

EDITORIAL

A.R. Rahman and Danny Boyle came together for the first time for Slumdog Millionaire. The movie won eight Academy awards and seven BAFTA awards. They have worked together again on number of occasions. Neither Rahman nor Danny Boyle work for each other. Neither of them works for any studios that distributed their movies. They collaborated to create value for themselves and other stakeholders. There is nothing special about this collaboration.

Hollywood, Bollywood, and almost all movie industries work this way.

None of the major studios have actors or directors or musicians on their payroll. They have executives on the payroll, but no actors, directors, or musicians. They come together for each project, create value, and share the bounty.

Interestingly, Government of India adapted this model for UIDAI. Nandan came from corporate world to design and lead the project. Nobody had a doubt if Nandan was a government employee. He wasn't. He completed his assignment and moved on. Recently the government brought-in Amit Ranjan, co-founder of slideshare on the same model. He is currently with eGovernance division of Government of India architecting National Digilocker Project. Raghuram Rajan is another example. Government knows that it lacks expertise and doesn't hesitate to tap leading experts when needed.

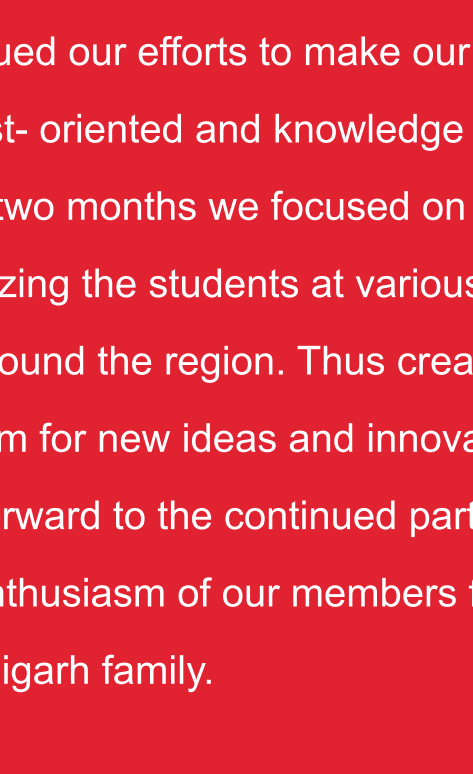
With the rise of on-demand economy, this is the future of jobs. Experts will come together to create value for themselves and other stakeholders without any long-term obligations.

Technology is exploding. Newer technologies like Blockchain and newer regulations like GDPR are emerging at a pace never seen before. Such changes disrupt but open enormous opportunities. It is not possible for any company to develop necessary talents in-house to exploit these opportunities. Only way for established companies to produce hockey-stick growth is to embrace this Hollywood style of value creation.

Have you thought of employing this model to create value for your company?

With Regards
Joseph Jude, Go Tell Systems

FROM THE PRESIDENT'S DESK



In our efforts to make TIE Chandigarh the best among other chapters, we have continued our efforts to make our events interest-oriented and knowledge based. In these two months we focused on sensitizing the students at various EDC's in and around the region. Thus creating a platform for new ideas and innovations. I look forward to the continued participation and enthusiasm of our members from TIE Chandigarh family.

