

FROM THE
SECRETARY'S
DESK

Dear Members,

Greetings from your Secretary!

It has been an utmost pleasure serving the TIE Ahmedabad Chapter, and the last two months have been particularly exciting. I'm thrilled to witness the heightened activity within our chapter, with a wide spectrum of programs that have benefitted our diverse membership and the community at large. We've hosted networking sessions, Master Classes, women competition, mentoring sessions, open mics, pickleball events, and much more. It's heartening to see our members coming together, building camaraderie, and supporting one another both personally and professionally.

I would like to extend my congratulations to our President, Bhavin Bhagat, for the excellent start to the year. His leadership and commitment have been instrumental in driving our activities forward, and I want to thank him for his vision and collaboration as we fulfill our respective responsibilities.

Additionally, I want to bring to your attention our annual program, TIE Young Entrepreneurs (TYE), which is designed for students in grades 9 to 12. I encourage all members to take note of this invaluable program and consider enrolling students from within your friends and family networks. TYE provides budding students with a first-hand experience in entrepreneurship, making it a fantastic opportunity for those interested in pursuing entrepreneurial careers or other professions. For more information, please feel free to reach out to our Secretariat.

Lastly, I want to commend our Secretariat team, Lavita and Abhishek, for their consistent efforts in developing and releasing our Newsletter. It has become an essential platform for sharing information and knowledge with our members.

Looking forward to the rest of the year and the exciting times ahead. Thank you!

Best Regards,

Vineet Parikh

Bridging Chapters: Reflections & Learnings from recent TIE Chapter Visits

TIE Ahmedabad President - **Bhavin S Bhagat** shared his experience on his recent travels to TIE chapter programs in Chandigarh, Mumbai, and Chennai. He shared, I have experienced firsthand, the profound benefits of engaging with different chapters. Each visit proved valuable both for me individually and for our Ahmedabad chapter as a whole.



A key take away from these visits was the warm reception we received, with local chapters showing genuine appreciation for our participation. Moreover, the chance to network with leadership teams and fellow charter members greatly enriched our experience. These interactions highlighted the strength of the TIE community and its ability to connect like-minded, successful entrepreneurs across various regions. He expressed gratitude to **Jatin Trivedi - Past President**, TIE Ahmedabad for spreading TIE Ahmedabad's presence by visiting Chandigarh and Chennai chapters, dedicating his personal time to this cause.

Our experiences reaffirmed the unique advantages of TIE's expansive network. It's evident that TIE's community provides unparalleled opportunities for growth, collaboration, and mutual support, wherever we go.

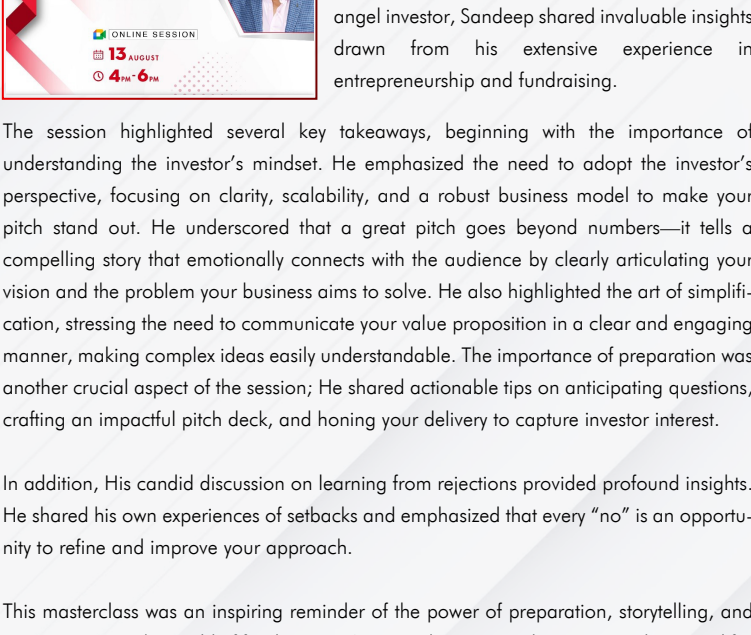
I encourage all our members to seize the opportunity to engage with TIE members when traveling to other regions. These interactions not only broaden your network but also enhance our collective success.

