



TiE SYDNEY

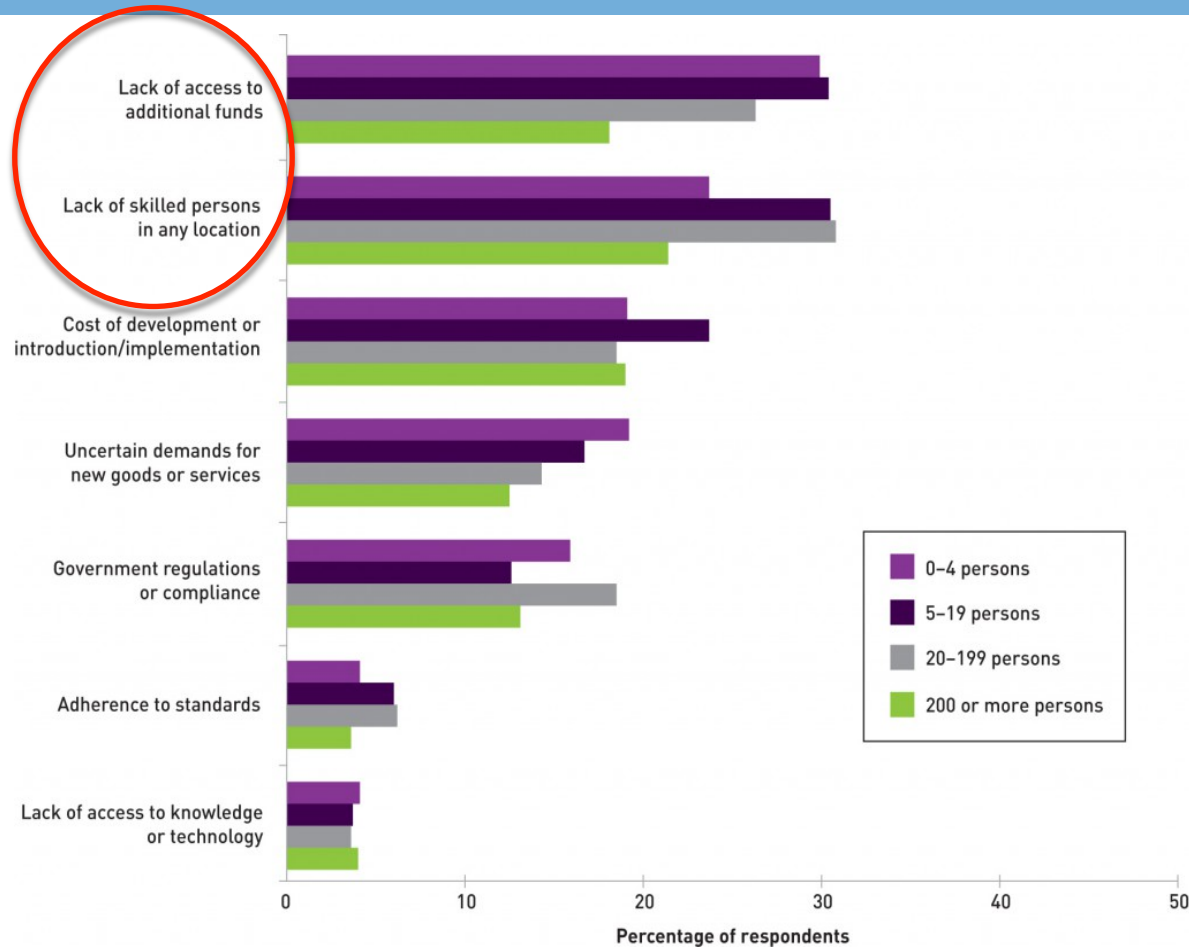
TiE Sydney

Fostering Entrepreneurship Globally



Barriers to SME Innovation

Smaller firms are more hindered by lack of capital and lack of skills.



