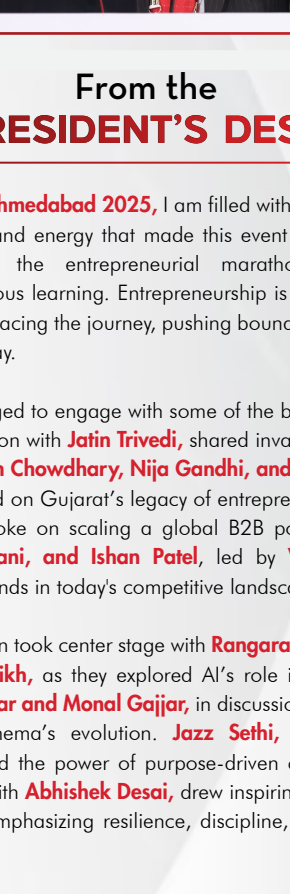


Voice of TIE Ahmedabad

10th Edition



From the
PRESIDENT'S DESK:

As we wrap up **TIECON Ahmedabad 2025**, I am filled with immense gratitude for the **entrepreneurs**, **collaborators**, and **energy** that made this event truly special. Our theme, **"Eco-Innovate"** represents the entrepreneurial marathon—one of endurance, adaptability, and continuous learning. Entrepreneurship is not just about reaching a finish line; it's about embracing the journey, pushing boundaries, and building lasting relationships along the way.

This year, we were privileged to engage with some of the brightest minds in business. **Atul Nishar**, in conversation with **Jaatin Trivedi**, shared invaluable lessons on building successful exits. **Siddharth Chowdhary**, **Nija Gandhi**, and **Priyam Patel**, moderated by **Arjun Handa**, reflected on Gujarat's legacy of entrepreneurship. **Geeta Goradia**, with **Sheenu Jhavar**, spoke on scaling a global B2B powerhouse, while **Deepak Agarwal**, **Dishit Nathwani**, and **Ishan Patel**, led by **Vineet Parikh**, unpacked strategies for building brands in today's competitive landscape.

Technology and innovation took center stage with **Rangarajan V. Prof. Ankur Sinha**, moderated by **Deval Parikh**, as they explored AI's role in transforming traditional industries. **Raunag Kamdar** and **Monal Gajjar**, in discussion with **Aasit Shah**, shared insights on Gujarati cinema's evolution. **Jazz Sethi**, in a session with **Jaatin Chaudhary**, demonstrated the power of purpose-driven communities. **Cheteshwar Pujara**, in conversation with **Abhishek Desai**, drew inspiring parallels between sports and entrepreneurship—emphasizing resilience, discipline, and the value of trusting your own strengths.

A special mention to the **Roadshow to TGS session**, where **Jaimin Shah** and **Parth Desai** shared their insights, and the **TGS team** provided a fascinating glimpse into what we can expect at **TIE Global Summit 2025**. This session reinforced how **TIE Ahmedabad** is deeply connected to the global entrepreneurial ecosystem.

A major highlight was **Pitch Day**, held on **21st February**, where **16 promising startups** presented investment opportunities to **well-known family offices and VC firms from across India**. The event resulted in over **80+ one-on-one meetings**, sparking meaningful conversations between founders and investors.

With **500+ attendees**, **20+ exhibitors**, and **10+ ecosystem partners**, **TIECON Ahmedabad 2025** was more than just a conference—it was a catalyst for **innovation, networking, and collaboration**.

A heartfelt thank you to our **sponsors—Adani Group, Riddhi Siddhi Group, Bimaave.com, NK Proteins, Onsurty, Vadilal Industries Ltd, GVFL, Anant National University, DevX, and i-Hub**—for making this event possible.

Additionally, our **supporting partners—JOJO, RENEZ, Gulab Oil, Dev IT Ltd, Simulations PK, HEI Graphics & Khushi Media, Tridhya Tech, Just Corseca, and eQuinox**—played a crucial role in making this event even more exciting for entrepreneurs. Their contributions, from publicity support to thoughtfully curated goodie bags, added immense value to the experience of our attendees.

Most importantly, thank you to our **startup founders, MSME owners, investors, mentors, and next-gen entrepreneurs**—who made **TIECON Ahmedabad 2025** an unforgettable experience.

