



GLOBAL
FOSTERING
ENTREPRENEURSHIP

Annual Report 2018



Pillars of TiE

Mentoring
Networking
Educating
Funding
Incubating

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"It's necessary to find a mentor who can invest time to know your personal capabilities and business model." -*Nigel Davies, Founder of Claromentis*

About TiE

TiE Inc. (also known as TiE Global) is one of the largest not for profit organizations focused on entrepreneurship, and has created over \$200 billion in wealth since its inception. The mission of TiE is to foster entrepreneurship globally through the 5 pillars of TiE, which include mentoring, networking and education, funding and incubation. TiE's focus is to enable the next generation of entrepreneurs, and spur the cycle of wealth creation.

From humble beginnings in Silicon Valley, 27 years ago, TiE has grown to 61 chapters in 14 countries. There are currently more than 12,000 members and over 3000 charter members. TiE is a vibrant platform for connecting entrepreneurs, professionals, industry leaders, and investors. TiE chapters worldwide organize over 5000 events annually to educate, inspire, mentor and fund entrepreneurs.

Purpose

- Encourage and nurture the next generation of entrepreneurs
- Give back to the community by guiding aspiring entrepreneurs
- Spur development and economic growth in vibrant economies as well as under-developed regions

TiE Global

61 Chapters in 14 Countries

AMERICAS

USA

- Atlanta
- Austin
- Boston
- Carolinas
- Dallas
- Denver
- Detroit
- Houston
- Midwest
- Miami
- New York
- New Jersey
- Ohio
- Oregon
- Philadelphia
- Pittsburgh
- Seattle
- Silicon Valley
- SoCal
- South Coast
- Tampa Bay
- Washington DC

CENTRAL AMERICA

Mexico

- Laguna

NORTH AMERICAS

Canada

- Ottawa
- Toronto
- Vancouver

AUSTRALIA

- Melbourne
- Sydney

EUROPE

- London
- Manchester
- Deutschland
- Israel

ASIA

India

- Ahmedabad
- Amaravati
- Bangalore
- Bhubaneshwar
- Chandigarh
- Chennai
- Coimbatore
- Delhi
- Guwahati
- Hubli
- Hyderabad
- Rajasthan
- Kerala
- Kolkata
- Lucknow
- Madhya Pradesh
- Mumbai
- Nagpur
- Pune
- Udaipur
- UP – Kanpur

MIDDLE EAST ASIA

- Dubai

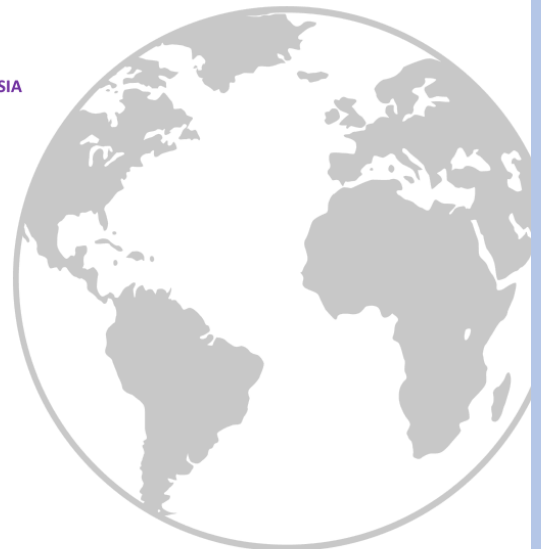
SOUTH ASIA

Pakistan

- Islamabad
- Karachi
- Lahore

FAR EAST ASIA

- Singapore
- Hong Kong
- Japan
- Dhaka



Board of Trustees

TiE Global Board of Trustees are Champions and Brand Ambassadors of TiE all around the world. They are accomplished entrepreneurs who are committed to evangelizing the Startup culture and supporting the mission of TiE by actively assisting all 61 Chapters.



