

Yes, You Can You & I

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Yes, You Can

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Murali Bukkapatnam, president of TIE Hyderabad and managing director of getdomestichelp.com, speaks to us about reverberating the slogan as TIE comes to our city.

TiE Entrepreneurial Summit (TES), Asia's largest entrepreneurship conference, is set to bring some of world's iconic leaders on a single platform, to mentor and guide budding talents in the event's 2013 edition. The three days (December 18 to 20) will feature talks from nearly 200 global speakers; 2,000 entrepreneurs, professionals and investors will gather to network and understand business opportunities. Entrepreneurs will get the opportunity to meet great minds from around the world, learn from sharply-designed sessions, and bounce off and validate their ideas, business models, and expansion plans.

Murali Bukkapatnam is the president of TIE Hyderabad, and the managing director and CEO of getdomestichelp.com. He reveals that what started in Silicon Valley in the early 90s now counts some 11,000 members, including over 2,500 charter members, in 60 chapters across 17 countries. TES is one of its major events, and it has grown by leaps and bounds.

"As a platform, TES has evolved into a forum for players in the ecosystems – it's evident from the fact that participation has been increasing significantly every year," Bukkapatnam says. "This year's theme is 'Yes, You Can! Dream, Think, Achieve', and it's symbolic of what every enterprise is all about: never giving up and pursuing the dream. We are extremely excited to bring TES to Hyderabad for the first time."

TiE is a bottom-up organisation, and every chapter holds events to create awareness among entrepreneurs. TES is done on a national scale, allowing them to come together and celebrate entrepreneurship. "Each chapter conducts various seminars," Bukkapatnam tells us, "or one-day entrepreneur camps, or a social get-together. But this is one event at which all the members can congregate, network, and be proud of what we are."

TiE has different types of membership, including charter and associate. Charter members are a dedicated group of people: accomplished entrepreneurs and businessmen whose aim is to give back to the community by mentoring aspiring talents. Associate members are the people with ideas that need to be developed. "In the Hyderabad chapter, we have 120 charter members and over 280 associate members. The strong chapter that we are, there are good mentor-student relationships that help aspiring talents get good perspectives," Bukkapatnam adds.

But how will the summit help the local entrepreneur? "One of the biggest challenges these days is accessibility to financing. Over a period, brand Hyderabad has been affected, and venture capitalists are worried about that. We wanted to take away that negativity and showcase that we are born entrepreneurs. There are lot of budding ideas, but people don't have the right guidance; that's where we want to play a major role," says Bukkapatnam. "If you look at our theme, you know that you can start a company, develop world-class infrastructure, or raise funds. But there are opportunities in this world that we are unable to recognise as we lack the right mentor. How do you find one? We have networked a platform wherein you can connect to the right mentor, not just from Hyderabad but from across the globe."

In a rare instance, all 18 presidents of TIE Asia will be part of the event, and will brainstorm on how TIE should go forward in creating an impact on entrepreneurs. Apart from this path-

breaking exercise, luminaries like G.M. Rao of the GMR Group, Dr. Prathap C. Reddy of Apollo Hospitals, and Dr. Rameswar Rao of My Home Group will take centre stage in a panel discussion moderated by Srinji Raju of PeopleSoft.

"All the billionaires on one stage, talking about their journey; the beauty of this is that they are all from Andhra Pradesh, and they're all first-generation entrepreneurs," Bukkapatnam muses. "It's a fantastic story for people with aspirations." – *Rahul*