As I shared in my welcome speech, **entrepreneurship is about living a few years of your life like most people won't, so that you can spend the rest of your life like most people can't**. TIE Ahmedabad is here to make that journey a little easier, a little more exciting, and a lot more rewarding—together.

- Read the Key Takeaways from **TIECON Ahmedabad 2025**:
- Request the **TIECON Pitch Day Booklet**:

Let's keep running this marathon—learning, innovating, and growing as a community!

Bhavin S. Bhagat
President, TIE Ahmedabad

Exclusive Meeting with Vishakha Yaduvanshi, IFS – Consul General Designate to Manchester, UK

TIE Ahmedabad had the privilege of meeting **Ms. Vishakha Yaduvanshi**, IFS, Consul General Designate of India to Manchester, UK.

Our discussions explored exciting business opportunities between India and the UK, the evolving trade landscape, and key areas for collaboration.

The establishment of the Indian Consulate in Manchester marks a significant milestone in strengthening economic and business ties while also enhancing consular services for the Indian community.

We look forward to building impactful partnerships and expanding global opportunities!

TIE Ahmedabad x i-Hub Pitch Day – A Gateway to Growth

TIE Ahmedabad, in partnership with iHub Ahmedabad, successfully hosted **Pitch Day**, a premier investment-focused event that brought together **16 high-potential startups** and **15+ leading VCs, angel investors, and family offices**.

Designed as a powerful platform for fundraising, the event enabled startups to secure investments ranging from **INR 5 Cr. to 15 Cr.**, while providing investors with exclusive **one-on-one meetings** with founders of their interest. The participating startups represented diverse sectors, including **Circular Economy, Sustainability, D2C, STEAM Toys, Fintech, AgriTech, AdTech, HealthTech, Ecommerce, and B2B SaaS**.

It was a privilege to host such an esteemed group of investors and innovators in Ahmedabad, fostering valuable connections and potential collaborations.

Elevator Pitches – Making a Strong First Impression

Each startup was given **3 minutes** to pitch their vision. Investors then selected startups of interest for deeper discussions. The energy and passion displayed by the founders were truly remarkable.

The impact was significant, with many investors continuing discussions with startups beyond the event. In total, **over 80 personalized investor-founder meetings** took place on **Pitch Day**, creating a dynamic platform for funding and collaboration.

Investor-Startup One-on-One Meetings

Following the pitches, it was time for in-depth discussions. Each investor was allotted **20 minutes** per meeting to explore the startup's business model, growth potential, and investment opportunities. On average, each startup engaged in **five one-on-one meetings** with different investors, fostering meaningful connections that could shape their entrepreneurial journey.

The session was expertly moderated by **Mr. Vineet Parikh, MD at Pima Controls** and **Hon. Secretary** at TIE Ahmedabad. His thought-provoking questions prompted insightful discussions, as panelists shared real-world experiences of guiding startups through economic uncertainties, mitigating risks, and leveraging investor support beyond just capital.

Each panel discussion provided **invaluable insights into the VC and family office ecosystem**, leaving attendees with key takeaways on strategic growth, investor relationships, and long-term sustainability.

We sincerely thank our panelists and moderator for their time and expertise in making this an enriching session.

TIECON Ahmedabad 2025 – A Grand Success! 28th Feb & 1st March 2025

Golf Tournament – A Game of Strategy and Networking

Golf is often called the **game of gentlemen**, and **TIECON Ahmedabad 2025** brought together 20 such passionate players for an exhilarating **Golf Tournament on 28th February at Kalhaar Blues and Greens**.

A special thanks to **Mr. Jaimin Shah**, Sr. Vice President - TIE Ahmedabad, and **Mr. Hemal Prajapati**, Governing Council Member – TIE Ahmedabad, for organizing a seamless and memorable tournament.

The session was expertly moderated by **Mr. Vineet Parikh, MD at Pima Controls** and **Hon. Secretary** at TIE Ahmedabad. His thought-provoking questions prompted insightful discussions, as panelists shared real-world experiences of guiding startups through economic uncertainties, mitigating risks, and leveraging investor support beyond just capital.

