

**CHRIST**  
(DEEMED TO BE UNIVERSITY)  
BANGALORE · INDIA

*Department of Commerce  
Presents*

*Workshop on*

# BUSINESS PLAN FOR ENTRENEURSHIP DEVELOPMENT

**28 August 2019 – 10 AM to 1 PM**  
**KE Auditorium, Block 4**

*Arthika Vincent*





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BANGALORE - INDIA

**CHRIST (DEEMED TO BE UNIVERSITY), BENGALURU – 29**

**DEPARTMENT OF COMMERCE**

**ACTIVITY / EVENT REPORT**

**ACADEMIC YEAR 2019-20**

PROGRAMME NAME:	Guest Lecture on Business Plan
DATE & TIME:	28 August 2019 – 10 AM to 1 PM
VENUE:	KE Auditorium, Block 4
EVENT DESCRIPTION:	Guest Lecture on Business plan and obtaining venture funding with the aim of nurturing the students to know about writing a business plan and to obtain the venture fund. Discussion also covered about the current slowdown and impact of Artificial Intelligence.
TOPIC DETAILS:	Business Plan and ways to obtain venture capital funding
PARTICIPANTS DETAIL:	Students of third semester BCom A, B, C, D
FACULTY INCHARGE:	Prof. Saravanakrishnan V
RESOURCE PERSON DETAILS:	Mr. Venugopal Satyanarayana, Partner – Cheung Kong China International Capital
NUMBER OF PARTICIPANTS:	300
REPRESENTATIVES FEEDBACK:	The guest lecture by Venugopal sir gave us a fresh perspective of starting companies and all the dynamics related to it. This lecture was an eye opener as we all are 2nd year students and soon we will be sitting for placements, pursuing higher education

*Mithila Vincent*







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	<p>or starting business and it gave us a solid base. This lecture was more interactive and hence we were exposed to various mindsets of students when they put forth their queries. This was an out of the box session for all of us.</p>
<p><b>EVENT OUTCOME:</b></p>	<p>Students understood the importance of business plan and the key area to be focused while preparing a business plan. A business plan has various aspects like social, financial, economic and political aspects. Students understood the difference between angel investor, venture capital and private equity. The speaker clarified many practical doubts which was asked by the students. By the end of the session, students came to know that to get funding from a venture capital what are the key areas that an entrepreneur should focus on.</p>

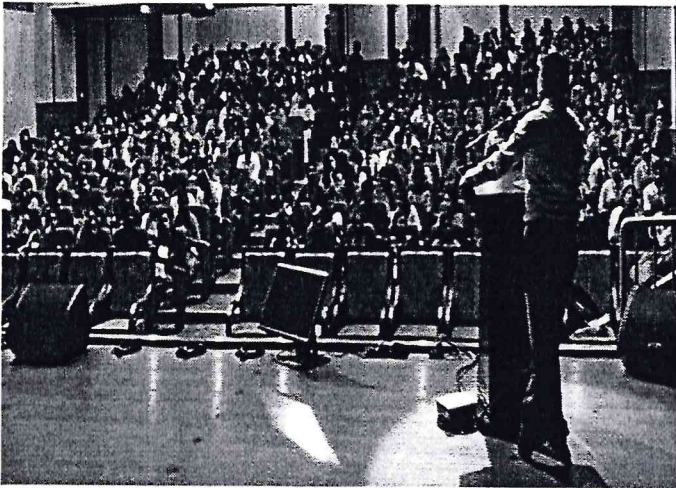
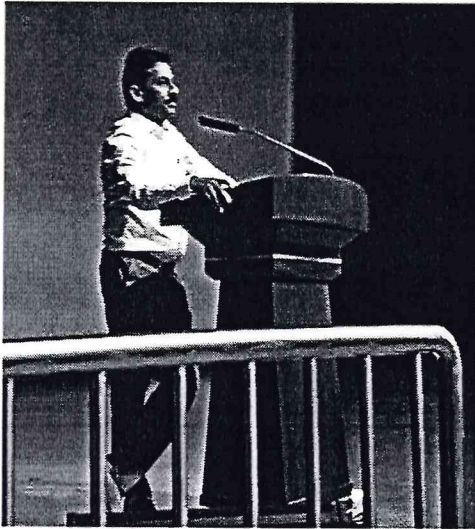
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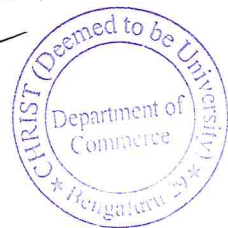


