

ANNUAL REPORT

2021



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ABOUT TiE

The Indus Entrepreneurs (TiE), was founded in 1992 in Silicon Valley by a group of successful entrepreneurs, corporate executives, and senior professionals with roots in the Indus region.

TiE Global is a not for profit organization devoted to entrepreneurs in all industries, at all stages, from incubation, throughout the entrepreneurial lifecycle.

Several members have formed startups while at TiE, and are now charter members giving back to the community. TiE's ultimate goal is to foster entrepreneurship, creating wealth for both the entrepreneur and the local communities.

Dedicated to the virtuous cycle of wealth creation and giving back to the community, TiE's focus is on generating and nurturing entrepreneurs.

In its 29 years of existence TiE Chapters around the world have become a vibrant platform for entrepreneurs, professionals, industry leaders, investors to interact with one another & forge long lasting relationships.



Pillars of TiE

With a global reach and a local focus, the heart of TiE efforts lies in its five pillars:



01 — Mentoring



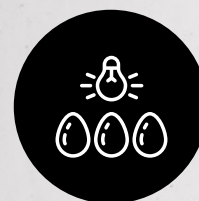
02 — Networking



03 — Educating



04 — Funding



05 — Incubating

TiE PRESENCE – Chapters & Regions

2020 Chapters – 2 new chapters added – Africa and Surat
60 Chapters in 15 countries

USA

1. Atlanta
2. Austin
3. Boston
4. Carolinas
5. Dallas
6. Denver
7. Houston
8. New Jersey
9. New York
10. Oregon
11. Philadelphia
12. Pittsburgh
13. Seattle
14. Silicon Valley
15. SoCal
16. South Coast
17. Tampa Bay
18. Washington DC
19. TiE Global

Canada

20. Ottawa
21. Toronto
22. Vancouver

Australia

23. Melbourne
24. Sydney

Europe

25. London
26. UK North
27. Germany
28. Israel

Africa

29. Kenya

India

30. Ahmedabad
31. Andhra Pradesh
32. Bangalore
33. Bhubaneshwar
34. Chandigarh
35. Chennai
36. Coimbatore
37. Delhi-NCR
38. Guwahati
39. Hubli
40. Hyderabad
41. Kerala
42. Kolkata
43. Lucknow
44. Madhya Pradesh
45. Mumbai
46. Mysuru
47. Nagpur
48. Pune
49. Rajasthan
50. Surat
51. Udaipur
52. UP – Kanpur
53. Dehradun (Upcoming)

Middle East Asia

54. Dubai

South Asia

- Pakistan
55. Islamabad
 56. Lahore

Far East Asia

57. Singapore
58. Hong Kong
59. Japan
60. Dhaka

LETTER FROM THE CHAIR

As TiE embarks on its 30th year, we must "future-proof" our organization. The global board spent a significant time on structural alignment to ensure both "relevance" and "value-addition". Our focus was to ensure TiE Global continues to be the fundamental structural fabric amplifying the single brand of "TiE", while retaining the individuality of chapters. We standardized programs, so the overarching programs remain similar, and chapters can add their inputs to suit the local ecosystem.



Praveen Tailam

While many of these programs existed earlier, we worked to provide stable central leadership to engage with thought leaders and ensure make playbooks available to everybody. TiE Women, TGA, TIA, and TiE University got turbo-charged in this endeavor. New adopters learned from best practices refined by mature and seasoned chapters without reinventing the wheel.

Another critical initiative to the core of TiE, Chapter Development, was essayed. We were clear that we are not just chasing numerical supremacy by increasing the number of chapters but, on the contrary, ensuring that even if we have fewer chapters, we are making sure that they represent a stronger brand qualitatively. Hence, the chapters dilutive to the fundamental ethos were issued closure notices and we focused our limited organizational bandwidth on chapters with potential.

TiE Global Summit was hosted in December in Dubai - that played host to excellent speakers, startups, content, and CMs from different cities at the beautiful Dubai Expo 2020. Additionally, during the Covid crisis, it was heart-warming to see the TiE community coming together in adverse times, raising funds, providing access to healthcare equipment, logistics support, and being there for each other.

Lastly, I would like to mention that I started my journey with TiE as a young member in 1999. Steering this organization with fellow board members was a humbling experience. Bidding adieu to this role does not imply my association with TiE comes to a halt. As Robert Frost famously said, "And miles to go before I sleep," I will continue this journey of learning, fostering entrepreneurship, and giving back to the entrepreneurial community of TiE that has given me immense knowledge, mentors, lessons and lifelong friends.

