30 days credit period PLUS take back the customer returns too .

Now it seems easy. In 2009 it was crazy .

I used to do an average of 170 kms per day in Delhi NCR , wait for hours in receptions and then trudge back daily to somehow manage samples for a shoot and sale every single day at 11 am . I used to sleep about an hour plus and I have sleep apnea today thanks to that lifestyle . AND I used to feel under appreciated by my partners .

Pearl was our CEO and one of the smartest and most hard working persons i have EVER seen in my entire life BUT she would only put pressure on me to deliver more . NOW that I look back it was necessary , but at that point I was just upset with her for her constant pressure and no one sat us down to work this out . NO one felt the need . Akash built systems and processes which became industry benchmarks BUT he was never appreciated for it . I Don't remember a single instance where the 3 of us sat and shared anything except work, EVER .

2. Our investors were bandwidth constrained and hence only wanted excel sheets with numbers achieved, NOT sob stories of how it could NOT be done .

And hence we started cutting corners to do the crazy numbers demanded every day .

**We were chasing " Valuation " and NOT Value .**

Also quickly the culture became a dog eat dog , get your numbers , " i don't care how " Mindset . So people started cutting corners .

One example : one of investors suggested that we also sell electronics since that was also now a fashion accessory. so without much thought we sourced Blackberry Handsets from Europe at a deep discount and put them on sale . I remember we sold handsets worth Rs.68 lakh within hours and then kept repeating this . What we did not realise was that the team in sheer desperation had cut corners and these were bad quality . They started dying after a few months . And this became a pattern over and over so we started losing the faith of our customers .

Similarly in our Warehouse we put immense pressure on the leadership to DELIVER as per the plan, and suddenly the numbers started matching the B plan projections to the T . This by itself should have raised some red flags, BUT we ignored this because first we were all NOT aligned as a team, second we were setting up various other companies such as a Groupon clone called dealsandyou , a Vancle Clone called Freecultr, a Zappos clone called Bestylish etc etc .

Also the only metric being tracked was on excel , " R u meeting your Numbers ' and " i Don't Care How " ....

Long story short, as a group we raised more than \$ 150 Million dollars , had about 15 plus startups , a Global fund called Springstar out of Berlin and a campus in Gurgaon with about 3000 + employees .

When the music stopped all we have is memories and a lot of regrets .

Now when I see the same being repeated across multiple startups, I think the one key lesson here is " Chase Value and NOT Valuation " because we will build a better ecosystem with more bootstrapped " Zerodhas" and " Zohos " and not FnYs .

## **Article on “Navigating the New World”**

Revenge mode is ON and there are theories to believe that it's temporary but the change has begun with shift in mind set & acceptance of the new hybrid existence of the world beyond boundaries.

Post pandemic era is all about the digital leap forward, breaking new grounds of innovation, updating leadership styles and bringing in the biggest workforce transformation of all times. And most importantly, the consumer journey & attributions for decision making.

The organizational tailwinds changed drastically when Work-from-home and hybrid work policies knocked in. The good part is - the diverse workforce and that the talent has now become very mobile & accessible. The emerging problems to solve with this evolution are: isolation, no team bonding & culture sustainability.

Walking into this new world, leaders will have to focus more on talent upskilling in order to build a great team with an acceptance to hybrid culture. Today, rewarding talent becomes more important.

To enhance productivity in the ecosystem, there will be a constant need to maintain a balance of dreamers and grounded individuals. More Gen-Zs must be introduced into the workforce. The team must have a balanced proportion of grounded, experienced individuals and risk-taking and curious Gen-Zs. The environment must be set in such a way that it is not A vs B; it is A and B getting things done together.

To excel at customer acquisition, we shall assess the journey more frequently as the shift of platforms is happening at pace. And the trust of internet & opinion of digital communities is increasing among the consumers.

If we consider the consumer businesses, the importance of investment in digital-first brand building has increased. As the users are investing more than 4 hours on digital platforms.

With penetration of internet to 77% of Indian population & around 500 million social media users, digital become the core of customer acquisition.

Also, there is an emerging need to shake hands with the newest technologies and bots that contribute to effective outputs. Now robots and intelligent machines are taking over. In future, we will be seeing machines and humans working side by side, and this might also call for a reform in policies.