TIE Pune visits TIE Ahmedabad: Exploring Collaboration Opportunities

On July 13th, 2024, TIE Ahmedabad had the pleasure of hosting TIE Pune Charter Members **Smita Yedekar** and **Jitendra Tanna** at our office. The visit was a fantastic opportunity for our members to connect, engage, and learn about the TIE Pune Nurture Program, an unique initiative designed to mentor and support promising entrepreneurs.

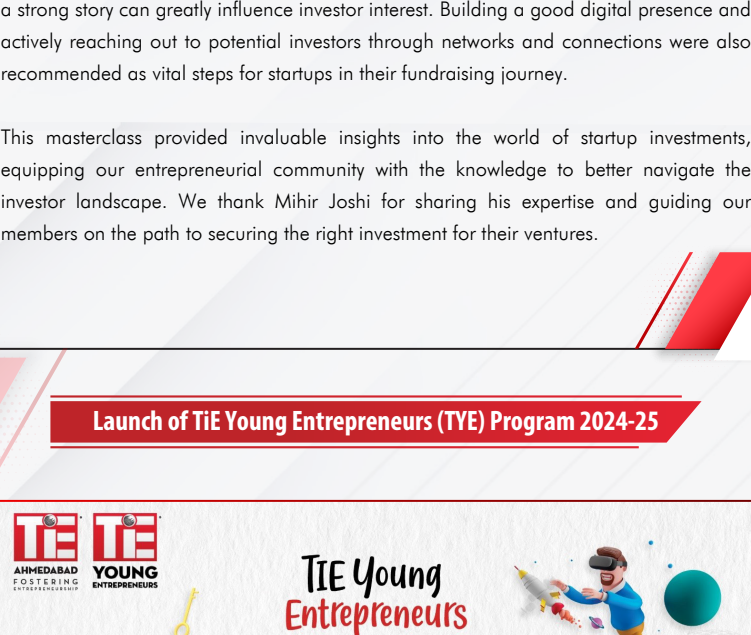
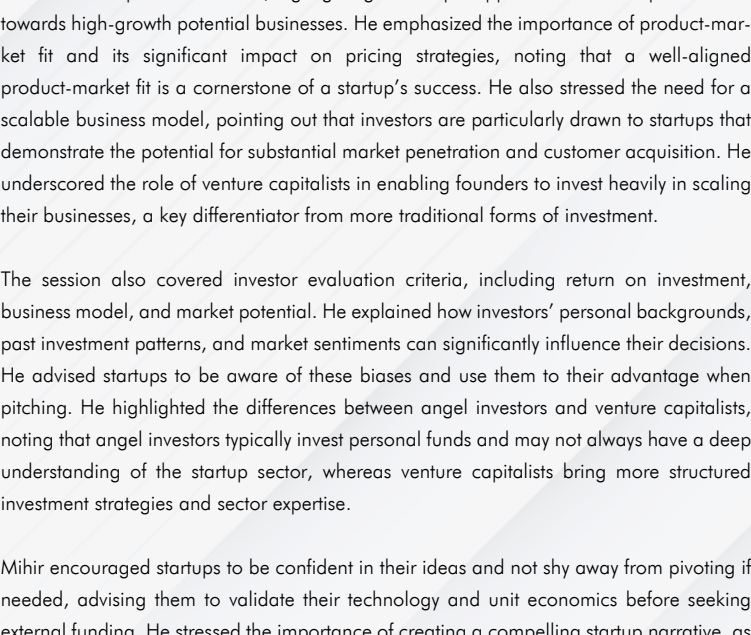
Smita and Jitendra provided an insightful overview of the Nurture Program, highlighting its impact in guiding startups toward growth and success. The session sparked enthusiastic discussions on how TIE Ahmedabad can explore similar opportunities and benefit from this collaborative approach to entrepreneurial mentorship.

We look forward to furthering our relationship with TIE Pune and exploring ways to bring these impactful programs to our local entrepreneurial ecosystem.

