

RESOURCES FOR FUNDING IDEAS AT VARIOUS STAGES

KAMYA JAISWAL

Seed Stage

- Personal Savings + Severance Pay/Bonuses
- Friends and family
- Professors and college incubators
- College networks
- Crowdsourcing through FB Pages, kiva.com

Launch Stage: Angel Funding

- <http://yournest.in/>
- <http://www.indianangelnetwork.com/>
- <https://angel.co/india/investors>
- <http://seedfund.in/>

Network Name	Contact Person	Contact Details	Service Offered
Chennai Fund	Raghu Rajagopal	www.chennai.tie.org raghu.rajagopal@energeate.com	Seed Funding for start ups in Tamil Nadu Promoters include R. Ramaraj and others.
Indian Angels Network	Padmaja Ruparel	IAN Consultancy Services Pvt. Ltd. B 8, Shopping Arcade, Hotel Surya Crowne Plaza, New Friends Colony, New Delhi 110 065 info@indianangelnetwork.com Phone - +91 11 4162 8566 Fax - +91 11 4162 9708	India's first Angel network with successful entrepreneurs and high profile CEOs interested in investing in early stage businesses across India.
Mumbai Angels	Vimmla	www.mumbaiangels.com vimmla@mumbaiangels.com	Platform to start up and very early stage companies; helps in bringing them face to face with investors, mentoring, inputs

					on strategy.
TiE Entrepreneurship Acceleration Program	Arindam Basu, Associate Director	3rd Floor, A wing, Divyasree Chambers, # 11, O'Shaugnessy Road, Bangalore, KA - 560 025 Phone : (080) 41474567/68/69 http://www.bangalore.tie.org/eap-program@tiebangalore.org			Ecosystem of Angels, Investors and VCs to provide Series A round of financing for Start ups.
Indian Networks	Angel Padmaja Ruparel	301-302, 3rd floor, Delhi Blue Apartments, Main Ring Road, Near Safdarjung Hospital, New Delhi - 110 029 Phone :+ 91-11-40755713/12, Fax : + 91-11-41628863			IT Products & Services Retail Internet High end BPO / KPO Biotech & Pharma Media & Entertainment Education Leading edge technology in telecom & embedded domains
Investment Network	N.A.	www.investmentnetwork.in			N.A.
Angel Market	Capital N.A.	www.angelcapitalmarket.com			N.A.
Pitch India	N.A.	PITCHINDIA Wireless-Stuff Ltd 1st Floor, Barclays House Gatehouse Way Aylesbury Buckinghamshire HP19 8DB United Kingdom www.pitchindia.com			N.A.
Venture Gaint	N.A.	Venture India Pvt. Ltd New Embassy D5/14 New Delhi Vasant Vihar Delhi Telephone: 040-66996111 www.venturegaint.co.in			N.A.

Angels Investors in India

Angel	Profile	Contact Details	Companies they
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Investor			Fund / Funded
Anil Godhwani	Co Founder India Community Center, CA and Simply Hired.com Aventus Advisors Investor, Aventus	Aventus IL&FS Financial Centre, West Quadrant - 2nd Floor, Bandra-Kurla Complex, Bandra (East) Mumbai - 400 051 Phone: 91-22-6648-0050 Fax: 91-22-6648-0040 mumbai@avendus.com	Advisors Indian Companies with strategic growth advantage; IT Services, IT Enabled Services, Pharmaceuticals and Healthcare, Media and Consumer Products and Services.
Arun Seth	Chairman, British Telecom Advisor, Seed Fund	BT Limited 70 Nehru Place New Delhi 110019 www.bt.com Phone: +91 11 5211 9900 Fax:+91 11 5211 9901 arun@gmail.com	
Ashish Gupta	Managing Director and Investment Advisor, Helion	Helion Ventures Pvt Ltd First Floor, Pine Valley Embassy Golflinks Business Park Koramangala Intermediate Ring Road Bangalore 560 071 Phone: +91 80 4018 3333 Fax: +91 80 4018 3456 www.helionvc.com contact@helionvc.com	Technology and Services; Daksh, Naukri.com, Tavant Technologies
Ashok Narasimhan	First CEO of Wipro Founder, Graycell Chairman & CEO, July Systems	July Systems & Technologies Pvt. Ltd. No 17/4C, 17/9C 4th Floor Maruthi Chambers Roopena Agrahara, Hosur Road Bangalore 560068 Phone: +91-80-4110-JULY Fax: +91-80-4110-1210 www.julysystems.com	
B V Jagdeesh	Venture Advisor, Gabriel Venture Partners Group VP, Citrix Inc Co- Founder, CTO Exodus CEO, NetScaler	Gabriel Venture Partners 350 Marine Parkway, Suite 200 Redwood Shores, CA 94065 Phone:650.551.5000 Fax: 650.551.5001 Webinfo@GabrielVP.com	Software, Systems, Technology, Internet, Mobile, Digital Media, Disruptive Technologies
K B Chandrasekar	CEO, Jam Cracker Co-Founder, Exodus Co-Founder, e4e Chairman, Aztech Software Investor, Seedfund	Jamcracker Software Technologies Pvt. Ltd Maruthi Chambers, e4e Towers - 1st Floor, 17/09 C, 17/4C. Rupena Agrahara, Hosur Road, Bangalore 560 068 India, Phone: +91 (0)80 66171717 Fax: +91 (0)80 66171723 www.jamcracker.com info@jamcracker.com	Research and Development Ventures in US and India
Kanwal Rekhi	Founder, Inventus Co-founder and President - TIE Global Founder Excelan Executive VP, Novell Inc Investor, Seed Fund	Inventus Capital Partners 3000 Sand Hill Road, Menlo Park, CA 94025	Early stage technology companies; Hotmail, Exodus, Kaboodle, Aptivity, CyberMedia.

