



TECNIA INSTITUTE OF ADVANCED STUDIES

NAAC ACCREDITED GRADE "A" INSTITUTE

Approved by AICTE, Ministry of HRD, Govt. of India Affiliated To GGSIP University
Recognized under Sec 2(f) of UGC ACT 1956

INSTITUTIONAL AREA, MADHUBAN CHOWK, ROHINI, DELHI- 110085

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INSTITUTION'S INNOVATION CELL


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IQAC INSTITUTION'S INNOVATION COUNCIL
(Ministry of HRD Initiative)

Webinar


VC Funding Opportunity for Early Stage Entrepreneurs



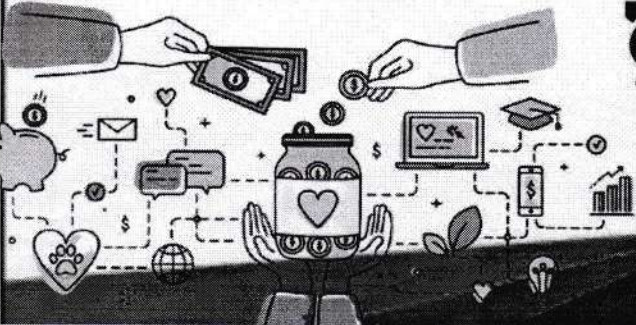
Dr. Ajay Kumar
Director,
Tecnia Institute of Advanced Studies,
New Delhi




Mr. Antarpreet Singh
Digital Transformation Expert
Former Asia Pacific head, Alcatel Lucent University.
Former SVP & Chief Learning Officer, Reliance Jio
Gurgaon



Prof Dr. Rashmi Gujrati
Dean (S/W)
Institutions innovation council (MHRD)
TIAS, New Delhi





11:00 AM

04
June
2021
FRIDAY

[Signature]
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NEW DELHI - 110035

REPORT

| | |
|------------------------|---|
| Event | Webinar |
| Theme | VC Funding Opportunity For Early Stage Entrepreneurs |
| Date | 04 June' 2021 |
| Time | 11:00 pm to 12:00 pm |
| Venue | Microsoft team |
| Convener | Dr. Rashmi Gujrati |
| Co-Convener | Mr. Inderpreet Singh |
| Resource Person | |
| 1. | Mr. Antarpreet Singh Digital Transformation Expert. Former SVP & Chief Learning Officer, Reliance JIO Gurgaon. |

OBJECTIVES

1. To make the participants understand about the funding opportunities
2. To enhance the knowledge and encourage the youngsters about entrepreneurship.
3. To make the participants understand about the organizational skills adopted by the young blood to enhance revenue.

WEBINAR

This webinar was intended to enhance the knowledge of the participants about the funding opportunities for early stages entrepreneurs. The key focal point of the webinar was to identify the tools and techniques used by entrepreneurs to uplift business. The participants have learnt about the different types of funding development program in detail. In workshop complete online guidance was given by resource person.


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Mr. Antarpreet Singh

Digital Transformation Expert . Former SVP & Chief Learning Officer, Reliance JIO Gurgaon.

- Mr. Singh briefed us about the funding opportunities.

A funding opportunity announcement (FOA) is a notice in Grants.gov of a U.S. federal grant funding opportunity. Funding opportunity announcements can be found at Grants.gov/FIND and this website lets organizations apply for grants for over 1,000 grant programs from 26 federal agencies.

- He further informed us about the different elements of funding opportunities:

The main objective of the Funding Plan is to transform your needs and wishes for new financing solutions into a concrete Funding Plan, which describes a recommended funding strategy for the next 2-3 years.

It includes the following features:

- ✓ Executive summary
 - ✓ General description of the organization
 - ✓ Overview of current and planned R&D activities
 - ✓ Position of technology with regard to state-of-the-art
 - ✓ Project description of the R&D pillars considered for Funding Plan
 - ✓ Funding Strategy
 - ✓ Funding opportunities with recommendations
 - ✓ Catalyze Radar
- Mr. Singh later informed us about the startups.

