

TiE CHENNAI QUARTERLY **NEWSLETTER**

JULY 2023

FUNDING



NETWORKING



MENTORING



**PILLARS OF
TiE CHENNAI**



INCUBATING



EDUCATING

PILLARS OF TiE CHENNAI

TiE Chennai has been steadfast in its support for entrepreneurs, providing a comprehensive array of resources that encompass mentorship, education, networking, incubation, and funding opportunities.

Mentoring

Entrepreneurs will benefit from the invaluable guidance and support of seasoned mentors in the TiE Chennai network, who share their expertise to help entrepreneurs navigate challenges and achieve their goals. Sessions like idea validation, one-to-one mentoring and group mentoring are complimentary for TiE Chennai members



Networking



By becoming a part of our vibrant community, you get an opportunity to open the door to a world of like-minded individuals and industry experts. This connection unlocks endless possibilities for peer-to-peer sharing and learning, fostering collaborations, partnerships, and business expansion. Participating in our events and joining the member WhatsApp groups gives immense opportunities for networking with peers and senior members

Educating

TiE Chennai fosters entrepreneurial growth through comprehensive monthly educational programs and workshops, equipping entrepreneurs with the knowledge and skills to thrive in their ventures. At TiE Chennai, we provide a platform where both the lessons from failure and the pride of success are given equal opportunities to be shared and heard by our entrepreneurs.

We believe in fostering a supportive environment where experiences, whether challenging or triumphant, are embraced as valuable learning opportunities, shaping the path towards entrepreneurial excellence. Sessions on Business Model Canvas, Budgeting, Talent Model Canvas, sales pitch, Hits and Misses, Story of Madras Coffee House and MangoPoint are some of our exclusive sessions



Incubating



While TiE Chennai doesn't have an Incubation Center of its own, we take pride in our commitment to supporting aspiring entrepreneurs by referring them to the esteemed Incubation Centers within our ecosystem. Institutions such as STPI, VIT Vellore, IITMRP, HTIC, Anna University, CIIC and others provide a nurturing environment that fosters the development and refinement of innovative startup ideas into thriving businesses. This collaborative approach ensures that entrepreneurs receive the best possible support and resources to pave the way for their entrepreneurial journey

Funding

TiE Chennai doesn't fund any business but connects with a diverse range of funding options, including angel investors and venture capitalists who are part of our ecosystem, to fuel the business growth and propel the entrepreneurial journey