			Mediaway, Zietnet, Sierra Atlantic, and Versata.Ensim, Instantis, 123SignUp, and Paramark
Kumar Malavalli	Co-Founder Brocade Communications Fibre Channel Architect, HP	Brocade Communications Systems Private Limited (India) Level 2, Raheja Centre Point 294 CST Road, Near Mumbai University Off Bandra-Kurla Complex, Kalina, Santacruz (East) Mumbai - 400098 India Tel: +91 22 6707 8605 / +91 22 6707 8711 Fax: +91 22 6707 8711 E-mail: apac-info@brocade.com	Storage Networking Start Ups -Alpine technologies, Clover Leaf Communications, Intersan Inc, Karthika
Dr R Chenraj Jain	Chairman, Jain Group of Institutions	Jain Group of Institutions No. 91/2, Dr A N KrishnaRao Road, V V Puram, Banaglore - 560 004. Phone: 080 26615246 info@jaingroup.info www.jgi.ac.in	
N Raghavan	S Founder, Holding and Investment Nadathur and	Nadathur Holdings and Investments Pvt. Ltd. # 278/23, 3rd Floor, 10th Main, T.Mariappa Road, 2nd Block, Jayanagar, Bangalore 560 011. Phone: 91 80 41204336/37/38 Fax: 91 80 41204339 info@nadathur.com	Knowledge based and innovation driven Indian ventures : Cades Digitech, Careers India, CoOptions, Mediassist, Paladion, Resolvity, Stump Vison, Metaheliz, Spice Group
Rajesh Jain	Managing Director & CEO, Net Core Solution	Netcore Solutions Pvt. Ltd. 402, Peninsula Chambers, Peninsula Corporate Park, Ganpat Rao Kadam Marg, Lower Parel (West), Mumbai 400 013. India. Phone: +91 (22) 6662 8000 rajeshjain@netcore.co.in www.emergic.com	Mobile, Broad band and emerging technolgies Netcore, India World
Sanjeev Agarwal	MD and Investment Advisor, Helion Founder, CEO of Daksh	Helion Ventures Pvt Ltd First Floor, Pine Valley Embassy Golflinks Business Park Koramangala Intermediate Ring Road Bangalore 560 071 Phone: +91 80 4018 3333 Fax: +91 80 4018 3456 www.helionvc.com contact@helionvc.com	Kirusa, Mindworks, Zmanda, Anantara, Komli, Gridstone, makemytrip.com
Sridhar Mitta	MD and Chief Technology Officer of e4e Former, CTO & Global R&D Head, Wipro	e4e India Corporate Office Divyashree Chambers, 3rd Floor Langford Road Bangalore 560025 Phone: +91 80 2212 0009 Fax: +91 80 2207 2186 www.e4e.com	
Vani Kola	MD -India, NEA-IndoUS VenturesFounder and	NEA- Indo-US Ventures, Ground Floor, Navigator, ITPB, Whitefield Main Road, Bangalore - 560 066. India. Phone : 91-80-6616 9503 Fax : 91-80-6616	Early stage funding to new Indian ventures.

	Of Certus and Right Works	9506 neaiuvinfo@neaiuv.com www.neaiuv.com
Vinod Dham	Executive MD, NEA-Indo-US Ventures Founder, New Path Ventures CEO, Silicon Spice Ventures	

SOURCE: http://www.startbizindia.in/angel_investors_india.php

SPECIAL FOR SOCIAL SECTOR BUSINESS IDEAS

- <http://www.aavishkaar.in/>
- <https://www.ashoka.org/node/2659>
- <http://www.accion.org/>
- <http://acumenfund.org/>
- <http://anavoglobal.com/about-us/>
- <http://www.ankurcapital.com/>
- <http://www.beyondcapitalfund.org/>
- <http://theeleosfoundation.com/>
- http://www.ennovent.com/fund/fundDetails/page/fund_overview
- <http://www.gbfund.org/>
- <http://firstlight.vc/>

Venture Capital Stage

- <http://www.accel.com/>
- <http://www.sequoiacap.com/india>
- <http://www.dfj.com/>
- <http://www.canaan.com/>
- <http://lightspeedindia.wordpress.com/>
- <http://www.legatum.com/ventures>
- <http://www.matrix.in/>
- <http://www.nea.com/>
- <http://www.mayfield.com/>
- <http://www.svb.com/>

FUNDING Dos and Donts

Based on inputs from founders of funded start-ups in India

DO

- Start small and show some revenue/get the model running
- Reference business models abroad in presentations. Don't hide the fact
- Do your homework on ALL numbers and projections. Do a sensitivity analysis on the numbers for various scenarios that might pop up during discussion
- Prepare cover letters, documents, short and long pitches to be prepared to leverage any situation
- Prepare an easy-to-understand analogy/metaphor
- Talk to more than one investor simultaneously. Don't wait for a rejection to pick another name from your list
- Talk to your batchmates and friends who received funding to get personal insights on prospective funder

DONT

- Be too secretive about the business plan. Someone out there must have thought of the idea before. Instead collaborate and ask for more ideas
- Over project and then lose face before probing questions by investors
- Wait for funding to get started. In India, funding for only ideas is rare, investors want to see something on the ground irrespective of stage of funding
- Have a part time job: shows lack of confidence or lack of interest
- Lose heart after multiple rejections. Incorporate suggestions and learnings as you go
- Change your business plan after every rejection
- Lose touch with some potential investor you have pitched to. Keep him/her updated about progress in your venture