Fostering Entrepreneurship Globally

With 60 chapters in 17 countries and over 11,000 members, TiE is the largest entrepreneurial organization in the world.
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Dear Friends, Colleagues, and Members of TiE,

For me it is two years and counting - since my fellow trustees did me the great honor of reelecting me TiE Global Chairman for another 2 years. I am humbled by the challenge. Two years ago TiE faced some daunting challenges. I do think we have fixed most the problems within our ecosystem, and reestablished some degree of the 3 Ts of TiE, i.e. trust, touch and transparency. We could not have done this without the support of our trustees/chapter champions, our TiE Global staff and most importantly our chapter presidents, boards and executive directors.

In 2012 we saw our network grow by another five chapters; i.e. TiE Tampa Bay, TiE Hong Kong, TiE Israel and TiE Portugal, and TiE Las Vegas. We also launched TiE United for all those parts of the world where we have no presence. Unfortunately we had to close two chapters that had lost momentum, i.e. TiE Patna and TiE South Florida. The net of all of this was to bring us to 60 chapters in 17 countries, with 11,000 members and 2,500 charter members. Quite a powerful global network, wouldn't you agree – a network that all our members should be taking full advantage of.

Our TiE network saw many successful events over the course of the year. TiECon in Silicon Valley, TiECon East in Boston, the TiE Entrepreneurial Summit (TES) in Mumbai, TYE, TiEQuest, and several regional and local TiECons were smash hits, attracting thousands of aspiring entrepreneurs, enabling them to rub shoulders and network with our seasoned and successful members. Of special note were 2 TiECons in Cochin, Kerala and Hubli, Karnataka that attracted 1,300 and 3,000 attendees respectively. Quite an accomplishment for what are supposed to be small regional chapters. TiE was also showcased prominently in a number of prestigious Global events and conferences, like the MIT Global Entrepreneurship Conference in Tallinn, Estonia, and the Rice Business Plan Competition in Houston, Texas.

Our 14th Annual Charter Member Retreat at the spectacular Penha Longa resort in Lisbon, Portugal was the best ever, both in terms of location and in the celebrity attendees who spoke at the retreat. Paul Deegan (conqueror of Mount Everest), the legendary Farokh Engineer, Shobhaa De of Stardust Fame, and a peer of the realm Lord Karan Billimoria set the bar so high that they are going to be a tough act to follow in the coming years.

The coming year looks extremely promising. The world has woken up to the fact that it is entrepreneurship that is the primary driver of economic growth. It is entrepreneurs who come to the rescue when the world is in trouble. So let me end with a small poem:

There are wood ships and good ships,
And ships that sail the seas.
But the ship is entrepreneurship,
And let that always be.

With warm regards,
Ashok Rao
Chairman, TiE Global
Dear Friends and Colleagues,

Our global family continues to grow and innovate. In 2012, we added five new Chapters and closed two for lack of energy and performance. Our Chapter membership is showing a healthy growth trend. As the global economies recover from the doldrums of the great recession, accordingly TiE is witnessing growth as well. Entrepreneurship is becoming everyone’s business. More and more governments, private entities, and non-profits are getting into the business of entrepreneurship. As a result of the growing market and increased competition, we too are honing our entrepreneurial instincts and innovating. Many of our Chapters are blazing the trail with breakthrough ideas and reshaping the business of entrepreneurship.

The most significant development in TiE is that of supplementing our core mission of mentoring, networking, and education with that of incubating and funding. More and more of our Chapters are starting some type of funding forum, including the ever popular Angel groups. Many of our Chapters are adding incubators or accelerators. The business of TiE and the business of entrepreneurship is going through its own creative destruction and reinvention.

Inspired by the energy and dynamism in our Chapters, TiE Global is focusing on innovation as well. We continue to focus and explore new ways to enhance global connectivity. Our Asia and Europe based Business Plan Competitions of 2012 were very successful. As a result we are looking for ways to create a globally integrated business plan competition. We are expanding our CM finder mobile application to include location features so that Charter members can see who is nearby. The Global Charter Member Retreat continues to deliver increased value and lasting relationships.

