

**A
REPORT
OF
WORKSHOP
ON
“ANGEL INVESTMENT / VENTURE CAPITAL FUNDING
OPPORTUNITY FOR EARLY STAGE ENTREPRENEURS”**

Organized By

**DEPARTMENT OF ELECTRONICS & COMMUNICATION
ENGINEERING**



**On
July 6, 2024**

Bansal Institute of Engineering and Technology
Department of Electronics & Communication Engineering

Workshop

On

**“ANGEL INVESTMENT / VENTURE CAPITAL FUNDING OPPORTUNITY
FOR EARLY STAGE ENTREPRENEURS”**

(6th July 2024)

The Department of Electronics & Communication Engineering of Bansal Institute of Engineering & Technology has organized a Workshop on “Angel Investment / VC funding opportunity for early stage Entrepreneurs” by the speaker Prof Uttam Kumar under the aegis of Institution’s Innovation Council for the EC, CS, CE & ME students of the Department on 06/07/2024 between 11 AM to 3 PM in the seminar hall of the college premises. Approximate 120+ students and 7 faculty members actively participated in this workshop.

OBJECTIVE OF THE WORKSHOP

The workshop on "Angel Investment / Venture Capital Funding Opportunity for Early Stage Entrepreneurs" aimed to educate and empower early-stage entrepreneurs with insights into securing funding from angel investors and venture capitalists. It was organized under the expert guidance of Prof. Uttam Kumar, a seasoned professional with over twenty years of experience in finance and corporate strategy, the workshop aimed to bridge the gap between theoretical knowledge and practical application in the realm of startup funding.

The primary objectives of the workshop were:

1. To familiarize participants with the concepts of angel investment and venture capital funding.
2. To equip participants with the necessary knowledge and skills to effectively approach and secure funding from investors.
3. To provide practical guidance on preparing business plans, pitch decks, and financial projections tailored for investor presentations.
4. To discuss negotiation strategies, deal structuring, and post-investment management practices.
5. To inspire and empower early-stage entrepreneurs by sharing real-world examples and case studies of successful funding journeys.

ABOUT SPEAKER

Prof. Uttam Kumar brings a wealth of experience from his distinguished career in organizations such as Kirloskar and Universal Technical System in Pune. Currently serving as a Visiting Faculty specializing in Finance at Jaipuria Institute of Management, Lucknow, Prof. Kumar combines academic rigor with practical industry insights, making him a valuable resource for understanding the intricacies of finance and investment.

Prof. Uttam Kumar is a trainer & coach par excellence and he has trained and coached thousands of finance professionals & management students with great success & satisfaction. He has facilitated over 100 CFP professionals in North India. He is a passionate teacher and he believes in delivering with impact.

OVERALL WORKSHOP REPORT

The workshop was structured into several sessions, each focusing on different aspects of angel investment and venture capital funding:-

1. Session 1: Introduction to Angel Investment and Venture Capital

- Prof. Kumar began by defining angel investment and venture capital, elucidating their roles in funding startups at different stages of growth.
- Key differences between angel investors and venture capitalists were highlighted, including investment criteria, risk tolerance, and expected returns.
- Case studies of successful startups funded by angels and venture capitalists were discussed to illustrate the impact of strategic funding on business growth.

2. Session 2: Understanding Investor Expectations and Preparation

- This session delved into what investors look for in potential investment opportunities.
- Prof. Kumar emphasized the importance of a compelling business idea, market validation, scalability, and the entrepreneurial team.
- Practical tips were provided on preparing a strong business plan, crafting effective pitch decks, and developing financial projections that align with investor expectations.

3. Session 3: Preparing for Investment

- The workshop delved into the essential preparations required before approaching investors.
- That included crafting a strong business plan, financial projections, and presenting a clear value proposition that resonates with potential investors.

- Prof. Kumar provided practical tips on refining pitch decks and conducting due diligence from an investor's perspective.

4. **Session 4: Negotiation and Deal Structuring**

- Participants learned about negotiation strategies and techniques for engaging with investors.
- Prof. Kumar shared insights into the art of deal structuring, including equity distribution, valuation methodologies, and investor rights.
- Real-life examples of successful negotiation processes were discussed, highlighting the importance of clarity, transparency, and mutual understanding in securing favorable investment terms.

