



# TECNIA INSTITUTE OF ADVANCED STUDIES

**NAAC ACCREDITED GRADE "A" INSTITUTE**

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

**INSTITUTIONAL AREA, MADHUBAN CHOWK, ROHINI, DELHI- 110085**

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## INSTITUTION'S INNOVATION CELL



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

# Webinar

## VC Funding Opportunity for Early Stage Entrepreneurs



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



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



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





**11:00 AM**

# 04

**June  
2021  
FRIDAY**

## REPORT

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

## OBJECTIVES

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

## WEBINAR

This webinar was intended to enhanced the knowledge of the participants about the funding opportunities for early stages enterpreneurs. The key focal point of the webinar was to identify the tools and techniques used by entrepreneurs to uplift business.

The participants have learnt about the different types of funding development program in detail. In workshop complete online guidance was given by resource person.

## **MR. ANTARPREET SINGH**

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

- Mr. Singh briefed us about the funding opportunities.

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

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

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

It includes the following features:

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

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

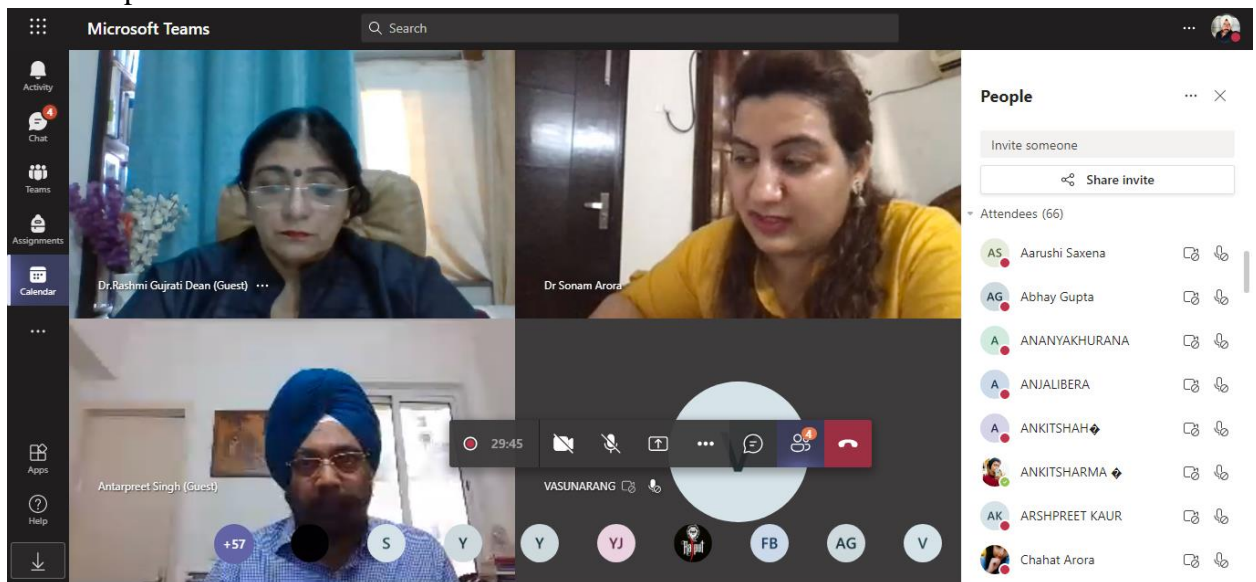
- He further informed us about the top funding opportunities to raise start ups capital.

✓ Bootstrapping your startup business:

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

✓ Crowdfunding As A Funding Option:

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



*Speaker in Webinar*

✓ Get Angel Investment In Your Startup:

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

✓ Get Venture Capital For Your Business:

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

✓ Get Funding From Business Incubators & Accelerators:

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

✓ Raise Funds By Winning Contests:

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

✓ Raise Money Through Bank Loans:

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

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



✓ Get Business Loans From Microfinance Providers or NBFCs:

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

✓ Quick Ways To Raise Money For Your Business

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

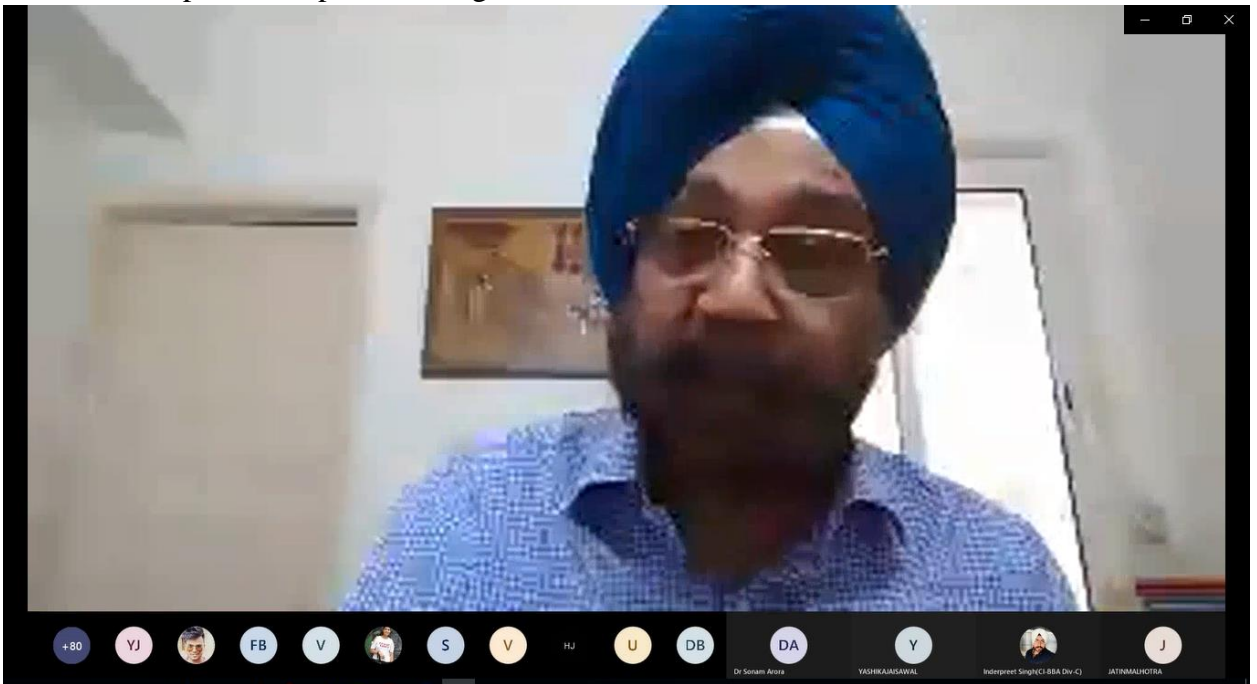
- He briefed us about different types of startups:

✓ Lifestyle Startups: Self-employed folks

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

✓ Small Business Startups: Feeding the Family

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



*Speaker elucidating the topic*

✓ Scalable Startups: Born to Be Big

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

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

- ✓ Buyable Startups: Born to be bought

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

- ✓ Large Company Startups: Innovate or die

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

- ✓ Social Startups: Mission – Difference

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

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

## **Dr. Rashmi Gujrati**

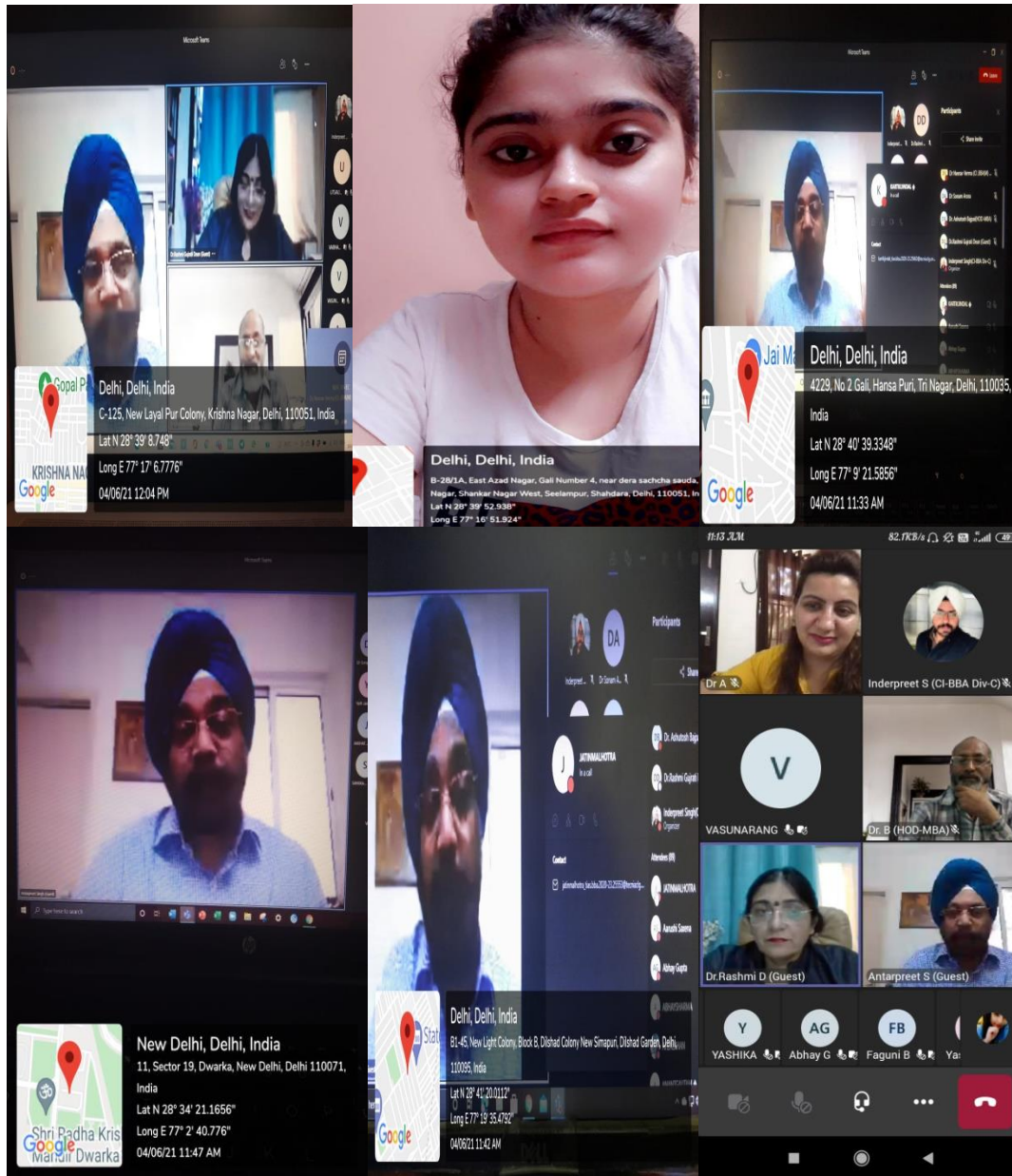
**Dean, Tecnia Institute of Advanced Studies, New Delhi**

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

## **Learning outcome**

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

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*Participants in Webinar*



LIST OF BENEFICIARIES		
S. No	NAME	COURSE
1	AARUSHI SAXENA	BBA
2	ABHAYSHARMA	BBA
3	ABHIJEET PURI	BBA
4	ADITIRAJAWAT	BBA
5	ADITYA GOYAL	BBA
6	AGRIMA SHARMA	BBA
7	AKSHAT GARG	BBA
8	AKSHITBANSAL	BBA
9	AMAN GOYAL	BBA
10	AMAN GUPTA	BBA
11	AMANBAISLA	BBA
12	AMITKUMAR	BBA
13	ANANYAJAIN	BBA
14	ANIKETGUPTA	BBA
15	ANJALI KHANNA	BBA
16	ANKUSH PAL	BBA
17	ANUBHAV CHAURASIA	BBA
18	ANUJ SINGH	BBA
19	ANUSHKA	BBA
20	ARIKASAXENA	BBA
21	ASHI SACHDEVA	BBA
22	ASTHA MITAL	BBA
23	AVANI GUPTA	BBA
24	AYUSHBHATIA	BBA
25	AYUSHIBADONI	BBA
26	BHANUVALECHA	BBA
27	BHARTI	BBA
28	BHAVYA ANAND	BBA
29	BHAVYA JAIN	BBA
30	CHAITANYA SEHGAL	BBA
31	CHANDRESH VERMA (GUEST)	BBA
32	DAKSHDOGRA	BBA
33	DEEPAM GARBYAL	BBA
34	DHRITIKHANNA	BBA
35	DIMPLEKHANNA	BBA
36	DIVYANSH SINGHAL	BBA