TiE Chennai Membership

Associate Members

620

Charter Members

206

Student Members

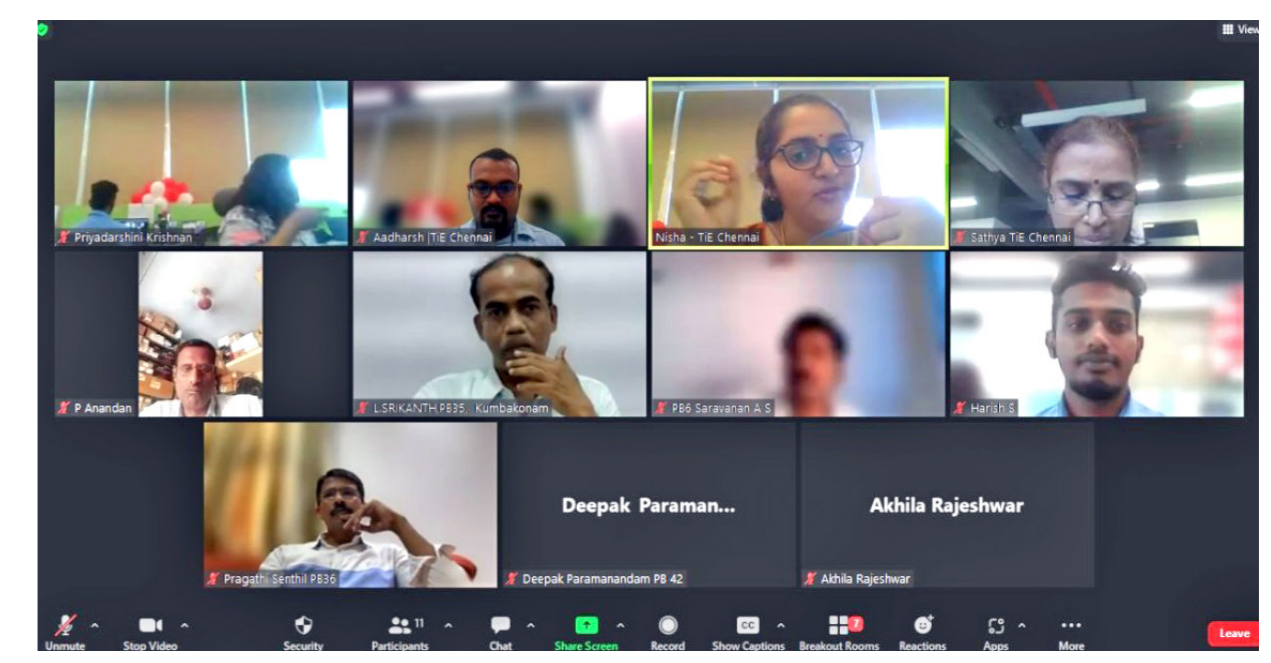
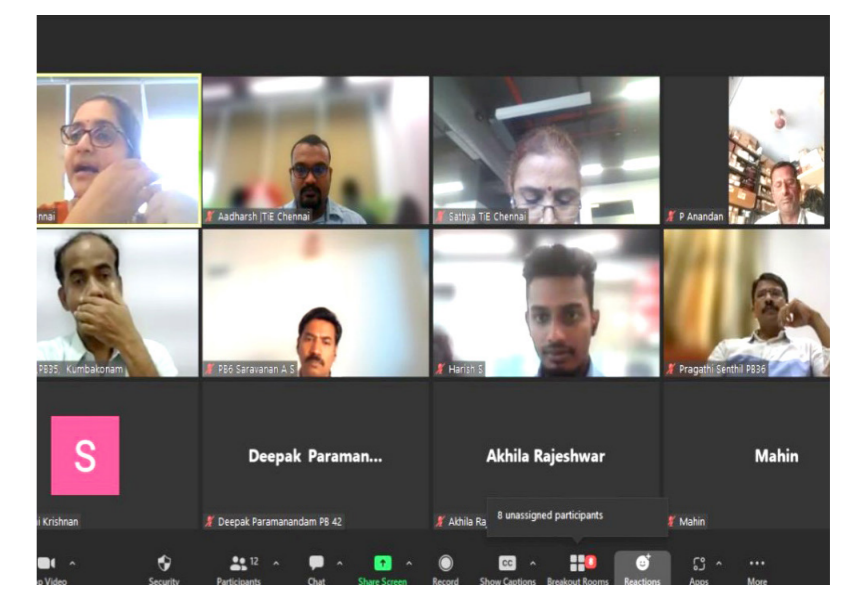
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We are excited to bring you the latest edition of the TiE Chennai Newsletter, filled with interesting updates, valuable insights, and opportunities. As we continue to navigate the entrepreneurial landscapes, across boundaries, it is essential to stay connected and informed. So, let's dive in to know more.

An overview of the programs in the last quarter

வாங்க பழகலாம் is a virtual networking event for the Personal Boards aimed at collaborative growth on 5th April 2023

As Personal Board members are from various locations in and around Tamil Nadu, we understand the importance of creating a platform to foster meaningful connections and unlock collaborative strategies for future growth.





Talent Model Canvas

Talent Model Canvas workshop was conducted by Ms. Akhila Rajeshwar for the Personal Board members on 28th April 2023

The Talent Model Canvas (TMC) is a unique and invaluable tool that empowers us to effectively manage our most valuable asset – our people. In any organization, the ultimate measure of success lies in the calibre of its workforce. As entrepreneurs, we recognize that a talented and skilled team serves as a fundamental driver of business excellence. Through the utilization of TMC, we can gain profound insights into our organization’s talent requirements, strategically develop and retain our employees, and foster an environment of enhanced engagement and productivity.

The Talent Model Canvas serves as a compass, guiding us to identify critical talent needs within our organization. It empowers us to assess the skills, competencies, and expertise required for success in each role and aids in creating targeted development plans, that foster individual and collective growth.

We had close to 200+ participants for the full-day session.





SHIFT 2023

A TiE Chennai initiative on 29th April 2023



SHIFT, a personal transformation summit, in our native language, is an initiative of TiE Chennai for entrepreneurs to focus on the intersection between personal growth and business success. The conference aimed to help attendees understand, how their personal growth can lead to transformative change in their businesses.

