

Mentor

Quarter 1 : April-June

From the Desk of
the President

**Let's all work together to ride
this new wave of opportunities.**



As we celebrate the 13th year of TiE Chandigarh chapter, it gives me immense pleasure being a part of this organization. It is a proud privilege and honor serving this amazing organization as the President, to lead one of the vibrant chapter of TiE Global- TiE Chandigarh.

We have had the fortune of some great leaders and entrepreneurial visionaries at Tie Chandigarh. I feel humbled, to be able to contribute my sincere efforts, in taking forward the Legacy of the Past Leadership.

It brings upon us, a tremendous responsibility to move to the next phase, where we will have to take our chapter a new course of growth.

Tie Chandigarh has always maintained a distinct chapter in form and content of its programs during the last 13 years of its existence. We should continue to retain this character in whatever we do veering away from the beaten track.

In this growth face we have decided to continue to focus on the following core areas:

- Expanding and extending the reach of chapter
- Assisting budding entrepreneurs in incubation, formation and early growth through collaboration with like-minded organizations.
- Address issues of the existing entrepreneurs.
- Sustain and promote an entrepreneurial environment in the region.
- Spread the message that region Can and will!!!! Only via entrepreneurship.

Tie Chandigarh has traversed a journey of almost a decade and a half and has gathered repute and credibility of being a great friend of 'entrepreneur'. In the next few years, TiE Chandigarh will continue the phenomenal work of past, providing power and promise to the five pillars of Tie as outlined in TiE MANDATE:

MENTORING, NETWORKING, EDUCATION, INCUBATING & FUNDING.

With Regards
Jashinder Bir Singh
President - TiE Chandigarh

**THE BEST WAY
TO PREDICT THE FUTURE IS TO
CREATE IT**

PETER DRUCKER



Events

PTU Placement Drive

6th & 12th April

PTU Placement Drive: the relationship between I K Gujral Punjab Technical University and The Indus Entrepreneurs (TiE) Chandigarh chapter this year became more vibrant. The association brought in great results with over 16 Entrepreneurship Awareness camps across Punjab at various affiliated colleges under IKG-PTU. We conducted two campus placement drives with 27+15 TiE member companies participating with over 550+150 job vacancies. This year the placement drive took place in 2 phases – one the launch of employment drive at IKGPTU Campus Kapurthala where around 200 students appeared for the aptitude test. TiE Charter member & Founder of Live Life More, Dr. Sandeep Jassal was the speaker at the launch who shared his entrepreneur journey and inaugurated the Employment drive.

The second phase where 140 students were selected for the final interviews was held on 12th April 2017 at PTU campus mohali we held. President TiE Chandigarh Mr. JB Singh, Finance Chair- Mr. Hirdesh Madan, TiE Charter Member – Mr. Manish Trehan, Deputy Director – IKGPTU Mr. Navdeepak Singh were present for motivating and inspiring the students. Around 18 companies participated in the second phase with 150 job vacancies.



Chai

with TiE

19th April & 17th May



Two special sessions on Chai with TiE Held in April and May 2017. Chai with TiE is an informal meeting of the members where they discuss about a particular agenda. The first meet in April was to discuss about TiECON asking members about their opinion and suggestions about TIECON 2017 held at Hyatt Regency on 17th & 18th February 2017.

The second session was on how to get funding by TiE Charter Members, Mr. Harvinder Mavi, Founder – SouvNear and Mr. Gautam Seengal, CEO- India market Softech Limited. They shared their experiences and knowledge about the funding criteria and how to look for the right kind of investors.

SIG HEALTH

Session on Health & Wellness
22nd April



One of the special interest groups of TiE Chandigarh is Health and Wellness. On 22nd April, session on Lifestyle diseases was organized where Dr. Sandeep Jassal and Dietician Pallavi Jassal interacted with the tie members about the consequence of the stress, diabetes, hypertension, obesity etc. and how to overcome them by making few changes in our lifestyle. Free camp was organized for members and non-members for fatty liver, diabetes and thyroid tests.