With Regards
Alok Ramsisaria
President

CHAI WITH TIE

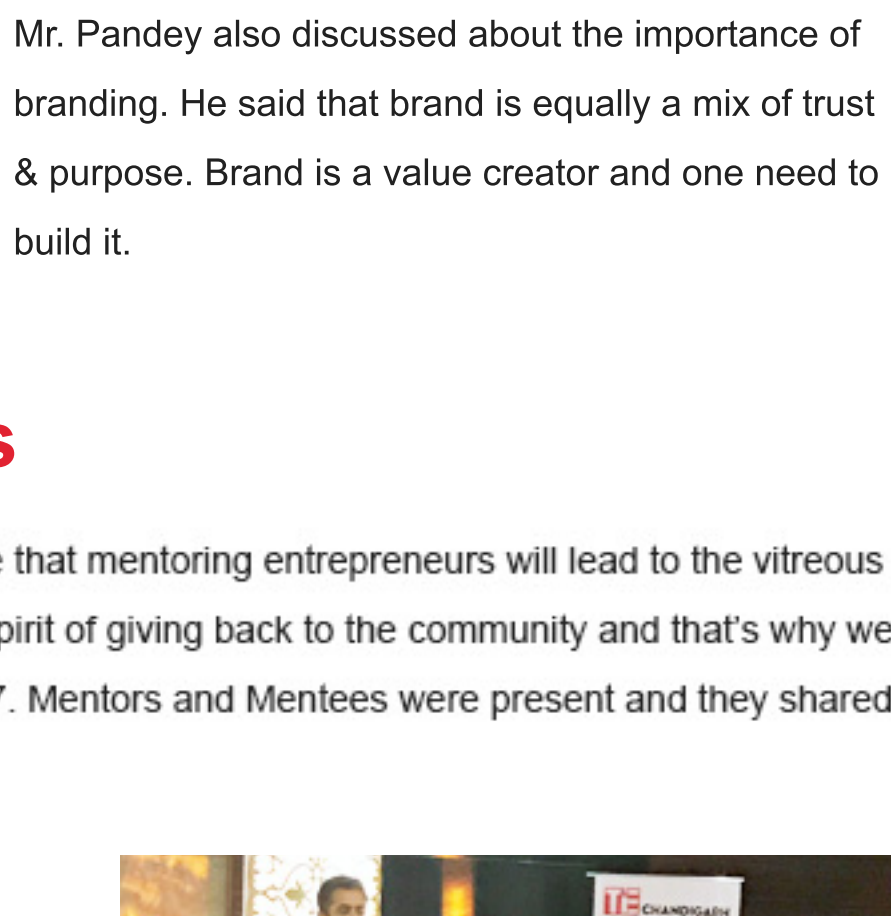
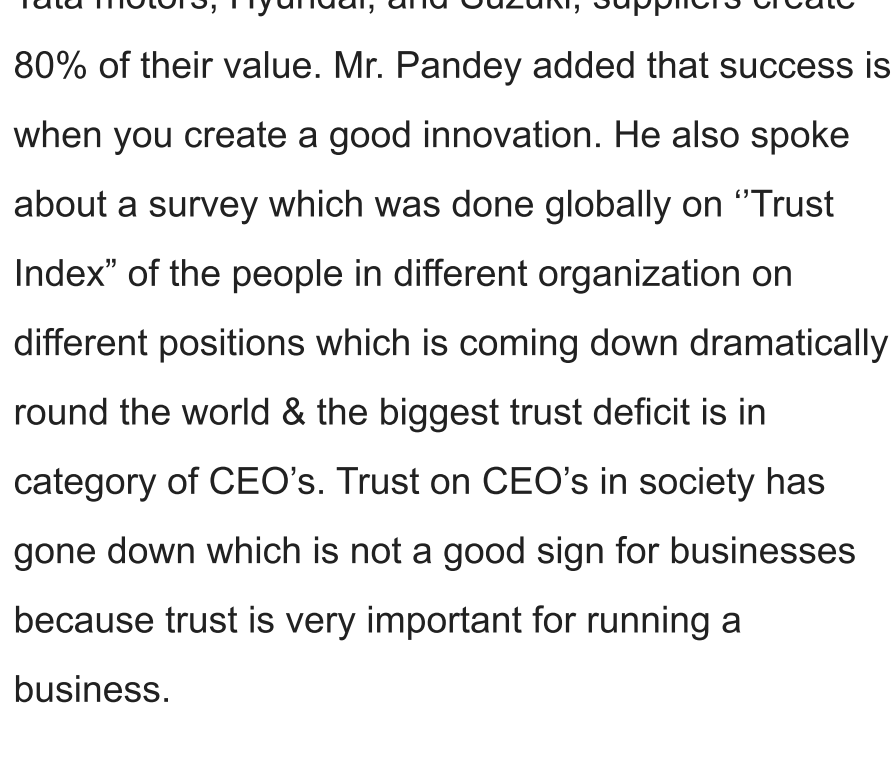
In September, we held two "Chai with TIE sessions". "Chai with TIE" is an informal talk of the members where they discuss about the particular agenda. The first session on Chai with TIE was held on 2nd Sept 2017 in Virgin Courtyard, Chandigarh.. Mr. Jitin Talwar (Partner Talwar advocates & consultant – Talwar & Talwar consultants) talked about how IP protection creates an atmosphere of security and growth around a budding innovation. Framing a suitable IP strategy is necessary for a company as it not only helps in earning but also avoids unnecessary risk. Getting Trademark or patents registered will help a company to avoid knock-offs which try to impersonate the company's innovation and end up taking a significant market share. The protection of IP can be sought in the form of patents, trademarks, copyrights & designs. Mr. Talwar added that marketing is one factor without which no business can run. From putting logos on the product to advertising it on media impacts the sales in great manner.

One of the members asked the difference between TM & R in trademark. Mr. Talwar answered that R means registered and TM means applied.

Another question asked was if someone has a domain name in India will it be valid in other countries. Mr. Talwar advised that having a trademark in India doesn't give you any right in other countries. You need to get registered with a trademark.

Another session on "chai with TIE" was held on 26th September also at Virgin Courtyard. In order to combat challenges of getting sales team into scaling mode we brought this session on scaling sales over Chai with Mr. Rama Shankar Pandey (CEO & MD – Hella India).