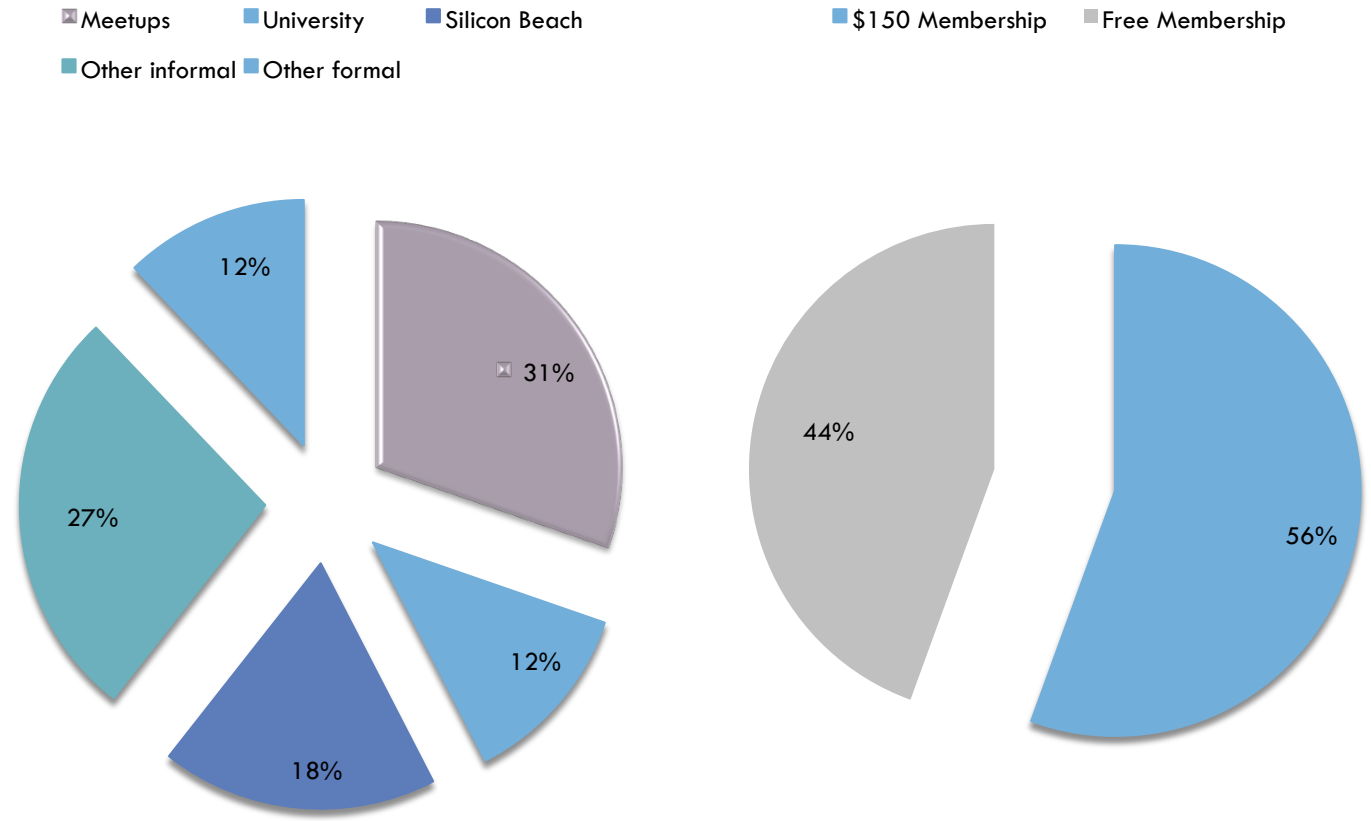
Source: Australian Innovation System Report 2011



Need: Informal Networking

Informal networks/
meet-ups
dominate
(76%).

Priced
memberships
slightly more
popular than
free!