In the Entrepreneurial ecosystem, engagement is the key. Entrepreneurs will have to focus on the finer nuances of business management. Only if we draw these threads together and drive a human-centric approach, we can achieve holistic development and a new resilient world of work.



## **Futile to 'win the battle' of maintaining headline valuation, while 'losing the war' with structured financed options.**

Going by the 'prediction games' played by experts, it seems re-pricing of headline valuations for #startups (esp. late stage) is inevitable sometime during this year. This may take either form of down rounds or structured financing for the startups.

'Down round' may not be as bad as it is perceived to be – Here, I make a case for down rounds (vs. structured rounds).

Down round in layman's term refers to a scenario where the value of a business at the time of investment is below the value of the same business during a previous period or financing round.

Term sheet that come with some kind of structure on them takes form of some combination of

- Participating or >1x liquidity preferences
- Additional warrants for the investors
- Debt which converts to equity at IPO
- Anti-dilution etc.

Down rounds are not new, in last 8 years ~10% of the rounds have been down rounds.

Source: Cooley

Historical data reveals 2 counter-intuitive takeaways:

**Counterintuitive Takeaway 1:** Down rounds aren't that bad after all – you will get your next round most likely & will have an exit too

As per Pitchbook, out of 1,421 companies raising a down round (2008 to 2014), 87% of them were able to raise further financing or complete an exit immediately after taking a down round. This seems favourable vs. any 'normal' company looking to raise their next round of funding.

**Counterintuitive Takeaway 2:** ~90% of these companies that do get an exit post down round, do it at a higher valuation than that of their down round

While we do see a high percentage of these companies that exit at a higher valuation than that of their down round, thus supporting the fact that a relative turnaround is possible. For those exits that Pitchbook did have information on valuation, 88.1% are at a step-up from the down round.

So as you think about your next bridge or next stage financing think about winning the war (surviving and thriving) and not fuss about petty battles (valuations)!

## **Navigating the New World**

**Sahil Dharia**

**CEO & Founder, Soothe Healthcare**

The Covid-19 pandemic accelerated the trend of entrepreneurship and gave time to businesses to reflect upon their strategies and actions. There were businesses that turned challenges into opportunities during the crises and thrived. However, in the post-pandemic geopolitical scenario, the world is facing bigger challenges with persistent high inflation being the major one. The cost of goods is rising and continues to rise. It seems like it will be rising for quite some time. It will be a challenging time for brands, especially businesses that are majorly dependent on just one channel of sale, especially online channels.

Online-only business models will find it difficult to navigate the business in times where funding is scarce. D2C companies might bleed heavily as the online consumer doesn't have a fixed buying pattern or place and will gravitate towards higher discounts which isn't sustainable. To achieve growth and reach a larger set of consumers especially the rural ones, it is imperative for businesses to crack the traditional offline distribution. Consumers are aware/smart these days and demand good quality products at the right price. So, it's a great time to be a challenger brand with good products and the right sales channels.

Now, if we talk about corporate governance, gone are the days when businesses would run like a family unit hiring their friends and family members. We at Soothe Healthcare take pride in the fact that each and every one of the employees and even promoters are here on sheer merit. The culture of corporate governance is set by the top level management. There is no free lunch in a professional working environment for anyone including the owners. The moment you mix personal relationships in your professional life, it calls for turbulence. Before conflicts take over the creative energy of your workspace, reconsider the corporate governance setup wisely.

Greetings,

As the Joint Chairman and Managing Director of Bajaj Capital, I have been fortunate enough to navigate the changing tides of the business world. Today, more than ever before, budding entrepreneurs need to be agile, adaptable, and proactive to succeed. With this in mind, I wanted to share some of my insights on how to build a successful business in the new world.

Building an organization culture is critical to the success of any business. At Bajaj Capital, we place a strong emphasis on our culture as it defines our values, beliefs, and practices. To build a strong organization culture, we focus on three key areas. Firstly, we hire for cultural fit, looking beyond just skills and experience, and assess how the candidate aligns with our values. Secondly, our leaders model the behavior they expect from others, consistently reinforcing our values and norms. Finally, we celebrate successes and learn from failures, recognizing the behaviors that contribute to our culture.

