



SPRINT

ENVELOPING & EVOLVING ENTREPRENEURS

A Customized Program Drawn Out for
Startups of Various Stages!!!

Presented by:



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FOSTERING ENTREPRENEURSHIP



What is TiE Sprint ?

Started in year 2016 by TiE Rajasthan, TiE Sprint is an intensive yet easy to comprehend program where startup entrepreneurs are taken through high powered modules over 6 weekends.

To provide a holistic, value centered, concrete and interactive learning program for development of entrepreneurs. The goal is to create an entrepreneurial ecosystem with exemplary entrepreneurs and to create business opportunities for participants to successfully start, manage and scale up their business ventures.

Why TiE Sprint ?

Who can apply ?

Any entrepreneur from early stage / idea stage startups with innovative and scalable ideas, looking for Direction, Information, Mentoring, Funding & Industry Connect.

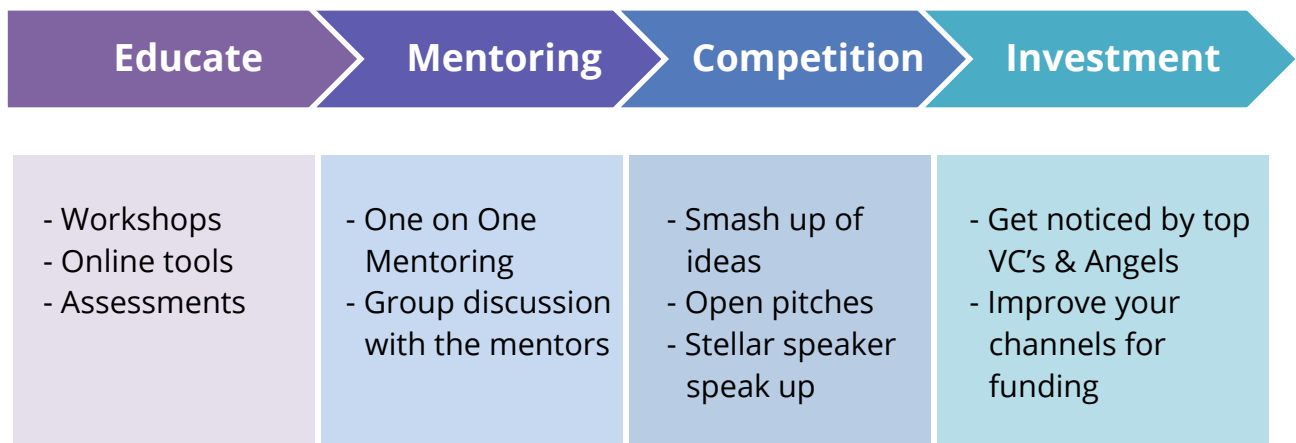
To learn from experienced & renowned entrepreneurs. Gain inspiration and benefit from networking with experts across multiple sectors.

Why I should join ?

Program USP

- ✓ Periodic rotation of the topics
- ✓ Mentoring by top notch entrepreneurs
- ✓ No participation fee

The program is divided into 4 stages



More about the program stages

THE EDUCATE STAGE

1. **Mark your Market: Importance of Market**
 - Research
 - Measuring & Managing Risk Vs Opportunity
 - Market Sizing and Analysis
 - Business Modelling
2. **Got the Competition Creeps? Competition Analysis with credible case studies**
 - Competitive Forces
 - Ecosystem Fit
 - Differentiating or Disrupting
3. **Build your Business : Blocks to a Business Model**
 - Entrepreneurial Strategy
 - Business Model Canvas
 - Business Model Presentation
 - Growth Strategy
4. **Go get 'em Tiger : Go to Market Strategy**
 - Getting your start up off the ground- Finding your first customers
 - Leveraging social networks for growth
 - Marketing your product to big customers
 - Sales Lead, Process and Proposal
5. **The Financial Model : Strategic Planning**
 - Pricing and Costing
 - Cash flow and financial statements
 - Valuation
6. **Pay back and Push off : The Right Exit Plan**
 - Demystifying the term sheet
 - Converting ownership into money
 - Funding options
 - Merger & Acquisition

THE MENTORING STAGE

Participants will be assessed in the Educate Stage to be eligible for the Mentoring stage:

1. The mentoring stage will involve one on one mentoring sessions with a specifically suited mentor.
2. Group discussion formats with all selected mentees and mentors across a round table for ideas to be poured out.

