



## TiE Mumbai assists Startups to explore ideas, pivots and business models

**Mumbai, 11 January 2021:** TiE Mumbai has continuously assisted young businesses and entrepreneurs in India. Its mentoring support to start-ups has made the journey for start-ups to scale up possible for several businesses. In its endeavor to support Entrepreneurs to continuously adapt to our changing world, TiE Mumbai organized several online knowledge sessions to help pick up new trends, innovate and evolve faster.

“Our online sessions are extensively researched and well participated. They include masterclasses, panels, investor sessions, mentoring workshops, Ask Me Anything sessions and Demo Days. Topics span across technology, business, legal, HR, financial, and fundraising themes.” said **Naveen Raju, Executive Director, TiE Mumbai.**

Some of the online sessions organized in the past month by TiE Mumbai were –

**Global Charter Member Mixer** - TiE Mumbai co-hosted the TiE Global Charter Member Mixer along with TiE London & TIE Africa at TIE Global Summit. TiE Global Summit took place on 8th Dec - 10 Dec 2020, which was a Virtual Conference of world leaders, entrepreneurs, investors and mentors. This summit brings together the TIE entrepreneurial community together. This Global Charter mixer co-hosted by TIE Mumbai focused on the Emerging Global Fintech Scenario.

**Funding Your Startup and Other Nightmares-** This was a conversation between K. Ganesh Founder, Growth Story & Promoter, Bigbasket, Portea Medical in conversation and Dr Dhruv Nath, Angel Investor & Director, Lead Angels Network along with Sushanto Mitra Founder & CEO, Lead Angels who are the co-authors of the book- Funding Your Startup and Other Nightmares. It revolved around the stories of early-stage start-ups and how they successfully managed to raise funding. It also brought forth stories of failures – start-ups that couldn't raise funding, and why. The authors discussed the book which has interviews of some of the most accomplished founders in the world of business, such as Deep Kalra of MakeMyTrip, Yashish Dahiya of PolicyBazaar, Dinesh Agarwal of IndiaMART and Sairee Chahal of SHEROES. Their stories all come together in a useful 'PERSISTENT' framework, which helps make a start-up investment ready.

**Launch of #Ideapad at #tiefoodnetwork** – This is a unique pub where startup founders can unwind and get their ideas validated, queries resolved, pitch for core team members and scout co-founders among peers and speakers. Away from One-sided webinars this is an interesting hybrid concept which included Expert Panel Talk and the newly introduced “The Idea Pub”. The feedback and recommendations are not restricted to only panelists but its open to our larger audience & members.

**Scaling up your Start-up- Financial Hacks for success** – This webinar by Peachtree Management Advisors focused on effective cash flow management, attracting and sourcing capital and debt and improvement of unit economics. It also helped understanding key financial and business levers that affect businesses,



sharpen/ refine go-to -market focus, setting and tracking KPIs and planning, preparing and managing investments.

Some sessions being planned in the current month are-

**Building A World Class Product | A Product Management Series** – This session was moderated by Sandeep Laxman - Head, fintech BD, AWS and the speakers were Naman Sarawagi - Co-Founder & CEO, Refrens and Khanjan Desai - Product Manager, Razorpay. This was well attended by 45 CMs and peers alike with most of them having started investing already.

**The Entrepreneur Wellbeing Series - Kick Off** – Shayamal Vallabhjee, High-Performance Coach to CEO's Elite Athletes, Organisations, Celebrities and Amit Mookim, President, TiE Mumbai will be the speakers of this much anticipated session. This is a the first of its kind, offering a 360-degree approach to well-being of entrepreneurs focusing on their fitness, diet, mental well-being, positive thinking and sports fitness etc.

Besides these, other sessions like **Key Legal Mistakes to Avoid while Doing Business in USA** by Aaron Schildhaus - Pricipal, Martorello Schildhaus LLC and Vishal Gandhi - Founder, Gandhi & Associates, **Venture Investing Masterclass** by Sanjay Mehta, Founder & Partner, 100xVC, **Idea Validation Hotline, Spot Mentoring** and **TiE Mumbai Healthcare Summit** are also being planned.

#### **About TiE Mumbai**

The Indus Entrepreneurs (TiE), was founded in 1992 in Silicon Valley by a group of successful entrepreneurs, corporate executives, and senior professionals with roots in the Indus region. Since 1992. TiE has been supporting entrepreneurs by offering education, mentorship, networking and funding opportunities. The mission of TiE is to foster entrepreneurship globally through the 5 pillars of TiE : mentoring, networking and education, funding and incubation. Dedicated to the virtuous cycle of wealth creation and giving back to the community. TiE's focus area is to generate enable the next generation of entrepreneurs. There are currently 11,000 members, including over 2,500 charter members in 60 chapters across 17 countries. TiE's mission is to foster entrepreneurship globally through mentoring, networking, and education. Dedicated to the virtuous cycle of wealth creation and giving back to the community, TiE's focus is on generating and nurturing our next generation of entrepreneurs.

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