



9th June 2021

Bengaluru Chapter

Devote In Startups (DIS) Workshop 5

KARNATAKA INNOVATION & TECHNOLOGY SOCIETY
DEPARTMENT OF ELECTRONICS, IT & BT, GOVERNMENT OF KARNATAKA

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Workshop 5

Workshop Brief:

Workshop Name:	Devote In Startups (DIS) – Workshop 5
Speaker(s) Details:	<ol style="list-style-type: none"> 1. Dr. E.V Ramana Reddy, ACS to the Hon. Chief Minister, and ACS, Department of Electronics, IT, Bt & ST, Government of Karnataka 2. Smt. Meena Nagaraj, Director, Department of Electronics, IT, Bt and S&T and Managing Director, KITS, Government of Karnataka 3. Dr. Dhruv Nath, Director, Lead Angels Network
Date:	9 th June 2021
Venue:	Virtual Platform
Duration of Event:	10.30 AM – 11.50 AM (1 Hr. 20 Min.)
No. of Participants:	72

Workshop Agenda:

The Devote In Startups (DIS) Workshop was intended to sensitize potential investors like small entrepreneurs, family business & corporate houses to invest in Startups. The detailed agenda is shown below:-

TIME	TOPIC	SPEAKERS
10:30 AM – 10:40 AM	Welcome Address	Dr. E.V. Ramana Reddy, IAS, Additional Chief Secretary, Department of Electronics, IT, Bt & ST, Government of Karnataka
10:40 AM – 11:25 AM	<ul style="list-style-type: none"> • Knowledge Based Sessions • Basics of Angel Investment • Case Studies 	<ul style="list-style-type: none"> • Dr. Dhruv Nath, Angel Investor & Mentor, Director, Lead Angels Network
11:25 AM – 11:30 AM	Vote of Thanks	Smt. Meena Nagaraj C.N., IAS, Director, Department of Electronics, IT, Bt and Managing Director, KITS

Workshop Overview:

Objective:

The Department of Electronics, IT & Bt, Government of Karnataka, being the nodal Department for Startups in the State, conducted a sensitization workshop for potential investors across the State. The objective of this workshop was to sensitize the potential investors such as small entrepreneurs, family businesses, and corporates on the role of Startups in the Indian economy, and accordingly invest in these Startups. This is an important step towards accelerating the growth of Startups through valuable investments and for promoting Atmanirbhar Bharat.



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Welcome Address:

The workshop began with the welcome address by Dr. E.V. Ramana Reddy, IAS, Additional Chief Secretary, Department of IT, BT & ST, Government of Karnataka, who is also the Nodal officer for Startups in the State. Dr. E.V. Ramana Reddy apprised the audience on how the state of Karnataka has always cherished its leadership position on both the domestic as well as in the global maps of Entrepreneurship and Innovation. India’s landlocked southern city of Bengaluru has emerged as the country’s technology capital. He further provided a brief synopsis of the support provided by the Government of Karnataka for strengthening the Startup ecosystem. Dr. E.V. Ramana Reddy concluded his address by encouraging the participants to make the most of the workshop by understanding the role of Startups and their contribution in building a self-reliant India.

Knowledge Based Session & Basics of angel Investment with Case studies:

The workshop covering the Knowledge based session and Basics of Angel Investment was weaved around two beautiful stories by the speaker, that of a ‘Squirrel’ and of ‘Gullak’.

<u>SQRRL</u>	<u>Solution</u>
<ul style="list-style-type: none"> • Have you ever watched squirrels in action? <ul style="list-style-type: none"> • What are they doing? • Saving food • Humans also need to save <ul style="list-style-type: none"> • Money, not food • But what’s the problem with saving? <ul style="list-style-type: none"> • Difficult • Too many temptations 	<ul style="list-style-type: none"> • Gullak • Why does this work? • It is painless  <div data-bbox="982 1138 1214 1201" style="border: 1px solid black; padding: 5px; text-align: center;"> <p>SQRRL automated this Gullak. How?</p> </div>

With examples of Squirrel and Gullak, the audience were explained on how to make money and how investors can follow this. The audience were briefed about how they should approach an overcrowded market and identify a large enough non-crowded area. The audience were also briefed on the framework for a successful Startup as shown below:-



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The first place to get funding for Startups is friends and family, as they know the founder and therefore:-

- Don't need too many details of the business
- Willing to give money at a very early stage
- But shall support with small amounts

Angel Investors do pour in more money than family and friends. But for them to do that, they would need more details of the Startup and their innovation. Typically, they will look for some proof (traction, proof of concept).

