

Event Report

Name of the Event	Pitch Clinic: More than just capital
Date(s)	3 May 2019
Time	14:00 – 17:45 hours
Venue	Startup Tunnel, Chattarpur Enclave, New Delhi
Agenda	<ul style="list-style-type: none"> • The workshop was aimed at enhancing the knowledge and understanding of the entrepreneurs on the nuances of valuation and unit economics. • To make the startup aware about what it takes to be investor ready and how can they fetch an attractive valuation for their business. • To develop into the startup the knowledge and understanding about unit economics and why it is one such crucial factor for arriving at the valuations of the startup.

Brief Description of the Event

As a lead up to the investor facing event on 3rd May 2019, an array of resources was shared with the cohort to help improve their pitch decks and existing knowledge artefacts. Pitch perfect sessions were also organized to help teams practice and hone their delivery skills. The objective of both the activities was to make founding members pitch ready.

We had invited participation from the cohort of all the partner agencies. Significant efforts were made to identify and handpick the right mix of angel investors and industry experts. We aim to build the entrepreneurial ecosystem of the state of Rajasthan through such concentrated efforts and garner more startup talent for the iStart initiative.

The larger vision of organizing this pitch event was to ensure that startups get enough validation or other cases very stringent and direct feedback on their propositions. Through the event, the teams received direct mentoring interest from a few investors. The teams got a fair understanding of what it entails to pitch in front of the real bunch of investors. The investor's panel offered detailed insights on Viability, Business Model, Unit Economics, Geographic Expansion, Expanding User Base and Garnering More Traction from case to case basis.

The jury panel for the event was carefully curated with the set of investors. All the participating investors have an active and diverse investment portfolio. Below are the brief profiles of the investors that took part in the event:

- Mr. Gaurav Kachru

Gaurav is an entrepreneurial growth leader with an experience of over 15 years. He is the founder and managing partner at 5ideas Startup Superfuel investing in early-stage startups. KartRocket, Talking Threads, Roposo are few of the startups in which he has invested during early days.

- Mr. Dhruv Nath
Dhruv currently serves as a professor and chairman at Management Development Institute, Gurgaon's Center for Entrepreneurship. He is an angel investor and a mentor with Lead Angels and in the past have worked as senior vice president at NIIT Limited.
- Mr. Ayush Dadhich
Ayush is a partner and co-founder at Unanimity Capital. He has a professional experience of more than 7 years working into risk advisory, business operations consulting, and accounting working for the Big4 consulting firms. His current focus area is investing in startups from artificial intelligence and energy domains.
- Mr. Ankur Mittal
Ankur is an angel investor with Inflection Point Ventures. He has experience of more than 20 years and has worked for companies like GE and Citigroup in the past. He currently serves as head of Asia and the Middle East for Training The Street.
- Mr Aditya Dev Sood
Aditya is the CEO of the Center for Knowledge Societies the parent company of Startup Tunnel and Vihara Innovation Network. He is a seasoned investor with investment in startups from India and the UK. He has invested in startups like Truelancer and Amicus.

Picture from the Event





List of Startups Participated

S. No.	Name of the Startup	Representative Name	Contact No.	Email ID
1	Docconsult	Ashish Sethi	9214435136	ashishdocconsult@gmail.com
2	Ecowrap	Gourav Sanghai	9269099901	gouravece@outlook.com
3	Bodhi Ai	Hetendra Singh	9983791643	pitysh@bodhai.in
4	MedDelivery	Aastha Dusad	9571427944	aastha.dusad@meddelivery.in
5	Flickzee	Divyanshu Shukla	9928746274	me10b012@iith.ac.in
6	Mr n Mrs Pet	Ashish Chhanwal	9509683217	ashishchhanwal333@gmail.com
7	Hippo Cabs	Sagar Agrawal	9829511771	sagar@hippocabs.com
8	Inclick	Siddhant Minocha	9024676443	siddhant@inclick.co
9	Bix42	Gaurav Karwa	7230028822	help@bix42.com
10	Material Tiger	Javed Iqbal	8875707652	materialtiger@gmail.com
11	Kocheta Innovations	Reetesh Kocheta	9352952689	rkocheta@gmail.com