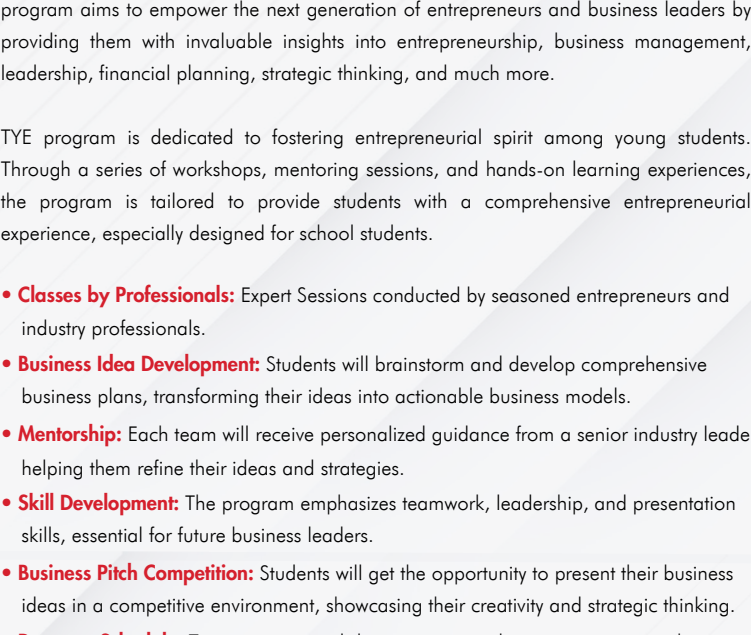


An Evening of Insight & Connection: TIE Ahmedabad's Open Mic & Members Meet

We recently hosted an Open Mic & Members Meet, an engaging session designed to bring our community closer together. The event provided an excellent platform for our members to connect, share insights, and introduce their businesses. It was truly inspiring to see our community unite, exchange ideas, and build meaningful relationships. This unique Open Mic event featured members showcasing their businesses or startups, followed by an interactive Q&A session that sparked lively discussions.

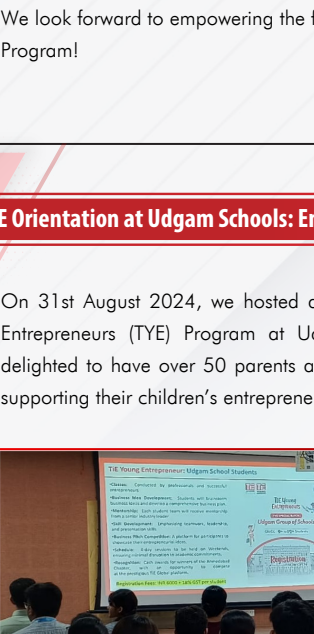


The evening began with a warm welcome from our President, **Mr. Bhavin S Bhagat**, who shared exciting details about upcoming events. The Open Mic session then kicked off, inviting members to present their ventures, fostering deeper connections and collaboration within the community.



The session was filled with energy, and the interactive discussions that followed were both insightful and engaging. The event concluded with a Networking Meet, where members continued to connect and strengthen relationships, followed by a delightful dinner. It was a memorable celebration of our community on World Entrepreneurs Day.

Highlights from the Online Masterclass on "How to Pitch as an Entrepreneur"



We hosted a dynamic and insightful online masterclass on **"How to Pitch as an Entrepreneur"** on 13th August 2024, led by **Mr. Sandeep Patel**, CEO of Nepra. With a remarkable track record of **raising nearly \$40M (INR 300+ Cr)** across multiple rounds and investing in numerous startups as an angel investor, Sandeep shared invaluable insights drawn from his extensive experience in entrepreneurship and fundraising.

The session highlighted several key takeaways, beginning with the importance of understanding the investor's mindset. He emphasized the need to adopt the investor's perspective, focusing on clarity, scalability, and a robust business model to make your pitch stand out. He underscored that a great pitch goes beyond numbers—it tells a compelling story that emotionally connects with the audience by clearly articulating your vision and the problem your business aims to solve. He also highlighted the art of simplification, stressing the need to communicate your value proposition in a clear and engaging manner, making complex ideas easily understandable. The importance of preparation was another crucial aspect of the session; He shared actionable tips on anticipating questions, crafting an impactful pitch deck, and honing your delivery to capture investor interest.

In addition, His candid discussion on learning from rejections provided profound insights. He shared his own experiences of setbacks and emphasized that every "no" is an opportunity to refine and improve your approach.

This masterclass was an inspiring reminder of the power of preparation, storytelling, and perseverance in the world of fundraising. We extend our gratitude to Mr. Sandeep Patel for his generous sharing of knowledge and strategies, which are sure to empower our community of entrepreneurs to pitch with confidence and secure the funding needed to grow their ventures.