I remain deeply optimistic for our future.

Thanks for all you do for TiE.

PK Agarwal
CEO, TiE Global

Bridgett Comer
Manager, Finance & Administration

Erik Johnson
Marketing and Communications Lead

Andrew Tjahyadi
IT Operations Manager
Mission
The mission of TiE is to promote entrepreneurship through mentoring, networking, and education.

Vision
The vision of TiE is to be recognized as the global organization fostering entrepreneurship.

Goals
Dedicated to the virtuous cycle of wealth creation, and giving back to the community, TiE endeavors to foster and nurture the next generation of entrepreneurs. TiE aims at spurring growth and development in vibrant markets as well as developing economies.

Background
TiE is the world’s largest not-for-profit organization promoting entrepreneurship, with 60 chapters across 17 countries. TiE has a network of over 8,500 members and 2,500 Charter Members.

Since its inception in 1992 in Silicon Valley, USA, TiE has initiated a wide range of programs and events that educate, inspire, and foster entrepreneurship all over the world.

TiE’s signature programs include: the TiE Young Entrepreneurs (TYE) program which fosters entrepreneurship in our youth, and the TiE Women’s Forum which empowers women entrepreneurs.

TiE’s flagship events are its TiEcons, which are the largest professional and networking conferences for entrepreneurs. TiEcon was initiated by TiE Silicon Valley and has spread to many of its global chapters, drawing industry-leading speakers and thousands of eager entrepreneurs.
Global Connectivity & TiE by Numbers

North America
Atlanta
Austin
Boston
Chicago
Cleveland
Dallas
Denver
Detroit
Houston
Las Vegas
Los Angeles
Minneapolis
New Jersey
New York
Ottawa
Phoenix
Pittsburgh
Portland
Raleigh
San Diego
Seattle
Silicon Valley
Tampa Bay
Toronto
Vancouver
Washington DC

Asia
Ahmedabad
Bangalore
Bhubaneshwar
Chandigarh
Chennai
Coimbatore
Delhi
Dubai
Hong Kong
Hubli
Hyderabad
Islamabad
Jaipur
Kanpur
Karachi
Kochi
Kolkata
Kuala Lumpur
Lahore
Mumbai
Nagpur
Pune
Singapore
Tel Aviv
Tokyo

Europe
Brussels
Frankfurt
London
Manchester
Stockholm

Australia
Melbourne
Sydney

Africa
Mauritius

Founded in: 1992
Locations: 60
Members: 8,500
Charter Members: 2,500

# of Chapters

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<th>Year</th>
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<td>2008</td>
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<td>2013</td>
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% of Members

- CEOs and Chairmen: 30%
- Managing Directors: 21%
- Presidents & Vice Presidents: 15%
- Partners: 12%
- Founders & Co-Founders: 9%
- Professional Executives: 8%
- VC’s and Angel Investors: 5%
Members
TiE members are entrepreneurs and professionals who have an interest in moving ahead in their careers or forming a new business. There are currently 8,500 members in the TiE Network.

TiE members come from many different industries, including: IT, Manufacturing, Healthcare, Banking and Finance, Biotech, Legal Services, and Hospitality.

Members have the opportunity to network with industry leaders, and benefit from the guidance of TiE Charter Members and educational opportunities.

Charter Members
TiE Charter Members (CMs) are successful veteran entrepreneurs, corporate executives, and senior professionals who are ready, willing and able to help fellow members. There are currently 2,500 Charter Members in the TiE ecosystem.

Charter Membership is by invitation only, and requires significant annual dues, and, more importantly, time. CMs are the backbone to TiE’s goal of giving back.

Charter Members help fellow entrepreneurs by funding their ventures, offering connections, and mentoring them through the process of creating a successful business.

CM Connect
CM Connect is our comprehensive search engine to find any Charter Member in the TiE Global Community. Start connecting with fellow Charter Members at cm.tie.org.

