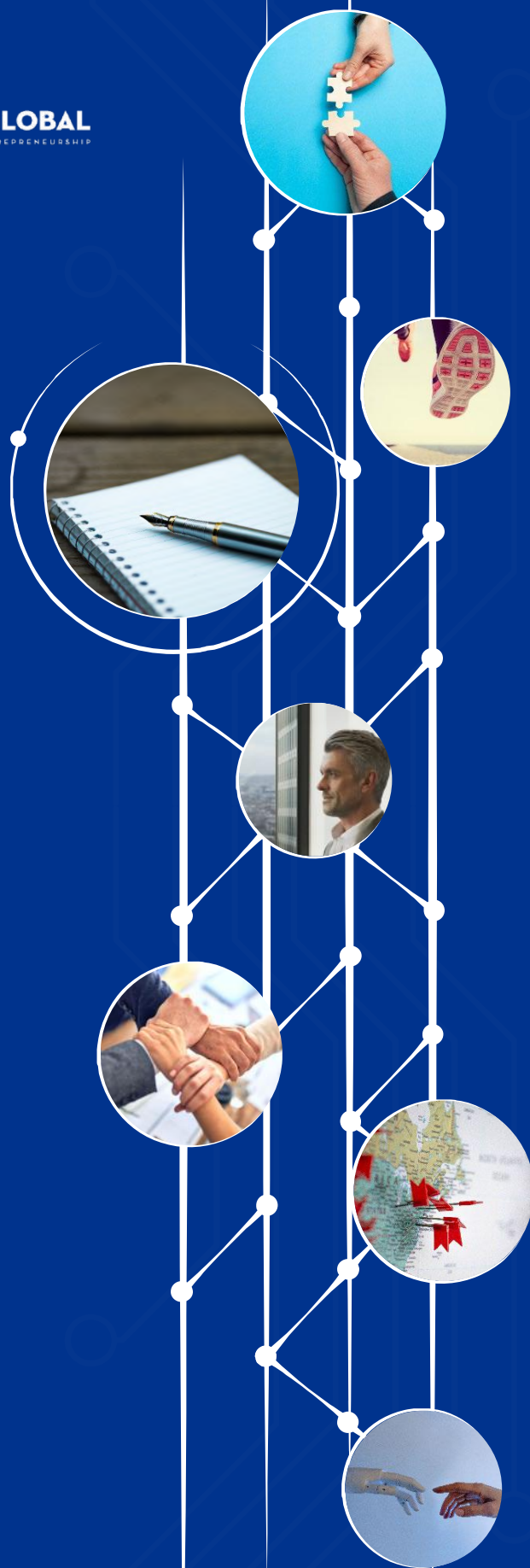




# The TiE Impact Report

KPMG India  
—  
January 2022



# Foreword

The last decade has witnessed the global startup ecosystem growing significantly, to reach a valuation of USD3 trillion in 2019. The Indus Entrepreneurs (TiE), the world's largest non-profit organisation for entrepreneurs, founded in 1992, has been a cornerstone for this progress. Acting as a one-stop destination for 'Education', 'Mentoring', 'Funding', 'Networking' and 'Incubation', TiE, since its founding, has been an exemplary liaison between aspiring entrepreneurs and the entrepreneurial ecosystem. Over the past decades, its footprint has been expanded across 14 countries and 62 cities with more than 15,000 members and 3,000 charter members.

TiE has nurtured more than 25,000 startups, creating an exceptional mark in the global entrepreneurial ecosystem. The organisation also offers customized programmes for different target groups, including TiE Women, TiE University, TiE Young Entrepreneurs (for high school students), TiE ACCESS (for underserved populations and people of colour), and TiE Angels (angel investors). Through more than 5,000 annual educational and networking conferences (TiE Con) in addition to multiple global competitions, TiE reaches more than 3 million audiences a year. The presence of business tycoons such as Bill Gates, Ratan Tata, Narayan Murthy, Vinod Khosla, Elon Musk, Satya Nadella, Tim Draper, late Jack Welch, Reid Hoffmen and Reed Hastings, among others, in these events as key speakers depicts the impact TiE has on the startup community.



**Praveen Tailam**

*Chairman, TiE Global*



**B J Arun**

*Vice Chairman, TiE Global*



**Pradeep Udhas**

*Trustee, TiE Global*

---

“Your work is essential to fostering innovation and creating a better world we all want.”



**Bill Gates**

*At TiE Global Summit 2020*

# Table of contents

1

**TiE – The origin story**

2

**Global chairmen over the years**

3

**The TiE global footprint**

4

**The multi-pronged TiE impact**

5

**Success breeds success**

6

**Global flagship programmes**

7

**Back to the future**

# TiE — The origin story



# TiE — The origin story

Every movement starts from a simple thought or an event that creates a profound impact. AJ Patel said, “Guys, why don’t we start doing this on a regular basis, say once a month” when a speaker was delayed for an event and the lunch then turned into a networking session. This bloomed into one of the world’s largest communities for entrepreneurs that we now know as The IndUS Entrepreneurs (TiE). Twenty-nine years ago, on 22 December 1992 a group of successful Indian entrepreneurs joined forces to form a network.

This group consisted of the seven founding members of TiE. Suhas Patil was invited to be the first elected President in 1993 and together with the founding members, this club started evolving into a much bigger concept, snowballing into a movement. In 1994, the founding team had an idea to curate a 2-day conference and showcase stories of successful Indian entrepreneurs in the Silicon Valley. The event started with an ambitious number of 300 attendees and catapulted to more than 600. This event, TiECon Silicon Valley, has now become a lead asset of TiE. There are now hundreds of TiE-Cons conducted every year, including the marquee TiE Global Summit (TGS).

TiE has evolved into an organisation that has had profound influences on governmental policy, with one illustrious instance Kanwal Rekhi met the then Prime Minister of India, Shri Atal Bihari Vajpayee, leading to some revolutionary recommendations to prepare India for the dot-com boom of 1999.

The late C.K. Prahlad also played a key role in shaping TiE into its current form. His idea encapsulated the charter, vision and governance model for what TiE should stand for. His idea laid the foundation for the Tie Global Board, which was established in 2000. These ideas were documented in a book named The House of TiE. The paper can be downloaded through this [link](#).

TiE was able to capture the imagination of ambitious migrants all over the world. It provided a common platform for entrepreneurs across communities to collaborate and discuss ideas, connect with mentors and investors, and network with peers. The impact of TiE is no longer limited to one country/ethnicity/vertical. TiE Global now has 62 chapters across 14 countries and keeps the ethos of entrepreneurship alive.

# Global chairmen over the years



# Global chairmen over the years



# The TiE global footprint





# The TiE global footprint

Since 1992, TiE has expanded its presence to 14 countries and 61 chapters with more than 15,000 members and 3,000 charter members.



Pacific and Central US	Northeast US	Southern US	Canada	Europe
Oregon, Seattle, SoCal, South Coast, South Coast, Silicon Valley, Denver, Global	Boston, DC, New Jersey, New York, Pittsburgh, Philadelphia	Carolinas, Atlanta, Tampa, Austin, Dallas, Houston	Ottawa, Toronto, Vancouver	Germany, London, UK North, Israel
Northern India	Western India	Southern India	Eastern and Central India	Middle East
Chandigarh, Dehradun, Delhi-NCR, Lucknow, Rajasthan, Udaipur, UP(Kanpur)	Ahmedabad, Surat, Vadodara, Mumbai, Nagpur, Pune	Bangalore, Chennai, Coimbatore, Hubli, Hyderabad, Kerala, Mysuru, Andhra Pradesh	Madhya Pradesh, Kolkata, Bhubaneswar	Dubai
South Asia	East Asia Pacific	Australia	Africa	
Islamabad, Lahore, Dhaka	Japan, Singapore, Hong Kong	Melbourne, Sydney	Kenya	

# TiE at a glance



3,000+



CHARTER  
MEMBERS

15,000+



MEMBERS

USD1  
TRILLION



WEALTH  
CREATED

2.5  
MILLION



EMPLOYMENT  
GENERATED  
(DIRECTLY)

62



LOCATIONS

14



COUNTRIES

USD50-70  
BILLION



#QUANTUM  
OF  
INVESTMENTS

25,000+



#OF  
STARTUPS  
MENTORED

# The multi-pronged TiE impact



# The multi-pronged TiE impact



## The national policy impact

*Over the past decades, there has been impactful collaboration between TiE chapters and various state and central governments in devising startup policies, economic growth and initiatives to boost the entrepreneurial ecosystem.*



### Influence of TiE Silicon Valley on the Indian government

Kanwal Rekhi, co-founder of TiE, met the former Prime Minister, Atal Bihari Vajpayee, to help chalk out a process of modernisation for the Indian telecom industry. With the help of Stanford University, TiE made significant recommendations to transform the telecom industry, the major one being a reduction in license fee for telecom operators. These recommendations were adopted by the government, which resulted in a sudden boom of 86 million cellphone connections with six new telecom companies. Prior to this, only one million cellphone connections existed.