Highlights from the Online Masterclass on "How an Investor Thinks"



We also hosted an insightful online masterclass on **"How an Investor Thinks"** led by **Mr. Mihir Joshi**, CEO of GVFL, a seasoned venture capitalist with **over 20 years of experience and more than 100 startup investments, deploying over INR 500 Crore**. Mihir provided a comprehensive look into the investor's perspective, offering valuable insights into how investors evaluate startups and the key factors influencing their decisions.

He began by explaining the critical differences between conventional business investments and venture capital investments, highlighting the unique approach venture capitalists take towards high-growth potential businesses. He emphasized the importance of product-market fit and its significant impact on pricing strategies, noting that a well-aligned product-market fit is a cornerstone of a startup's success. He also stressed the need for a scalable business model, pointing out that investors are particularly drawn to startups that demonstrate the potential for substantial market penetration and customer acquisition. He underscored the role of venture capitalists in enabling founders to invest heavily in scaling their businesses, a key differentiator from more traditional forms of investment.

The session also covered investor evaluation criteria, including return on investment, business model, and market potential. He explained how investors' personal backgrounds, past investment patterns, and market sentiments can significantly influence their decisions. He advised startups to be aware of these biases and use them to their advantage when pitching. He highlighted the differences between angel investors and venture capitalists, noting that angel investors typically invest personal funds and may not always have a deep understanding of the startup sector, whereas venture capitalists bring more structured investment strategies and sector expertise.

Mihir encouraged startups to be confident in their ideas and not shy away from pivoting if needed, advising them to validate their technology and unit economics before seeking external funding. He stressed the importance of creating a compelling startup narrative, as a strong story can greatly influence investor interest. Building a good digital presence and actively reaching out to potential investors through networks and connections were also recommended as vital steps for startups in their fundraising journey.

This masterclass provided invaluable insights into the world of startup investments, equipping our entrepreneurial community with the knowledge to better navigate the investor landscape. We thank Mihir Joshi for sharing his expertise and guiding our members on the path to securing the right investment for their ventures.

Launch of TIE Young Entrepreneurs (TYE) Program 2024-25



We announce the launch of the TYE (TIE Young Entrepreneurs) Program 2024-25, a globally recognized initiative designed specifically for students in grades 9th to 12th. This program aims to empower the next generation of entrepreneurs and business leaders by providing them with invaluable insights into entrepreneurship, business management, leadership, financial planning, strategic thinking, and much more.

TYE program is dedicated to fostering entrepreneurial spirit among young students. Through a series of workshops, mentoring sessions, and hands-on learning experiences, the program is tailored to provide students with a comprehensive entrepreneurial experience, especially designed for school students.

- **Classes by Professionals:** Expert Sessions conducted by seasoned entrepreneurs and industry professionals.
- **Business Idea Development:** Students will brainstorm and develop comprehensive business plans, transforming their ideas into actionable business models.
- **Mentorship:** Each team will receive personalized guidance from a senior industry leader, helping them refine their ideas and strategies.
- **Skill Development:** The program emphasizes teamwork, leadership, and presentation skills, essential for future business leaders.
- **Business Pitch Competition:** Students will get the opportunity to present their business ideas in a competitive environment, showcasing their creativity and strategic thinking.
- **Program Schedule:** To ensure minimal disruption to academic commitments, the program will run on weekends, starting in October 2024.
- **Recognition and Rewards:** Cash awards await winners of the Ahmedabad Chapter, with top teams earning the chance to compete on the prestigious TIE Global platform.

Registration Details:

Registrations for the TYE Program 2024-25 are now open! Interested students are encouraged to secure their spot by registering on or before 30th September 2024.

• **Registration Link:** <https://events.TIE.org/TYE2024-25>

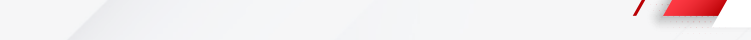
• **Fees:** Rs. 6,000 + 18% GST per student

Throughout the program, students will form teams, attend interactive full-day workshops on weekends, and work on developing their business models with the guidance of assigned mentors. Each team will be paired with a professional entrepreneur who will offer personalized coaching to help students come up with innovative ideas and develop workable business plans.

We are excited to inspire and cultivate the entrepreneurial spirit in our youth through this unique program. For more information or any queries, please feel free to contact us at 8460675422 or 9904451199.