CM Forum
The CM Forum was born out of a LinkedIn group called TiE Charter Members. Under this LinkedIn group, there are 20 other subgroups with subjects ranging from Crowdfunding to Big Data Analytics to Golfers to Friends of Pune. Feel free to join these groups or start a new group of your liking.
TiE Houston, TiE Austin, and TiE Dallas host 4th Annual Funding Forum in 2012! 16 teams presented to angel investors and venture capitalists!

TiE UP joins TyE and is set to compete in Global Finals in Washington DC!

TiE Pittsburgh hosts 8 presenter companies at their annual Business Mentoring Roundtable!

TiE Islamabad holds local finals for TiE International Business Plan Competition with guest speaker, Richard Hoagland, US Ambassador to Pakistan!

TiE Chandigarh’s Gurmukh Singh (NetSet Softwares) was awarded “Emerging Young Entrepreneur for 2012” by STPI!

TiE Delhi’s Vandana Luthra won the Padma Shri Award!
TiE Angels Program

The “TiE Angels” program has been very impactful in helping startups with funding and guidance. TiE supported Angel Groups are active in Silicon Valley, Boston, Toronto, SoCal, Atlanta, Oregon, Mumbai, Delhi, Chennai, Hyderabad, and Sydney.

TiE Seattle also recently launched their Angels group. Silicon Valley Angels have invested $7 million in 18 companies while Boston Angels have invested $2.1 million in 6 companies.

By formalizing Angels Groups, the TiE member community now has a clear avenue to reach out to investors and angels.

TiE Young Entrepreneurs (TYE)

The TYE Program empowers the next generation of entrepreneurs by nurturing their creativity, self-confidence, and entrepreneurial qualities. Seasoned mentors coach high school students on how to develop a business plan and pitch it to investors.

Several TiE Chapters from around the world compete in the TYE Global Business Plan Competition. Current participants include: Ahmedabad, Atlanta, Austin, Boston, Chennai, Dallas, Delhi, Detroit, Hubli, Ohio, Seattle, Singapore, UK, UK North, UP, Vancouver, and Washington DC.

The 2012 Finals were hosted by TiE Atlanta and the 2013 Finals will be hosted by TiE DC.

Women and Entrepreneurship

Through various events and programs, TiE makes a point to acknowledge and highlight the contribution of women entrepreneurs.

Over 400 women participated in TiE Chandigarh’s Women Entrepreneurship Program. The program allows women who have achieved personal success in their lives to educate and empower women who want to become successful entrepreneurs.

TiE Ahmedabad’s Women Entrepreneurship Development Program (WEDP) aims to make women aware of business trends and explain the current market scenarios. They also offer detailed knowledge of every aspect of the business world.
**My Story Sessions**

My Story is a TiE program held across several Chapters, which celebrates entrepreneurship and provides inspiration to budding entrepreneurs. Successful entrepreneurs are invited to voice their personal stories on why they became an entrepreneur and the highs and the lows of their journey.

By relating their entrepreneurial adventures, “My Story” speakers encourage aspiring entrepreneurs to follow their dreams. Many of the invited guests include serial entrepreneurs who have had successful exits, an M&A, or an IPO.

**Special Interest Group (SIGs)**

From Retail to Social Entrepreneurship, there are a wide variety of focused groups, specifically catering to your interest or area of expertise at TiE Chapters.

These focused group sessions provide a great platform for high-quality networking amongst seasoned entrepreneurs, professionals, and venture capitalists. Some of the popular SIGs at TiE Chapters are Cleantech, Software, Finance, Life Sciences and Healthcare, Wireless, and Women Entrepreneurs. SIGs are at the forefront on discussions of emerging industry trends.

**Business Plan Competitions**

TiE’s International Business Plan Competition (TIBPC) provides Graduate-level University Students and their teams a chance to compete in the World’s largest and most successful Business Plan Competition at Rice University in Houston, Texas.

While in Houston, the winning teams participate in a 3 day bootcamp and undergo intense mentoring and coaching.