Nitin Rai
Chair - TiE Global
Chair - Finance Committee



Mahavir Sharma
Vice Chair - TiE Global
Chair - Governance Committee



CN Madhusudan
Chair - Chapter Development
Committee



Dinesh Dhamija
Chair - CM Retreat Committee



Praveen Tailam
Chair - Sponsorship Committee



Venktesh Shukla
Chair - SIG (Special Interest Group)
Committee



Bobby Bedi



Puneet Pushkarna



Raj Judge
(Secretary)



Sharmilli Ghosh



Tariq Khan



Vijay Kotrappa

TiE Global Team



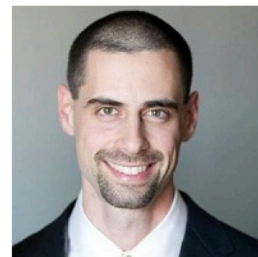
Seema Chaturvedi

AIRSWEEE Chairperson



Shashi Jain

TYE Global Curriculum Director



Benjamin Nahir

TiE Angels Program Manager

TiE Global Staff



Vijay Menon

*Executive Director,
TiE Global*



Mohini Suchanti

*Program Manager,
TiE Global*



Aparna Mishra

*Marketing Manager,
TiE Global*

Flagship Event

TiE Inflect



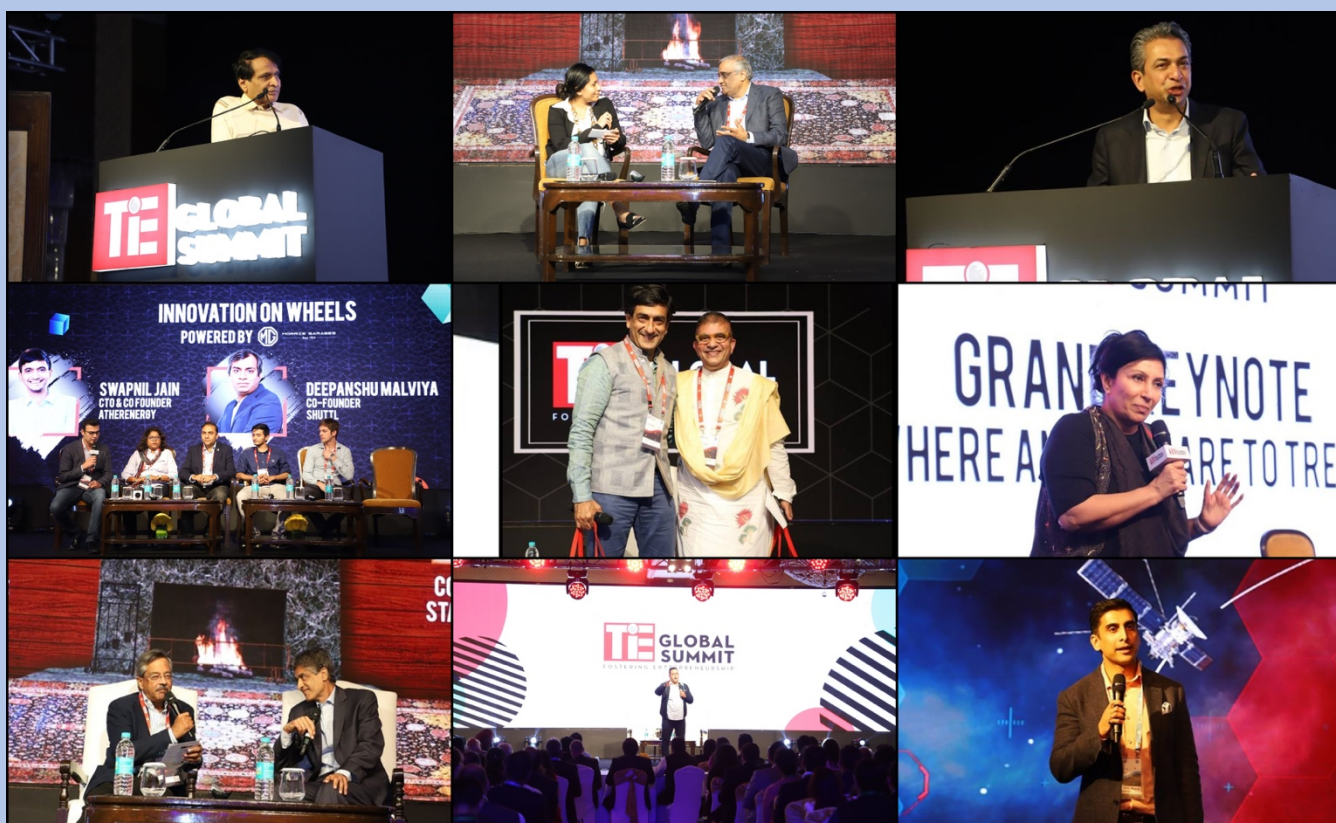
TiE Silicon Valley organised TiE Inflect 2018 on May 4-5, 2018, at the Santa Clara Convention Center, attracting 5000+ attendees from 20+ countries. This event brought together startups, thought leaders, domain experts, enterprise executives, venture capitalists, angel investors, government agencies, and service firms that thrive and support a broad, global entrepreneurial ecosystem.