Sales and profitability are the lifeblood of any business. To build a sustainable and profitable business, we focus on three key areas. Firstly, understanding and meeting customer needs is critical. We continuously adapt our offerings to meet these needs. Secondly, we optimize our operations, streamlining processes, automating routine tasks, and eliminating waste and inefficiencies. Finally, we explore new ideas and approaches, developing new products and services, leveraging new technologies, and exploring new markets.

I believe that building a successful business in the new world requires a strong organization culture and a focus on sales and profitability. By hiring for cultural fit, leading by example, celebrating successes and learning from failures, understanding customer needs, optimizing operations, and being innovative, entrepreneurs can create a thriving and sustainable business that can weather any storm.

I hope these insights are helpful to you on your journey as a budding entrepreneur. Remember, the key to success is to stay agile, adapt to changing circumstances, and never stop learning.

**Best regards,**

**Sanjiv Bajaj**

## **Navigating the New Era**

**Ms. Shilpa Mahna Bhatnagar, Founder- haeywa**

Over the years, India has developed unprecedentedly, and so does the scenario of startups. However, the onset of the pandemic has wreaked havoc in various industries, and fintech is no exception. As a result, the sector has implemented various strategies to manage its expenses. In this context, imprest management emerged as a promising player, as it offers businesses a separate cash account on which they can rely to cover small, frequent demands. The system appeared as an essential financial management component for firms, particularly startups in India. However, the contemporary scenario in the country presents several challenges that new-age startups must navigate to ensure they maintain effective and efficient financial management practices.

### **Challenges Imposed on the Industry**

The changing global geopolitics is a crucial aspect affecting the Indian corporate ecosystem. Policies, trade wars, and geopolitical tensions have significantly impacted the Indian economy but have also provided enormous opportunities. The uncertainty and unpredictability of the rules have made it difficult for firms to plan, manage their finances properly, and survive in the modern period.

Additionally, the COVID-19 pandemic has brought widespread disruption and substantially impacted the Indian economy. The government's response to the pandemic, such as lockdowns, has significantly impacted businesses. Undoubtedly, the pandemic has resulted in layoffs and employment losses, particularly among startups. Corporate governance has become even more important in this scenario. Furthermore, businesses should emphasize openness and accountability in financial management, regulatory compliance, and ethical standards.

### **Pathway to a Successful Future**

Besides that, an effective imprest management system has emerged as a vital requirement for new-age firms to overcome the hurdles. This includes keeping accurate and up-to-date financial records, ensuring regulatory compliance, and recognizing and managing financial risks. As a result, modern firms must embrace agile financial management strategies that enable them to respond quickly to changing market conditions and plan for uncertainty.

In a nutshell, navigating the new era of imprest management in the contemporary scenario in India for startups requires a keen understanding of the political, economic, and social factors affecting the startup business ecosystem. As a result, to maintain financial health and reputation, the startup must prioritize good governance practices, adopt agile financial management practices, and employ a sensitive layoff approach to hit the jackpot in the new era and near future.



The startup world is in a state of flux. The negative macroeconomic conditions, downfall in startup funding, corporate governance issues, and layoffs are all having a significant impact on startups.

The negative macroeconomic conditions are causing a lot of uncertainty in the market. This is making it difficult for startups to raise money and grow their businesses. The downfall in startup funding is also making it difficult for startups to get the resources they need to survive.

The corporate governance issues are also causing problems for startups. There have been a number of high-profile cases of startup founders being accused of fraud and mismanagement. This is making it difficult for startups to build trust with investors and partners.

The layoffs are also having a negative impact on startups. Startups often rely on young, talented employees to drive innovation. The layoffs are making it difficult for startups to find and retain the best employees.

In this new world, startup founders need to be more agile and adaptable than ever before. They need to be able to pivot their businesses quickly in response to the changing market conditions. They also need to be able to build strong teams that can withstand the storm.

Here are some tips for startup founders navigating in the new world:

- **Be prepared for change.** The market conditions are constantly changing, so startup founders need to be prepared to adapt their businesses accordingly. This means being willing to pivot your business model, change your product or service, or even change your target market.