Another impactful development was led by Venkh Shukla, a TiE Charter member, who was able to recommend changes to the startup policies in India. During a session with Narendra Modi, the current Prime Minister of India, Mr. Shukla and his team highlighted the challenges faced by Indian startups due to tax policies, lack of support and understanding of the landscape. Following this, they submitted a whitepaper to the Indian government that laid down comprehensive policies beneficial for both entrepreneurs and the government. This was subsequently adopted and launched in the Startup India International Summit on 16 January 2021 with the TiE team present.

### Connecting startups with the government — TiE DC

Leveraging the fact that the US government is one of the largest buyers of goods and services in the world, TiE DC, over the past four years has established a niche for itself in the government contracting business. The chapter has a strong association with the US government and its contractors, through which it has established successful joint ventures and partnerships. Through an initiative called GovCon, the chapter acts as a liaison and connects the entrepreneurs with government contractors, resulting in a win-win situation. This has ensured access to goods and services for the government as well as witnessed multi-fold scaling and acquisitions of multiple startups in the DC region.

### TiE Singapore extends its entrepreneurial initiatives to India

Over the past five years, TiE Singapore, through its partnership with Enterprise Singapore (a board under the Ministry of Trade and Industry Singapore that uplifts SMEs), has been able to increase the exposure of entrepreneurs under them by sponsoring their travel to Silicon Valley. This benefits 10+ entrepreneurs every year, as they are provided with venues for talent scouting in the valley in addition to opportunities to participate in campus trips organised at Apple, Facebook and Google.



Following this success, the chapter signed a memorandum of understanding with the same board in 2019 to promote the expansions of startups in India and Singapore by exploring ways to bring in Indian startups to Singapore and vice versa. The chapter also works with them to foster innovation in entrepreneurs by hosting business meetings, panel discussions, flagship events and sharing mentors between both the countries. As a result, TiE has been able to significantly benefit the entrepreneurial ecosystem in India and Singapore. Following this success, the chapter signed a memorandum of understanding with the same board in 2019 to promote the expansions of startups in India and Singapore by exploring ways to bring in Indian startups to Singapore and vice versa. The chapter also works along with them in fostering innovation in entrepreneurs by hosting business meetings, panel discussions, flagship events, and sharing mentors between both the countries. As a result, TiE has been able to significantly benefit the entrepreneurial ecosystem in India and Singapore.

## TiE Rajasthan continues to remain a leader in government initiatives

In the 2000s, computers were enumerated as 'luxury items' by the government of Rajasthan and hence it was not possible for state government departments to purchase them without special prior approvals from government authorities. TiE Rajasthan recognised this as a big hindrance not only for the ease of doing business with government departments, but also for Rajasthan to shine on the emerging IT and ITeS industry landscape. In 2002, the chapter made a strong recommendation to the then Principal Secretary to Government (finance department) and Secretary to Government (information technology department) to remove computers from the luxury items list, as a result of which computers have become a normal good, thus providing a much-needed boost to learning, entrepreneurship and the ease of doing business.

Furthermore, based on the recommendations of TiE Rajasthan various industrial zones such as Mahindra World City Ltd, one of India's largest, emerged in the state. With robust relations, multiple presidents of the chapter have played a crucial role in devising the startup policies with the State Level Entrepreneurship Committee in addition to being a part of the approval committee of the Government Funding Panel. The startup policy of Rajasthan mentions TiE Rajasthan as one of the programmes and provides a grant of USD13,000 every year.

## TiE Hyderabad boosts the economy by facilitating million-dollar investments

The chapter has helped boost the economy of the state by facilitating two major investments from Adani Groups — a USD100 million for Defense Manufacturing Plant and USD10 billion for a Data Center Park. In addition, the charter members of TiE Hyderabad have played a major role in devising the Startup Policy 2014 for the state. A history of such far-reaching impact resulted in the chapter receiving two acres of land from the government to establish its office in the state.

## The long-term relationship of TiE Chennai and STPI

The healthy relationship of TiE Chennai with the Indian government has resulted in TiE reserving a seat for the chapter's president on the board of Software Technology Parks of India (STPI) every tenure. Additionally, the chapter was able to rope in the Tamil Nadu state government as the sponsor for the TiE Global Summit twice, which showcases the involvement of the government in the chapter's activities.

## TiE Hubli appointed as Information Partner for a State Government Initiative

The chapter's efforts in the Elevate Unnati Program, in partnership with the Karnataka state government, resulted in uplifting the startups of people from the backward communities. TiE Hubli was appointed as the Information Partner for this programme and its charter members contributed by appearing in the jury for the startup shortlisting process.

In yet another effort to ensure people have access to quality healthcare facilities, the chapter, in collaboration with Department of Industry and Commerce, Karnataka, is working on an idea to construct a health park. This park will aim at providing advanced healthcare facilities for tertiary healthcare, along with building affordable medical devices and incubating healthcare startups. A soft allocation of 15 acres of land was approved by the Karnataka government for this.

*TiE is a silent partner in growing the Indian and Global Economy. TiE genuinely focusses on contributing to the society by reaching out and mentoring the right target audience.*



**A Muruganadham,**  
The Padman

## Women in entrepreneurship

*Multiple chapters are implementing impactful initiatives to foster the growth of women entrepreneurship in their region.*



### TiE Women Africa on its way to breaking boundaries

TiE Women Africa, founded in 2021, works with a vision to provide a supporting platform for African female founded/co-founded/managed organisations to gain access to funding and mentorship. Within the first six months of its inception, it has been able to contribute to the Dubai Global Pitch Competition. The six companies that TiE Women Africa would be supporting for this year are Zinacare, Kucheza Gaming, Live Connected, Afrinovate, Zenafri and AdaptoShot.

### TiE Islamabad refuses to give up on women's entrepreneurial dreams

Empowering the entrepreneurial dreams of women across Pakistan, the chapter, in partnership with the US Embassy Islamabad, launched a 19-month initiative called Acceleration Program for Women Entrepreneurs (APWE) where 200 women were mentored for their startup ideas out of which the top 12 were provided with an exciting opportunity to raise foreign investments through a 12-week exchange programme in Silicon Valley, DC, Seattle and New York.

Apart from this, to support working women, the chapter runs a co-working space called We Create Pakistan, which is a highly subsidised platform to incubate women led startups. This initiative also provides mentors, hosts sessions on business development and conducts startup competitions across the country. Through this project, TiE Islamabad has uplifted the lives of ~28,000 women entrepreneurs, 200+ startups and created ~500 new job opportunities.



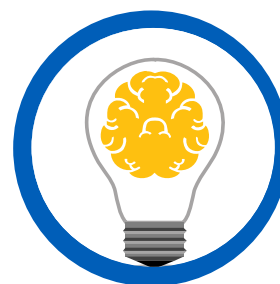
### A special interest group for women entrepreneurs by TiE Hubli

With women entrepreneurship being one of their primary objectives, TiE Hubli, in 2015, started a Special Interest Group called We TiE, dedicated to empowering women in the startup ecosystem. With 67 members, their flagship programme is called We Connect, where business challenges are shared and solutions are brainstormed. In addition to this, a Women Conclave is hosted every year during the TiECon where individuals are given an opportunity to receive one-to-one mentoring from industry leaders in a 30-minute time slot through an event called Mentor Clinic.



## A crucible of innovation — reimagining industries

*Through the expertise and experience of charter members, TiE chapters continue to influence and drive a plethora of industries such as manufacturing and deep tech among others.*



### TiE Seattle — a stepping-stone for software startups

TiE Seattle, in partnership with Madrona Venture Labs (MVL), a business development venture, hosted a Startup Creation Workshop in 2021 through which it promoted the rise of startup ideas in the software space. The workshop encouraged the upcoming founders across software and data sciences to come forward and pitch themselves. The winners were given access to mentors and knowledge experts from organisations such as TiE, MVL, Google Cloud, and AWS. Held virtually, the programme helped the participants build application prototype and an initial business plan with constant validation from target audiences and local experts, resulting in successful conversions of ideas to companies.

### TiE Singapore plays a significant role in the success of FinTech festival

Over the past five years, TiE Singapore has played a vital role in the success of the world's largest FinTech Festival. The chapter supports the festival by bringing in premiere speakers, identifying FinTech companies for collaboration and devising measures to increase participation and visibility. This led to a strong relationship between the chapter and the Chief FinTech Officer of Singapore, and he was invited as a speaker to one of the TiE events in Silicon Valley in 2016. On account of his positive experience, he contributed USD44,000 to the organisation in addition to hosting a pre-launch event for the festival in the California region.