In 2013, TiE Mumbai’s AGcerez won the TIBPC Asia Regional Finals in Delhi, and TiE UK North’s Kaffeination won the TIBPC European Regional Finals held in Brussels. While in Houston Team Kaffeination won several prizes while Team AGcerez made it to the semi-finals.
The Beer Cafe - Rahul Singh
Rahul Singh is the founder of The Beer Cafe, India’s largest beer chain, which serves 50 varieties of beer from 17 countries. Rahul discovered that this was an industry with an attractive growth opportunity, and he decided to turn his dream into a reality after attending a TiE summit in Delhi. Through networking and insightful feedback from TiE Delhi, Rahul hopes to grow from 5 “pouring” outlets to 20. He has already received 4 industry awards in his first year and is in the midst of getting funded by a prominent venture capitalist.

Innoz Technologies - Deepak Ravindran
Innoz Technologies is a company focused on mobile & wireless innovation. Innoz’s 25-year-old CEO, Deepak Ravindran, is a member of TiE Kerala, where he was mentored and seed funded in the early stages. Deepak, along with 3 of his college friends, wanted to build a text-based messaging service that would be the best place for people to find information on a mobile device. Their flagship product, SmsGYAN is currently the largest offline search engine in India, operating through its partnerships with India’s leading operators.

Charbrew - Adam Soliman
Charbrew is an international tea brand based in the UK. 24-year-old Adam Soliman, a mentee of TiE UK North, founded the company in 2009 in an attempt to completely renovate the UK tea market. Adam’s recipes contain the freshest and finest ingredients from around the world. Charbrew has since become UK’s fastest growing specialist tea brand, and is on pace to generate over $100k in sales. As a young entrepreneur, Adam believes in embedding entrepreneurship in youth at a very young age.

GlobeSherpa - Nat Parker & Michael Gray
GlobeSherpa has developed a free mobile application that allows transit riders to purchase tickets by credit or debit card each time they ride a bus. Cofounders, Nat Parker and Michael Gray, sought advice and seed funding from Nitin Rai, President of TiE Oregon, and the TiE Oregon Angels. The company has since signed contracts with Trimet (Public Transport in the Portland area) and Portland Streetcar to power their mobile ticketing. They continue to strive to be the most innovative provider of mobile ticketing software and services.
Success Stories

Sons + Daughters Eyewear - Calvin Yu & Shiva Shabani
Sons + Daughters Eyewear is a kids’ eyeglass company that was started by fashion stylist, Shiva Shabani, and art director, Calvin Yu. The Canadian-born pair noticed their friends’ children needed eyewear that was as cool as the kids themselves. Sons + Daughters quickly gained Lane Crawford, Barneys New York, Harrods, and Harvey Nichols as clients but they need more guidance. They met TiE Hong Kong President, Ian Reed, who exposed them to the TiE ecosystem. His support has helped their company negotiate its pathway into the business world.

Koolkart.com - Anupam Agarwal & Suniel Chawla
Koolkart.com, launched in 2012 by Anupam Agarwal and Suniel Chawla, has grown rapidly to become the premier destination for unique designer collections and tough-to-find products online. Through the help and mentorship of TiE Chennai, Anupam and Suniel have developed a platform with over 100 designers from across India and 160,000 visitors per month. They have also opened the platform to international designers, and have initiated expansion into the South East Asia market.

OpenRatio - Hannes Dernehl
OpenRatio is a Swedish company that enables people with no previous design or programming knowledge to create and publish mobile applications on a broad range of mobile devices and platforms. OpenRatio is the brain child of Tie Nordic Charter Member Hannes Dernhel, whose goal is to make mobile application design and development affordable and possible for any company, especially small and medium-sized companies. OpenRatio has already won the Idea 2 Product Sweden Award, and is one of the hottest start ups in the Nordics.