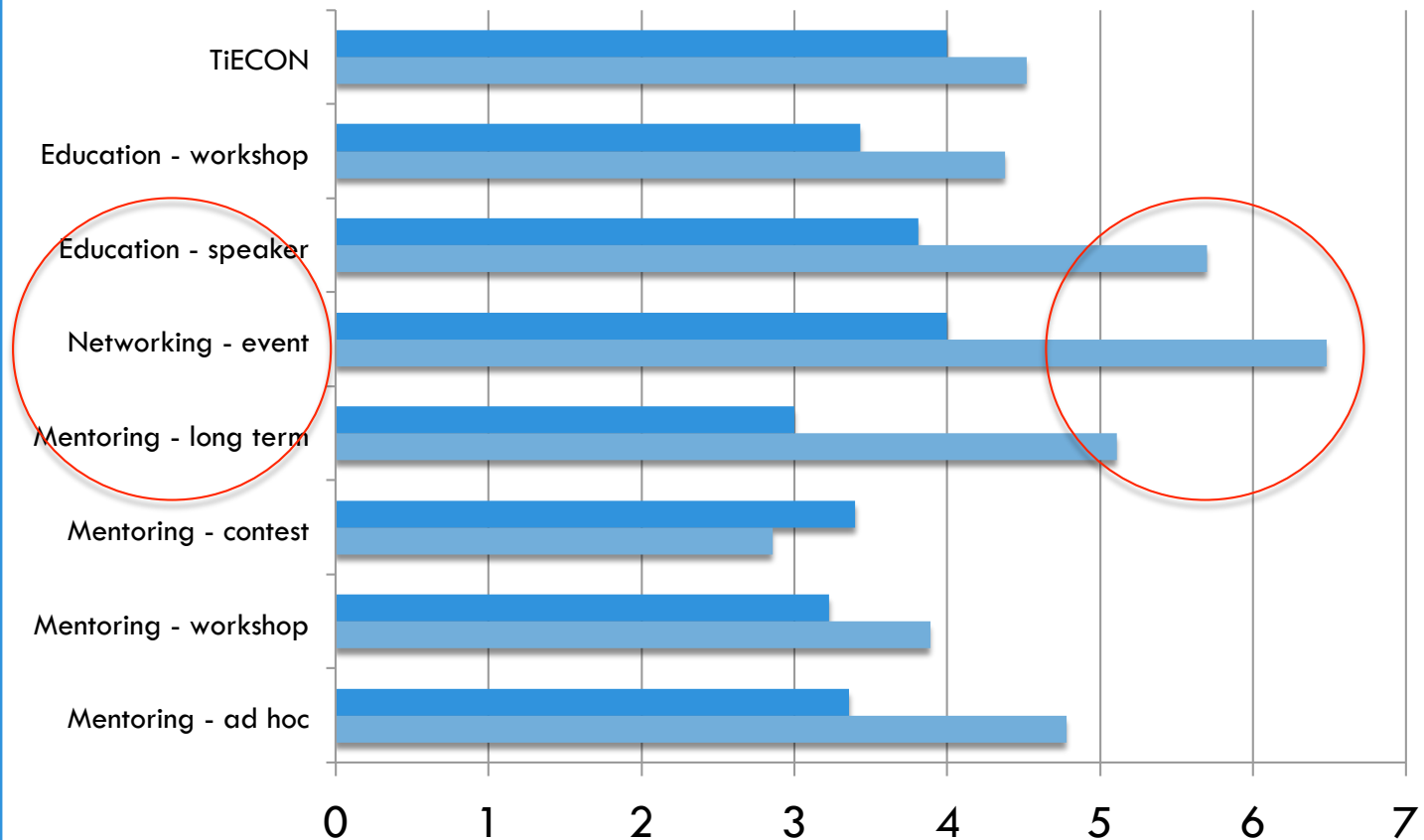
Source: TiE Sat Survey 2011 - Which other networking/entrepreneur groups do you participate in?

- Annual membership (\$150) with access to free mentoring and TiE Global members, free Meetups, discounted entry to networking events, seminars, workshops, conferences.
- No annual membership fees with free Meetups and priced events, seminars, workshops, conferences



Need: High Value Services

Networking, education and (long term) mentoring are ranked the most important and are rated around 4/5 on satisfaction as well.