- **Build a strong team.** A strong team is essential for any startup, but it's especially important in a time of uncertainty. Look for employees who are passionate about your mission, who are adaptable and resilient, and who have the skills and experience to help you grow your business.

- **Focus on innovation.** In a time of economic uncertainty, Startup founders need to be more resourceful and innovative than ever before. They need to be able to think outside the box and come up with new ways to generate revenue and grow their businesses and find new ways to solve problems, create new products and services, and deliver value to customers.

- **Build relationships with investors and partners.** In a time of economic uncertainty, investors and partners are more cautious than ever. Startup founders need to build strong relationships with these stakeholders in order to get the resources they need to grow their businesses.

• **Manage your finances carefully.** The startup world is a tough place to make a living. The days of easy money are over. Startup founders need to be able to manage their finances carefully and make sure that they are not overspending. It's imperative now to keep your cost structures low and work on the path to profitability.

• **Stay positive.** It's easy to get discouraged in a time of economic uncertainty. However, it's important for startup founders to stay positive and focused on their goals. Remember that even in the darkest of times, there is always opportunity for those who are willing to look for it.

The new world is a challenging place for startup founders, but it is also an exciting time. The opportunities are endless for those who are willing to work hard and take risks.



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Vice President  
Investments, ThinKuvate



**Anita George**  
Co-founder,  
Edhina Capital



**Dr. Apoorva  
Ranjan Sharma**  
Co-Founder, Venture  
Catalysts & 9Unicorns



**Arjun Vaidya**  
Co-Founder, V3 Ventures



**Ashish Kumar**  
Co-Founder and GP,  
The Fundamentum



**Bipin Shah**  
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**Chinmaya Saxena**  
Partner, Community Strategy &  
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**Ojasvi Babber**  
CEO, Innovation  
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**Neha Malhotra**  
Managing Partner,  
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**Padmaja Ruparel**  
Founding Partner,  
IAN Fund



**Prachi Pawar**  
Vice President,  
Sequoia Capital



**Rema Subramanian**  
Co-founder,  
Ankur Capital

# Lunch With Leaders



**Akshay Chaturvedi**  
Founder & CEO  
LeverageEdu



**Alok Mittal**  
Cofounder & CEO  
Indifi Technologies



**Apurva Chamaria**  
Head of Partnership Solutions,  
Startups & VC  
Google



**Deep Kalra**  
Founder & Chairman  
MakeMyTrip



**Kunal Khattar**  
Founding Partner  
AdvantEdge Founders



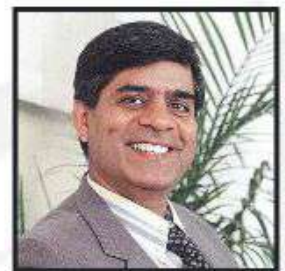
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Country Head, Venture Capital  
& Private Equity Partnerships  
Microsoft



**Paroma Roy  
Chowdhury**  
Senior Vice President,  
Corporate Communications &  
PublicAffairs BYJU's



**Pawan Gadia**  
Global CEO & Director  
Ferns n Petals Pvt Ltd



**Pradeep Gupta**  
Chairman and Managing Di-  
rector  
CyberMedia Group

# Lunch With Leaders



**Prashant Tandon**

Co-Founder & CEO  
Tata 1mg



**Rahul Narvekar**

Founder & CEO  
StartUp Studio | India Net-  
work



**Sakshi Vij**

Founder & CEO  
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**R Satya Narayanan**

Founder and Chairman  
CL Educate



**Vinod Sood**

Co-Founder & Managing Di-  
rector  
Hughes Systique Corporation  
(HSC)

# High-tea with High Flyers



**Ajai Thandi**  
Co-Founder Sleepy Owl



**Harsimarbir Singh**  
Co-Founder Pristyn Care



**Mohit Tandon**  
Co-Founder Delhiver



**Pankaj Sahni**  
Ceo Medanta



**Rubal Jain**  
Managing Director Safexpress  
Pvt. Ltd



**Sandeep Aggarwal**  
Founder Droom



**Shyam Sundar Singh**  
Co-Founder De Haat



**Sukhleen Aneja**  
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