The Living Greens - Prateek Tiwari
The Living Greens is India’s first rooftop organic farming company. Founded in 2012 by Prateek Tiwari, The Living Greens is a 100% TiE incubated company. When Prateek had trouble keeping his business from a spiraling debt, he enlisted the help of Sharad Kamra, TiE Rajasthan’s Executive Director. Sharad put Prateek in touch with Naren Bakshi, former TiE Trustee, and other TiE members who offered him mentorship, incubation space, and all the tools he needed to succeed. Prateek hopes his dream of converting concrete jungles to lush green organic farms will come true.
October 5 - 6, 2012 - Attendance: 150
Keynote speakers included:
Shama Kabani
(CEO of MarketingZen)

May 18 - 19, 2012 - Attendance: 3,000
Keynote speakers included:
Dr. Deepak Chopra
(Author and Speaker)

October 10, 2012 - Attendance: 175
Keynote speakers included:
Nick Reade
(General Manager of ANZ)

May 31 - June 1, 2012 - Attendance: 500+
Keynote speakers included:
Sanjay Mehrotra
(Founder and CEO of SanDisk)

October 25 - 28, 2012 - Attendance: 1,300
Keynote speakers included:
PK Mohapatra
(President & CEO of RPG Enterprises)

October 10, 2012 - Attendance: 175
Keynote speakers included:
Nick Reade
(General Manager of ANZ)
December 3, 2012 - Attendance: 120
Keynote speakers included:
Ric Richardson
(Australian Inventor)

April 28, 2012 - Attendance: 300
Keynote speakers included:
Michael Kohlsdorf
(Operating Partner at Francisco Partners)

October 11 - 12, 2012 - Attendance: 200
Keynote speakers included:
Lt. Governor Brian Calley
(State of Michigan)

December 3 - 4, 2012 - Attendance: 1,300
Keynote speakers included:
Mr. G Mallikarjuna Rao
(Founder of GMR Group)

March 16 - 17, 2013 - Attendance: 400+
Keynote speakers included:
Girish Nair
(CEO of Netcore Solutions)
TiE Entrepreneurial Summit (TES)
The TiE Entrepreneurial Summit (TES) 2012, Mumbai - “The Mahakumbh for Entrepreneurs” was held on December 20 and 21, 2012 at the Bombay Exhibition Centre in Mumbai. The seventh edition of TES hosted 1,500 participants and 65+ investors, including Venture Capitalists, Angel investors, Incubators, and more. Budding young entrepreneurs were able to seek advice, mentoring and knowledge from experienced entrepreneurs. Key speakers included Sunil Munjal of Hero Group.

SmashUp!
Smashup! is a giant mashup of creative energy, product showcases, networking opportunities, and insightful agenda, covering key startup issues and challenges. SmashUp 2013, held in New Delhi on February 1 - 2, hosted 350 delegates, 33 speakers, 22 investors, and several influential business leaders. The atmosphere and format encourages participants to bond in an informal, open, interactive manner that enables them to share, collaborate, and help learn from experience to create new ideas.

TiE Challenge - Boston
TiE Challenge is a startup accelerator program to help entrepreneurs turn great ideas into real companies. In 2012, after receiving over one hundred applications, the Screening Committee chose 20 teams to present at TiEcon East. A panel of seasoned entrepreneurs, venture capitalists, and TiE Angels judged the presenting teams and selected 5 winners. These teams joined the TiE Challenge Accelerator program and have the opportunity to be funded by TiE Angels.

TiEQuest
TiEQuest is an annual business venture competition hosted by TiE Toronto with the goal of connecting entrepreneurs and business enthusiasts with venture capitalists. Over 325+ entrepreneurs from 21 cities in North America took part in TiEQuest 2013. Unhaggle Inc., whose product is a stress free car buying website, took home the first place prize, while TrendyMED Inc, a young medical devices company, came in second place.
Only superlatives can serve to describe TiE’s 14th Annual Global Charter Member Retreat, held in Lisbon from July 19-22. The bar was set high with last year’s retreat in Bali, which was unanimously proclaimed as the best Retreat ever. Well the “best Retreat ever” tag lasted only one year. A record breaking attendance of 400 CMs, spouses and kids from 14 countries and 39 chapters were present in Lisbon.
In 2012, TiE instituted a new award to recognize those people who are the bulwark of TiE, the backbone of the entire network: Executive Directors. There were some terrific nominees and the panel of judges had a tough time selecting the winner from several deserving candidates in the two categories: Full-time ED and Part-time ED. Here are the winners.