Mr. Pandey started the session with the sentence "Sales are less of knowledge and more of skills". Sales are diverse, very situational & conditional.



It is a mixture of art and science. He discussed how marketing and sales are interrelated. Marketing starts with the need and sales fulfill that need & sales are the only pipeline, which brings revenue to the business. Mr. Pandey talked about the valuation cycle. When the value is created, sales capture that value. When you are creating a good value then you are able to scale up. What you created as a value today becomes commodity for tomorrow & getting into fundamentals creates value. As an example – for Tata motors, Hyundai, and Suzuki, suppliers create 80% of their value. Mr. Pandey added that success is when you create a good innovation. He also spoke about a survey which was done globally on "Trust Index" of the people in different organization on different positions which is coming down dramatically round the world & the biggest trust deficit is in category of CEO's. Trust on CEO's in society has gone down which is not a good sign for businesses because trust is very important for running a business.

Mr. Pandey also discussed about the importance of branding. He said that brand is equally a mix of trust & purpose. Brand is a value creator and one need to build it.

Mentoring For Success

Mentoring is one of the five pillars of TIE. We believe that mentoring entrepreneurs will lead to the virtuous cycle of wealth creation and encapsulates the true spirit of giving back to the community and that's why we organized "Mentor Match Program" on 7th Sep 2017. Mentors and Mentees were present and they shared their experiences being mentors and mentees.

Following TIE members shared their experiences:

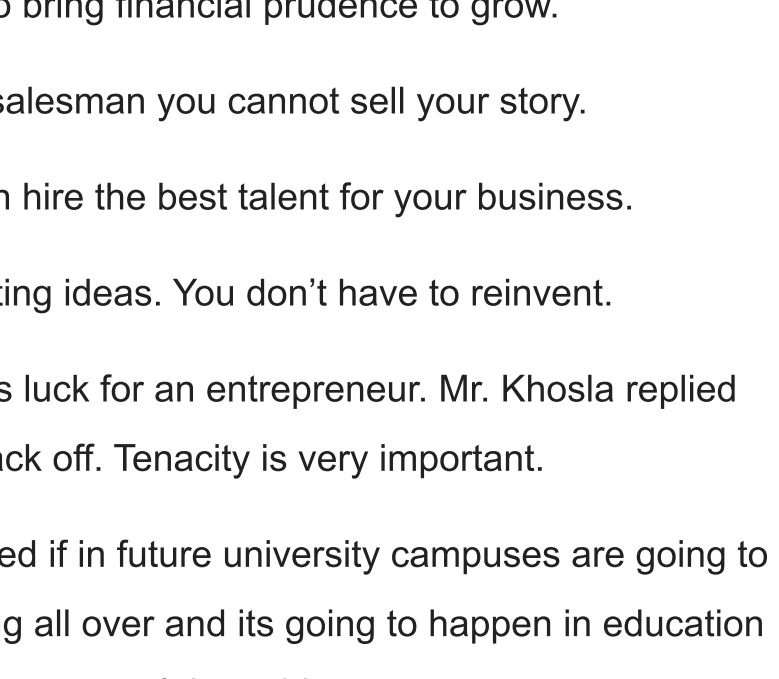
- Mr. Vinay Johar (CEO – Rchilli)
- Mr. Ravi Sharma (CEO – Webomaze Technologies)
- Mr. JB Singh (MD – Access Infotech)
- Mr. Partap Aggarwal (MD – IDS Infotech)
- Mr. Maninder Mann (Director – B3 Solutions PVT LTD)
- Mr. Tejinder Singh Mokha (MD – Mehar Consultants)
- Mr. Raman Chadha (Founder – Adreno Technologies)

Mentees spoke about the benefits of mentoring & what they gained of it. One of the mentee told that he did not know anything about entrepreneurship. He got mentoring which helped him on his first business trip to US and later on in his business to achieve goals. One can get right directions and good guidance by mentoring added another mentee.

Mentoring proves very helpful in turning good sales. One can learn techniques of sales from experienced mentors. Also mentoring is the way of understanding business mindset and assurance of right path can be achieved. Mentors also shared their experience of mentoring. One of the mentor said "we are all here for giving". He told that to learn something new you need to spare 20% of your time free from work. Mentors spoke about the about the changes one gets in their businesses after mentoring. They spoke about the relationship of a mentor and a mentee & what a mentee should expect from a mentor and one should not feel shy to choose their mentor.

Also two teams were invited from SUSCET, Tangori who participated in 2016 TAP Competition and now they have started their own company. These students shared their experiences of how they got benefitted from mentoring.

10 copies of "One minute mentoring" book by "Ken Blanchard" was distributed among members & students.



Business Builders Breakfast

Business Builders Breakfast event was organized on 23.Sep.2017 where Mr. Atul Khosla (Executive Trustee, Founder Pro Vice Chancellor & Dean School of Management Sciences, Shoolini University) shared his success story.