BOARD OF TRUSTEES



Praveen Tailam
(Chair)



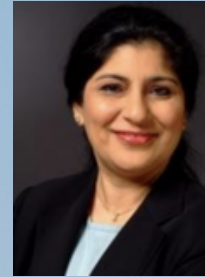
BJ Arun
(Vice-Chair)



CN Madhusudan



Dinesh Dhamija



Gita Dang



**Kali Prasad
Gadiraju**



PK Gulati



Pradeep Udhas



Ravi Narayan



Smita Siddhanti



Tariq Khan

TiE GLOBAL TEAM



Vijay Menon
Executive Director



Mohini
Program Manager



Aparna Mishra
Manager - Marketing
& Communication

TiE GLOBAL SUMMIT

India has been a strong anchor for the TiE Global Summit to date. Despite the challenges of Covid, bringing TGS to Dubai was a bold but apt decision as it paved the way for other chapters to follow suite. TGS team led by PK Gulati (TiE Global Trustee) and Ashish Punjabi (President, TiE Dubai) raised the bar to newer heights. This year's TGS will be hosted by TiE Hyderabad and we are happy to report that TGS 2023 was awarded to the TiE Singapore chapter, led by Amit Gupta. Safe to say, the TGS brand is rapidly becoming a global asset.



TiE Global Summit 2021 was hosted by TiE Dubai and TiE Global, during Expo 2021 Dubai

TiE GLOBAL AWARDS

At the TiE Global Summit Gala, we awarded 'Global Entrepreneur of the Year - Business Transformation' to Kumar Mangalam Birla, the Chairman of the Aditya Birla Group. He received the award in Dubai for his leadership of a globally diversified conglomerate during the unprecedented period of global turmoil induced by the pandemic. Shoutout to TiE Global Trustee, Kali Prasad Gadiraju (Hyderabad), and Vish Mishra (Silicon Valley) for working with the jury comprising of Tim Draper, Eugene Kandel, Jaleh Daie, Manna Dhabolkar, Kavil Ramachandran, and Rich Karlgaard.



Global Entrepreneur of the Year Award – Business Transformation awarded to
Kumar Mangalam Birla – Chairman of the Aditya Birla Group

HONORARY AWARDS

Global Entrepreneur of the Year
First-Gen Entrepreneur

Jeff Bezos

Global Entrepreneur of the Year
Immigrant Entrepreneur

Elon Musk

Global Entrepreneur of the Year
Professional CEO

Satya Nadella

ECOSYSTEM AWARDS

Best Global Accelerator
for Startups

Techstars

Best Global University Promoting
Student Entrepreneurship

MIT

Best Global VC Fund

Accel



TiE Global Programs

TiE CM Retreat

Annual Chapter Awards 2022

TiE Women

TiE Young Entrepreneurs (TYE)

TiE University

TiE Global Angels

TiE India Angels

TiE CM RETREAT

Returning to the retreat after a two-year hiatus, we could not have picked a better resort than St.Regis, Abu Dhabi. Weather, sightseeing and the camaraderie among the 190+ charter members and their families was a sight to behold. TiE CM Retreat (December 17th to December 20th, 2021) at Saadiyat Island, Abu Dhabi, UAE.



Annual Chapter Awards 2022

The Annual Chapter Awards ceremony was held during the retreat to acknowledge the incredible work done by TiE Chapters across the globe.

Most Improved Chapter

TiE Nagpur

Best Angel Chapter at a TiE Chapter

TiE Kerala

Most Innovative Program by a TiE Chapter

TiE Boston

Best Support for Women Entrepreneurs at a TiE Chapter

TiE Dubai

Best Support for Youth Entrepreneurs at a TiE Chapter

TiE South Coast (San Diego)

Best Executive Director

Akhila Rajeshwar (TiE Chennai)

Best Chapter

TiE Rajasthan



TiE Women

The TiE Women Global Pitch Competition 2021 witnessed a magnificent culmination at GITEX Global 2021 under GITEX Future Stars in Dubai. With participants from 40 locations, from applicants across 30 countries, three women entrepreneurs walked away with \$100,000 in cash prizes and in-kind support.

Winner: Neha Jain, ZeroCircle from TiE Delhi-NCR

1st Runner Up: Myra Arshad, AltTex from TiE NY/Toronto

2nd Runner Up: Farah Emara, FreshSource from TiE Dubai (Egypt)

TiE Women has accelerated 240+ women-led startups in two years. Connect Series, Open Mic Nights and Active Learning Workshops were added in 2021 to amplify and encompass more entrepreneurs. under the leadership of Dharti Arvind Desai (TiE New York) and Smita Siddhanti (TiE DC) as co-chairs.



The TiE Women Global Pitch Competition Finale 2021

TiE Young Entrepreneurs (TYE)

Over the last 17 years (from 2005 in Boston), 21,500 high schoolers graduated from the TYE program. In the 2020-21 cohort, led by Shashi Jain (Oregon) as chair, we had participation from 1500 students. The TYE Global Final Competition 2021 was hosted by TiE Carolinas on June 18-19. Total cash prizes worth USD 12,500 were awarded to student teams.

1st Place: Asteria (TiE DC), a machine-learning-based, predictive cybersecurity services startup

2nd Place: Scollab (TiE Boston), a collaboration platform for students

3rd Place: Intern-net (TiE Rajasthan), a platform for matching high school students to company internships

In 2021-22, 25 chapters are running the program. We have a new leadership team in place with Madan Padaki (Bengaluru), Kanchana Raman (Atlanta) & Tariq Khan (New York) in building this asset into a formidable entity.