### Flag bearer of IoT tech in India's Silicon Valley

Every year, TiE Bangalore hosts various programmes, events, seminars and awards ceremonies through its IoT Forum. On a mission to raise the IoT quotient globally, it has a flagship event called IoT Matrix hosted in December every year with ~110 speakers and 3,000 participants. Furthermore, the forum hosts think tanks, community building activities and shares five articles on IoT with members. To encourage participation, they present IoT Awards to five startups annually, recognising their innovation. They have also developed an active IoT Directory containing the names of 2,000 IoT startups (as on 2019), which could be accessed any place at any time.

### TiE Kerala grows Kerala's manufacturing sector

Back in 2000, when TiE Kerala was established, little did the state know that the organisation would have significant influence on the state's manufacturing sector. The chapter started assessing the potential of the sector and emphasising on its importance to the government. This resulted in the footprint of large manufacturers such as Synthite, Akay Flavors, Forensics, SFR Technologies, and PK Steel in the state on a global scale.





## The power of network

*Multiple chapters are seen to be collaborating, before and during the pandemic, to spread TiE's impact globally.*



### Three TiE chapters unite to bridge gaps for female/minority led startups

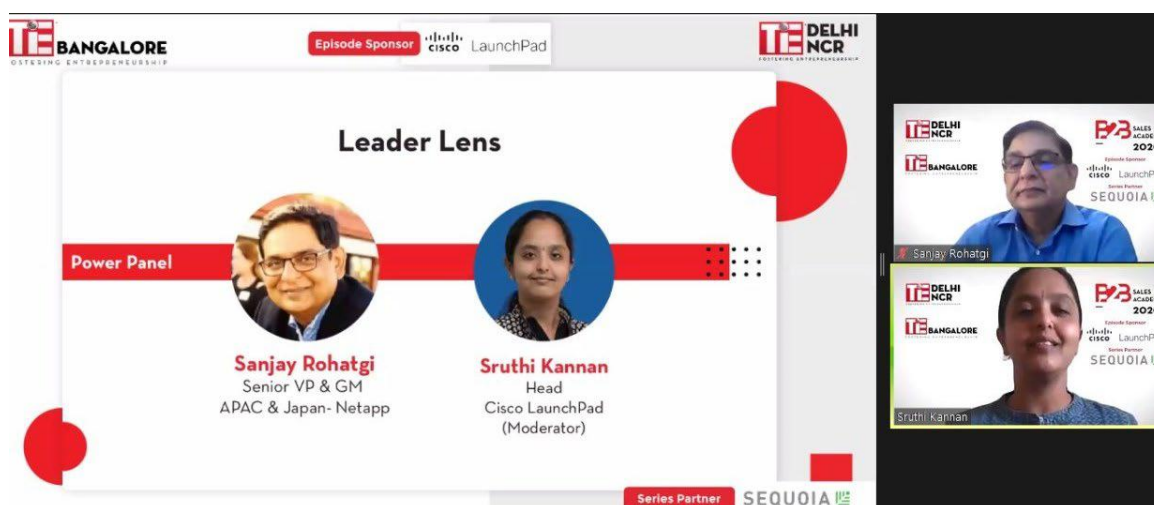
In a standout initiative to make the entrepreneurial journey of women and minority-led startups hassle free, TiE Atlanta, TiE Tampa and TiE Carolinas joined hands to launch the TiE ACCESS programme in 2020. This programme covers participants of diverse backgrounds such as the underserved, African American, Hispanic, and Asian communities, and has touched the lives of more than 100 people by bridging the gap they face in mentoring and funding. TiE Atlanta has also developed a Social Impact Grant, valuing between USD5,000 to USD10,000, for those ventures falling under this programme and successfully address the social challenge.

### Twin City Synergy — Two California chapters merge to maximise entrepreneurial impact

Instead of collaborating with other chapters for selective events, TiE San Diego merged with TiE Orange County chapter. Through this collaboration, both chapters have been able to conduct the TYE and TiE University programmes successfully. The team has witnessed that in the initial days, parents seem to be forcing their children and young adults to take part while over a period they become interested and self-motivated. This collaboration has also resulted in an investment fund that aims at investing in startups within and outside San Diego. The fund value is more than USD1 million and currently two startups focusing on autonomous truck driving and carbon sensing have been funded through this fund. On another note, TiE Oregon organised its first TiECon in collaboration with TiE Seattle and TiE Denver.

### TiE Bangalore and Delhi collaborate to boost the sales of entrepreneurs in pandemic

Understanding the revenue dip during the pandemic, two chapters of TiE initiated a programme called B2B Sales Academy for all Indian startups and B2B businesses. Aiming at showing new approaches to increase the B2B sales in the current scenario, this eight-week online programme witnessed 600+ participants gain significant knowledge on lead generation, remote sales, product rethinking and product repositioning via case studies and hands-on workshops.



Guided by experts from companies such as Sequoia Capital, Accel Partners, Cisco Launch Pad, and Netapp Excelsior, the participants in the end were equipped with necessary skills to come up with a revised sales strategy to make their business profitable.

## TiE Nagpur holds up the entrepreneurs in Tier 2 cities

TiE Nagpur acts as an umbrella for fostering entrepreneurship in other Tier 2 cities in the central Indian region. For instance, budding entrepreneurs in cities such as Raipur and Amaravati have been benefited by the events organised by TiE Nagpur in their locations. In addition, the chapter shared their learning curve via cross-chapter events to which members from 44 TiE chapters are given access.

“ One of the programmes that helped me the most is the Teen Entrepreneurship Programme, in which they help teen entrepreneurs learn all about entrepreneurship, where I had the opportunity to learn about how to pitch to the investors. TiE Chennai has been helping me throughout my entrepreneurial journey by helping me with trademark, registration of the company and an internship to build my baking skills and business acumen. ”

**Vinusha MK, Four Seasons Pastry, Youngest TiE Chennai Member**

## Sowing seeds of entrepreneurship in academia

*With a motive to pave the way for entrepreneurial dreams of graduate students, TiE chapters have partnered with multiple private and government universities to host programmes and support e-cells to motivate the brightest minds of the region.*



### A deep-rooted association between TiE Houston and Rice University

Manifesting a long-term relationship with Rice University (Texas) from 2011, the chapter has helped expand the university's business plan competition from local to global through TiE's networking. As of today, the charter members have mentored more than 20 teams from Europe and Asia for the Rice Business Plan Competition, helping them convert their ideas to business models. An ex-TiE Global Chairman is part of the advisory board of the university.

TiE Houston has also stood up for a social cause to support high school students from economically disadvantaged and underserved communities. Through their TYE programme, ~30 high school students were trained in an 8-month programme. Of this, four members achieved a milestone of winning a global award for their workshop on the topic "Career path for rising and current high school seniors — A critical need in backward communities."

### TiE Melbourne advises universities on entrepreneurship courses

For over a decade, the chapter has a strong relationship with Swinburne University, witnessing active involvement of the charter members in their courses and curriculum. The course, Masters in Entrepreneurship and Innovation (MEI) is constantly enriched with the expertise of charter members as a part of being on the university's advisory board, in addition to the students receiving frequent guest lectures from them.

### TiE Delhi-NCR offers internship opportunities for IITs and IIMs

With an aim to support e-cells and incubators, Delhi-NCR has entered into partnerships with multiple universities such as IIT Delhi, IIT Kanpur, IIT Mandi, IIM Calcutta, IIM Ahmedabad, Delhi University, Shaheed Sukhdev College of Business Studies, IIITD, NSIT and Petroleum University (Dehradun). With majority of these relationships being a two-way street, the chapter contributes to the universities by making their charter members mentors/speakers/judges for the B-Plan competitions, and in turn inviting the students to participate in the chapter's events. Interestingly, about 80–100 students are hired as volunteers for the TiECon, providing a field opportunity for significant exposure. Some of them are also hired as interns with Delhi-NCR while some are provided with internship in other leading organisations.

### TiE Chennai partners with the leading universities across the state

To foster entrepreneurship from graduation, TiE Chennai has partnered with Anna University, the largest state government run university in Tamil Nadu with more than 500 colleges under it. Additionally, it has inked a partnership with Indian Institute of Technology Madras and SRM University. Spreading its impact across the state, partnerships have also been established with Vellore Institute of Technology, National Institute of Technology Tiruchirappalli, and Kongu College of Engineering where programmes and activities are hosted in their e-cells.



## **IIT Palakkad becomes the educational partner for TiE Coimbatore**

TiE Coimbatore, in a distinctive manner, has signed a memorandum of understanding with IIT Palakkad to make the institute their educational partner. Along with this, the chapter works with the accelerator of Kumaraguru College of Technology and is an active organiser of events, which includes the 35-day Entrepreneur Development Event for Amritha University.