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Insightful Panel Discussions

Two panel discussions were held post the one-on-one interactions

Panel 1

Beyond Capital – How HNIs & Family Offices Empower Founders

The first panel featured esteemed speakers **Mr. Pavak Shah**, COO at **GWX (Strategic Investment Arm of Gateway Group of Co.)**, and **Mr. Bhupesh Sood**, Partnerships & Investments at **Intrall Capital**. The discussion was expertly moderated by **Mr. Aditya Sharma**, Partner at **Invesco Family Office** and a Governing Council Member at TIE Ahmedabad.

The impact was significant, with many investors continuing discussions with startups beyond the event. In total, **over 80 personalized investor-founder meetings** took place on **Pitch Day**, creating a dynamic platform for funding and collaboration.

The panel delved into how **HNIs and family offices can support founders beyond capital infusion**, offering strategic guidance, industry connections, and long-term business mentorship. The speakers shared **real-world examples** of how they have empowered startups to achieve **sustainable growth and strategic milestones** beyond just securing funding.

Mr. Aditya Sharma's unique and perspective brought fresh insights to the discussion, making it an enriching experience for both investors and entrepreneurs.

Panel 2

Navigating Market Downturns How VCs Can Support Startups in Tough Times

The second panel focused on a critical topic: **How VCs can help startups navigate market downturns & build resilience in uncertain times**.

The discussion featured an esteemed lineup of panelists:

- **Mr. Arvind R.**, Partner at **Enlighten VC**
- **Mr. Abhishek Pathi**, Founder at **Fundamental VC**
- **Mr. Mayuresh Raut**, Co-Founder & Managing Partner at **Seafund**
- **Mr. Aakash Shah**, Partner at **Peak Sustainability Ventures**

The session was expertly moderated by **Mr. Vineet Parikh, MD at Pima Controls** and **Hon. Secretary** at TIE Ahmedabad. His thought-provoking questions prompted insightful discussions, as panelists shared real-world experiences of guiding startups through economic uncertainties, mitigating risks, and leveraging investor support beyond just capital.

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Gift City Tour - Exploring India's Financial Hub

As part of **TIECON Ahmedabad 2025**, we hosted an **exclusive GIFT City Tour on 28th February**, welcoming both local members and those traveling from outside Ahmedabad. The tour provided an **eye-opening experience**, showcasing GIFT City's **cutting-edge infrastructure** and futuristic urban planning.

One of the most striking aspects was the **world-class waste management system**, which left members inspired and sparked discussions on how such advanced models could be scaled elsewhere.

The tour featured an insightful **presentation by Mr. Sandip Shah**, offering a deep dive into **GIFT City and the International Financial Services Centre (IFSC)**, its vision, and its role in transforming India's financial landscape.

The visit concluded with a **Networking High Tea**, providing members with an excellent opportunity to connect, exchange ideas, and discuss potential collaborations inspired by GIFT City's innovations.

A special thanks to the **GIFT City team** for hosting us and giving us a glimpse into the **future of urban development!**

Networking Gala Dinner: A Night of Connections, Conversations & Music

The **Networking Gala Dinner** was a spectacular evening, bringing together **TIE Ahmedabad members and Esteemed Guests from across the TIE ecosystem** for an unforgettable night of networking, music, and fine dining.

The event provided a **perfect platform for industry professionals to connect with like-minded peers**, fostering meaningful relationships and collaborations.

The evening commenced with inspiring words from **Mr. Jaimin Shah, Sr. VP – TIE Ahmedabad**, setting the tone for an engaging and lively gathering.

A highlight of the night was the **mesmerizing musical performance by Raag Patel and her band**. A proud moment for us all, **Raag Patel, originally from Ahmedabad**, is renowned for her song **Amber Se Toda** from the award-winning movie **RRR**. Her performance added a soulful touch to the evening, making it truly special.

Of course, **great networking is best enjoyed over great food**, and the Gala Dinner delivered just that—an evening of enriching conversations, new connections, and memorable experiences.

We look forward to an **even grander Networking Gala Dinner next year!**

TIECON Ahmedabad 2025: A Confluence of Visionaries, Innovators & Industry Leaders

TIECON has something for everyone—whether you're a budding entrepreneur, an established professional, or a second or third-generation business leader.