TiE University

In 2021, 27 Chapters, 526 teams, 1520 University students from 7 countries participated in the global pitch competition. Cash Prizes worth \$87K and in-kind Prizes over \$900K were awarded to the winning teams of the TiE University pitch competition.

1st Place: ALT TEX (University of Toronto), TiE Toronto

2nd Place: SURVIVR (University of Texas), TiE Dallas

3rd Place: Insight Optics (Georgia Institute of Technology), TiE Atlanta

The Hackathon had a participation of 22 chapters from 6 countries, 700+ teams with over 2300 students for the 20 challenges. Thanks to Dr Paul Lopez (Atlanta), Ravi Puli (Washington DC), SubbaRajuPericherla (Hyderabad) and Viveck Verma (Hyderabad) for their leadership.

TiE Global Angels (TGA)

Led by CN Madhusudan (Atlanta), Shankar Ram (SoCal), Maninder Dhaliwal (Vancouver), Kumar Sripadam (Silicon Valley), and Vivek Soni (Boston), TiE Global Angels picked up momentum in 2021. \$25Mn invested to date in 30+ companies. Additionally, chapters with active angels have invested before bringing them to the Global platform. Cumulatively, TGA facilitated investments worth \$76Mn in over 230+ deals. Individual sites for Chapters claim :

TiE SV - \$13Mn, 70 companies

TiE Boston - \$19Mn, 85 companies


TiE Oregon - \$14Mn, 60 companies

TiE SoCal - \$5Mn, 20+ companies

TiE India Angels (TIA)

Led by Mahavir Pratap Sharma (Rajasthan), V. Shankar (Chennai), and Uday Kothari (Pune), TIA started its deal flow in July 2021. The team screened 104 applications and shortlisted 10 deals for investor pitches. So far TIA investments have been made worth INR 6.5 Cr in 4 deals, with more in the pipeline.



A photograph of a long, arched stone corridor. The corridor is made of light-colored stone blocks. The arches are supported by thick stone pillars. At the far end of the corridor, there is a dark doorway. The lighting is warm and even.

TiE Global Initiatives

Chapter Development

TiE Global Impact Report

Government Affairs

COVID Fundraiser

Chapter Development

A chapter development team led by Gita Dang (New Delhi) along with Tariq Khan (New York), Puneet Pushkarna (Singapore) and PK Gulati (Dubai), and BJ Arun (Silicon Valley) had an arduous task of examining historical data of the chapters to strengthen the organization and upholding the brand of TiE. The efforts of this team led to changes to affiliation agreements, improved communications with chapters, onboarding new president processes, chapter award criteria and selection, etc. Unfortunately, we had to make a tough call in disaffiliating and closing four chapters, including Dhaka, Guwahati, Israel, and Sydney, as they were not in good standing for several years. While we remain committed to fostering entrepreneurship worldwide, we've invited the charter members of these chapters to continue their association as part of TiE Global charter membership.

TiE Global Impact Report

Over the last 30 years, TiE has created a tremendous impact around the world where our Chapters have worked with Startups, Investors, Partners, and the Government to build the ecosystem and influence policy. TiE Global commissioned KPMG to do an independent study on the impact by researching and interviewing each chapter and creating a report that can be used to position TiE appropriately and tell a compelling story. We published an Impact Report encompassing the performance of various TiE Chapters worldwide. The process took over 6 months where the KPMG team led by TiE Global Trustee Pradeep Udhas (Mumbai), spent considerable time with each chapter to unearth unheard stories of impact in their ecosystem. Over the years, TiE has nurtured more than 25,000 startups, creating an exceptional mark in the global entrepreneurial ecosystem. The report is available [here](#).

Government Affairs

Over the years various TiE Chapters have collaborated with Central and State Government bodies in India. To ensure sustained long-term collaboration with the Indian government, we have appointed former DPIIT Secretary, Ramesh Abhishek as an advisor. Thank you to TiE Global Trustee Ravi Narayan (Bangalore) for taking a lead on this.

Covid Fundraiser

Covid crippled the healthcare infrastructure throughout 2021. India suffered majorly during the second wave in March 2021. It was heartening to see the combined forces of TiE focus on finding ways to assist the ones in need. At the fundraising event led by Singapore chapter president Amit Gupta and his incredible team, along with Amit Mookim (Mumbai) and other chapters, spearheaded a fundraising campaign (in partnership with Give India). The campaign - 'I Breathe for India' aimed to ensure that help was extended on a pan-India basis. We raised over \$3.5M to the cause with celebrities from Bollywood, sports, and spirituality taking part in it. The link to the event can be found [here](#) Gita Dang (Global Trustee, Delhi-NCR) and several others, worldwide, started a Covid Goods and Services group on WhatsApp. They provided connections and support, from access to oxygen concentrators/cylinders to medicines and hospital beds, masks, etc. More than 250 members across the globe came together to make connections and provide support to anyone who sought it. Sincere thank you to all the volunteers.