Bringing together renowned experts, thought leaders, and visionaries from various fields to share their insights and empower attendees to unlock their full potential, this immersive summit provided a platform for individuals to explore new perspectives, challenge their limitations, and embark on a path of personal excellence.

We believe that by investing in our own transformation, we not only enhance our individual lives but also contribute positively to our communities and the world at large.

We had over 800+ participants for the conference.

Our venue buzzed like a marketplace with approximately 50 stalls that showcased an impressive array of products and services from diverse industries.

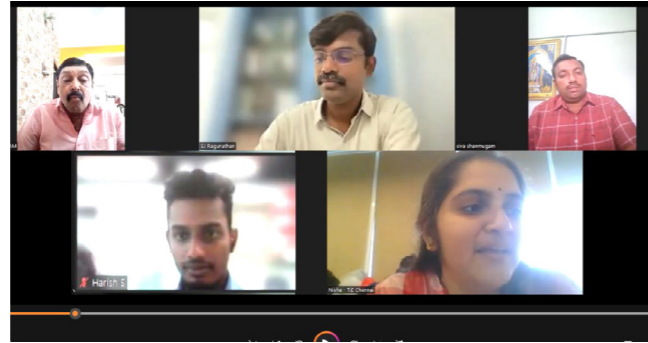
We had the immense honour and privilege of hosting an exceptional lineup of distinguished speakers at our event- SHIFT 2023. Among them were **C K Ranganathan**, CMD, CavinKare Private Limited, President, TiE Chennai; **Kutraleeshwaran V**, President & Managing Partner, Nanban Ventures; **M Kumaravel & Prasanna Venkatesh**, Founders, Madras Coffee House; **Sudhanshu Mani**, Ex-GM, ICF & Design Engg, Vande Bharat; **Suresh Ramanujam**, CEO & Founder, Metis Family Office; **S Ramesh**, Managing Director, Pothys; **Suresh Kumar**, Founder & CEO, Pepul; **G R Ananthapadmanabhan**, Managing Director, GRT Jewellers; **Dr Aravindan Selvaraj**, Co-Founder & Executive Director, Kauvery Hospitals; **Venkateswaran Doraisamy**, Managing Partner, Venbro Polymers. They graciously shared their rich and valuable experiences with the audience.





Empowering Omni Bus Owners: GST Session with Siva Shanmugam on 25th April 2023

In response to the request from the Omni Bus Owners Association, TiE Chennai organized this virtual session to address their queries and provide clarity on various aspects of GST.



We were privileged to have Mr Siva Shanmugam, an auditor from the GST Academy of Excellence, as our esteemed speaker for the event. In addition to addressing specific queries, the session also covered the latest updates and changes in GST regulations that are relevant to omni bus owners. Staying up-to-date with these developments is crucial to ensure compliance and optimize business operations.

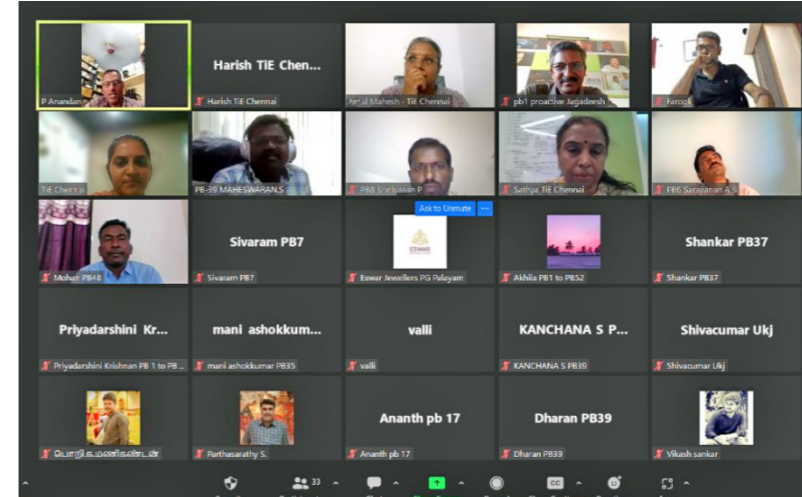
Virtual session on the Theory of Constraints (Lean Production) by E Nandakumar CEO of International Centre for Clean Water on 16th May 2023

The virtual session centred around the Theory of Constraints (Lean Production) and its application within organizations. The primary objective was to develop a comprehensive understanding of organizations and enable participants to prioritize decisions and actions that can propel exponential growth.