We look forward to empowering the future business leaders of tomorrow through the TYE Program!

TYE Orientation at Udgam Schools: Engaging Parents in the Entrepreneurial Journey



On 31st August 2024, we hosted an engaging orientation session for the TIE Young Entrepreneurs (TYE) Program at Udgam Schools, exclusively for parents. We were delighted to have over 50 parents attend the session, showcasing their keen interest in supporting their children's entrepreneurial aspirations and career growth.

The enthusiasm and encouragement demonstrated by the parents were truly inspiring and reflected their commitment to fostering their children's future success. In collaboration with the Udgam Group of Schools, TIE Ahmedabad is excited to provide students with this incredible opportunity to explore entrepreneurship through the TYE program.

The program information was circulated earlier in August, generating tremendous interest from both students and parents eager to participate. This orientation session was designed to address any questions and provide detailed insights into the program, ensuring that parents and students are well-prepared for the exciting journey ahead.

We look forward to empowering these young minds and are grateful to the parents for their unwavering support and active participation in shaping the future entrepreneurs of tomorrow!

Important Announcement: Change in Membership Fees

As a valued member of TIE, your continued support and engagement have been instrumental in driving our mission forward. We're reaching out to inform you about an important update regarding the changes to our membership fees.

After careful consideration and deliberation, the TIE Global leadership has decided to implement a uniform membership fee structure for all members across TIE chapters in India. This change is essential to ensure that we continue to offer high-quality programs, events, and resources that add significant value to our members.

With this change, we are committed to expanding our offerings to include more exclusive events, introducing new initiatives in our programs, providing more mentorship & investment opportunities, and networking platforms. Additionally, the costs associated with delivering our programs and maintaining our community have increased. This change will help us sustain and grow our initiatives, ensuring we continue to support entrepreneurs effectively.

New Membership Fee Structure:

Membership Category	New Membership Fees	Effective Date
Charter Membership	INR 50000 + 18% GST	1 st September 2024
Associate Membership	INR 10000 + 18% GST	1 st September 2024

Note: New Charter Members are also required to pay a one-time joining fee of INR 10,000 + 18% GST

Special Renewal Opportunity for Existing Members:

We are pleased to offer a special renewal period for our existing members.

Membership Category	Current Membership Fees	Valid Until
Charter Members	INR 30000 + 18% GST	31 st October 2024
Associate Members	INR 7500 + 18% GST	31 st October 2024

From 1st November 2024, renewals will be subject to the new membership fees as outlined above.

We value your membership and are excited about the continued growth and evolution of TIE Ahmedabad. Your commitment and contributions to our community are greatly appreciated. Thank you for your understanding and support as we implement these changes.

Please do not hesitate to reach out to us if you have any questions or need further information.

Meet Our New Members

CHARTER MEMBERS

AMIT SINGH MOGA
Co-Founder & CEO
DOCTORPRENEUR HEALTHCARE
SOLUTIONS LLP

DAXAY MAKHECHA
Partner
CAAS Ventures Network LLP

ASSOCIATE MEMBERS

**PRIYANSHI NIREN
GAURAVALA**
Founder
Red Envelope Consultants LLP

RANANJAY GAHLOT
Executive Director
Guhlit Enterprise Pvt Ltd

TAPAN PATHAK
Vice President
Intech Creative Services Pvt Ltd

ARTH VYAS
Associate Director
Kotak Private Banking

SATISH KUMAR TAAK
Director
T.J.M.E

SHANAWAZ MERCHANT
Founder, CEO & MD
Aeliya Marine Tech Private Limited

NEHA SHARMA
Product Marketing
Pahal Financial Services Pvt Ltd

ABHISHEK NANDA
Business Head
Tc4 Car Detailing

JAYANT ARRAWATIA
Partner
JK Enterprise

DR. RAMA MOONDR
Dean
Adani Institute of Digital Technology
Management

BINDIA MEHTA
Founder
TILES KRAFT

RITESH SONI
Head Operations
Adani Institute of Digital Technology

CA NIRALI CHARANIYA
Founder & CEO
Empure Sefcare Pvt Ltd

AAKASH SINGH
Manager - Industry Connect & Outreach
Adani Institute of Digital Technology

MAITREY M TRIVEDI
CEO
Theta Technolabs Pvt Ltd

Events planned for Sep & Oct 2024

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