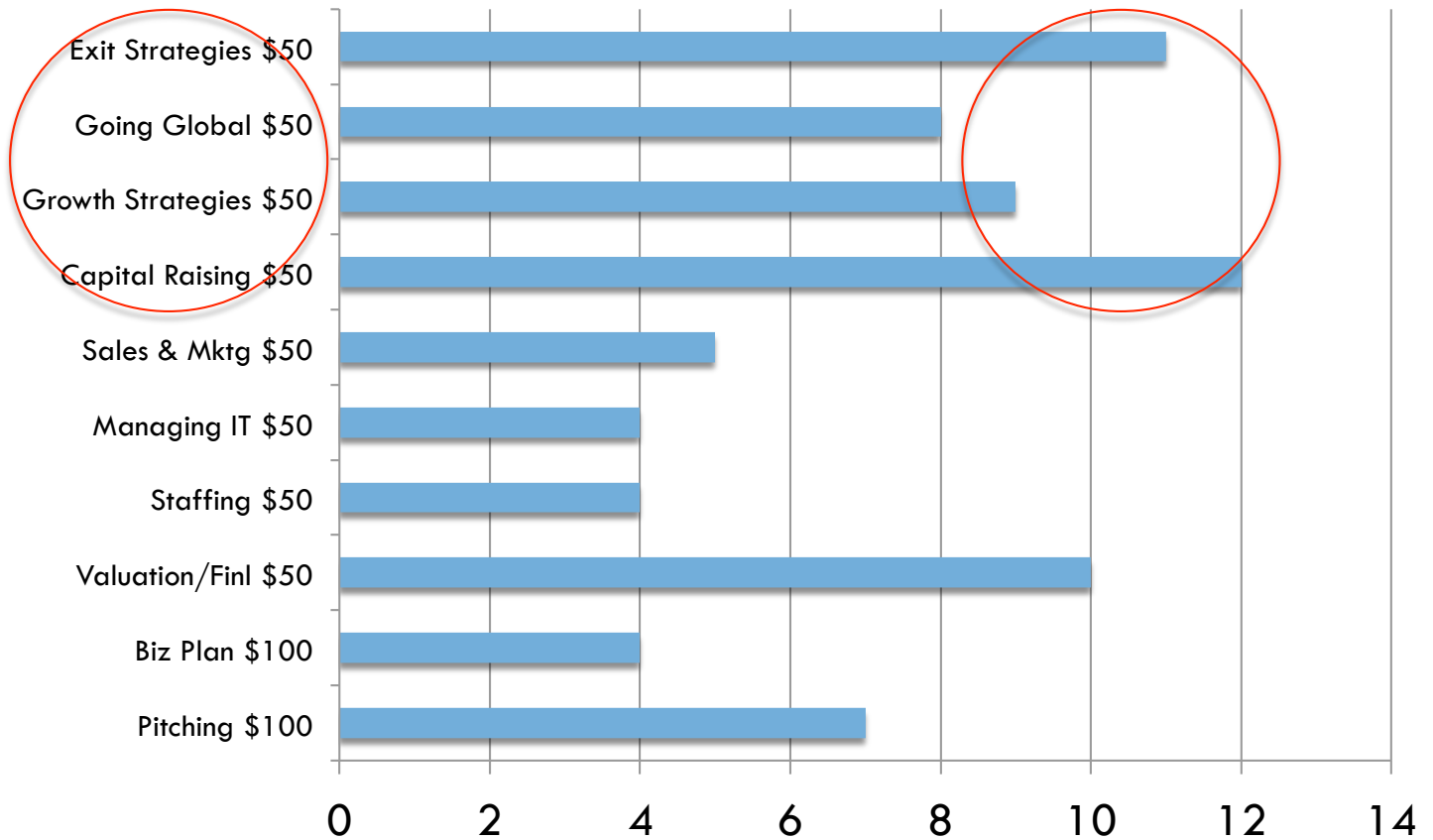


Source: TiE Sat Survey 2011 - On a scale of 1-8, how would you rank each of these services in terms of their value to you? [Light blue]. How would you rate (1-5) the TiE services you experienced in the last 12 months? (Check all that apply)



Need: Practical Workshops

Capital Raising is most in demand, followed by strategies for exit and growth.



Source: TiE Sat Survey 2011 - Which workshops/seminars would you be willing to pay for? (Select all that apply)



TiE Philosophy

- Mission: To promote entrepreneurship through mentoring, networking and education.
- Vision: To be recognised as the global organisation fostering entrepreneurship.
- TiE Charter Members give back to the community by nurturing the next generation of aspiring entrepreneurs – the ‘virtuous cycle’ of wealth creation.