## Guiding entrepreneurs from scratch

*TiE chapters organise one-to-one and group mentoring sessions to address the challenges faced by upcoming entrepreneurs.*



### Scaling startups from scratch — TiE Seattle

Living up to the mission of fostering entrepreneurship, TiE Seattle runs a programme called TiE Entrepreneurship Institute where prominent speakers, who are the CEOs of successful startups, mentor early-stage entrepreneurs on the fundamentals of building a startup. Hosted online with a motive to reach budding founders across the globe, this programme educates the nascent startups on go-to market strategy, sales strategy, PR strategy, organisation culture and recruitment training.

### Entrepreneurs can now block Tuesday evenings for TiE New York

Through an allotted weekly schedule, TiE New York proves to be a significant mentor for budding entrepreneurs. Known as the Tuesday programmes, the first one of the month is dedicated to discussions or events within the charter members. The second is reserved for Open Mic Nights with an average participant count of 75, where entrepreneurs can pitch their ideas in front of charter members, mentors and potential investors. Those selected, are passed on to the third Tuesday called Mentorship Tuesday, providing one-to-one, one-to-many and flash mentoring practices. The final Tuesday is reserved for Pitch Competitions, where the best startups ideas that came out from this programme are promoted to angel investors.



### TiE Boston's programme that scales up startups close to hitting the 100 mark

In an initiative to offer support to the late-stage entrepreneurs, TiE Boston gave birth to the [TiE ScaleUp](#) programme six years ago. Organised once a year, this five-month programme invites startups and offers its mentors and subject matter experts to address problems the businesses face. To ensure that they receive appropriate solutions for their challenges, each startup is handpicked and matched with two mentors having expertise in the company's challenging area. Through a structured workshop delivered with a framework for every lesson, the participants have been able to apply it to their business and see quick turnarounds. An opportunity to receive investments is also present in this programme where startups are allowed to pitch in an Investor Showcase session and TiE Angel Group. As on 2021, the programme has provided customised blueprints for 93 startups, telling them how to scale themselves, even during the pandemic. TiE Boston's set of 130 mentors has enabled skill growth, created 500+ new jobs, helped startups raise more than USD200 million, and witnessed four successful exits owing to their strong knowledge of more than 12 different sectors.

### Empowering young entrepreneurs — TiE SoCal

Aimied at mentoring early age entrepreneurs, TiE SoCal conducted an Entrepreneurship Education Workshop for three years in a row, with 25 kids participating and receiving mentoring on their young ideas.

### TiE Oregon organises mentoring bootcamps for minorities

When the chapter began to realise the lack of programmes for budding entrepreneurs in its region, it organised an Excel Bootcamp that focuses on minority groups. This six-week long programme aims at carving out the ideas of participants and helping them network with other early entrepreneurs. With more than 250 attendees, more than 30 hours were spent by the charter members on mentoring sessions.



## Silicon Valley's tycoons mentor Indian founders through this TiE initiative

Understanding the requirement of mentors in the Indian startup ecosystem, TiE Silicon Valley organises a programme called [TiE Advisors](#) where the budding founders in India are assigned an advisor who is an acclaimed businessperson in the respective domain of expertise. Through this programme, the participants receive mentorship across business modelling, work culture, product/service strategy, fundraising action plans, and go-to-market strategy irrespective of their industry. This match between the startups' needs and competence of advisors has led to the upliftment of many Indian startups.



## TiE Dubai mentoring at a global scale

TiE Dubai started the structured and dedicated mentoring program in 2019. TiE has an Open Class where any early stage startup can apply and once selected, gets an opportunity to be mentored by a dedicated mentor for a period of 12 months. The Class of 2021 had 22 mentees that were selected from a list of over 80 applicants through first level filtering and then, the final list through pitching to potential mentors. This cohort included startups such as Key2Enable Assistive Technologies, Lizzom FZ LLC, Qafila FZ LLC, Hybella FZ LLC and Lock & Stock. In addition, it also organises dedicated mentoring cohorts with their partners HSBC and Hub71. Since 2020, TiE Dubai has mentored around 70 startups through these cohorts.



*Global TiE Women Entrepreneurship Awards held in Dubai, GITEX October 2021*

## Mentoring doors of TiE Singapore are open for everyone from a professional to a technician

The charter members of TiE Singapore, through a memorandum of understanding signed with the National Trades Union Congress (NTUC) Singapore, have mentored the professionals, managers, executives, and technicians across 113 organisations in the country by helping them learn market relevant skills and choose beneficial career paths. Named [PMET](#), the involvement of TiE in this programme has resulted in turbocharging young entrepreneurs, helping them convert their ideas to enterprise and assisting other professionals to develop new skills to survive the changing markets conditions.

In another such partnership with SMART (Singapore MIT Alliance for Research and Technology), TiE Singapore has helped research candidates receive grants up to USD10 million dollars. Through continued mentorship received from the charter members, the candidates are able to convert their ideas into business models, which is being recognized by the government through provision of such grants.



## TiE Toronto opening a world of opportunities to early stage startups with TiEQuest

TiEQuest, a multi-stage business venture competition for early stage companies, is the largest business venture competition in Canada. The applicants of the competition would undergo mentorship from entrepreneurs and business leaders, helping them refine and retune their business strategy to improve their business ideas. The competition also allows the entrants to get industry exposure and networking opportunities with fund managers, angel investors, and venture capitalists. The winner gets awarded a cash prize of USD35,000 and an investment opportunity starting from USD100,000. Further, the top five winners would get access to the TiE Global Network for further investment and networking opportunities.

## TiE Delhi-NCR handholds budding founders

One of the successful mentoring programmes conducted by TiE Delhi-NCR is the TiE Gold Mentoring Cohort, where 25 startup founders are shortlisted, and each gets adopted by a charter member. Through a course of 9–12 months, the charter members act as their mentors, handholding them to address business challenges through a well-established mentoring module.

## TiE Kerala hosts mentorship clinics for local communities

TiE Kerala considers mentoring to be one among their flagship offerings and provides both one-to-one sessions and group sessions. Instead of waiting for members to reach out to them, the chapter has organised mentorship clinics and reached out to local people, advising them about challenges such as loan problems and compliance issues. It has also signed MoUs with the Kerala State Industry Development Corporation (KSIDC) to provide mentoring support to the incubators in the state.

## For entrepreneurs by entrepreneurs — TiE Mumbai

Known as the TiE Academy, the 10-week programme aims to equip future entrepreneurs with the necessary knowledge and skills to make their business profitable. Acting as an intersection of upcoming founders, academicians, and established businessmen, TiE Academy has been able to positively drive the entrepreneurial journey of more than 2,500 people through its expert team of 100+ mentors.



## Backbone of investments for emerging startups

*Many chapters have established their own Angel Funding Groups through which they support the ideas of entrepreneurs by investing in them.*



### Going out of the way to support young entrepreneurs — TiE Philadelphia

The charter members of TiE Philadelphia continue to show remarkable interest in funding multiple startups they mentor. In an exceptional incident, during a Charter Member dinner, a TYE graduate who required USD2,500 for her company, pitched it and ended up receiving USD11,500 along with pro bono services for incorporating her company. This depicts the heights TiE will go to ensure the entrepreneurial talents receive the necessary support.

### Investments at an all-time high in TiE SoCal

Being one of the first chapters to have its own fund (TiE SoCal Fund), the chapter has invested more than USD3.5 million on startups. Its two major funds — the first one valued at USD1.5 million with traction from 48 members and second one at USD2.5 million with traction from 99 members have shown tremendous success and the chapter is currently exploring the chances of a third fund. To continue the legacy, TiE SoCal is planning an Investors Summit where multiple investor groups from Southern California would be invited. Tech Mahindra is the official sponsor for this event.

### TiE Pittsburg looking at win-win collaborations with investor groups

Earmarking their first investment in 2021, the charter members of TiE Pittsburg joined hands to create the TiE Pittsburg Angels valued at USD600,000. To bring in a three-win situation for the startups, investor agencies and TiE, the chapter is currently looking to take up an advice-based investment strategy. Partnering with local investors, the charter members will advise them on investments while the agency would take up the background work required, resulting in the startup receiving appropriate funding.





## **TiE Boston Angels — active provider of funding support for a decade**

TiE Boston Angels, a group that is well-networked for syndication, has been actively supporting various early-stage companies with sizeable funds, especially over the past decade. Since 2011, 103 investors in the group have come together to invest more than USD18.3 million in 51 new ventures, with another 31 ventures receiving follow-up investments. The team has also been cognizant in promoting women-led companies and invested in nine such startups including Aluna, Diesel labs, eCareVault, Lightwater BisoSciences. Other successful ventures that received funding support from TiE Boston Angels include ConnectM, CIMCON, Blustream, ViralGains, WEVO and FairMarkIT.

