



KERALA

FOSTERING
ENTREPRENEURSHIP



A global
not-for profit
organization to
foster, network
and mentor
entrepreneurs



Global Award for TiE Kerala for the Best Leadership Transition



Dinner meet



TiECon Awards



Annual Retreat at Athens



Mentoring Session in Progress

A FEW FACTS ABOUT TiE KERALA

TiE: BACKGROUND

The Indus Entrepreneurs (TiE) is the largest not-for-profit global organization focused on promoting entrepreneurship. TiE helps budding entrepreneurs by way of advice, guidance and assistance through successful and experienced professionals and entrepreneurs from different industries. TiE's greatest strength is its network of 61 chapters across 17 countries that consist of many participants in the global ecosystem – Successful & Experienced as well as Budding Entrepreneurs, Venture Capital Firms, Angel Investors, Service Providers, etc. TiE makes continuous efforts to interconnect this network in a way that allows us to deliver real value to all our constituents.

TiE KERALA

TiE Kerala Chapter was registered in March 12, 2003 with 10 Charter Members. Within a short span of 12 years, the chapter grew to its present strength of 52 Charter members and 700+ Members representing industries like IT & ITes, Hospitality/Tourism, Healthcare & Wellness, Food Processing, Agri-tech, Financial Services, Pharmaceuticals, Consultancy, Automobiles, Manufacturing, Retail, Human Resource Development, Education, Social Entrepreneurship, Women Entrepreneurship, etc.

VISION

TiE Kerala has a vision to become an organization instrumental in:

- Transforming the mindset about entrepreneurship into that of a vocation that is fulfilling, rewarding and worthwhile to pursue.
- Identifying and guiding entrepreneurs in sectors relevant to Kerala and that have competitive advantages for the State.
- Facilitating conceptualization of viable ideas into commercial projects in these sectors and assisting in their commercialization.

MISSION

In line with the above, the mission of TiE: Kerala is to nurture entrepreneurship through:

- Networking of members with agencies, professionals and organizations/ventures.
- Sharing the wealth of skills and experience of entrepreneurs and professionals with proven track records, with a view to guide and motivate other entrepreneurs.
- Helping to conduct training programs and workshops in order to impart skills needed for entrepreneurship and offering other need based guidance and assistance.
- Spreading the message "KERALA CAN!!! Only through entrepreneurship."

CORE ACTIVITIES – FIVE PILLARS OF TiE

Fostering entrepreneurship and nurturing entrepreneurs are achieved through five core activities classified as Mentoring, Networking, Education, Incubating and Funding called "Five Pillars of TiE". These recurring activities would include, Monthly Dinner Meets, Workshops, Seminars, Panel Discussions, My Story Sessions, Special Interest Groups, Mentoring Clinics, Showcasing Startups, etc. Short write ups on each of the core activities are given below:-

- **Mentoring:** It is one of the primary vehicles for assisting Entrepreneurs. Mentoring programs like Mentoring Clinics, Mentoring Partnership at Incubators/ Infopark, Technopark, NITC, KITCO & other GoK institutions and TiEcon adds tremendous value to startup entrepreneurs. Chapter has a separate committee on Mentoring which oversee all Mentoring activities. We hold mentoring Clinics periodically.



Address by Mr. Larry Farrell, The World's Most Experienced Authority on Teaching and Researching Entrepreneurship



Tourism Track at TiEcon



Out going president AV George handing over charge to incoming President Rajesh Nair



Dr. Bernard A Harris Jr., NASA Astronaut, Columbia Mission with the school children



CMs and families at TiE Kerala CM Retreat

- **Networking:** The largest differentiator between TiE and other entrepreneurship organizations is TiE's Global network. TiE Members are connected within a vast network of 444 Entrepreneurs from around the world through a Global Networking platform to connect, video chat, share documents and form communities.
- **Education:** It is an important & effective tool to create an Entrepreneurial Environment in the ecosystem including the catchment area viz. the schools & colleges
- **Incubating:** It is a critical element in Fostering entrepreneurship. TiE Kerala has been the Mentoring Partner/ Member of the Board of Directors of all major Incubators operating in Kerala like Technopark, NIT-Calicut, Infopark, CUSAT and KITCO etc. We have a separate sub-committee on incubation which oversees all activities connected with incubation and also co-ordinate with the Mentoring Sub-committee.
- **Funding:** It is the life line for Entrepreneurs. Seed Funding (at the seed/ startup stage), Angel Investment (initial growth stage), VC/ Equity Funding & IPO are the major sources of funding for the enterprises. TiE Kerala operates a Sec 25 company FED-K (Foundation for Entrepreneurship Development Kerala) which provides "Seed Fund" for startups at the Seed Stage. We have initiated actions to set up an "Angel Funding" vehicle jointly with other Angels like Chennai/Mumbai Angels. We hold Pitch Festivals at TiEcon for VC Funding and let our members and winners of the B-Plan Competition to participate.