Mr. Khosla started the session sharing his interests and initial days of his carrier. He shared 2 interests that he had and he pursued:

He learned flying and he is active in politics

He started his carrier as a techie. But in 2002 he joined as a CEO in a multinational but the job didn't go well and that was the time he started his firm Average Group, which was his first experience of being an entrepreneur. He spoke about how he started his office in a 5-star hotel in Gurgaon and the strategy is to hire great talent, which is very essential for a startup. Mr. Khosla shared how his father came up with an idea to Open University and how he got the capital. He mentioned the following characteristics which you need to be an entrepreneur:

- You need to be like an elephant which means to be thick skinned like elephants have. You have to leave your ego.
- You need to manage your funds like a miser. You need to bring financial prudence to grow.
- You should learn sales from Steve Jobs. If you can't be salesman you cannot sell your story.
- You should be HR head of your company so that you can hire the best talent for your business.
- Study suggests that 95% of successful startups are existing ideas. You don't have to reinvent.

One of the audience asked Mr. Khosla that how important is luck for an entrepreneur. Mr. Khosla replied that luck plays its role but to reach a stage you shouldn't back off. Tenacity is very important.

Another member asked a very interesting question. He asked if in future university campuses are going to work. Mr. Khosla said that fundamental change is happening all over and its going to happen in education too which will change classical education but when it will happen can't be said.



Annual Member Retreat 2017

TIE Chandigarh hosted its Annual Member Retreat on 16th & 17th September 2017 at Glenview Resort, Kasauli. In total 35 people joined for retreat including spouses and children.

After lunch, fun quiz and couple of games were organized and some of the members enjoyed swimming pool and water games. Gifts and chocolates were distributed among members. In the evening, members got time for networking. Later the sessions started with Mr. Alok Ramsisaria (President TIE, Chandigarh) welcoming the speakers.

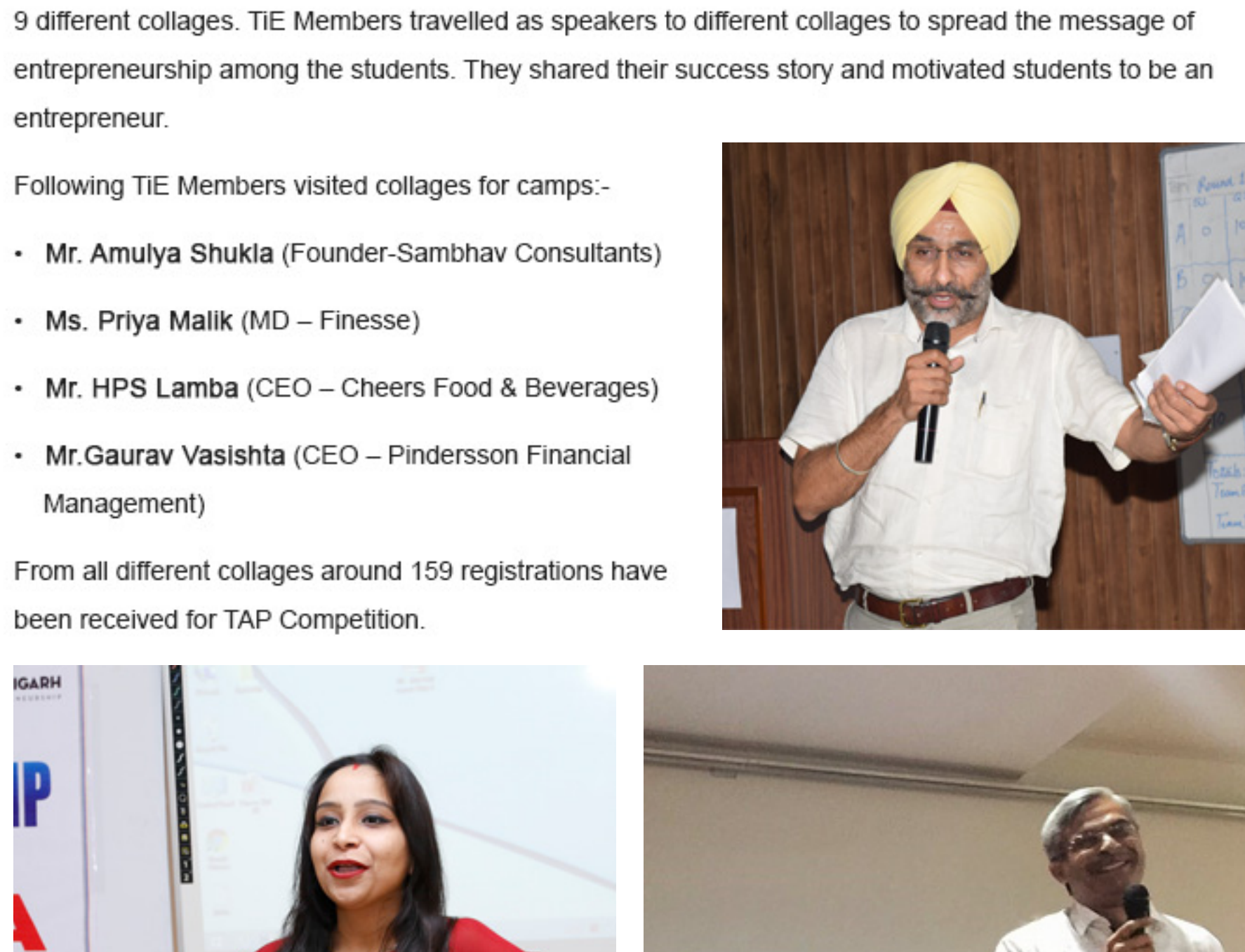
Mr. Navyug Mohnot (Founder & CEO – QAI) & Mr. Rahul Gupta (CEO – Right global infosolutions)