## **TiE Rajasthan's idea brings in investments from all Indian chapters**

Aiming at supporting early-stage businesses through investments, TiE Rajasthan established Rajasthan Angel Innovator's Network (RAIN) in 2013. Through this fund, a total of 30 investors have funded 17 startups over the last eight years, of which three companies had successful exits, three showed double-digit growth and five are organically growing. Some of the prominent businesses that grew from RAIN include Synersoft Technologies, Hotify Technologies and Toko Innovation studios. Each received a fund of USD130,000.



Deriving inspiration from this success, TiE Rajasthan pitched RAIN to the TiE Global Board. This gave birth to TiE India Angels, which receives investments from all 24 Indian chapters and supports emerging startups across the globe. TiE Rajasthan's idea brings in investments from all Indian chapters.

## The networking catalyst

*TiE provides ample opportunities for networking through its global presence, benefitting entrepreneurs in easy access to VCs, subject matter experts and other peers.*



### Interactive TiE Talks by TiE Pittsburg

In an initiative to motivate entrepreneurs, TiE Pittsburg organises TiE Talks, where eminent founders share their wisdom on a range of topics for 30 minutes. Through this, ~400 individuals have been given the opportunity to listen to personal stories, life lessons, entrepreneurial wisdom and crucial takeaways of successful entrepreneurs. Providing an edge over other talk events, TiE Talks lets the attendees interact with the speaker through Q&A sessions and one-on-one chat sessions, allowing them to enrich their business minds and networks.

### Networking with the late-stage entrepreneurs — TiE Atlanta

The chapter discovered a niche problem where many late-stage entrepreneurs wanted to develop their business to the next level but could not due to lack of advisors to the company. To bridge this, TiE Atlanta, in 2015, came up with a programme called Council of Board Advisors (COBA) where retired executives and entrepreneurs who witnessed successful exits were grouped to act as advisors for a small stipend on an annual basis. This connection became a huge success and companies that were on the verge of bankruptcy ended up transforming into angel investors. Some companies that witnessed growth through COBA include Alpha Waterproofing and Insulation, Atlanta Business RadioX, EnrichIT and Centillion Solutions.

### TiE Islamabad reaches the unreachable

A northern mountain range situated at 26,000 feet with extreme climatic conditions could not restrain TiE Islamabad from discovering entrepreneurs. Known as the Gilgit-Baltistan-Chitral region, the chapter created a significant footprint in the region through a programme called Prosperity Cup, organised for the remote population. It took the charter members by shock when they received 2,500+ applications all handwritten in English or Urdu, expressing the participant's willingness for betterment and thirst for connections. With a motive to improve the lives of these people, seven charter members travelled and stayed in the mountain region for more than a week, hosting workshops and classes, and providing them with opportunities to network with successful businessmen.

### How TiE's networking transformed a falling business to a growing one

The power of TiE's networking is clearly reflected in an incident where an entrepreneur, who was about to give up on his company due to financial pressure, overcame that to become a successful businessman. During the global financial crisis in early 2000s, Madan Padaki, the founder of MeritTrac, was hit hard when his investors backed off. With no money left to run his startup, he attended a TiE event before closing his company, where the CEO of a leading Business Process Outsourcing listened to his idea and motivated him not to give up. Taking that as a cue, Madan ensured to stick to the business and after 12 years now, his company is well-established in Bangalore and he is the current President of TiE Bangalore. He is a firm believer that sometimes even a conversation that lasts for a minute at a TiE event has the capacity to change someone's life for the better.



In another such incident, when Ravi Narayan, TiE Global Board of Trustee, was facing difficulties in overcoming the challenges in his entrepreneurial journey, Suhas Patil, the first president of TiE Global, advised him to attend a TiE Con. The programme gave him the confidence to change his startup growth trajectory in the next three years, and it was able to raise a total of USD14 million.

## Runway to success

Since 2013, TiE Delhi-NCR has collaborated with Lufthansa and ET Now in organising a multi-staged initiative called Runway to Success to acknowledge innovation in entrepreneurship. Through this partnership of five seasons, the trio hosts mentorship camps, Startup Expo and SME competitions during this event. This programme has grown multifold ever since its inception and witnessed 50,000 participants in season 4 (2016) to gain access to 35 mentoring camps scheduled by TiE across 14 major Indian cities such as Bengaluru, Chennai, Delhi, Ahmedabad, Pune, Chandigarh, Ludhiana and Hubli.



Alongside, a competition was also held where 27 SMEs competed amongst themselves for a golden opportunity of sponsorship in Cambridge University and a Lufthansa Business Class ticket to Europe. Telecast in a television series across seven episodes, this gave SMEs an opportunity to interact with the public and boost visibility.

Through this initiative, TiE has been able to positively influence the lives of more than 1,50,000 entrepreneurs by providing them with connections to mentors, investors, pitch meetings, government organisations, and other support agencies. Some of the market ruling startups that arose from this event include Chaayos, Vidooly, and Heads up for Tails.

## TiE Hyderabad promotes peer-to-peer networking

Over the last three years, TiE Hyderabad has been consistently providing networking opportunities to its charter members through cohorts. Held once a month, the cohort serves as a platform for charter members to connect with each other and share their business experiences, thoughts and ideas in a structured format. Through this, 70 charter members have found solutions to their business problems, widened their network, and witnessed personal growth from the peer-to-peer interactions.



## TiE Dallas mentors new investors

The chapter, in a unique way, welcomes first time/new investors and connects them with experienced investors through mentoring sessions, where their concerns, doubts and challenges regarding investments are addressed.

# Success breeds SUCCESS



# Success breeds success

TiE has positively influenced the growth of 25,000+ startups across the globe. It has served to be a sector agnostic organisation, driving successful growth of startups across 15+ industries. Its expertise in entrepreneurship has given birth to multiple successful startups that are ruling both domestic and global market.

## TiE's breakout stories

### Playgames 24\*7

An ideal example of how TiE's networking and mentoring paved the way for a successful entrepreneurial journey can be attributed to Playgames 24\*7 Pvt Ltd., an online gaming company. The three co-founders met at a TiE seminar in New York and ever since received consistent support from the TiE fraternity to build their dream startup. One of the co-founders being a TiE charter member, mentored the other two and in six months, the team incorporated the company. It started receiving institutional investments from 2010 and achieved a partial exit in 2019.

Currently, **Playgames 24\*7 is valued at USD1.5 billion** and looks forward to expanding itself across a broader range of games and multiple geographies.

### Hubb

Hubb, launched in 2015, provides event software solutions. The company's partnership TiE Oregon helped it in the initial stages, with TiE Oregon playing an instrumental role by mentoring and helping in the fundraising process. The support during the initial meetings to combine strategic thinking with business decisions helped it gain an early momentum in the market.



### Goli Vada Pav

This fast-food chain was started in 2004 in the suburbs of Mumbai and faced constant challenges of wastage, standardisation, high rentals, and capital issues. The founder, Venkatesh Iyer, being an immigrant selling vada pav, did not face a friendly environment in Maharashtra. During this time, he happened to set up his vada pav stall at the TiE Global Summit 2009 and got a chance to attend the event. He was made a speaker in the summit and had a golden opportunity of interacting with Ratan Tata and Narayan Murthy.



When the business stalwarts were sharing their entrepreneurial journey on stage, Venkatesh raised his hand and conveyed, "Mr. Tata, you had to leave West Bengal because of political issue, and I had to leave Mumbai because of political situation". This connected him to multiple investors in the same hall, post which he received a funding of USD2 million and the company began to be covered in media, international case studies and books. Currently, Goli Vada Pav has expanded itself with 350 stores across 20 Indian states and 100 cities and continues to be the common man's choice.

## IndiaMART

Dinesh Agarwal, the founder of IndiaMART, a B2B marketplace, attended a TiE event in 1999, after which he joined TiE Delhi-NCR as a Charter Member in 2005. TiE constantly motivated him and helped connect to people across levels, enriching his network and strengthening his entrepreneurial journey. Also, his two children were a part of TYE programme and graduated from one of its early batches. ***“My both sons know TiE as family”*** he says.

With the vision to give back to the society, he has been an active member in programmes and the investors community of TiE Delhi-NCR. Also, India Mart and TiE Delhi-NCR have collaborated to follow the footprints of TiE in the SME sector. Together, they host the SME Conclave in tier 2 and 3 cities such as Ludhiana, Kanpur, Guwahati and Indore, extending guidance and support to the industry.