The audience were also briefed about the difference between Venture Capitalists and Angel Investors.

- Fundamental difference between Angels and VCs?
 - Angels put in their own money
 - VC Funds put in other people's money
- So who takes more risk?
- When do VCs invest compared to Angels?
 - Later Stage – more revenues / proof
 - More detailed evaluation of the company
- But they put in more money

Startups grows across various cycles of their life. Similarly, the funding sates also brings in more funding in the lives of the Startups. The summary of funding stages for Startups is as shown below:-

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	Level of Risk	Amount of investment	Valuation
• Friends / family	Large blue circle	Small blue circle	Small blue circle
• Angel Investors	Medium blue circle	Medium blue circle	Medium blue circle
• VCs	Small blue circle	Large blue circle	Large blue circle

Vote of Thanks:

The workshop concluded with the Vote of Thanks presented by Smt. Meena Nagaraj C.N., IAS, Director, Department of Electronics, IT, Bt and Managing Director, KITS and with a commitment from all participants towards strengthening and nurturing the Startup ecosystem in the State by investing in Startups.

Workshop Outcome:

The Devote In Startups workshop helped the small entrepreneurs, family business and corporates understand the Startup ecosystem in Karnataka and India, and the role of Startups in development of the nation. The workshop in some way has helped in encouraging them in investing in Startups. Some of the key takeaways from the workshop are listed below:-

- The audience got an overview of the journey of investors and investment through some beautifully weaved in stories.
- The session also enriched the audience on the difference between Venture Capitals (VCs) and Angel Investors.
- The session helped the audience understand the various stages of funding for Startups.

Role of Startup Karnataka:

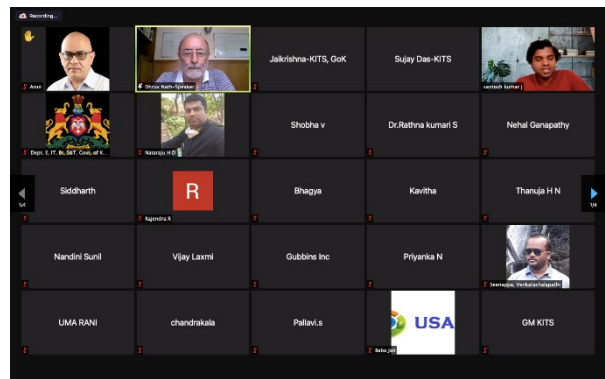
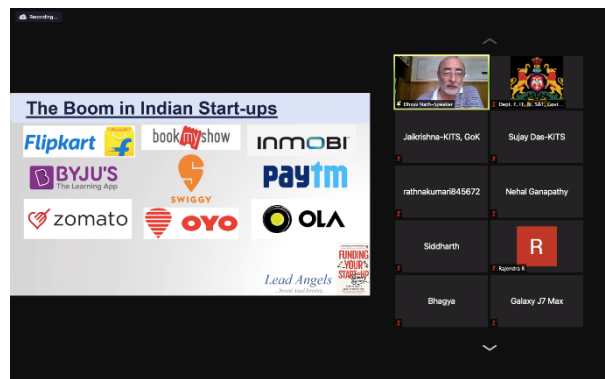
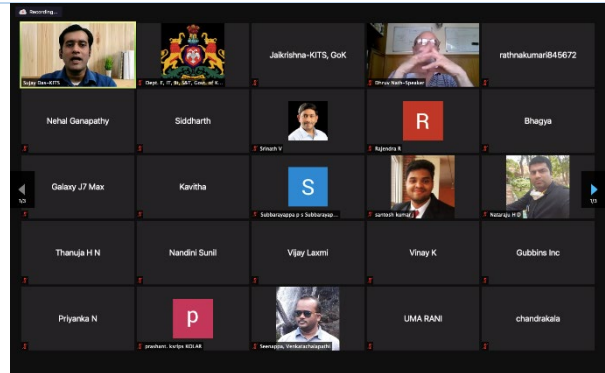
Department of Electronics, IT, Bt being the Nodal Department for Startups in the State have played a key role in designing, coordinating, implementing, and hosting the sensitization workshop.