During the session, participants gained valuable insights into managing complex systems and learned effective techniques to harness the potential for exponential growth within their organization. Strategies were explored for resolving conflicts in a manner that creates a win-win outcome for all parties involved. Overall, the session provided profound guidance on integrating the Theory of Constraints (Lean Production) into organizational practices. By adopting a systems thinking perspective, participants acquired the knowledge and tools necessary to drive their organization towards rapid growth.

கற்போம் வெல்வோம்: Understanding the Power of TiE Catalyst - A discussion to clarify your doubts on 17th May 2023



“கற்போம் வெல்வோம்,” is an engaging virtual discussion centered around TiE Catalyst. This event aimed to address any doubts or questions one may have regarding TiE Catalyst and its benefits

Session on Microplasma for Health, Hygiene and Wellbeing was conducted as part of TiE Chennai Healthcare SIG and TiE Learn A-Z of Deeptech initiative on 18th May 2023

The speaker of the session was Dr Dinesh Venkatachalam, Founder and Director of ETA Purification. The session was moderated by Mr Paramasivam Venkataramasamy, CTO and Founder Director of Trivecta Digital Solutions.



Topics discussed included:

- Infection control in the healthcare environment
- Active and Passive mitigation of infections that spread through air and water in Industrial and institutional settings
- Eliminating chemical use for disinfection in a wide variety of industries
- An innovation to safeguard lives and the environment

On 26th May 2023 we hosted AI.Next, a dynamic event focusing on the present and future of AI. The event featured three enlightening sessions that delved into cutting-edge developments and advancements in the world of artificial intelligence.

The session on Machine Learning with Julia was skillfully conducted by Professor Sourish Das, Associate Professor at CMI. He delivered a comprehensive talk on leveraging Julia for the development of Machine Learning applications. Additionally, he provided valuable insights into an exciting collaborative project involving CMI and MIT, aimed at creating cutting-edge statistical packages in Julia.

In the second session, Ms Suchitra Karunakaran, the CTO of AlgoLabs, led an engaging discussion on "ChatGPT for Enterprise." She shared her valuable experience in developing a ChatGPT solution powered by Sharp, AlgoLabs' sophisticated search engine. The focus of the session was on leveraging this innovative technology to deliver optimal results for an enterprise's knowledge base.

During the third session, Professor Madhavan Mukund, Director of CMI, delivered an insightful presentation on "The Future of AI." His talk focused on the crucial aspects of fairness, accountability, and trust in machine learning (ML) models, shedding light on the perspective needed to ensure these qualities in AI systems.

Professor Mukund also delved into the topic of explainability in ML models, emphasizing the significance of understanding and interpreting the decisions made by AI systems. He provided valuable insights into various techniques and approaches that facilitate comprehensibility and transparency in ML models.

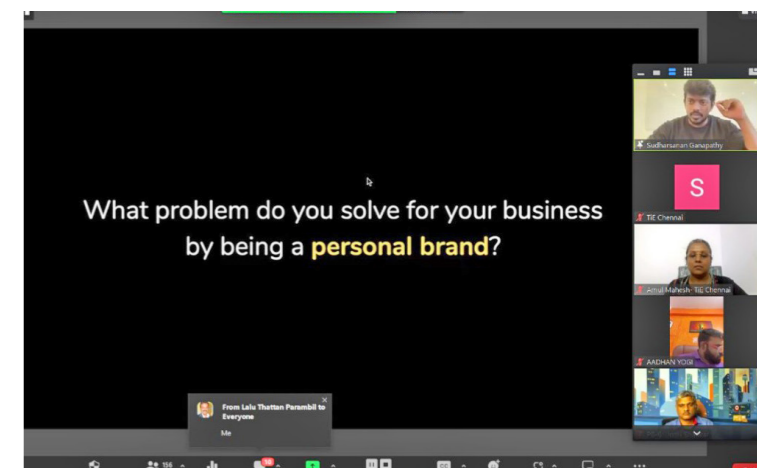
We thank Mr. Sukumar Rajagopal, our Charter Member, who helped in the coordination of this program.



The Power of Personal Branding: Business Mantras with Sudharshan Ganapathy on 22nd May 2023

The virtual session on personal branding was handled by Mr Sudharshan Ganapathy, CEO of The Social Company and a renowned personal branding strategist.