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## ATTACHMENTS



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## Top Skills

Venture Capital  
Business Development  
Corporate Development

## Languages

English (Full Professional)  
Kannada (Native or Bilingual)  
Tamil (Limited Working)  
Telugu (Limited Working)  
Hindi (Limited Working)

# Venugopal Sathyanarayana

Fund Manager @ Astarc Ventures  
Bengaluru

## Summary

- Early & Mid Stage Tech Investor.
- Possess 12+ years of Tech investing experience.
- Was a Senior Investment Professional in Qualcomm Ventures.
- Was Venture Partner / Vice President at Orios Venture Partners.
- Prior to my Orios Venture Partner's stint I was an Advisor to Qualcomm Ventures.
- Was a key founding Principal of a Couple of VC Funds which we could not finally launch. I also tried raising a Micro VC Fund too.
- Serial Entrepreneur.
- Possess an overall of 29+ years of experience spanning across Technology, Business, Entrepreneurship, Advisor/ Mentor , Investor, Etc.,
- Startup experience/ exposure. I was an Entrepreneur for 5 years in my first entrepreneurial venture.
- Deal Sourcing, Deal Selection, Portfolio management, Exit Management, Etc.,

Specialties: Venture capital, Private Equity, Successful Advisor & Investor, Mergers and Acquisition (M&A), Strategy, Business Development, Corporate Development, Product Development.

Strategic Value Creation for shareholders and propel growth of return on investment, maintain investor relations.



## Experience

### Astarc Ventures

Fund Manager

March 2021 - Present (10 months)

Bangalore

Astarc Ventures is an Early Stage Investor which aims to partner with startups to help them grow into market leaders. We invest in startups across various sectors.

### CKCIC - Cheung Kong China International Capital

Partner

January 2018 - February 2021 (3 years 2 months)

Bengaluru, Karnataka, India

The Plan was to set up a Growth Stage Technology Fund to invest in interesting startups across US, India & China. Intent was to invest in Series B & beyond.

### Qualcomm Ventures

Tech VC/ Investor

2017 - 2018 (1 year)

Bangalore

### Orios Venture Partners

Vice President/ Venture Partner

2014 - 2017 (3 years)

Bangalore

Was a Vice President/ Venture Partner with OVP.

Was heading Orios Venture Partners Bangalore office.

Possess experience serving on Boards of Directors in both the Director & Observer roles in multiple companies.

Am responsible for end to end from Dealflow/ Dealsourcing, Deal selection, Deal Evaluation, Due Diligence , Etc., that entails the Deal Closure.

Post Deal Closure i'm also responsible for both Portfolio Management & Exit Management ( up rounds ) for our Portfolio companies.

### Qualcomm Ventures





Advisor

2013 - 2014 (1 year)

Bangalore, India

Was responsible for end to end from Dealflows/ Dealsourcing, Deal selection, Deal Evaluation, Due Diligence , Etc., that entails the Deal Closure.

Vengo Ventures

Founder & CEO

2006 - 2014 (8 years)

Bangalore

Vengo Ventures was providing a platform for entrepreneurs & startups. Did my personal investments & advised a few angels/ angel networks to invest in startups. Was a Mentor in scaling up of the existing ventures. Offered strategic & financial assistance for companies.

During this period I was a key founding principal of a couple of VC Funds which we could never launch. I also tried raising a Micro VC Fund all by myself too.

Advised an early stage VC Fund to invest in 3 Startups in the SaaS Space. Both the startups are doing well now. Also advised one of its portfolio cos to raise their next/ bridge round.

Had been advising/ Mentoring a few High Tech startups. Earlier have advised/ mentored CleanTech Startup Companies too.

Aricent.

Director - Engineering

2005 - 2006 (1 year)

Was heading the Engineering for the TSP (Telecom Service Provider) Group.

Headed the Vodafone Engagement.

Wipro Infotech Ltd

Delivery Manager / Sr. Architect / Sr. Consultant

2004 - 2005 (1 year)

Couple of Startups

Co-Founder

2002 - 2004 (2 years)

Bangalore



Started couple of Product companies.

### Abhilash Infosystems

Founder, President & CEO

February 1997 - October 2001 (4 years 9 months)

Was the Founder CEO of the company. Successfully exited the company.

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## Education

Management Development Institute, Gurgaon

Personality Development Program, Personality Development Program · (2005 - 2005)

University of Mysore

Bachelor of Engineering, Electronics & Communication · (1987 - 1991)

Sharada Vilas College, Mysore

12th Std, Physics, Chemistry, Maths, Biology · (1986 - 1987)

*Abhite Vincent*