SPECIAL PROGRAMS

TiE Kerala always had a distinct character in the form and content of its programs for their intensity, creativity and eagerness to follow hitherto uncharted course. The series of seminars on SMEs (Family run Businesses), Women Entrepreneurship, Farm related Industries, Formation of Kerala Support Group, launching of TiE Kerala Seed Fund, etc are few examples of such programs.

- **TIECON KERALA:** TiEcon is the most widely known global event that TiE hosts and is the largest professional networking conference of entrepreneurs. TiEcon Kerala – Kerala's largest Entrepreneurs convention with a global perspective, features leaders from across geographies and various business domains. TiE Kerala launched its first TiEcon in 2012, which was a phenomenal success, so much so TiE Kerala came to be known as TiEcon Kerala by the general public. This was followed by two TiEcons in 2013 & 2014.

This two day conference sees more than 100 speakers, over 40 concurrent sessions in 5 parallel tracks with a participation of over 2000 delegates. TiEcon Kerala could be an entrepreneur's Biggest Opportunity to network with the 'who's who' of the business world. TiEcon conducts Pitch Festivals & Mentoring Sessions for Startups as separate tracks on both the days which were a star attraction for young entrepreneurs.

- **CHARTER MEMBER RETREAT – A BUSINESS WITH PLEASURE EXPERIENCE:** One of the most important events of TiE Kerala which, is central to our Plans & Programs, is TiE Kerala Charter Member Retreats we organize periodically. In these forums the Charter Members indulge in group activities like reviews of plans and programs, informal discussions on development issues of Kerala, introspective sessions, family get-to-gathers, sports & games, etc which helps to create bonding amongst our Charter Members & families. TiE Kerala conducts CM Retreats at least once in every quarter. TiE Kerala also conducted TiE India Charter Member Retreat at Munnar and Kumarakam with global participation.



Joint program with villgro



Dr. Jayakumar IAS inaugurates India International Food & Agri Expo



Showcasing Start-ups at TIE Dinner Meet



Runway to success



TIE Kerala Delegation to Sri Lanka with Indian Ambassador

- **SPECIAL INTEREST GROUP (SIG) WORKSHOP:** TIE Kerala regularly conducts workshops organized by Special Interest Group which operates in domains like IT/ITes, HR, Legal & Regulatory Aspect, Finance, Social Entrepreneurship, Women Entrepreneurship, Retail, Tourism, Wellness & Healthcare etc.
- **PROGRAMS FOCUSED ON SMES (FAMILY RUN BUSINESSES):** These programs are conducted with the help of professional organizations like, Deloitte Haskins & Sells, Ernst & Young, KPMG, ISB, etc and above all our own CMs.
- **MY STORY SESSIONS:** We conduct few programs every year, showcasing some of the most successful entrepreneurs of Kerala.
- **SHOWCASING STARTUP ENTREPRENEURS:** We normally conduct 3-4 "showcasing startup entrepreneurs" sessions where we give TIE platform to startup entrepreneurs to share their stories with the members.
- **WOMEN ENTREPRENEURSHIP:** We conduct workshops on Women Entrepreneurship. Trained professionals expose educated unemployed women to the concepts of entrepreneurship, self-employment/ empowerment. Experiences sharing by successful women entrepreneurs are a source of motivation for the participants. We have a fairly active SIG on Women Entrepreneurship.
- **FARM ENTREPRENEURSHIP:** More than 50% of the Keralites are engaged in some form of agriculture related activity. Yet, it is unfortunate that agriculture as a profession is looked down as a last alternative for an average educated Keralite unlike in Punjab, Gujarat, Maharashtra, etc. TIE Kerala felt that it is high time that Keralites viewed their "farm as an Enterprise and farmer as an Entrepreneur". We have therefore chosen Farm Entrepreneurship as one of the thrust areas.

We conducted a three-day workshop for farmers in 2005 where expertise/information in areas like Green House Farming, Organic Farming, Floriculture, Fruit & Vegetable Farming, Food Industries, Farm Tourism, Fish Farming, Herbal/Medicinal Plants Farming, Production of Organic Manure, Farm based Souvenir Industry, Organic Spices & Essences, etc were shared with a large gathering of small and medium level farmers. The papers presented in the workshop were edited and published as books titled 'Karshika Samrambhanga' and 'Harvesting Money' in Malayalam and English respectively which serve as text books/reference books even today.

- **TIE KERALA ECONOMIC FORUM (SCID CONFERENCE):** TIE Kerala organized an international conference jointly with Asian School of Business (ASB) Kerala Global Support Network (KGSN) and Stanford Center for International Development (SCID) on "Kerala's Economy – Opportunities & Challenges". The proceedings of the first conference were edited and published in the form of a book titled "Kerala's Economy – Crouching Tiger, Sacred Cows". We intend to organize this conference periodically.
- **BUSINESS DELEGATIONS:** The first ever business delegation by a TIE chapter was organized by TIE Kerala to TIE Singapore. This was followed up by another delegation to Sri Lanka. We also organize large number of our CMs as delegates for the Annual TIE Global Charter Member Retreats. Our delegation to Athens in the year 2013 was named as the largest delegation for the year.
- **MEET THE CEO PROGRAM AT COLLEGES :** In this program, the students of B schools will get a chance to interact with Members/ Charter Members of TIE Kerala. We are planning to conduct more such programs in colleges periodically as part of our TYE (TIE Young Entrepreneurs) initiative.