5. **Session 5: Post-Investment Management and Exit Strategies**

- The final session focused on the responsibilities of entrepreneurs post-investment, including investor relations, reporting requirements, and governance issues.
- Various exit strategies available to investors and entrepreneurs were explored, such as IPOs, mergers, acquisitions, and buyouts.
- Prof. Kumar underscored the significance of aligning long-term business goals with investor expectations to facilitate a smooth exit process.

Participant Engagement and Feedback:

Throughout the workshop, participants actively engaged in discussions, asked pertinent questions, and shared their own experiences and challenges in seeking funding. Prof. Kumar's interactive teaching style encouraged open dialogue and ensured that each participant gained personalized insights tailored to their entrepreneurial aspirations.

Feedback from participants was overwhelmingly positive:

- Many attendees expressed appreciation for the depth of knowledge shared by Prof. Kumar and the practical relevance of the workshop content.
- Several participants noted that they gained clarity on the intricacies of funding processes and felt more confident in approaching potential investors.
- The interactive nature of the sessions was highlighted as particularly beneficial, as it allowed for real-time clarification of doubts and exchange of ideas among peers.

Conclusion:

The workshop on "Angel Investment / Venture Capital Funding Opportunity for Early Stage Entrepreneurs" proved to be a transformative experience for all participants, thanks to Prof. Uttam Kumar's expertise and engaging delivery. By demystifying the complexities of startup funding and providing actionable insights, the workshop equipped aspiring entrepreneurs with the knowledge and tools necessary to navigate the investment landscape with confidence. The success of the workshop underscores the importance of bridging the gap between academia and industry practice in fostering entrepreneurship and economic growth. Such initiatives not only empower early-stage ventures to secure critical funding but also contribute to the overall ecosystem by nurturing innovation and job creation.

The workshop was concluded with a valedictory session by the Mr. Ankur Shukla, HOD (EC Department) by thanking the Prof. Uttam Kumar, students and all those who contributed to the organizing and success of the workshop. The invited speaker has also appreciated the Department of Electronics & Communication, B.I.E.T. Lucknow for organizing such a workshop for the students of the department and thanked for giving her the opportunity to deliver his knowledge to the students during the workshop. The students have also deeply appreciated the workshop.

KEY OUTCOMES OF THE WORKSHOP

The workshop on "Angel Investment / Venture Capital Funding Opportunity for Early Stage Entrepreneurs" provided participants with essential insights into funding options, pitching skills, and investor criteria. Attendees gained practical knowledge through case studies and networking opportunities, learning to refine business pitches and understand legal and financial implications. Feedback from experienced investors helped validate business ideas, while discussions on risk management and available resources prepared entrepreneurs for the challenges of securing external funding. Overall, the workshop aimed to empower early-stage entrepreneurs with the tools, connections, and strategic insights needed to successfully navigate the path to growth and funding for their ventures.

Here are some glimpses of workshop organized by the Electronics & Communication, B.I.E.T. Lucknow for the students.

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(Ministry of HRD Initiative)

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Ministry of Education, Government of India

BANSAL (422)
Institute of Engineering & Technology, Lucknow
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Department of Electronics & Communication Engineering
ORGANIZING WORKSHOP ON
"ANGEL INVESTMENT / VC FUNDING OPPORTUNITY FOR EARLY-STAGE ENTREPRENEURS"

July 6 2024
Time: 11 AM

Mr. Pawan Kumar Saini
Organizing Secretary
Assistant Professor
BIET, Lucknow

Mr. Ankur Shukla
HOD ECE
BIET, Lucknow

Prof. Uttam Kumar, CFP
CFA (Level I & II), USA
MFA, ICFAI
Advanced Computing, CDAC, Pune
B.E, MNNIT, Allahabad

Angel Investing & VC Funding
Opportunity For Early Stage
Entrepreneurs

GPS Map Camera

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226201, India
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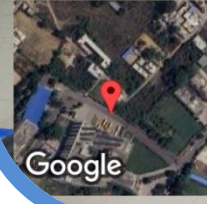


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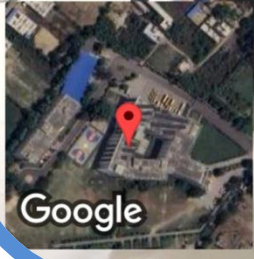
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