The session helped the participants discover the immense potential of personal branding in today's business landscape. The speaker took us through the key principles and strategies for creating a strong personal brand that resonates with our target audience and sets us apart from the competition. This session helped to gain knowledge and understand strategies to unlock the power of personal branding using LinkedIn and propel our professional journey to new heights.



Coffee with Charter Member - Sri Krishna Dayal on 20th June 2023

Mr Sri Krishna Dayal, Director at Forza Enterprises Pvt Ltd, was the guest at the Coffee with Charter Member session.

As a theatre artist and entrepreneur, Mr Dayal spoke on how his visualization skills helped him in his entrepreneurial journey.

Visualization plays a significant role in entrepreneurship and can have a powerful impact on an entrepreneur's mindset, decision making, and overall success. It greatly helps in goal clarity and focus. When combined with diligent effort and a proactive mindset, visualization can create a great impact on every entrepreneurial journey. This understanding was very clear throughout the session for all the participants.



Hits and Misses - Journey of Shriven (MangoPoint) a session in partnership with The Chennai Angels (TCA) on 9th June 2023



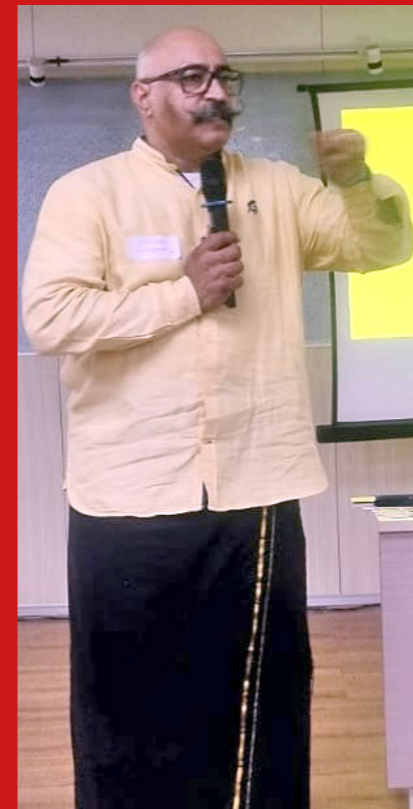
Manjula Gandhi Rooban and Prasanna Venkatarathnam, the founders of MangoPoint, captivated the audience with their inspiring conversation with Mr Balakrishnan Ranganathan, Chairman of the Excelencia Group of Companies.



The discussion centred around their unwavering passion for mangoes, their incredible entrepreneurial journey, and the strategies they employed to secure investments.

The audience had the privilege of witnessing an engaging dialogue that delved deep into the hearts and minds of the founders. The founders shared their personal stories and experiences that led to the inception of MangoPoint. Their passion resonated with the audience, igniting a shared appreciation for the delectable fruit and the possibilities it presented in the business world.

A significant aspect of the discussion revolved around how Manjula and Prasanna secured investments for MangoPoint. The audience was left inspired and motivated, armed with new knowledge and perspectives to fuel their own entrepreneurial aspirations.



TiEing the Knot - A networking session between Associate Members and Charter Members on 30th June 2023

What is Networking?
Why Network?
How to Network?

The above were the topics dealt within this activity-based session by Mr Pravin Shekar, Chairman & CEO- KREA, Outlier Marketer, Parallel Entrepreneur, Raconteur and Author.

The participants left the hall with a comprehensive grasp of concepts like 24-7-30, give-to-get, the art of pitching, effective self-introduction, impactful language usage, and capturing attention within the initial moments of a meeting.



TiE Essentials, a virtual session on accounting practices by CA R Kannan

CELEBRATED **50**th EPISODE
CONGRATULATIONS!



We are delighted to announce that the TiE Essentials series on accounting practices for entrepreneurs, hosted by Mr CA R Kannan, has completed its 50th episode. This milestone marks a significant achievement for the series and its author.

The entire series, is now accessible on our website, ensuring that entrepreneurs and business professionals can benefit from the comprehensive knowledge and insights shared by Mr CA R Kannan. These episodes serve as a valuable resource for individuals looking to enhance their understanding of accounting practices.

We encourage everyone to share this message with their known circles to visit our website and explore the series to gain valuable insights into accounting practices. This series offers a wealth of information to all and supports your financial management and decision-making processes.