---

## Buzzworks

Buzzworks, an organisation providing recruitment solutions across India and a soon-to-become unicorn, attributes its success to the mentoring, learning and peer-to-peer interactions it received from TiE Mumbai. The chapter helped change the thought process of the company, provided a platform for deep entrepreneurial interactions and ensured the startup received continuous education on finance, digital marketing and brand building through its SIGs and TiE Academy programs.

***“I was so strongly influenced by TiE’s mentoring that TiE membership and mentoring is now de rigueur for all members of my leadership team”***, says V C Karthic, the founder.

Prior to TiE’s influence, Buzzworks had a revenue of 7 crore. The transformation post TiE is evident from the fact that it is projected to reach 500 crore valuation in 2021 and 1,000 crores in the medium term. ***“A large part of this success goes to the TiE eco-system”***, attributes Karthic.

---

## redBus

redBus and TiE Bangalore share a deep-rooted relationship for over a decade. The founder, Phanindra Sama, back in 2005 an employee of a tech company, learnt about TiE Bangalore through word of mouth when he casually shared his entrepreneurial vision with a friend. The pillars of TiE intrigued him and brought him into the ecosystem in the same year.

In the Entrepreneur Accelerator Program (EAP) hosted by TiE Bangalore, his team pitched their idea in a 15-minute time slot to the society’s reputed business community. Getting through this successfully, they were assigned three mentors who would meet them up on weekends for rigorous training. The questions asked by the mentors made the team think deep and devise a business model, financial plans, customer acquisition strategies and much more. When they were in doubt over their idea not working due to lack of response from bus operators, the mentors gave a new angle to their business model, and it eventually became a huge success story.

***“Getting selected for the EAP gave us confidence to quit our jobs and tell our parents. The timely advice from our mentors made a big difference in our lives. Whenever we had issues, our mentors used to act as our arbitrators and help us solve everything. We don’t know how we would have made it without them!”***

– Phanindra Sama, Founder of redBus

In 2013, the company witnessed a successful exit when it was acquired by one of India’s largest online travel organisations for USD125 million.

## Hubilo

Hubilo, a virtual and hybrid event platform that enables the organisers, attendees, sponsors and partners to plan events seamlessly, has been closely associated with TiE Mumbai. Hubilo, which was founded in 2015, has now served more than 500 clients from more than 100 countries, recording more than 10 million platform engagements, with clients such as Roche Pharma, Ab InBev, Walmart and Verizon, among others. Their association with TiE had enabled them to leverage the mentorship and understand the global scope of their startup. Hubilo has raised USD153 million till date.

***“TiE Mumbai played an important role in the journey of Hubilo. We got special invitations to participate in fundraising and pitching events. Not only did TiE connect us with a lot of mentors, but one of them became our first angel investor as well.”***

– Vaibhav Jain, Founder and CEO of Hubilo

## Poshmark

Manish Chandra, the CEO and founder of Poshmark and a serial entrepreneur, considers TiE to be an integral part of his journey as an entrepreneur and a mentor. His venture, Poshmark, is an e-commerce space to buy and sell new or used clothing, shoes, and accessories. Poshmark has went on to become public in January 2021, at a valuation of USD3 billion.

Manish, who is currently a charter member of TiE Silicon Valley, has worked with TiE Silicon Valley Charter members and venture capitalists, who have mentored and guided Manish throughout key inflection points of his entrepreneurial journey. As much as Manish has received from TiE Silicon Valley, he has also shared his insights and leadership to help the TiE ecosystem thrive, including as a convenor of TiECon and as founder/creator of TiE's first consumer internet special interest group, First Internet.



## The Sector Impact

In addition to the above-mentioned successes, TiE chapters across the globe have mentored various startups that have successfully reached milestones of million-dollar valuation, multiple rounds of investment, revenue growth, hundred thousand customers, awards and recognitions. This success can be seen across 15+ industries, which include tech, food, health, retail, energy and architecture to name a few.



### Technology

TiE has been associated with numerous significant ventures in the tech space that went onto record immense success. This includes startups thriving in software services, EdTech, AgriTech, HealthTech, EnterpriseTech and DeepTech to name a few.

In 2021, a focused group discussion hosted by **TiE New Jersey** on M&A strategies resulted in an immediate acquisition between two tech companies fostered by the chapter.

A company specialising in cloud platform, mentored by **TiE Silicon Valley**, struck a deal with the State Government of Oklahoma in 2021 to provide a solution for simplification of the state's IT operations.

A company mentored by **TiE Oregon** which provides automation solution for RFP process acquired its competitor in 2020.

A five-year old EdTech startup from **TiE Hubli** has been acquired in 2020 by a leading Indian EdTech unicorn.

An AgriTech startup mentored by **TiE Kerala** received its bridge round funding in 2021, following which its valuation touched USD700,000.

An EdTech startup from **TiE Hyderabad** that upskills women entrepreneurs, won the Digital Innovation of the Year Award at the UK's Third Sector Awards.



### Biomedical

TiE has supported the idea of prevention is better than cure and helped multiple startups grow across the globe that specialise in diagnosis of health risks along with preventive measures and treatments same.

A biomedical molecular data company mentored by **TiE SoCal** has closed its pre-Series A funding round for a value of USD5 million in 2021.

A startup specialising in chemical and bio products, mentored by **TiE Pune**, has been awarded with the Millennium Alliance 5 Globalization Award in 2021 for taking its Plant Vaccine technology to two African countries.

A biotech company mentored by **TiE Philadelphia**, has successfully raised USD655,000 in its early stage VC.

A company that manufactures diagnostic products, mentored by **TiE Japan**, has successfully raised USD50 million in its Series D financing in 2021.





## Food

A cornerstone for the startups in food industry, especially the organic food segment, TiE has been backing prominent food startups across the globe. This includes establishment of fast-food chains, organic supplies and healthy snacks.

A startup selling healthy snacks, mentored by **TiE San Diego** generated USD70 million revenue in 2019 and had an American multinational confectionery acquire majority stake in it.

A startup from **TiE Coimbatore** that focuses on delivering organic food records ~30,000 deliveries per month and raised an angel funding of USD150,000 in 2019.

A company mentored by **TiE Oregon** that provides automation solution for RFP process acquired its competitor in 2020.



## Fashion and beauty

With changing times, the concept of beauty, skincare and consumer needs have extended beyond the limits of gender and regular forms of service delivery. TiE has embraced multiple startups in this sector which were looking to change the way beauty and grooming is perceived.

A startup providing beauty solutions for women at doorstep, that came out of **TiE Islamabad** touched a milestone of 30,000 customers in 2020.

A men's grooming brand mentored by **TiE Ahmedabad** has been acquired in 2020 for a value of ~USD 50 million. This success reaches the startup within five years of its inception.

Another men's grooming startup mentored by **TiE Chandigarh** had a software giant acquire minority stake in it in 2020, followed by which they announced expansion plans in the US, UK, UAE, and Canada.



## Retail

TiE has supported the evolving needs of the society and mentored ventures that cater to the growing consumer needs. This has paved the way for startups that provide simple solutions to everyday challenges on childcare, motherhood, sustainable and luxury fashion to name a few.

A startup focusing on childcare mentored and invested by **TiE Kerala**, saw one of India's foremost investor provide a funding of USD300,000 in 2021.

A startup selling online grocery, mentored by **TiE Dhaka**, raised USD10 million in its Series C funding in 2021.



## Green industry

Paving the way for a sustainable life, TiE has proliferated startups that aim at minimising impact on the environment, especially in the agriculture sector.

A startup providing biodegradable solutions to agriculture, mentored by **TiE Udaipur**, has been selected for an incubation programme by the Japanese Government where it will also get a funding of USD90,000.

A biotech startup mentored by **TiE Dehradun** that focuses on agriculture waste was enumerated in The Economic Time's Top 25 Startups list in 2019.



## Automotive

With alternative and sustainable forms of energy being promoted and integrated into the automotive sector, TiE has closely worked with startups that involve manufacturing electric vehicles, helping them make the country 'EV ready'.

An impact report on an electric vehicle manufacturer mentored by **TiE Chennai** has revealed that the startup has saved 30 metric tonnes of CO2 over the last eight years through its products.



## Electronics

TiE has played an active and crucial role in enabling the growth of ventures that are involved the electronics sector, particularly to help them thrive and differentiate themselves in a space that has immense competition.

A semi-conductor manufacturer mentored by **TiE Ahmedabad** has been acquired by an American Fortune 500 company in 2018, the value of deal being ~USD200 million.



## Logistics

From delivering courier to our doorstep to sending goods across countries, the logistics industry has become a part of everyday life. Multiple startups that simplify the logistics and facility management processes have emerged from different TiE chapters.

A startup mentored by **TiE Singapore** that aims to simplify the processes in facility management industry, won ~USD30,000 worth of startup resources in 2021 at an event conducted by Enterprise Singapore.



