

Build Your Startup

with BV Jagadeesh

October 18 - 22, 2024
IIT Gandhinagar



**Indian Institute of Technology
Gandhinagar**



Dive into a Transformative 1-Week Journey

Are you a budding entrepreneur eager to unlock the secrets of a successful startup journey? Your search ends here!

Join us for an intensive 1-week program that will ignite your entrepreneurial spirit!

Meet your Program Faculty

B V JAGADEESH

Mr BV Jagadeesh, the anchor faculty for the program is no ordinary mentor. He's a serial entrepreneur, a seasoned angel investor, and a proven success story.

His unique curriculum is a product of three decades of hands-on experience in startup building, investing and global insights that can take you from setbacks to triumph. He is a successful Silicon Valley serial entrepreneur and angel investor. A successful serial entrepreneur, BV was the Founding investor & CEO of NetScaler, pioneering the concept of Application Delivery, ultimately acquired by Citrix for \$325M, where BV served as Group VP and GM for Citrix's Application Networking division. Prior to Netscaler, BV was Co-Founder & CTO of Exodus Communications, pioneering the concept of cloud hosting and data centers, resulting in a highly successful IPO and \$30 billion market cap. BV is currently a Board member or advisor at Cohesity, InspectHOA, Monetize360, Attivo, Empinfo, HeadSpin and Tetrade. He was a seed investor behind Nutanix (IPO), Yodlee (IPO), Ankeena (ACQ: Juniper), Arkin (ACQ: VMware), NetMagic (ACQ: NTT) and Ocarina (ACQ: Dell).

He's an adjunct faculty member at the Leavey School of Business, SCU, and actively involved with non profits for the betterment of the world such as UVCE Foundation – One School At A Time, Akshaya Patra and Boys and Girls Club of Peninsula. BV is a long-time well-wisher of IIT Gandhinagar and teaches this course once every year. Mr Jagadeesh has graciously endowed the Anu and B V Jagadeesh Chair at IIT Gandhinagar to promote innovation and Entrepreneurship.



Program **Benefits**

- Gain valuable experiential insights from top mentors and accomplished founders.
- Engage in peer-to-peer learning within a diverse participant group.
- Participate in hands-on innovation and prototyping workshops beyond the scheduled sessions.
- Immerse yourself in the dynamic IIEC startup ecosystem.
- Unlock opportunities for pre-incubation, incubation, and potential funding through IIEC.

Program **Fees**

- Rs 3,500/- per participant (for Startups, Entrepreneurs)
- Rs 2,000/- per participant (for students enrolled in an academic program)

Fee Includes

- Lunch and Refreshments
- Complimentary Access to the IIEC Co-Working Space throughout the program.
- Free Hostel Accommodation for select out-of-town outstanding participants
- IIEC Merchandise

Program **Highlights**

Explore the intricacies

From product development and achieving product-market fit to team building, sales, marketing, and fundraising – we've got it all covered.

Network and Learn

Connect with a league of motivated entrepreneurs and seasoned mentors during immersive case study exercises in breakout groups. It's an opportunity to expand your network and gain insights that can reshape your entrepreneurial journey.

360-Degree Immersion

Dive deep into the world of entrepreneurship with a comprehensive overview.

Tailored for Founders

This will be the fifth edition of this highly sought-after and in-depth program run with the objective to equip founders with the knowledge and skills needed to take early-stage companies from zero to \$20 million in revenue. The carefully curated curriculum is laser-focused on addressing the unique needs and challenges faced by founders. It's your roadmap to analyze strengths, bridge gaps, and conquer weaknesses in your product and strategy.



Application [Deadline](#)

October 10, 2024



Notification to [Participants](#)

October 11, 2024



Fee Payment [Deadline](#)

October 16, 2024

Schedule

October 18 - 22, 2024
2:00 PM – 5:30 PM

Day 1

Building a Startup Company

- Idea, starting up Vision
- Challenges, Needs, and motivation
- Company structure
- Setting culture and values right

Day 2

Idea/Product Readiness

- Building a team
- Role of early team members
- Defining product needs based on the founder's ideas as well as the customer feedback Value proposition
- MVP and Product Market Fit

Day 3

Going to Market

- Evaluating the Idea/ MVP
- Developing and Executing the Plan
- Failure case studies

Day 4

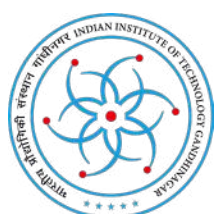
Pitching and Funding

- Pitching and Storytelling
- Funding: Seed funding through Series C funding in a typical Silicon Valley company Phases of achieving the first 0-5M, 5M-10M and 10- 20M in revenues
- Funding challenges and people required to achieve these results

Day 5

Fundraising and Scaling up

- Approaching investors
- Cap tables and term sheets
- Critical success factors
- Recap
- Pitching sessions
- Feedback



IIEC
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Application Form

<https://tinyurl.com/wtvxefbj>

or Scan the QR