Young Entrepreneurs Summit Roadshow being flagged off by Cine Artist Rima Kallingal at St Teresa's College



Coffee Pe Churcha with Jose Dominic



Presentation by Mr. Bart Jackson, Founder and CEO, Prometheus Publishing, LLC, NJ, USA



TYE



CMs Family Retreat - Marari Beach Resort 02

- **STATE ENTREPRENEURSHIP DAY ON 12TH SEP:** State Entrepreneurship Day is celebrated every year in 12th Sep jointly by GoK and TiE Kerala amongst others by organizing Young Entrepreneurs Summit (YES) held on this day jointly by TiE Kerala and GoK amongst others. This initiative has created a mindset shift in the younger generation who are now more confident in staying back in Kerala and venturing into a path of entrepreneurship to create employment, knowledge and wealth in the society.
- **COFFEE PE CHURCHA:** Coffee Pe Churca is a new initiative of TiE Kerala which seeks to help young entrepreneurs & startups to interact with successful businessmen/icons in their chosen field in an informal and unstructured setting.

As a run-up to the YES, TiE organizes "Road Shows" (Interactive Sessions between Students and Successful Entrepreneurs) at large number of Educational Institutions across the State to instil the spirit of entrepreneurship amongst the younger generation, especially the college students.

GLOBAL RECOGNITION / AWARD RECEIVED BY TiE KERALA

- Chapter Best Practices Award 2010
- Most Innovative Program 2011 for India International Food & Agri Expo (IIFAE 2011)
- TiE Global Annual Award for "Most Effective Leadership Transition" in 2012
- TiE Global Chairman's Award for the Best Chapter in 2013
- Finalist at TiE Global Award categories - Best Chapter, Most Effective Leadership Transition & Best Contribution to Youth Entrepreneurship in 2014
- Finalist for TiE Global Award for Best Chapter in 2014
- TiE Global Best Executive Director Award in 2014
- TiE Global Best Contribution to Youth Entrepreneurship Award in 2015

FUTURE PROGRAMS

As can be seen above, TiE Kerala has crossed its infancy and almost reached adulthood. It has now to choose new courses while selecting plans and programs on new avenues of activities to go to the next level. Our endeavor is to retain the same intensity in whatever we do and veer away from the beaten track. We would also like to contribute to achieve the overall mission and goals of TiE Global. For more details on TiE Kerala please log on to www.kerala.tie.org

CHARTER MEMBERS

Mr. Rajesh Nair (President), Mr. A. V. George (Immediate Past President), MSA Kumar (Senior Vice President) Mr. Ajit Moopan (Vice President), Mr. John K Paul, Mr. Shiydas B Menon (Treasurer), Mr. Murali Gopalan, Mr. Hari Krishnan Nair, Mr. K. A. Joseph, Mr. C. Balagopal, Mr. S. R. Nair, Mr. Jose Dominic, Mr. Navas M Meeran, Mr. CJ George, Mr. Ravi. D. C., Mr. P. George Varghese, Mr. T.R. Raghulal, Mr. Damodar Avanoor, Mr. George Alexander Muthoot, Mr. Alex Thomas, Mr. John Chacko Neroth, Mr. Roy I Varghese, Mr. VK Mathews, Mr. M. Arun Kumar, Mr. NandaKumar, Mr. George Paul, Mr. G. Vijayaraghavan, Mr. Kurian Abraham, Mr. N. R. Panicker, Mr. Sanjaya J Mariwala, Mr. M.K. Koshy, Mr. Matthew Andrews, Mr. Umang Patodia, Mr. Ronnie Cherian, Mr. Ajay George Varghese, Mr. Aju Jacob, Mr. C. P. Mammen, Mr. Sam Santhosh, Dr. Najeel Zackeria, Mr. S. Gopakumar, Mr. Rajiv Vasudevan, Mr. KA Joseph, Mr. Deepak Aswani, Mr. Roshan kynadi, Mr. Tony Joseph, Ms. Parveen Hafeez, Mr. T S Anantharaman, Mr. Zulfiqar Marikar, Mr. V. Noushad, Mr. Sreenath Vishnu, Mr. Jojo George Pottemkulam, Mr. Krishnan G Nair, Mr. Jacob Mathew, Mr. George M Thomas, Mr. Sajiv Menon, Mr. Mukund Krishna, Mrs. Anisha Cherian, Dr. MI Sahadulla, and WgCdr K. Chandrasekhar (Executive Director)



Kerala Can !!!
Only Through
Entrepreneurship

Membership Benefits

- Access to all TIE events worldwide
- Discounted access to TIEcon, TIE Entrepreneurial Summit (TES), etc worldwide
- Interact with those who are passionate about Entrepreneurship
- Network with Charter Members/Members of other Chapters
- Forum to showcase your business
- Exposure to new business ideas
- Easy access to Incubators/Accelerators
- Access to an Active Mentor Network
- Get connected with Seed/Angel/PE Funding



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