

## Capacity Building Session C

<b>Session Line</b>		
1	<b>Prime Incubator</b>	KIET Group of Institutions TBI, Ghaziabad ( <a href="http://www.tbi-kiet.in/">http://www.tbi-kiet.in/</a> )
2	<b>Date and Time</b>	23 <sup>rd</sup> October 2021   01.45 PM onward
3	<b>Topic of the Capacity Building Workshop/ Sessions</b>	Prospects, Challenges and Curation Process for Start-ups after Pandemic
4	<b>Knowledge Partner</b>	Management Associates Private Limited ( <a href="https://www.manasso.com/">https://www.manasso.com/</a> )
5	<b>Participants</b>	Startup Promoters, Founders, Incubatees, Aspirant Entrepreneurs

<b>Agenda</b>			
Time	Invitee Expert's Name	Designation	Purpose
01:45 PM to 01:55 PM	Mr. Amit Sharma	Project Manager, KIET Group of Institutions TBI, Ghaziabad	Welcome Note and the Introduction of KIET Group of Institutions TBI, Ghaziabad and Capacity Building Session.
02:00 PM to 03:30 PM	Dr. Ramesh Mittal	Director, CCS National Institute of Agricultural Marketing (CCS NIAM)	Session conducted on 'Prospects and challenges for tech Startups in India' followed by Q & A round.
03.30 PM to 05.00 PM	Shri. Ankur Goel	Founder, Skwerup Capital Partners	Session conducted on 'Curative investment process in Startups' followed by Q & A round.
05.00 PM to 05.15 PM	Dr. V K Arora	CEO Anveshan Foundation Delhi	Valedictory with vote of thanks

<b>Background of the Experts</b>	
Dr. Ramesh Mittal	Dr. Mittal is presently working as Director, CCS National Institute of Agricultural Marketing (CCS NIAM), an Organization under Ministry of Agriculture & Farmers Welfare, Gol. Qualification-wise Dr. Mittal is a Ph. D. (Business Administration) and Post Graduation in Commerce (Business Administration), MBA in HR Management, Post Graduate Diploma in Entrepreneurship, Post Graduate Diploma in Business Management in Marketing and Finance. He is expert in Management Change & Transformation, Strategic Alliances & Joint Ventures, Designing Organization in Uncertain

	<p>Environment, International Business Strategy, Technology Management, Managing Acquisitions and Mergers, New Product Development.</p> <p>Dr. Ramesh Mittal has worked almost thirty years at national &amp; international level in various organizations i.e. private sector company, semi govt., government, institutions as an executive, trainer, faculty, researcher, consultant, motivator, counsellor, educationist, &amp; strategist. He has been associations with all the IIMs, XLRIs and MDI and many international projects of USAID, USDA, Michigan State University, Word Bank, ADB, Multi State Agricultural Competitiveness Project etc.</p>
<p>Shri. Ankur Goel</p>	<p>Ankur Goel is a Chartered Accountant &amp; Company Secretary, by profession and presenting is a Founder of Skwerup Capital Partners. Ankur has more than 15 years of diversified experience in the field of Business &amp; Financial Advisory.</p> <p>He has build a niche in the space of Startups &amp; SMEs where he has advised many Indian Startup specially in Investments (up-to Series A), brought significant value for both - Investors &amp; Startups through 'Value Analysis, Value Engineering and Value Management' in the Advisory Services.</p> <p>Ankur has also worked extensively on Startup Investments with a VC firm where he assisted up-to Pre Series A investments with Pre &amp; Post investment processes.</p> <p>He has also advised over 100 startups (ideation/early/growth stages) across industries &amp; across verticals, in making their business foundation &amp; growth plans stronger. He has worked with Investment Banker &amp; conducted business valuations for over 100 SMEs. He has handhold experience in financial controlling and strategic advisory for MNCs in construction &amp; Healthcare fields respectively.</p> <p>At the early stages of his professional career, he has led &amp; executed Pre - IPO advisory for government undertaking in Power sector and worked on Corporate Debt Restructuring via Boutique investment banks.</p>

<p><b>Report</b></p>
<p>This valuable workshop on capacity building was actively attended by 32 startup promoters of KIET TBI and others from Uttar Pradesh Incubation Centers.</p> <p>Topic of the Workshop was 'Prospects, Challenges and Curation Process for Start-ups after Pandemic'. There were two sessions in the workshop.</p> <p>Here experts share complete ecosystem scenario in terms of tech startups and the alternate investment funds during and after the pandemic. The Opportunities and Challenges for the startups working in the domain of Industry 4.0 and AI 2.0 were</p>

discussed in details. Business Models, Innovations in the models, Hybrid models and the failure of business models were very much attractive to the startup promoters.

Startups looking for the funding support, how to present their ideas to the investors and point to remember while detailed deliberation were also discussed. Initial discussions, Due diligence, technical discussions, valuations, consensus and term-sheets were deliberated with clarity.

Legal documents like Share Subscription & Shareholders Agreements, Key terms, Share Purchase Agreement were also discussed. Post investment Scenario and how to tackle with the investor reporting on business strategies, plans and MIS were shared by the experts.

Immense knowledge of the experts enlightens the working and pragmatic knowledge of the participants. During the session many participants thanks for the session and informed the organizers, how they are going to implement the learnings within their business ventures.

Questions from the participants were answered by the experts during the sessions. Thanks note was given by the incubator experts.



**THE STARTUP BOARD**  
Knowledge Partner

**MANASSO**  
Incubator Partner

**KIET Group of Institutions TBI, Ghaziabad & Management Associates**

Present an online session on  
**Prospects, Challenges and Curation Process for Start-ups after Pandemic**  
Who should attend: Startup Promoters/ Incubators/ Pre-incubators/ Aspirant Entrepreneurs  
23<sup>rd</sup> October 2023 | 01:45 PM onward  
Registration Link - [https://bit.ly/participants\\_registration](https://bit.ly/participants_registration)

**Expert Sessions by/ Interaction with**

1. Dr. Ramesh Mittal, CCS National Institute of Agricultural Marketing (CCS NIAM)  
Topic: - Prospects and challenges for tech Startups in India
2. Shri. Ankur Goei, Founder, Skwerve Capital Partners  
Topic: - Curative investment process in Startups

Moderator: Dr. V K Arora, CEO, IGDTUW Anveshan Foundation, Delhi

No Participation Fee | E-Certificates will be provided | Prior registration is required | Limited seats  
Details of the Online Platform will be shared via email to the registered & approved participants  
<https://www.manasso.com> | <http://www.tbi-kiet.in/>