A startup or start-up is a company or project undertaken by an entrepreneur to seek, develop, and validate a scalable business model.[1][2] While entrepreneurship refers to all new businesses, including self-employment and businesses that never intend to become registered, startups refer to new businesses that intend to grow large beyond the solo founder.

- He further informed us about the top funding opportunities to raise start ups capital.


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✓ Bootstrapping your startup business:

Self-funding, also known as bootstrapping, is an effective way of startup financing, specially when you are just starting your business. First-time entrepreneurs often have trouble getting funding without first showing some traction and a plan for potential success.

✓ Crowdfunding As A Funding Option:

Crowdfunding is one of the newer ways of funding a startup that has been gaining lot of popularity lately. It's like taking a loan, pre-order, contribution or investments from more than one person at the same time.



Speaker in Webinar

✓ Get Angel Investment In Your Startup:

Angel investors are individuals with surplus cash and a keen interest to invest in upcoming startups. They also work in groups of networks to collectively screen the proposals before investing. They can also offer mentoring or advice alongside capital.

✓ Get Venture Capital For Your Business:

This is where you make the big bets. Venture capitals are professionally managed funds who invest in companies that have huge potential. They usually invest in a business against equity and exit when there is an IPO or an acquisition.

✓ Get Funding From Business Incubators & Accelerators:

Anshu
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Early stage businesses can consider Incubator and Accelerator programs as a funding option. Found in almost every major city, these programs assist hundreds of startup businesses every year.

✓ **Raise Funds By Winning Contests:**

An increase in the number of contests has tremendously helped to maximize the opportunities for fund raising. It encourages entrepreneurs with business ideas to set up their own businesses. In such competitions, you either have to build a product or prepare a business plan.

✓ **Raise Money Through Bank Loans:**

Normally, banks is the first place that entrepreneurs go when thinking about funding.

The bank provides two kinds of financing for businesses. One is working capital loan, and other is funding. Working Capital loan is the loan required to run one complete cycle of revenue generating operations, and the limit is usually decided by hypothecating stocks and debtors.



✓ **Get Business Loans From Microfinance Providers or NBFCs:**

There is still an option. Microfinance is basically access of financial services to those who would not have access to conventional banking services. It is increasingly becoming popular for those whose requirements are limited and credit ratings not favoured by bank.

Sanjay
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✓ Quick Ways To Raise Money For Your Business

There are few more ways to raise funds for your business. However, these might not work for everyone. Still, check them out if you need quick funds.

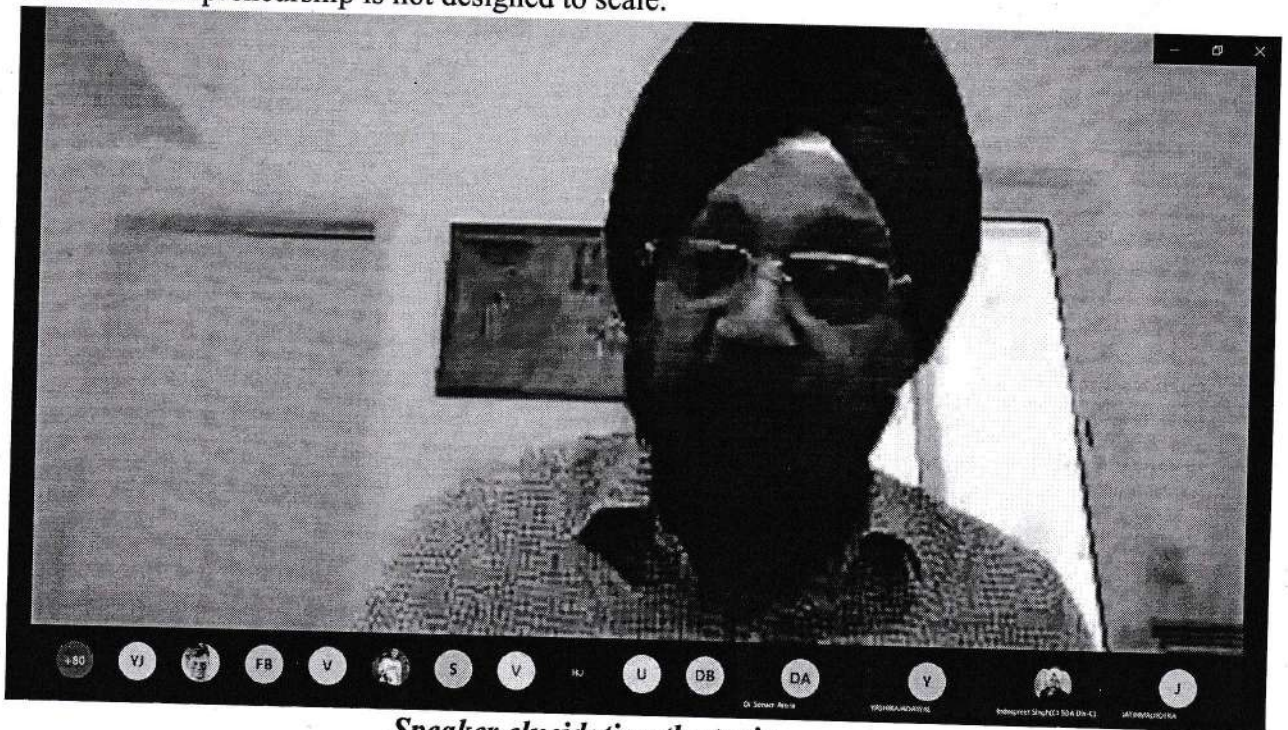
- He briefed us about different types of startups:

✓ Lifestyle Startups: Self-employed folks

Lifestyle entrepreneurs are living their preferred lives while working for no one, but themselves. In Silicon Valley, such professionals are freelance coders or web designers, who love their jobs, because of passion.

✓ Small Business Startups: Feeding the Family

Small businesses are grocery stores, hairdressers, bakers, travel agents, carpenters, electricians, etc. They are those, who run his/her own business to feed the family. Small business entrepreneurship is not designed to scale.



Speaker elucidating the topic

✓ Scalable Startups: Born to Be Big

Google, Uber, Facebook, Twitter are just the latest examples of scalable startups. From the very beginning, the founders believe that they are going to change the world.

Janak
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Such startups hire the best and the brightest. They always search for a repeatable and scalable business model.

✓ Buyable Startups: Born to be bought

During the last five years, startups that offer Web and mobile app solutions, are sold to larger companies. This tendency becomes more and more popular. Their goal is not to build a billion-dollar company, but to be sold to a larger company for pretty cash.

✓ Large Company Startups: Innovate or die

Large companies have finite life duration. Changes in customer preferences, new technologies, legislation issues, new competitors create pressure, forcing large companies to create new innovative products for new customers in new markets (for example – Google and Android).

✓ Social Startups: Mission – Difference

They are passionate and driven to make an impact. However, unlike scalable startups, their mission is to make the world a better place, not for wealth's sake, but for an idea.

At last Mr. Singh conducted the question answer session where many students asked their doubts to Mr. Singh and he cleared all the doubts of the students.

Dr. Rashmi Gujrati

Dean, Tecnia Institute of Advanced Studies, New Delhi

She gave a thanking speech by addressing the speaker. She addressed the students and motivated all of us to grow and learn as an professional to put into some good deeds in the society and to ourselves.

Learning outcome

1. Participants have learnt more about the funding opportunities.
2. Participants also learnt about the Business Plan for a Start-up and Important Components


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Participants in Webinar

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| 3 | ABHIJEET PURI | BBA |
| 4 | ADITIRAJAWAT | BBA |
| 5 | ADITYA GOYAL | BBA |
| 6 | AGRIMA SHARMA | BBA |
| 7 | AKSHAT GARG | BBA |
| 8 | AKSHITBANSAL | BBA |
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| 10 | AMAN GUPTA | BBA |
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| 106 | DR. VANDANA RAGHAVA (CI-BBA) DIV-B | FACULTY |
| 107 | DR. GARIMA SINGH | FACULTY |
| 108 | DR. RASHMI GUJRATI | FACULTY |
| 109 | INDERPREET SINGH (CI-BBA DIV-C) | FACULTY |