Lessons Learned at

Prashant Shah
Managing Director
www.tielaunchpad.com
My Background

• Managing Director, TiE LaunchPad
  – TiE Board Member
  – TiE Angels, Co-chair
    • Screening Committee with Salman
• Hummer Winblad Venture Partners
• Corporate and Startup
  – enCommerce (acquired by Entrust)
  – Cypress Semiconductor
  – AT&T
• MBA University of Chicago Booth School of Business
• BSEE University of Illinois Urbana-Champaign
• www.linkedin.com/in/shahp
TiE Overview

• Global non-profit for promoting entrepreneurship
• Founded 1992 in Silicon Valley
  – Indus roots but open to all regardless of background
  – [www.tiesv.org](http://www.tiesv.org)
• 61 chapters in 17 countries
• Programs include workshops, mentorship & funding
• TiEcon: May 16 & 17
  – “Among the 10 best entrepreneur conferences” – Worth Magazine (with TED, WEF, SXSW, DEMO...)
  – [www.tiecon.org](http://www.tiecon.org)
• Organized by Charter Members (CMs)
Charter Members (CMs)

- Invite-only membership for successful entrepreneurs and execs who **volunteer** to give back
- 300 CMs in Silicon Valley & 2,500 globally

**Sample list of CM investors in TiE LaunchPad Fund**

- Adithya Padala – Umevoice
- Anand Rajaraman – Walmart/Kosmix; Junglee
- Asha Jadeja – Angel; DotEDU Ventures
- Ashu Garg – Foundation Capital
- Atul Garg – BMC/ProactiveNet
- BV Jagadeesh – Okarina; 3Leaf; Ankeena
- Jay Vijayan – CIO Tesla Motors; VMware
- Jayesh Parekh – Sony Entertainment
- Kailash Joshi – TiE; Lexmark, IBM
- Kamal Anand – Meru Networks; FORE Systems
- Kanwal Rekhi – Inventus Capital; Novell; Excelan
- Kumar Sripadam – Bluewave; Redback Networks
- Karl Mehta – Menlo Ventures; Playspan/Visa
- Kumar Malavalli – InMage Systems; Brocade
- Mohan Uttawar – OncoMDx
- Neeraj Gupta – Cervin Ventures; Patni; Cymbal
- Nimish Mehta – LumenData, SAP, Oracle, Seibel
- **Prashant Shah – TiE LaunchPad, Hummer Winblad**
- Pravin Kothari – CipherCloud; Arc Sight/HP
- Preetish Nijhawan – Cervin Ventures; Akamai
- Purna Pareek – Fiserv/Advice America; Progress
- Raj Judge - WSGR
- Raj Nathan – SAP; Sybase; Pyramid Systems
- Raj Sandhu – Angel; Soros Group; Cowen & Co.
- Rajiv Patel – Angel; VP Engineering Juniper
- Raju Reddy – Sierra Atlantic/Hitachi; redBus
- Raju Datla – Cloupia/Cisco; Jahi Networks/Cisco
- Ram Reddy – Angel; Global Industry Analysts
- Rehan Jalil – WiChorus/Tellabs
- Ronjon Nag – Cellmania/BlackBerry
- **Salman Azhar – Duke U., iSky, Azhar Group PE**
- Samir Mitra – CastIron; PrismCircuits
- Sarv Thakur – Enterprise Solutions; Aplisoft
- Ullas Naik – Streamlined Ventures; Globespan Capital
- Uday Bellary – Atrica; GreenVolts; Versant
- Venky Harinarayan – Walmart/Kormix; Junglee
- Vish Mishra – Clearstone; TiE President
- Yogesh Agrawal – GM EMC; Symantec
TiE Angels

- Forum of 150+ angel investors
- 23 investments in past 3 years
  - Mostly enterprise and medical devices
  - $250k typical investment; $50k to $1.2M
- Active support after investment
- Monthly dinner meetings (except May & December)
  - 1st Monday: Application deadline
  - 2nd Monday: In-person screening
  - 3rd Monday: Investor dinner
TiE LaunchPad

- Offers access into the deep TiE network
- 8 companies/batch, 2 batches/year
- Batch duration 5 months
- $50k convertible note per startup + 4% common
- Three pronged approach
  - Market validation
  - Dedicated Mentor
  - Curriculum
- Optional space at TiE Silicon Valley in Santa Clara
- Access to TiE programs and events
- Goal: funding within 6 months of exiting LaunchPad

Applications now open for January batch – www.tielaunchpad.com
Starting Point

Idea
Starting Point

Idea → Validation
Starting Point

Idea -> Validation -> Pitch
Starting Point

Idea → Validation → Pitch

TiE LaunchPad expertise
Idea (aka Value Prop)

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- Investors don’t like products that can be sold only to the high end, or only to the low end
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- Lean startup methodology
  - Very good disciplined approach
  - Udacity Steve Blank free course
  - www.launchpadcentral.com
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  – Validate at new target market, e.g., SMB to mid market retargeting
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  – Validate the problem, not the solution.
  – Be in learning mode. Not selling mode.
  – Is it worth spending the next 7 to 10 years on this?
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• Qualitative feedback
  – Why or why not there is interest
  – Deeper understanding of the problem
  – Criteria for purchase
  – Uncover other unsolved problems
  – “Anything else we haven’t covered?”
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• Bring in the voice of the customer – use customer examples early
Contact

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Now taking January applications