Please find below the link to the website for the accounting series.

<https://chennai.tie.org/tamil/tie-essentials/>

**TiE Chennai
Women Charter
Member meet on
26th May 2023**

TiE Chennai has taken a groundbreaking step towards empowering women by actively involving our women Charter Members in diverse initiatives, aimed at supporting women entrepreneurs.

In a meeting with our women Charter Members, we gained a deep understanding of their expertise and have devised a series of strategic activities, tailored to the unique needs of women entrepreneurs to assist and uplift them. These initiatives, encompass mentorship programs and access to funding opportunities, among others.

We are excited about the upcoming initiatives and look forward to witnessing the transformative journey of women entrepreneurs in our vibrant community.



Indic Way - Series 6

The Indic Way series presented two enlightening sessions in May and June, centered on two significant topics: “Mantras for Getting Customers” and “Mantras for Long Innings” by J Krishnan and R Ramaraj



Mantras for Getting Customers on 10th May 2023

Many businesses face the ongoing challenge of consistently acquiring customers. During the session, the speakers delved into the entire sales process, uncovering valuable tips and techniques to ensure every customer interaction is fruitful. The discussion also explored the factors that contribute to the success or failure of a sales call. Participants gained insights into the multifaceted nature of sales, realizing that it encompasses more than just salesmanship. The session revealed effective strategies and principles for attracting and acquiring customers.

Mantras for Long Innings on 28th June 2023

Just as sports require multiple levels of preparation, tenacity, and expert skills, the same holds for any business venture. Entrepreneurs encounter numerous unexpected and unpredictable challenges in their day-to-day operations, many of which



are beyond their control. The critical question is how they respond when faced with roadblocks or pitfalls: will they break even or break down?

The session unveiled powerful mantras that empower individuals to face, combat, and overcome these obstacles with the strength of Indic muscles. Participants gained valuable insights and strategies on how to manage any situation, building resilience and endurance to achieve long-term success in their respective fields. By embracing these mantras, entrepreneurs can navigate through challenges, transforming them into opportunities for growth and establishing a lasting presence in the business landscape.

TiE Young Entrepreneurs (TYE) - 2023



TiE Young Entrepreneurs is an initiative of TiE Global aimed at fostering our future generation of entrepreneurs. TYE focuses on teaching entrepreneurship to high school students and helping them discover the rewards and challenges of becoming an entrepreneur.

During the program, the students go through classroom sessions focused on different aspects of business and entrepreneurship and then write their business plans.

The children will be organized into teams to work on their business



plans and will initially compete in the chapter-level finals. The winning team from the chapter level will then advance to the global competition.

We intend to conduct at least 2 more cohorts this year due to the overwhelming response from schools and parents.



TiE Reach

TiE Reach is our dedicated initiative aimed at enhancing the impact on the entrepreneurial ecosystem throughout the state. The TiE Chennai team undertakes visits twice a month to numerous cities and towns across Tamil Nadu, ensuring that every aspiring entrepreneur and individual is well-informed about prevailing market opportunities. Our goal is to sow the seeds of potential avenues, collaborations, and growth strategies to foster success and create more impact in entrepreneurship, especially in tier 2 and tier 3 cities. We want to ensure that every aspiring and established entrepreneur in Tamil Nadu has the opportunity to benefit from our vibrant community.

The TiE Reach program will also feature engaging sessions led by industry experts, successful entrepreneurs, and thought leaders. Apart from listening to their success stories which is an inspiration to all, attending a TiE Reach event will give those entrepreneurs more information on the diverse range of programs and initiatives offered by TiE Chennai and how they can be benefitted.

8th April 2023 - TiE Reach Salem



17th June 2023 - TiE Reach Kumbakonam



20th May 2023 - TiE Reach Erode



Sharada Jagan spoke on HR Practices at the Personal Board Chennai Circle Meet on 16th June 2023



Personal Board physical meetings at the TiE Chennai Secretariat



**This October, be a part of the
Largest Business Conference
in Tamil Nadu**



FOSTERING ENTREPRENEURSHIP

CHENNAI 2023

ITC GRAND CHOLA

**BLOCK YOUR
CALENDAR!**

Oct 13th & 14th

Stay tuned for further updates

Thank You

www.chennai.tie.org



Are you a member yet?

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MEMBERSHIP**

For any queries, contact

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