



NALLA NARASIMHA REDDY
Education Society's Group of Institutions - Integrated Campus
(UGC AUTONOMOUS INSTITUTION)



Industry Institute Interaction Cell (IIIC) and Institution's Innovation Council (IIC)
24-08-2024

A report on “Angel Investment/VC funding Opportunities for early Stage Entrepreneurs”

by **Prof M L Sai Kumar**, Dean Academics (Rtd); Institute of Public Enterprise , Hyd.

Nalla Narasimha Reddy Education Society's Group of Institutions **IIC** organized a session on Angel Investment/VC funding Opportunities for early stage entrepreneurs. The details of program are as follows:

Date: August 24, 2024
Time: 11:00 AM to 1.00 PM
Place: Conference hall, Ground Floor, NNRG
Resource Person: Prof M L Sai Kumar

The poster features the NNRG logo on the top left, the Institution's Innovation Council logo on the top right, and accreditation logos for NAAC and NEA. The main text is centered and reads: "Session on Angel Investment/VC Funding Opportunity for Early-Stage Entrepreneurs Organized by Institution's Innovation Council (IIC) & Industry Institute Interaction Cell (IIIC), NNRG 24th August 2024". Below this, it lists the venue as "Conference Hall" and the time as "11:00 A.M.". On the right side, there is a circular portrait of Prof. M. L. Sai Kumar, with a yellow callout box below it stating: "Prof. M. L. Sai Kumar, Dean Academics (Retd.), Institute of Public Enterprise, Hyderabad".

At the outset Prof M L Sai Kumar explained the venture, angel funding, role of skilled worker, unskilled worker, semi-skilled and super-skilled worker in the start-up. He has provided information about the angel funding and VC funding in India. While speaking Prof M L Sai Kumar enlightened on Why funding; types of startup funding; steps for fund raising, Objectives

and problem solving; Management team, Market landscape; Scalability & Sustainability; Customers & suppliers ; Sales and Marketing.



He also elaborated the meaning of Angel Funding involves individual investors, often called angel investors, providing capital to early-stage start-ups in exchange for equity or convertible debt. Angel investors are typically high-net-worth individuals who are looking to invest in promising start-ups and provide them With mentorship and guidance. Angel funding is usually smaller in scale compared to venture capital funding.

Regarding Venture Capital (VC) Funding, he said it involves professional investment firms pooling money from various sources to invest in start-ups and early-stage companies with high growth potential. In return for their investment, venture capitalists receive equity in the company. VC funding is generally provided in multiple rounds as the company achieves certain milestones and scales its operations. He has given some organizations that were involved in angel and VC funding in India. Venture Capital Firms in India include:

1. Sequoia Capital India
2. Accel Partners
3. Kalaari Capital
4. Nexus Venture Partners
5. Blume Ventures
6. SAIF Partners (now Elevation Capital)
7. Matrix Partners India




Prof M L Sai Kumar explaining why funding



Interaction with the participants



Really this program inspired both faculties and students in getting initial funding to start startup and how to use the fund wisely for successful startup. IIC Convener Dr. G. Janardhana Raju introducing the guest and addressed the gathering about Startup and incubation. This program was attended by 08 faculty members and 146 students.


Dr G SUBBARAO
 Event Co-ordinator


Dr G JANARDHANA RAJU
 IIC-CONVENER & DEAN-SoE