TIECON Ahmedabad 2025 brought together an exceptional mix of **visionaries, innovators, and disruptors**, offering a **once-in-a-year opportunity** to engage with **renowned entrepreneurs, investors, and thought leaders** from diverse industries.

The evening commenced with inspiring words from **Mr. Jaimin Shah, Sr. VP – TIE Ahmedabad**, setting the tone for an engaging and lively gathering.

A highlight of the night was the **mesmerizing musical performance by Raag Patel and her band**. A proud moment for us all, **Raag Patel, originally from Ahmedabad**, is renowned for her song **Amber Se Toda** from the award-winning movie **RRR**. Her performance added a soulful touch to the evening, making it truly special.

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We look forward to an **even grander Networking Gala Dinner next year!**

Inspiring Speakers & Insightful Panels

TIECON Ahmedabad 2025 brought together **industry leaders, entrepreneurs, and experts** for thought-provoking panel discussions, offering deep insights into **business, technology, entrepreneurship, and leadership**. Here are the key takeaways from the sessions:

1. Building to Successful Exits

Panelist: Atul Nishar (Founder - Hexaware & Aptech)
Moderator: Jaatin Trivedi (TIE Global Board of Trustee)

• **Find Tailwinds** — Focus on sunrise industries with natural momentum for long-term growth.

• **Miser is Wiser** — Be highly **cost-conscious**, as many startups fail due to poor financial management and an inability to sustain operations.

• **Don't Chase Valuation** — Valuation is a **byproduct of running a successful business**; instead, prioritize **profitability and strong margins** to ensure long-term sustainability.

• **Scaling Matters** — **Entrepreneurship is essential**, but true success comes from **building scalable businesses** that ensure longevity and market leadership.

2. Gujarat's Pride: Iconic Leaders

Panelists: Siddharth Chowdhary (Executive Director - Riddhi Siddhi Gluco Biols Ltd.), Nija Gandhi (President - Vadilal Group), Priyam Patel (MD - NK Proteins)
Moderator: Arjun Handa (Vice Chairman & MD - Claris)

• **Entrepreneurship is about building businesses** — whether it's your first, second, or third venture, the fundamentals remain the same.

• **Success isn't just about strategy** — it requires **vision, adaptability, and the courage to take bold steps**.

• **Luck plays a role** — but **hard work positions you for the right opportunities at the right time**.

• **Failures and comebacks are part of the journey** — recounted his journey of exiting, exploring new paths, facing setbacks, and eventually **rediscovering** his core strengths.

• **Hire for attitude, not just skills** — Nija emphasizes the importance of **hunger, ambition, and adaptability** in a team.

• **Growth comes from stepping outside your comfort zone** — Priyam believes that **embracing challenges** is essential for success.

3. Building a Global B2B Powerhouse

Panelist: Geeta Goradia (MD, Jewel Consumer Care Pvt. Ltd.)
Moderator: Dr. Sheenu Jhavar (TIE Global Board of Trustee)

• **Integrity and persistence** — help navigate crises.

• **Leadership is shaped by real-world experience** — rather than just theoretical knowledge.

• **Global outlook is essential** — expanding horizons brings new opportunities.

• **Women should take charge** — and carve their own path to success.

4. Building Brands in Current Times

B2B vs B2C Marketing: The Art of Branding & Sales

Panelists: Deepak Agarwal (Founder, AURIC), Dishit Nathwani (CEO, Gulab Oils), Ishan Patel (Suram Developers)
Moderator: Vineet Parikh (MD, Pima Controls Pvt Ltd)

• **Marketing and sales are distinct but interconnected** — marketing builds trust and visibility, while sales require persistence and engagement.

• **B2B marketing is more complex than B2C** — as trust and long-term relationships matter more.

5. The Evolution of Gujarati Cinema: Lights, Camera and Conversations!

Panelists: Raunag Kamdar (Actor), Monal Gajjar (Actress & Model)
Moderator: Aasit Shah (MD – eQuinox)

• **The session wasn't just about glamour; it offered a deep dive into the journey of Gujarati cinema** — The industry, which began in **1932**, experienced its **golden era between 1947 and 1961**. Interestingly, some of the **first Gujarati films were shot in Hollywood**, earning the industry the nickname "**Hollywood**."