## Community services

TiE understands the need to serve the community to the best and has offered its support in bringing up startups relating to security, cleanliness and mental health among others.

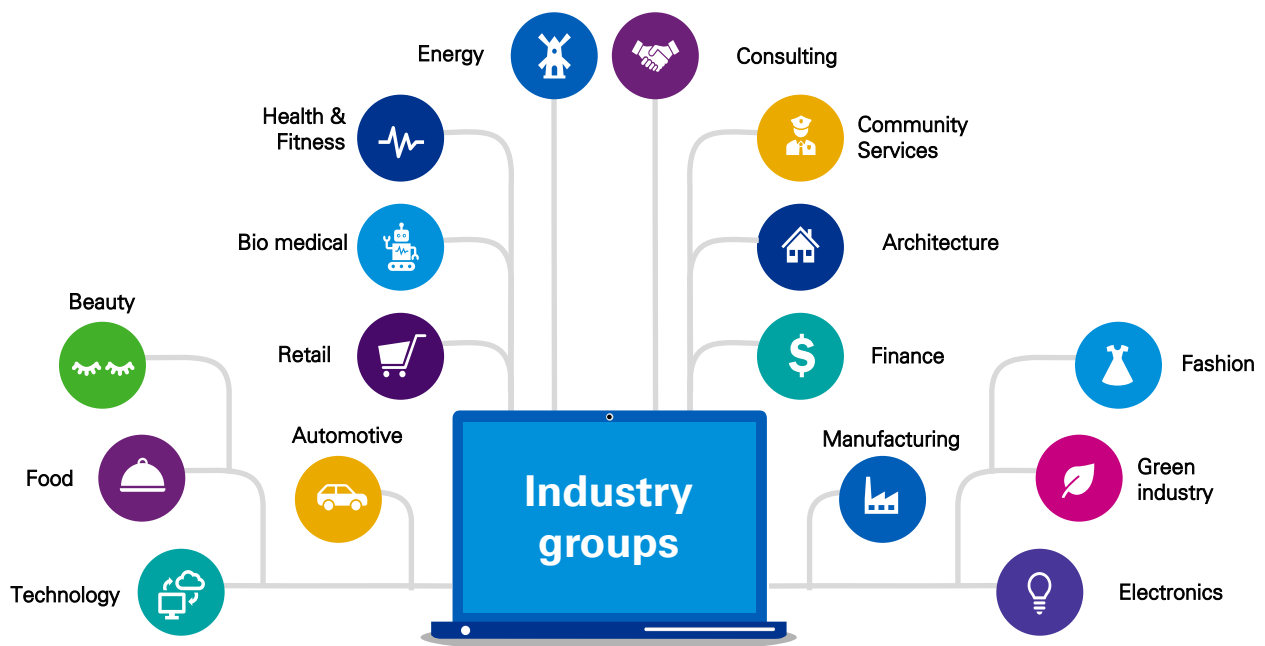
During the pandemic, a company that provides cleaning services mentored by **TiE UK North**, shifted its focus to sanitisation and made 70+ schools and nurseries in the Manchester region virus free.



## Health and fitness

General awareness around health has improved over time, with focus on personal well-being and fitness being primary concerns for consumers. TiE has proactively offered its support to startups in this field.

A startup providing online physiotherapy services, mentored by **TiE Nagpur**, has completed its pre-seeding round witnessing an investment of USD350,000, in 2021.

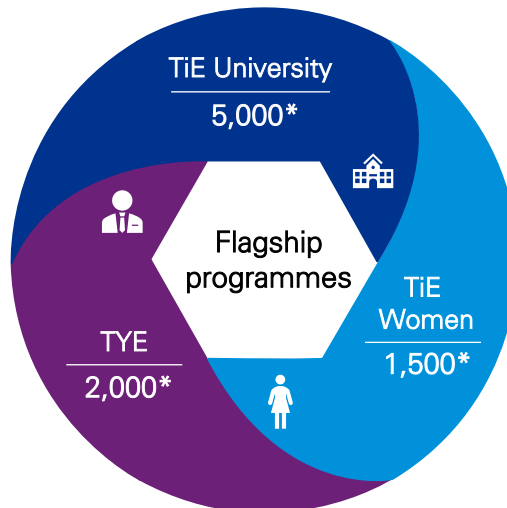


# Global Flagship Programmes



# Global Flagship Programmes

TiE has continued to foster entrepreneurial mindset across age groups and diverse backgrounds. Through three flagship programmes called TiE University, TiE Young Entrepreneurs and TiE Women, the organisation has consistently been evolving the thought processes of individuals by paving the way to an entrepreneurial journey they thought they could not take.



\*Participants

## TiE University



Since 2013, [TiE University Programme](#) has been extremely successful in encouraging the entrepreneurial outlook among university students. With a model of onboarding global universities every academic year, the program continues to influence the thought process of students through their Charter Member speeches and Business Plan competitions, whose winners would be sent to TiE Con Silicon Valley, providing ample exposure to industry leaders and networking opportunities.

Acting as a bridge that connects colleges, students and charter member expertise, TiE University opens gates for hackathons, bootcamps, internships, mentoring sessions, including scholarship for underprivileged and/or top performers. With a significant growth of 500 percent in the number of students from 2019 to 2021, the program currently guides more than 1,500 students across 200+ universities worldwide, some prominent ones being **Georgia Institute of Technology, Emory University, Carnegie Mellon, University of Toronto, Stanford University, Skyline University, BITS Pilani and multiple IITs.**

These proactive efforts have shaped numerous young minds, one such example being a boy from Bhimavaram, a small city in Andhra Pradesh, who could not speak English but had the vision to create robots that cleans solar panels. Through TiE's mentoring sessions and open network, he achieved the dream and has opened an incubator in his tier 6 city, paving the way for several others with aspirations. Another company, Aerodyme Technologies from Georgia, summarises the TiE impact in one line saying that "If not for TiE, our idea would have just remained an idea", and that speaks for itself.

The organisers of this program see themselves creating an entire ecosystem for graduating entrepreneurs, beginning from ideation to funding. The program is set to influence 400 universities across 40 chapters in the next two years.



## TYE – The Young Entrepreneurs



As the name implies, [TYE](#) is a specialised program that fosters entrepreneurship as a possible career option for high school students between classes IX to XII. Initiated in 2005, the program has expanded across the globe and currently has 23 chapters running it annually. Over the years, values such as minority inclusion and community development have become a major part of TYE. This includes offering support to young students including Americans, Indians, African Americans, Hispanics, Chinese and Koreans to build their real-life startups. The program also helps the underserved communities by providing scholarship and transportation facilities to them.

Through TYE's team of mentors, 20,000 students have enhanced their knowledge on problem solving, design thinking, business model creation, team building, finance management, go-to market strategies, pitch deck creation and presentations. Some successful startups that have emerged from this programme include Period Pouch (TiE Boston), [Youthivism](#) (TiE Silicon Valley), [HighTouch](#) (TiE Atlanta), [Aware](#) and [Zignatic](#) (TiE Seattle).

*"Through the experiences and connections that I made at TYE, I was able to launch my own non-profit organisation, AWARE. Today, AWARE is impacting 300 students across the nation. This is my last year of high school and I've been thinking a lot about what made high school a positive experience for me, and TYE was definitely at the top of the list."*

**– a TYE Student**

*"TYE demystified the process of creation of a company and helped my son and his co-founders combine their creative ideas with a defined lifecycle, making it "simpler" for them to journey from ideation to launch. In year two, they expanded their team, built the next-generation product, and strengthened their business model. Thank you TYE for helping develop and shape these young and curious minds."*

**– a TYE Parent**

In the upcoming years, the programme is aiming at emphasizing focus on online learning, increasing internship opportunities, strengthening alumni engagements, including inner-city students, and globally collaborating with multiple high schools.





## TiE Women

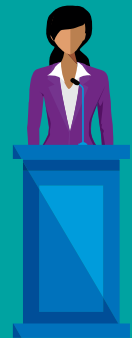


Shocked by the data that only two per cent of VC funding reaches women entrepreneurs, [TiE Women](#) was established in 2019 with a motive to embrace, engage and empower women entrepreneurs across the globe. Their flagship programme, the annual Global Pitch Competition, receives applications from both members and non-members of TiE. The [winners](#) of the [chapter level](#) pitch competitions are sent to the Global Pitch Competition to represent their chapter, in addition to which other women entrepreneurs from across the globe participate. A total of 3,000+ applications from 25+ countries have been received in the past two years, signifying the impact and importance of this programme.