My Story Session

by Dr. Aneet & Tanmay Vora
28th April

Two very motivational and inspiring My Story Sessions were organized names Business Builder's Business which is an interactive close door discussion that involves a candid conversation with a senior entrepreneur. The conversation revolves around the speaker's entrepreneurial journey and often touches the personal side of the speaker. Mr. Tanmay Vora, Country Head Basware, Author, Blogger- QAspire and Dr. Aneet, Director- Gian Jyoti Group of Institutions, President- Chandigarh Management Association shared their Entrepreneurial Journey.

Tech Founder's Dinner

15th June

TiE Founder's Dinner was a small gathering for a limited set of members at the Chandigarh Golf Club held on the 15th of June. It was attended by 16 members. The session begun with detailed introductions of each and every participant along with a problem they were encountering in their venture. After this initial round, a list of problems was consolidated which affected everyone in the group. The problems were then brainstormed in a Group Discussion format, with participation for all members present, veterans and new. The topics discussed were :

1. Marketing - on social platforms - the right recipe and approach (both for in house and for external agencies)
2. Hiring - apprenticeship model (hiring interns and choosing the right ones for the long run) and requesting TiE like platform to conduct hiring sessions, industry-institution partnership to promote a better crop of candidates for all TiE member companies/startups
3. Product Development - challenges especially for hardware startups in the region
4. Differentiating as a service provider in a "Race to the bottom" scenario



Startup talk

by Maneet Singh - CEO, ADI Group
25th May



Points discussed in Startup Talk by Maneet Singh :

- Never startup without a business plan even if I have to pay for getting it done
- Mission and vision of company has to be aligned with people on ground
- Spend time daily in strategy and planning
- Look for people in network who can be helpful in growing your business and not just strategists
- Form a board for your company and induct people who can ask right questions and can make CEO accountable
- Allocate set budget for sales and marketing. Don't ignore such key functions
- Retain key people even if you have to give esops or equity

Business model innovation is the development of new, unique concepts supporting an organization's financial viability, including its mission, and the processes for bringing those concepts to fruition. It demands neither new technologies nor the creation of brand-new markets: It's about delivering existing products that are produced by existing technologies to existing markets. And because it often involves changes invisible to the outside world, it can bring advantages that are hard to copy. Prof. Rajendran Srivastava, Dean ISB, showed example after example of companies which have created Trust amongst their customers and have been leaders in one of 3 areas – Innovation, Operations, Design/Prestige. For example :

- Intel, GSK, Being focused in the area of innovation
- Fedex, Ryanair, Dell focused on operation
- Google, Porsche, Coke, Microsoft focused on design/prestige

Business Model Innovation

by Rajendran Srivastava - Dean, ISB
5th June



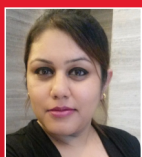
TAP Business Plan Competition Launch

23rd June



TIE- IKGPTU Association has strengthened over the years. IKGPTU got associated with TIE since 4 years now. 5 Entrepreneurial Development Cells were opened for PTU colleges. Two success Business Plan competitions were organized in past 2 years. The winner got the opportunity to participate in the semi –finale of TIE International Startup Competition(TISC) held in New Delhi, where they stood 1st runner-up for the TISC semi-finales competition. The winning team is from Indoglobal College of Engineering & Technology with the business plan named E-Truck.

TIE SECRETARIAT



Harpreet Minhas
Executive Director



Chanderjot
Executive Officer



Varun Vasisht
Relationship Manager

FORTHCOMING EVENTS

- 11th August : Lufthansa - Runway to Success Mentoring Program
- 11th August : TIE Young Entrepreneur's(TYE) Program Launch
- 18th August : Business Builder's Breakfast
- 23rd September : Annual Member Retreat

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