37	DIVYANSHUMISHRA	BBA
38	DOLLY GARG	BBA
39	ESHA SINGH	BBA
40	HANSIKA (GUEST)	BBA
41	HANSIKAMADAN	BBA
42	HARSHIT GROVER	BBA
43	HARSHITAMAHESHWARI	BBA
44	HARSHNAKOTI	BBA
45	HIMANSHI JAIN	BBA
46	HIMANSHI GOGIA	BBA
47	HIMANSHU BHANOT	BBA
48	HIMANSHU MAHESHWARI	BBA
49	HITESHTANEJA	BBA
50	ISHA CHAUBEY	BBA
51	ISHA PRASAD	BBA
52	ISHITA	BBA
53	JANVITIWARI	BBA
54	JASIKANARULA	BBA
55	JATIN KUMAR	BBA
56	JATIN TAYAL	BBA
57	JATIN VERMA (GUEST)	BBA
58	JAYANT	BBA
59	JAYANT CHAURASIA	BBA
60	KAILASH TALREJA	BBA
61	KAJAL GOYAL	BBA
62	KAJAL SHARMA	BBA
63	KANDARP MALHOTRA	BBA
64	KANIKA JAIN	BBA
65	KARTIK BISHT	BBA
66	KAVYA SWAROOP	BBA
67	KESHAV KHARBANDA	BBA
68	KESHAV SHARMA	BBA
69	KHUSHI MALHOTRA (GUEST)	BBA
70	KHUSHISHARMA	BBA
71	KHYATI KHANNA	BBA
72	KUSHAGRA DHINGRA	BBA
73	LAKSHIT ARORA	BBA
74	LAKSHITSINGLA	BBA

75	LOVEESH SAREEN	BBA
76	MAHESH JOSHI	BBA
77	MANAS MALHOTRA	BBA
78	MANISH SING NEGI	BBA
79	MANSI ARORA	BBA
80	MANVI BANSAL	BBA
81	MAYANK MALHOTRA	BBA
82	MAYANK BINDAL	BBA
83	MAYANK MEHRA	BBA
84	MEHAK AGGARWAL	BBA
85	MITALI ARORA	BBA
86	MOHAMMAD AMIR	BBA
87	MUKUL GARG	BBA
88	MUSKAAN GARG	BBA
89	MUSKAN LOHIA	BBA
90	MUSKAN SHARMA	BBA
91	NAMANVIJ	BBA
92	NAMRATA KHARBANDA	BBA
93	NAMYAKAPUR	BBA
94	NANDINI SHARMA	BBA
95	NIDHI	BBA
96	NIKHIL SANDAL	BBA
97	NISHANT	BBA
98	PAWAN SAINI	BBA
99	PRACHI	BBA
100	ANANDITA	BCA
101	YASH THAKUR	BCA
102	SUDIPTO	BCA
103	AYUSHI	BCA
104	DEEPANSHI	BCA
105	DR. ASHUTOSH BAJPAI(HOD-MBA)	FACULTIES
106	DR. VANDANA RAGHAVA(CI-BBA)DIV-B	FACULTIES
107	DR. GARIMA SINGH	FACULTIES
108	DR. RASHMI GUJRATI	FACULTIES
109	INDERPREET SINGH(CI-BBA DIV-C)	FACULTIES