• **Over the years, Gujarati cinema has evolved significantly** — The first color film was released in **1968**, and in **2005**, **Kevi Rite Jaish** marked a major shift by bringing urban storytelling into the spotlight. Today, **Gujarati cinema produces over 100 films annually, generating ₹60-70 crore in box office collections**.

6. AI-Led Business Growth in Traditional Sectors

Panelists: Rangarajan V. (VP, Adani Defense & Aerospace), Prof. Ankur Sinha (IIM-A Brija Disa Centre for Data Science & AI)
Moderator: Deval Parikh (MD, Intel Systems)

• **AI is not a future concept** — it is already reshaping the world and transforming businesses across industries.

• **AI is not limited to digital companies** — it is delivering significant value to traditional, physical industries as well.

• **Process** — Clear and well-defined processes are essential for effectively integrating AI, whether within specific functions (vertically) or across the entire organization (horizontally).

• **People** — People are the key drivers of AI and ensuring the human element is crucial for both orchestrating AI initiatives and adopting their seamless integration.

7. Building a Community with Purpose & Passion

Panelist: Jazz Sethi (Founder, The Diabetes Foundation)
Moderator: Jaatin Chaudhary (Co-founder, eChai Ventures)

• **A strong "why" builds a meaningful community** — Jazz Sethi's personal journey made her mission authentic and impactful.

• **People connect with real experiences, not just ideas** — Leading with honesty and vulnerability fosters deeper engagement.

• **A small, deeply engaged community is more valuable than a large but disconnected one**. Prioritize meaningful interactions over numbers.

• **Partnering with like-minded individuals and organizations** — accelerates impact and sustainability. Communities thrive when supported by a strong ecosystem.

• **Passion sparks a movement** — but **structured engagement, adaptability, and persistence** sustain its growth.

8. Discipline, Grit, and Adaptability: A Champion's Mindset

Panelist: Cheteshwar Pujara (Indian Cricketer)
Moderator: Abhishek Desai (Founder, CricHeroes)

• **Forget Plan B** — He emphasized that young athletes should focus on their **conventional sports matters** rather than worrying about a backup plan.

• **Building resilience**, just as mentors and teams support adaptability in tech.

• **Challenges shape success** — He shared how traveling on Mumbai's crowded local trains early in his career taught him perseverance and hard work.

• **Family support is key** — He credited his father for early coaching while acknowledging conflicts, and praised his wife for helping them navigate those challenges.

• **Leadership lessons** — Learning from captains like MS Dhoni, he emphasized staying calm under pressure, valuing teammates, and strong communication.

• **Lifelong learning** — He expressed interest in pursuing an MBA and starting a business post-retirement.

• **Advice to young athletes** — Believe in yourself, be patient, and work hard; success comes with time and consistent effort.

Each panel at **TIECON Ahmedabad 2025** offered **invaluable lessons** on business growth, leadership, innovation, and perseverance. The insights shared will continue to inspire entrepreneurs, investors, and professionals alike.

Meet our New Members

Associate Members

Piyush DBT
Founder & CEO
Quick Furnish LLP

Chandan Maloo
Founder
Nutrassai Foods Pvt Ltd

Kamnal Patel
Co-Founder
Nutrassai Foods Pvt Ltd

Rishi Agarwal
Investment Advisor

Gautam Pattani
Head
AAPNA Infotech

Om Singhani
Director
Absoft Worldwide Services Pvt Ltd

Parth Makwana
Founder & COO
TST Technology

Ankur Patel
Founder & MD
ORANGE TECHNOLOGIES Pvt Ltd

Nihar Sheth
Founder & CEO
Jaynik Eduserve Pvt Ltd

Charter Members

Dr. Dhara Thakore
Head
Aarambh Incubation Centre

Yash Pandya
Director
Aarambh Incubation Centre

Mimesh Patel
Advocate

Harishal Trivedi
Chief AI Officer
Sahana System Limited

Bhargav Hemmige
Partner
Trine Partners

Advait Gohil
Partner
Trine Partners

Devenendra Rupani
CEO
Sourceved

Abhishek Desai
Founder
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