Additionally, events such as Open Mic Nights, Active Learning Workshops, Connect Series, Accelerator Workshops and Bootcamps are conducted by the team. The leaders of this programme have been engaged in more than 2,000 hours of mentoring in 2021, resulting in emergence of successful startups such as [InochiCare](#), [Ahammune Biosciences](#), and [WeavAir](#), which were given equity-free cash prize of USD135,000 for their exceptional performance at the Global Pitch Competition 2020.

*"After winning the chapter pitch competition, our product has gained a lot of global credibility and visibility and we are beginning to realize that it has more potential. Now I have lots of connects on my tip and this flourishing network is solely through TiE Women. Thank you for that!"*

*"I feel TiE Women Global is a launchpad for passionate women entrepreneurs who want to leave their mark in the history of women led enterprises. The programme has been instrumental in shaping my abilities to come out stronger & bolder and make me able to take on all the challenges that come my way."*



— Chapter winners of TiE Pitch Competition

The team believes that ultimate success will be achieved when 10 years down the line, it will be able to put an end for the need of TiE Women and make women entrepreneurship a norm!



*L to R: Mahavir Sharma (Past TiE Chairman), Founder of Inochi Care (TiE Women Global Winner), Dharti Desai (TiE Women Co Chair)*



## Footprint of TiE Flagship Programmes



### AMERICA

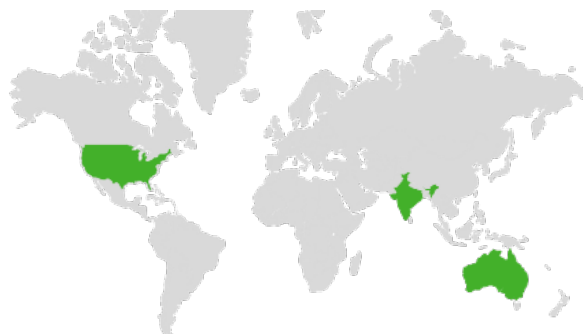
Arizona State University  
California State University Carnegie Mellon University  
Columbia University  
Georgia Institute of Technology  
New Jersey Inst. of Technology  
Oregon State University  
University of South Florida  
University of Texas

### INDIA

IITs  
BITS Pilani  
Banasthali Vidyapeeth  
Christ University  
KPR Institute  
RVCE

### OTHERS

University of Engineering and Technology  
Foundation University of Pakistan  
Technical University of Munich  
University of Toronto  
Ariel University  
IDC Herzliya



### NORTH AMERICA

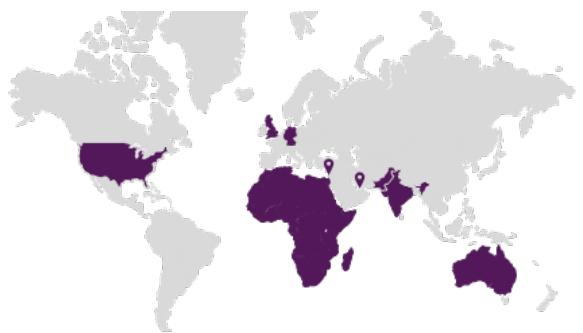
Atlanta, Boston, Dallas, Detroit, Carolinas, Houston, Oregon, Seattle, SoCal, San Diego (SouthCoast), Philadelphia, Vancouver, Washington DC

### ASIA

Delhi, Hubli, Hyderabad, Kanpur (UP), Kerala, Kolkata, Lucknow, Rajasthan

### MELBOURNE

Sydney



### UNITED STATES

West Palm Beach, FL  
Austin, TX, USA  
Boston, MA  
Dallas Fort-worth, Texas  
Arlington, Virginia, USA  
Toronto, Canada  
Albany, Oregon  
Bellevue, Washington  
Palo Alto, USA  
United States

### OTHERS

Cape Town, South Africa  
Dubai, UAE  
Cairo, Egypt  
Berlin, Berlin, Germany  
Islamabad - Pakistan  
Kfar Saba, Israel  
Amman, Jordan  
Lahore, Pakistan  
Brisbane Australia, London  
United Kingdom and Dubai UAE  
Ramallah, Palestine  
Jeddah, Saudi Arabia  
Singapore, Singapore  
Kingslake Central - VIC - Australia

### INDIA

Ahmedabad, Bangalore, Ludhiana, Chennai, Coimbatore, Gurugram, Goa, Gachibowli, Hyderabad, Shertallai, Kolkata, Lucknow, Mumbai, Yavatmal, Pune, Jaipur, Surat, Udaipur, Vadodara



TiE University

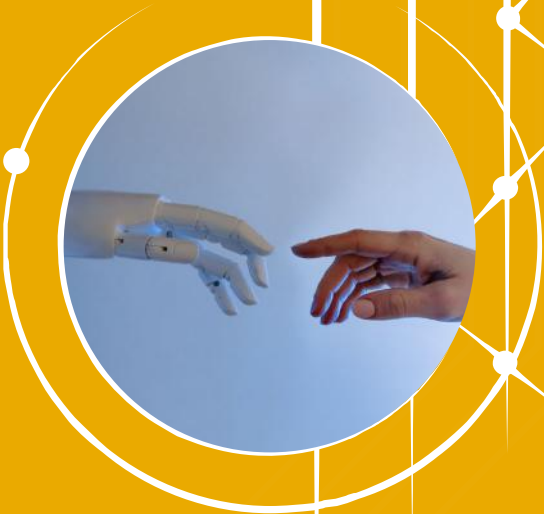


TYE



TiE Women

# Back to the future



# Back to the future

Entrepreneurship is often a manifestation of growth and sustainability of developed nations, communities and educational institutions. Developed nations have business-friendly policies and fair tax laws for startups, engaging intellectuals, investing in innovation and research, and welcoming financial capital to enable and promote entrepreneurship at all levels.

The world has indeed become flat and borderless. The covid era has shown how we can stay connected now more than ever, collaborate seamlessly, communicate effectively and help each other with innovative and cost-effective solutions to combat the pandemic. Entrepreneurs across the world rose to the occasion to address the need of the hour, especially TiE members globally. Today, TiE can leverage the five pillars to build the entrepreneurial ecosystems beyond their network of chapters through programmes and events.

The focus for TiE in the next few years is wealth creation through entrepreneurship in all sectors and stages, while inspiring entrepreneurs across economies. Mentoring and providing access to seed capital in startups worldwide through TiE Global Angels and TiE India Angels networks are paramount. TiE will aspire to be the active angel group globally, where good advice and funding go hand in hand. The US is still driving innovation, and the rest of the world can break barriers and unleash its potential.

TiE should be the go-to organisation and serve as a think tank for entrepreneurship, advising governments and corporates, especially countries such as India and Africa with significant younger populations. There are several challenges in commerce, energy, food, technology, infrastructure and opportunities to build great companies. TiE will facilitate the changes to the policy framework to drive mass entrepreneurship and emphasize upon friendly tax reform to infuse an abundance of risk capital into the startup ecosystem. India alone needs a million entrepreneurs in the next five years and government support is imperative to facilitate this.

TiE is uniquely positioned to address the gender disparity in the business world and create an inclusive, inspiring and empowering business environment for women entrepreneurs. TiE Women programme has grown by leaps and bounds in a short span of two years. TiE is a platform where women entrepreneurs receive relevant guidance in a safe and trustworthy environment. This network can be leveraged to mentor and run a business plan competition to encourage women-led startups to participate in every major city and town globally.

# Acknowledgements



**Praveen Tailam**  
*Boston*



**B.J. Arun**  
*San Francisco Bay Area*



**C.N. Madhusudan**  
*Atlanta*



**Gita Dang**  
*New Delhi*



**Pradeep Udhas**  
*Mumbai*



**Dinesh Dhamija**  
*London*



**Smita Siddhanti**  
*Washington DC*



**Tariq Khan**  
*New York*



**Kali Prasad Gadiraju**  
*Hyderabad*



**Ravi Narayan**  
*Bangalore*



**P.K. Gulati**  
*Dubai*



**Raj Judge**  
*Silicon Valley*

## Contributors to this report

Vikas Dubey  
Sudipta Chakraborty  
Sreeranjani R  
Ragini Singhal  
Meghna Thomas

## KPMG in India contacts:

### **Pradeep Udhas**

#### **Senior Partner**

National

E: [pradeepudhas@kpmg.com](mailto:pradeepudhas@kpmg.com)

### **Amrith Menon**

#### **Assistant Manager**

National

E: [amrithmenon@kpmg.com](mailto:amrithmenon@kpmg.com)

## TiE contacts:

### **Vijay Menon**

#### **Executive Director - TiE Global**

E: [vijay@tie.org](mailto:vijay@tie.org)

**[kpmg.com/in](https://kpmg.com/in)**

Copyright © 2019-2020 - [TiE Global](#)

This document is meant for e-communication only.