Discussion in session was about incorporating design thinking, agile and lean start up. Also, incorporating life cycle of IT Companies was discussed. Speakers offered one on one mentoring to the members. After the session everyone joined for DJ Night with cocktails & dinner.

On 17th morning power walk was organized from 6:00am to 8:00 am with Mr. Rahul Gupta and Mr. Navyug Mohnot at Baikunth Resorts followed by breakfast.

10:00 am onwards was "My Story Session" with Mr. Ramashankar Pandey (MD – Hella India LTD)

Mr. Pandey presented a presentation in which he discussed about the strategies of his company Hella India lightening LTD & shared his experience both in manufacturing and marketing field. After the session Mr. Alok Ramsisaria thanked Mr. Pandey for the valuable session and invited the members to join for the lunch at Amaya Resorts.



TiE - IKGPTU Awareness Camps

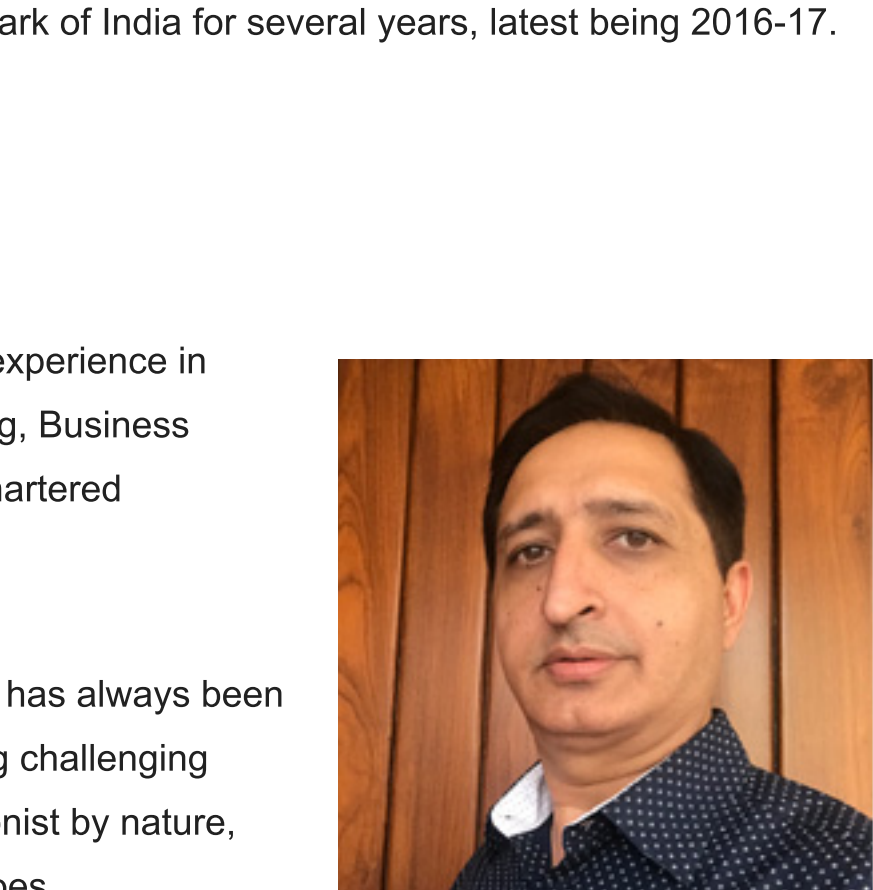
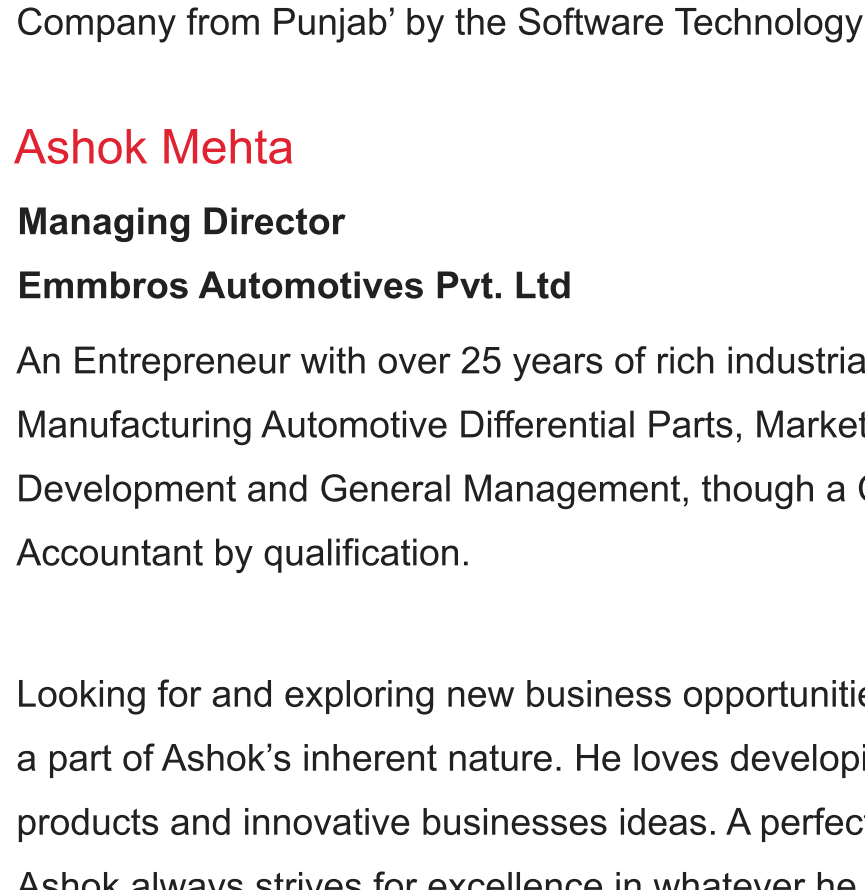
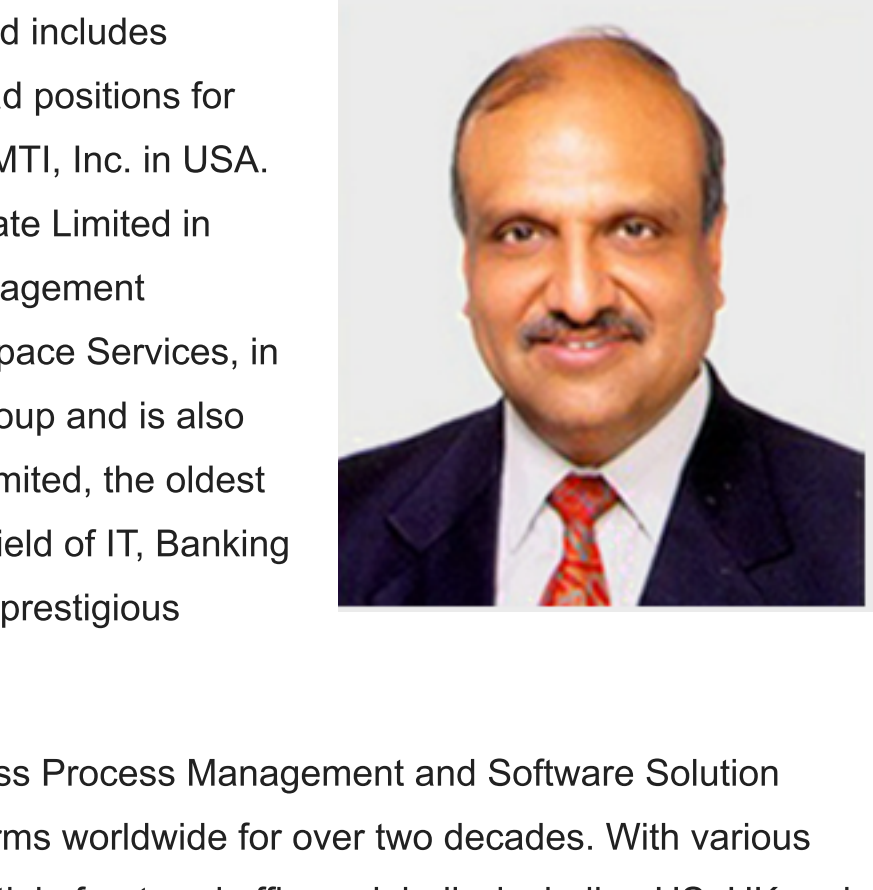
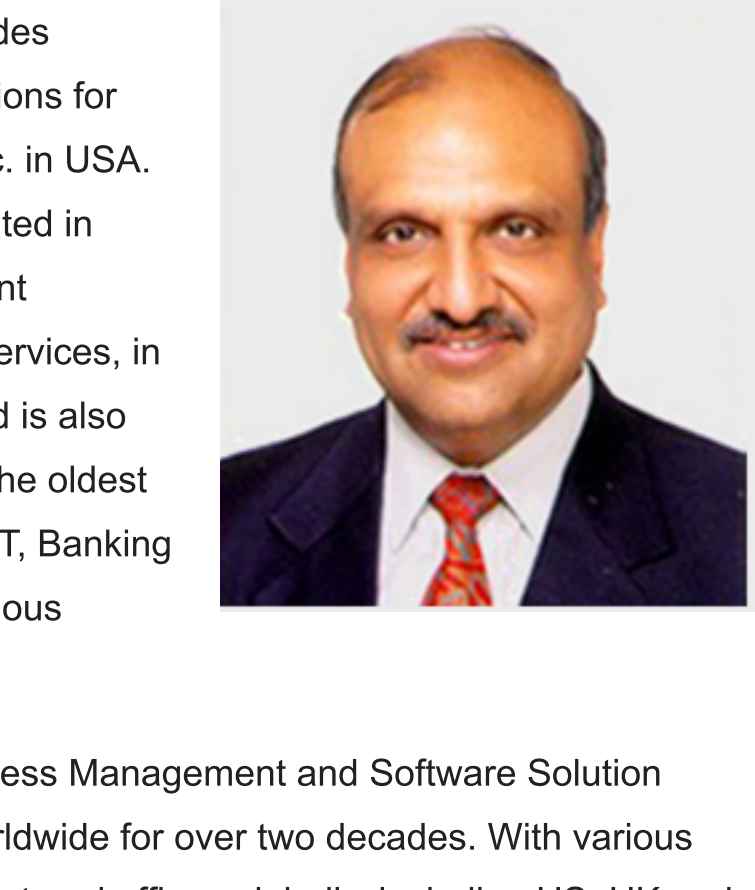
TIE IKGPTU Business Plan Competition was launched in July 2017 at IKGPTU main Campus, Kapurthala. Awareness Camps are divided into 2 Phases. In Phase I, 4 different speakers who are TIE members covered 8 different collages.