TiE Inflect 2018 focussed on the business and human impact of AI, and how AI combines with disruptive technologies like Blockchain and IoT, that are transforming various industries including FinTech, MarTech, HealthTech and more.

Keynote speakers for TiE Inflect 2018 included - Doug Merritt, CEO, Splunk; Vishal Sikka, Former CEO of Infosys, Thought Leader in AI advancements; Deepak Ahuja, CFO, Tesla; Harmit Singh, EVP and CFO, Levi Strauss; Vasant Prabhu, EVP and CFO, Visa; Thomas Kurien, President, Product Development, Oracle; Dr Former Infosys CEO and AI Thought leader, Vishal Sikka, etc.

Flagship Event

TiE Global Summit III



TiE Global and TiE Delhi-NCR hosted the 3rd edition of TiE Global Summit at Taj Palace in New Delhi. The event spanned over two days, 29th and 30th November 2018, and it was themed **‘Entrepreneurship: Driving Employment, Driving Growth’**.

Some of the keynote addresses at TGS III included Suresh Prabhu, Union Minister of Commerce & Industry and Civil Aviation; Asha Jadeja Motwani, Motwani Jadeja Foundation; Kishore Biyani, CEO, Future Group; Rishad Premji, Chief Strategy Officer & Member of the Board, Wipro; Dhiraj Rajaram, Founder - MuSigma; Fashion Guru Prasad Bidapa; among others. A special address for Charter Members was delivered by Hon’ble Minister of State for Civil Aviation, Jayant Sinha.

The summit hosted 2600+ delegates, 175+ speakers and 50+ sessions with the presence of numerous industry leaders, investors, entrepreneurs and government officials. The event also facilitated funding opportunities through Investor Lounges. TGS III offered a chance for high potential entrepreneurs to present their business plan within four major verticals including Angel & Seed, Series A, Incubators, and Social Entrepreneurship. About 100 investors participated in the TiE Global Summit, and over 35 curated pitches were facilitated.