THE COMPETITION STAGE

A platform to showcase the educated & mentored teams. A Smashup of their ideas, assessed by top Angels and VCs, along with a host of key speakers from various domains. Open pitches, speaker stories, presentations and start up tales.

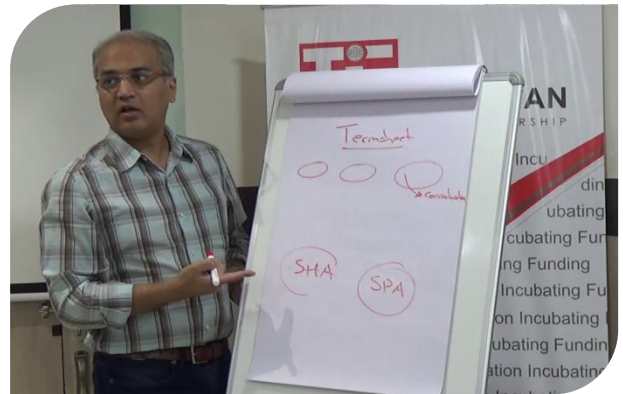
THE INVESTMENT STAGE

Final shortlisted teams to get a window to showcase to Top Angels & VCs.

Flashback 2016

Initiated by TIE Rajasthan in year 2016, TiE Sprint became an instant hit and got recognition of local startup entrepreneurs, many chapters of TiE and TiE Global at large. The program received an overwhelming response in the first edition and over 50 entrepreneurs applied for the 6 week long program out of which 20 underwent the modules.

Chirag Patel, CEO, KOOH Sports led the program and has been the anchor since. Rajesh Moondra, the then President of TiE Rajasthan acted the magnet and involved other members of TiE actively in mentoring, pitching sessions etcetera.



Chirag Patel in action



Batch 1 with Chirag Patel and Rajesh Moondra

What they say?

Before attending TiE Sprint program, I thought I knew a lot about my business, but after attending I thought I was missing a lot of things which I didn't know. But now I have a lot of clarity on many things in my business & now I can prepare my business & financial plan & also monitor my plans very well. I can now easily put myself in front of investors. It is highly beneficial for all entrepreneurs & is a very good initiative of TiE.

- **Abhishek Jain**

A really good program, which changed my perspective of running a business & I have realized that there are multiple things to business like profit, operations which I think about now & especially moving forward I am more organized. This program has given me tools to assess performance each level & now I have set overall tools, architecture to put before approaching investors which I did not even think before.

- **Gaurav Gupta**

This program has helped us know what was unknown till now. It has helped increased our knowledge level in terms of various aspects which we usually miss at an early stage of startup or our entrepreneurial journey. These very small points are very critical for a startup success, so I highly recommend to everyone who is actually thinking of startup to actually join the program.

- **Anubhav Kulshrestha**

I am planning to start a startup, before coming here, I did not know the basic components required for starting business. So TiE Sprint sessions have made me understood the pillars in which the business is actually built, so this has changed my approach & attitude both.

- **Abhishek Sharma**

It is a mesmerizing program & I will highly recommend every startup to go through this program even before starting up. With the help of this program, we have learnt what we were actually missing & Chirag sir is marvellous, he has taken us through a journey of what entrepreneurship is & what are the important points an entrepreneur should consider before going to any investor.

- **Amit Kumar Jain**

The program is very informative. Really useful for entrepreneurs who are starting their entrepreneurial journey because it is teaching us from step 1 till the last step. It is not only teaching us about the business plan but also about the financial plans. I would highly recommend this program for all entrepreneurs.

- **Amita Sharma**

When we talk about startup, we have high energy & we do a lot of things which are not actually in right direction. While attending this session, Mr. Chirag helped us getting the right direction & we got to know all our flaws & shortcomings which people generally miss when they pitch about startup, so now we got a lot of clarity while attending the session.

- **Rohit Sharma**

Find glimpses of the previous edition at below Youtube links:



[Starting off with Chirag Patel](#)



[Perfecting your Elevator Pitch](#)



[Demo Pitch & Feedback](#)



[Testimonial by a participant](#)



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