Snapshots from the Workshop:

DEVOTE IN STARTUPS
Give wings to Startups, and get ready to fly with them

TOPICS
Knowledge-based sessions
Basics of Angel Investment
Successful case studies of angel funded companies

Bengaluru Chapter
(Bengaluru Urban, Bengaluru Rural, Tumkuru, Kolar, Ramanagara, Chikkaballapura)



List of Participants:

Sl. No.	Name of the Founder/ Co-founder/Director	Name of the Organization (as per Incorporation)
1	Shashank	Shashank B
2	Nagesh and Varun	L V Agro oils
3	Ashok V	GUBBINS INC
4	Suhaib	SSM SPORTING SOLUTIONS
5	Kaushik	Kaustubh
6	Badrinath B	Micropore

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7	Oliver Sequeira	MeetUrGoals
8	Santosh kumar J	Trishulavel eshan pvt ltd
9	R.rajendra	Veena enterprises
10	Sridevi R/ Jayaraj K	SHREE RUDHIRAMALA BAGAVATHY ENTERPRISES
11	Jayaraj	School Essentials
12	Durga Prasad Agrawal	Phoenix Forge Private Limited
13	Mohammad Qutub ur Rehman	CRIMSON TECH LLP
14	Ravindra Kulkarni	ravindrakulk@yahoo.com
15	Suresh Shah	Shree Ganesh Traders
16	Zain	ZeOpus Tecnologies
17	R Shashi Shekar	Bilva Technologies Pvt Ltd
18	Satish Nair and Hubert Brito	LEGION ENERGY
19	Ullas N	Ullas Narayan Constructions
20	Nehal Ganapathy	Pondhan Group
21	Kiran Kumar G H	Bengaluru B3 Software Solutions (OPC) Private Limited
22	Shravanthi S Sathya	Shravanthi Wintech
23	Ruparani	FOWE
24	Mr.Venkatramana P/Dr.Rathna kumari	SKG ASARE FOUNDATION
25	Rakesh gowda	Chirag aqua polymer
26	Baba Jan D M	Baba Jan D M
27	B T Umesh	M/s. Laksmishri industries
28	Sharwani Ghosh	SS Food Industries
29	C Siddharth Kaushik	Innova Consumer Care Pvt Ltd
30	Shree Harsha	Vivacuum Tech Private Limited
31	Ajay Kumar	Adithya fiber composites
32	Madhuranath B	Kshithija
33	Pavan Kumar K	Yet to register
34	Venkatachalapathi S	Yet to start the Company
35	Sriparna Ghosh	Brown Owl - Digital Content Creation and Marketing Services
36	Ashrrith Karunaakar, Ramith KS	JustPoll
37	Deepak	Mumble Technology pvt ltd
38	Arun Hampapur	Bloom Value India Pvt Ltd
39	Vikram Sood	Hungrywheels Logistics Pvt. Ltd.
40	Mahendra HM	Mahendra Facilities Pvt Ltd
41	Ajey Grandhem	Orcablue Technologies Private Limited
42	Shaik Abdul Sathir	WS Productions
43	Aditya Balasubramanian	Gotta Get
44	Start up	Poultry feeds
45	Manoj	Ettenyl Petrochemicals Private Limited
46	Madhu AC	Independent organization
54	Yeshaswi Nag	SKI
55	Mallikarjun S Bommai	Prime Industries
56	Kiran Karpur	Printalytix Pvt. Ltd.

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57	V Chandrashekhar	Precise HR Solutions & Services
58	Akshay Raja Nayak	Nayak Food and Beverages
59	Deepak Pai	Pai enterprises
61	Deepak Kumar R	M G Express
62	Niket Pattar	Micron Automation and Solution Systems
63	Puneeth acharya	Rudra enterprises
64	Nagabhushan	Ragavendra stores
65	Jaseer kv	Jaseer
66	Shreyas Bhat	Self
67	Mahesh G Shetty	Multiplex Drone Pvt Ltd
68	KVIC	Khadi and village industries
69	G.Mohan	S L V ENTERPRISES
70	Sudeep Shetty	SUDEEP SHETTY & CO
71	Dileep	Business
72	Manjunath	Sigmatechnologies

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