TiE CM Retreat - Prague

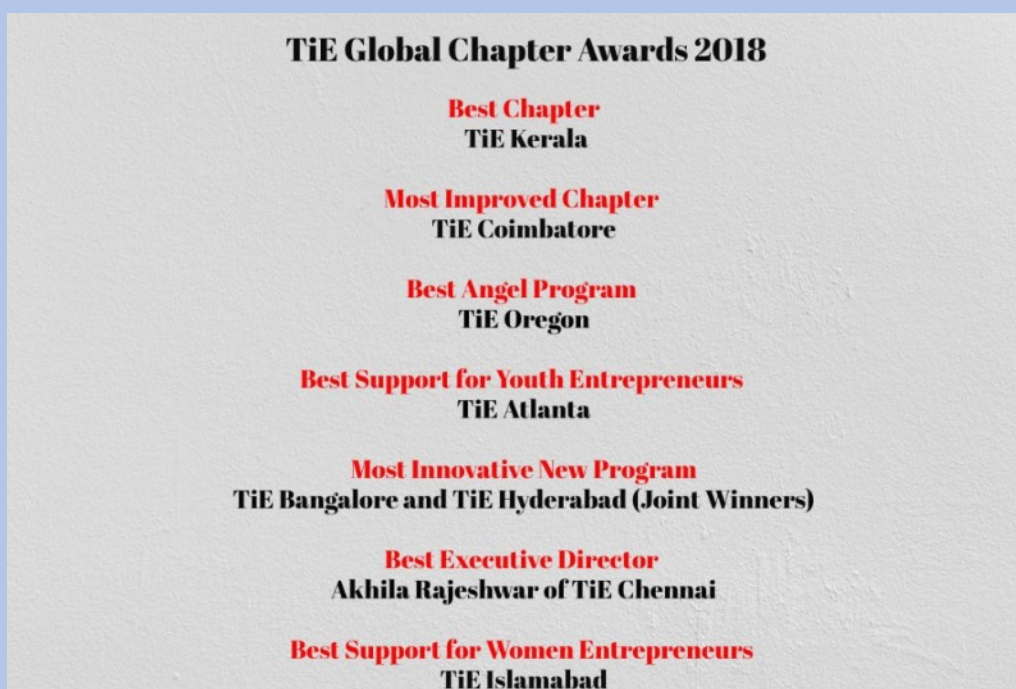


The Annual Charter Member Retreat was hosted in **Prague, Czech Republic**, from **June 29th to July 2nd, 2018**. The Retreat facilitates professional networking as well as informal mingling within our network of 2,800 TiE Charter Members from around the globe. This year over 130 Charter Members registered from all over the world and we hosted over 300 attendees in all.

At the Retreat, multiple activities are planned for CMs and their families, including networking mixers, inspirational speaker sessions, sightseeing activities, a Gala dinner and an award ceremony celebrating excellence at TiE Chapters around the world. Charter Members witnessed a host of exciting activities planned including seeing the Old Town Square and the Prague Castle. The Entrepreneur bootcamp for startups in the Czech Republic provided some valuable insights to the local startups.

Annual Chapter Awards

TiE Global gave away the Annual Chapter Awards and recognised the Best TiE Chapters in various categories during the TiE CM Retreat. TiE Kerala bagged the Best Chapter Award 2018. Other awards as follows –



AIRSWEEE Conclave 2.0



TiE Global launched the second year of Project All India Road Show for Women's Economic Empowerment through Entrepreneurship (AIRSWEEE) on March 14, 2018. Leveraging its global network, TiE conducted in-person, 4-day workshops in five cities in India, including Bhubaneswar, Patna, Lucknow, Hubli and Baroda to mentor 150 women entrepreneurs. These mentees came from over 30 Tier 2, 3 cities and 15 states in India and were mentored by 7 Charter Members from US and 5 Charter Members from India. 25 mentees have been selected to receive an additional 6 months remote mentoring in Phase 2 which will commence on May 1, 2018.

Later in October, in partnership with U.S. Embassy, New Delhi and Consulates, TiE Global officially launched two follow-on programs as an extension of Project AIRSWEEE 2.0.

The two follow-on programs are AIRSWEEE ScaleUp and AIRSWEEE Global Fellows. Both the programs are funded by a US State Department Grant executed through the US Mission in India. This grant marks the third consecutive year where AIRSWEEE has received a grant from the US State Department. US Cultural Affairs Counsellor Mr Conrad Turner announced the grant at the Women Entrepreneurs Conclave 2.0 held in New Delhi on October 22nd and 23rd 2018.

The event featured a host of eminent leaders of the AIRSWEEE project, US State Department, entrepreneurs and government officials including Mary Kay Carlson, Deputy Chief of Mission (DCM), U.S. Embassy; Conrad Turner, Counselor, Cultural Affairs, U.S. Embassy, New Delhi; and Seema Chaturvedi, Chairperson AIRSWEEE, Managing Director, Accelerator Group LLC. The event also hosted an Elevator Pitch for 25 AIRSWEEE 2.0 mentees. The 60-second pitch was adjudged by Erik Azulay, CEO, NEXUS Incubator.