Phase II of Business Plan Competition was started on 24 Aug 2017 in which 4 different speakers covered 9 different collages. TIE Members travelled as speakers to different collages to spread the message of entrepreneurship among the students. They shared their success story and motivated students to be an entrepreneur.

Following TIE Members visited collages for camps:-

- Mr. Amulya Shukla (Founder-Sambhav Consultants)
- Ms. Priya Malik (MD – Finesse)
- Mr. HPS Lamba (CEO – Cheers Food & Beverages)
- Mr. Gaurav Vasishtha (CEO – Pinderson Financial Management)

From all different collages around 159 registrations have been received for TAP Competition.



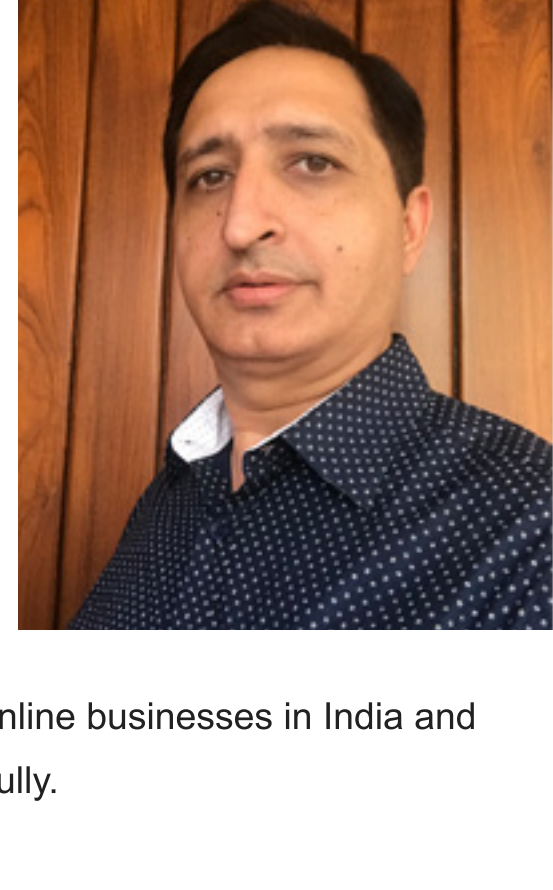
Charter Member Corner

Partap Aggarwal

MD & Founder

IDS Infotech Ltd | www.idsil.com

Mr. Partap K Aggarwal, a seasoned entrepreneur, is the founder and Managing Director of IDS Infotech Ltd. His portfolio includes valuable IT experience while working on Technical lead positions for companies like IncometInc, Leach Corporation and MTI, Inc. in USA. He also founded IDS-Argus Healthcare Services Private Limited in collaboration with USA based Physician Practice Management Company, IDEAS, Inde Dutch Engineering and Aerospace Services, in collaboration with a Dutch precision manufacturing group and is also the founding Director of Delta Information Services Limited, the oldest business partners of NIIT, providing education in the field of IT, Banking and Vocational training. Partap Aggarwal holds many prestigious positions in various organizations.



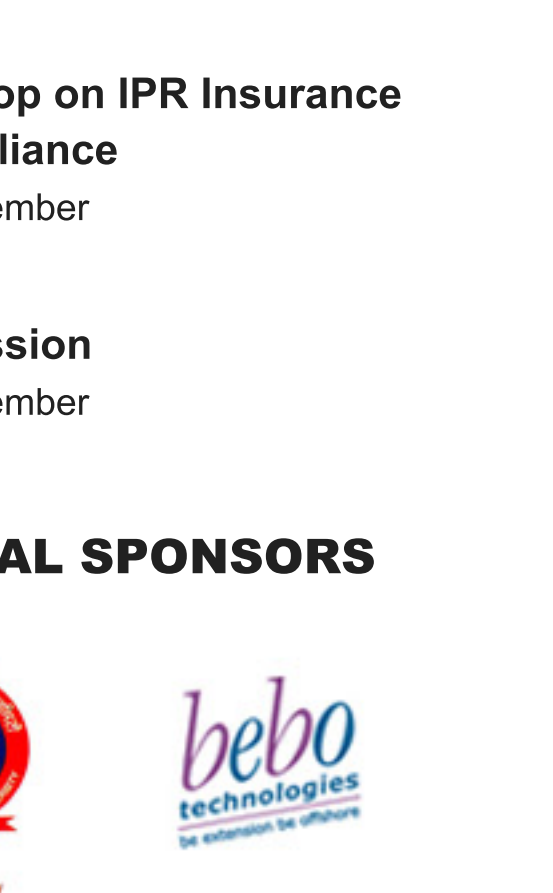
IDS Infotech Ltd. (IDS), has been a preferred Business Process Management and Software Solution provider to Fortune 500 companies and AM100 law firms worldwide for over two decades. With various Global Capability Centres in North India, IDS has multiple front-end offices globally, including US, UK and the Netherlands. IDS has been awarded the Award of Excellence for 'Highest Software and IT Exports Company from Punjab' by the Software Technology Park of India for several years, latest being 2016-17.

Ashok Mehta