**Full-Time ED of the Year**
Geetika Dayal  
*TiE Delhi*

**Part-Time ED of the Year**
Ann Jordan  
*TiE UK North*

**Chairman’s Award**
Freddy Nurski  
*TiE Brussels*
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<td>Steven Stralser&lt;br&gt;<a href="mailto:stralser@gmail.com">stralser@gmail.com</a></td>
<td>Andrea Winnig&lt;br&gt;andreatieaz@gmail</td>
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<td>Palaniswamy Raj&lt;br&gt;<a href="mailto:raj@virima.com">raj@virima.com</a></td>
<td>Ashish Thakur&lt;br&gt;<a href="mailto:ashishthakur@tie-atlanta.org">ashishthakur@tie-atlanta.org</a></td>
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<td>Pratima Rao&lt;br&gt;<a href="mailto:prao@compellink.com">prao@compellink.com</a></td>
<td>Lisa Chung&lt;br&gt;<a href="mailto:lisajcchung@yahoo.com">lisajcchung@yahoo.com</a></td>
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<td>Arjun Aggarwal&lt;br&gt;<a href="mailto:aaggarwal@healthscapeadvisors.com">aaggarwal@healthscapeadvisors.com</a></td>
<td>Anne Delaney&lt;br&gt;<a href="mailto:anne.delaney@midwest.tie.org">anne.delaney@midwest.tie.org</a></td>
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<td>Shalini Mohan&lt;br&gt;<a href="mailto:admin@nj.tie.org">admin@nj.tie.org</a></td>
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<td>Joe Cole&lt;br&gt;<a href="mailto:joe.cole@ohio.tie.org">joe.cole@ohio.tie.org</a></td>
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**Asia**

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<td></td>
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<td><a href="mailto:rajan.vasa@contechbpo.com">rajan.vasa@contechbpo.com</a></td>
<td>Anu Sutaria</td>
<td><a href="mailto:anu.sutaria@ahmedabad.tie.org">anu.sutaria@ahmedabad.tie.org</a></td>
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<tr>
<td><em>Bangalore</em></td>
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<td>Naganand Doraswamy</td>
<td><a href="mailto:president@tiebangalore.org">president@tiebangalore.org</a></td>
<td>Gayathri Sharma</td>
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<td><a href="mailto:jbpany@gmail.com">jbpany@gmail.com</a></td>
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<td><a href="mailto:partap@idsil.com">partap@idsil.com</a></td>
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<td><em>Chennai</em></td>
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<td>Lakshmi Narayanan</td>
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<td>Srinivasan Viswanathan</td>
<td><a href="mailto:vishy@tiechennai.org">vishy@tiechennai.org</a></td>
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<tr>
<td><em>Coimbatore</em></td>
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<td>I.B. Devesan</td>
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<td><a href="mailto:tiedubai@tiedubai.org">tiedubai@tiedubai.org</a></td>
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<td><a href="mailto:ian.reed@enhanceddatagroup.com">ian.reed@enhanceddatagroup.com</a></td>
<td>Lorna McCabe</td>
<td><a href="mailto:tie.china.hk@gmail.com">tie.china.hk@gmail.com</a></td>
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<td><a href="mailto:president@tie-lahore.org">president@tie-lahore.org</a></td>
<td>Saira Ahmad</td>
<td><a href="mailto:ed@tie-lahore.org">ed@tie-lahore.org</a></td>
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## Worldwide Leadership Directory

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<td>Zalina Aziz</td>
<td><a href="mailto:zalina@malaysia.tie.org">zalina@malaysia.tie.org</a></td>
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