

*GTU INNOVATION COUNCIL*

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GTU  
INNOVATION  
COUNCIL

# GTU INNOVATION & Startup Center

“Strategies for Startups”

Date: 16<sup>th</sup> May 2019

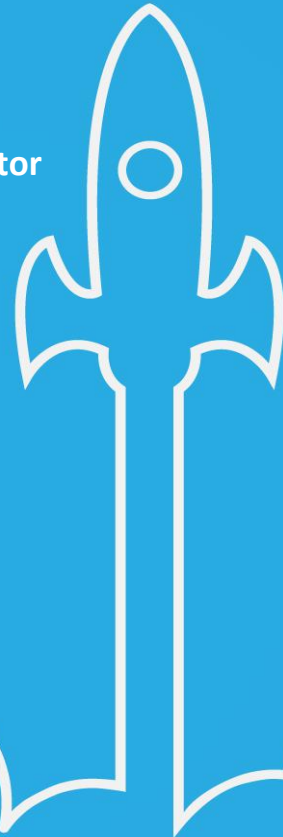
Session Expert:

Mr. Vipul Mehta, CEO, Tipping Point

**Venue: GTU Innovation Council Ahmedabad**

**Annexure**

1. Startup funding Culture in India
2. Angel Investor and VC Mindset
3. Funding Agencies for tech Startups
4. Challenges faced by founder in raising Fund
5. Comparison between IT and Manufacturing Sector Investors
6. Exits Challenges of Startups



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## **GTU Innovation Council at Glance:**

**GTU Innovation Council (GIC)** has been designed to establish close bonding between industries, entrepreneurs, faculty members and students to make research and development at the University, relevant to the needs of industries at national and international levels. It helps to create a culture of design, new and products augmentation and processes in the arena of industries. GTU Innovation Council as an innovation campaign has started strategic steps to establish a close and continuing inter-action for the students in all the undergraduate and postgraduate courses. GTU Innovation Council is one of the elite organizations of the nation for cultivating multilayer innovation ecosystem. Through the efforts for creating culture of innovation and entrepreneurship in 7 years, an aura of developing the ecosystem across the state was conceptualized. The pilot projects and efforts have ideated many policies which have helped to change and shape up innovation and entrepreneurial mind-set of students. Pioneering more than 12 initiatives in 8 sectors of the council.

## **Startup Policies**

1. Nodal Institute Startup Gujarat
2. Student Startup and Innovation policy ( SSIP )

## **About the Session:**

GTU Innovation Council and Startup Center has organized Startup interaction for incubated Startups at Ahmedabad region. GIC invited Mr. Vipul Mehta as an expert for guiding Entrepreneurs and Startups on “Decoding Funding Agencies” for their venture. Mr. Mehta is the CEO of Tipping Point a Platform for startups and tech ventures to get all solution in managing business operations and compliance advisory. He is also advisory as a CFO in the core team of LOGINEXT a Leader in Logistic solutions. Mr. Mehta Carries wide expertise of 25 years in field of IT and Startup investment.

15 GISC Incubated Startup have attended this Mentoring sessions to get insights on Strategies for startup.

## **Key Points Covered In the session:**

The Mentoring session started with brief introduction about the expert and his experience in startup ecosystem. Mr. Vipul Mehta initiated the session with short introduction about his domain and startup journey. Mr. Mehta interacted with all the Startup present in the session. He explained about tipping point and how they help entrepreneurs from starting level to series A scale.

The Session was designed as Q&A from startup regarding Investment, Valuation, and Compliance so participant startup can discuss their Queries.

## **Key Questions addressed:**

- 1. What are the important points to be considered while raising fund and how to safe guard the opportunity.*

Bootstrap Startup has raised money from friends, family or Savings. While startup is approaching to raise funds and if is ready to put the investment in the company surely they will look after the Business Idea, Capacity of the Founders, execution process of the business. They will also look into the market opportunity of the product. They will make sure that the risk and the returns out of this investment. If someone is taking equity they invest in High risk and they will also consider safeguarding their investment.

To make sure the success of the investment he asks the stakeholders for bonding and the consent should be taken before spending the money. The money utilization should always be as per the business plans and they will bind the founders in terms of spending excess money. The intention of investor is to continue business growth according to the plans and they get desired returns.

The investors may help startup to business connect and guide in market expansion.

- 2. How to deal with Legal structure and to avoid the particular investor becoming Major stake holder.*

A)If you see any of the big investment startup will notice that there are multiple startups in Different stages.

B) None of the Investor is interested in handling the business so they will insure that they should involve in majority stake in the Company.

C) Investors are curious about Growth of business and targeting other Investor for next round of Funding, so some of them can exits after some profits.

## Major Highlights

1. Angel Investor have Mindset of Successful down the Line of 3 4 years of business.
2. Angle by seeing the growth of the company can increase the ticket size for next round of Funding.
3. Not a Single VC held Majority Stakeholder in Successful companies investment large investment comes in later round.
4. From Promoters point of view Whenever new investor comes the person stake in the company is going to get diluted.
5. Never think of Exist point before raising investment, changes of investment reduces by showing promoters exists.
6. The stake of unicorns promoters are in single digit which is also a big number in terms of Value.
7. Try to avoid taking commitments from multiple angels and other Investors.

## Full session webcast :

<https://www.facebook.com/gtu.innovationcouncil/videos/2188751074579853/>



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## Picture Gallery:



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## **FEEDBACK :**

1. We have learnt a lot on investment and Fund raising from Vipul Mehta Sir. - Stardust 3D.
2. In this session we get to know about Investors mind-set before investing - Brook and Blooms
3. Mr. Vipul Mehta has briefly discussed on Challenges Faced while making Investment agreement with Investors which is most important for any startup. - Mod engineering

### **For more details:**

#### **GTU Innovation Council**

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### **Report Edited by:**

**Saurabh Sahu & Tushar Panchal**