TiE University Challenge



Rice University Business Plan Competition (RBPC) awarded more than \$2 million to various university startup teams in 2018. Since 2012, RBPC has partnered with TiE Global for selecting two high-quality International university startup teams, that get fast-track entry to the top 42 finalists at RBPC.

This year both winning TiE teams were from Asia: Team Sightecho with Davon Hui & Sauce Wan (Hong Kong University of Science and Technology), and WCB Robotics with Gokul Anandan and Ujjawal Aggarwal (Birla Institute of Technology and Science, Pilani – Hyderabad).

These teams were selected for their innovative technologies and flown to Houston to participate at RBPC. The teams was coached by TiE mentors - Ashok Rao, Christian Tidona, Juan Felipe Arjona, Vikas Shah, PK Aggarwal, Praveen Tailam among others.

WCB Robotics won USD \$150,000 TiE Houston Angel Group Investment Prize, USD \$5000 for the People's Choice Award, and one more round of investment by the Goose Society of Texas for USD \$300,000.

TYE Global Finals

TiE Global conducts the TiE Young Entrepreneurs Program (TYE) for fostering the future generation of entrepreneurs. It integrates classroom sessions, mentoring and business planning, aimed at high school students (grades 9 to 12 or equivalent).

At the end of the program, teams compete at the chapter level Finals first and the winner of each chapter goes on to the Global Competition to compete for \$10,000 in cash prizes. This year, the finals were hosted by TiE DC in Washington, on June 22nd-23rd, 2018. This year about 20 teams presented at the TYE Global Finals. Here is the list of all the winners at this year's TYE Global Finals.

First Prize – TiE Oregon (MelaKnow)
Second Prize – TiE Hyderabad (Pop & Lick)
Third Prize – TiE Atlanta (Bye-Bye Wifi)



Program Highlight

TiE Bangalore – Elevate



Elevate is a Government of Karnataka initiative to handhold early-stage startups and fast-track entrepreneurship. Elevate aims to identify the most innovative tech-based startups in Karnataka and elevate them to the next stage of entrepreneurship. This year the Karnataka government has announced a funding of \$3.25 Mn for Elevate 2018.

As Knowledge Partner for the program, TiE Bangalore nominated Charter Members as the jury for the multiple rounds of the competition, helped orchestrate the evaluations and curated the conference for the Grand Finale. 40+ TiE Charter Members from TiE Bangalore were involved in the program this year.

650+ startups applied to the program and after 4 rounds of evaluations, 77 startups out of 250 finalists were declared winners of Elevate 2018. The winners of this edition were declared on 11th September 2018. Apart from a funding amount of up to \$68.6K each, the shortlisted startups will be incubated at various incubation centres across the state.

TiE Boston – TiE ScaleUp



A program of TiE Boston, TiE ScaleUp was created by charter members to help the teams of "Seed to Series A" companies overcome typical barriers to growth by optimizing their strategic positioning, operations, sales and competitive advantage. As a "sector agnostic" accelerator, ScaleUp welcomed companies from all areas of the industry.

About a dozen companies are selected each year to go through the 5-month curriculum taught by serial entrepreneurs, professors of leading business schools, and thought leaders. Sessions range from product management, sales, attracting and retaining talent and value mapping. A key feature of the program is that each company is matched to two mentors from the charter member community who intensely work with cohort companies throughout the program. Companies and mentors are also invited to special dinners such as "ScaleUp Confidential" where a titan entrepreneur is invited for a candid, "ask me anything" session where there is no question too intrusive.

The program culminates in a Demo Day where companies have a chance to pitch to local Angels and VCs. Since the 2018 graduation, all companies have continued to grow and one of the program graduates, [Medumo](#), was recently [acquired by Phillips Healthcare](#). In 2019, TiE Boston welcomed back Adeel Yang, Founder of Medumo, to receive the 2019 Rising Star Award at the chapter's Annual End-of-Year Gala.

TiECons at Chapters