Managing Director

Emmbros Automotives Pvt. Ltd

An Entrepreneur with over 25 years of rich industrial experience in Manufacturing Automotive Differential Parts, Marketing, Business Development and General Management, though a Chartered Accountant by qualification.



Looking for and exploring new business opportunities has always been a part of Ashok's inherent nature. He loves developing challenging products and innovative businesses ideas. A perfectionist by nature, Ashok always strives for excellence in whatever he does.

A strong believer in diversification of business, Ashok has tried his hands in various ventures like distribution of FMCG products to various online businesses in India and overseas during the past 20 years and running several of these successfully.

Ashok started his career by conceiving and starting Emmbros for making Automotive Rear Axle Shafts way back in 1991. Learning from ground up, Ashok mastered the trade and today Emmbros manufactures a vast range of automotive differential parts and specializes in catering to Performance Racing Industry, OEMs in US & India apart from being a brand leader in Indian Aftermarket. Emmbros also exports its products to about 20 countries today.

The automotive parts business is done by Emmbros Automotives Pvt. Ltd. for domestic markets and Emnforce Inc. for overseas markets.

New Members Who Joined TIE Fraternity in September 2017

Ashok Mehta
Managing Director, EMMBROS Automotives Pvt. Ltd

Parminder Singh
Partner, Riverpool Holidays Tours and Travels

Sanjay Sachdeva
CEO/Founder, People Management Solutions

Aman Uppal
National Marketing Head, Reliance Technocrats

Satish Kumar Arora
Co-Founder, Appsmartz

Bhanu Goel
Founder & MD, Apna Mistri Home Services

Jasmeet Singh
CEO, Idea Catalysts INC

Upcoming Events

TYE Session
11th November

Hackathon
17th - 19th November

Workshop on IPR Insurance & Compliance
25th November

TYE Session
25th November

ANNUAL SPONSORS

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Secretariat Timings

Monday-Friday
9:30 am - 5:30 pm

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Connect With Us