Solution: Support all stages of cycle

Start up

- Plans
- Proof Points
- Capital

Scale up

- Revenues
- Global Growth
- Capital

Exit

- Readiness
- Valuation
- Sale Strategy



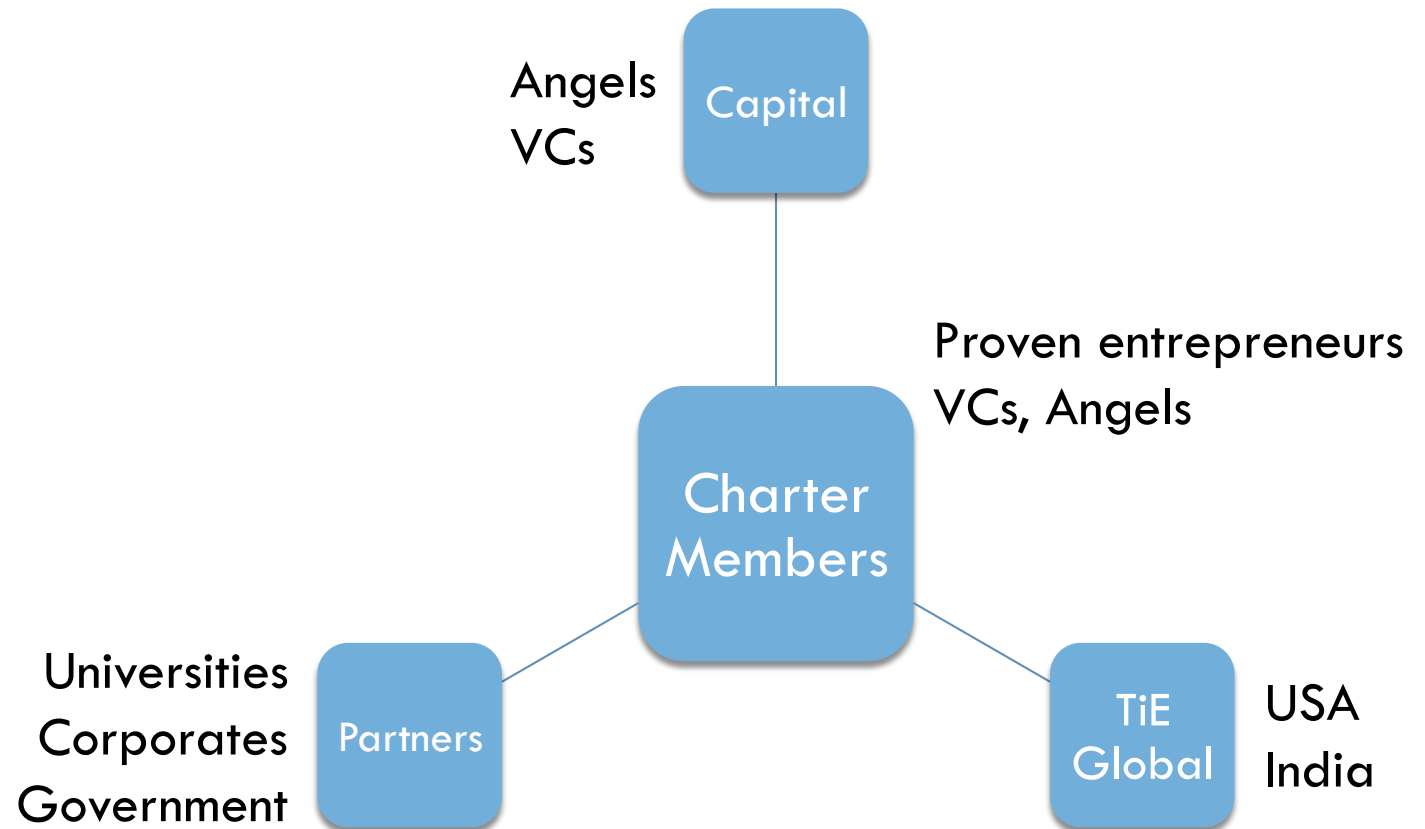
TiE Sydney: 'Secret Sauce'

Key enablers:

- Mentoring
- Education
- Networking

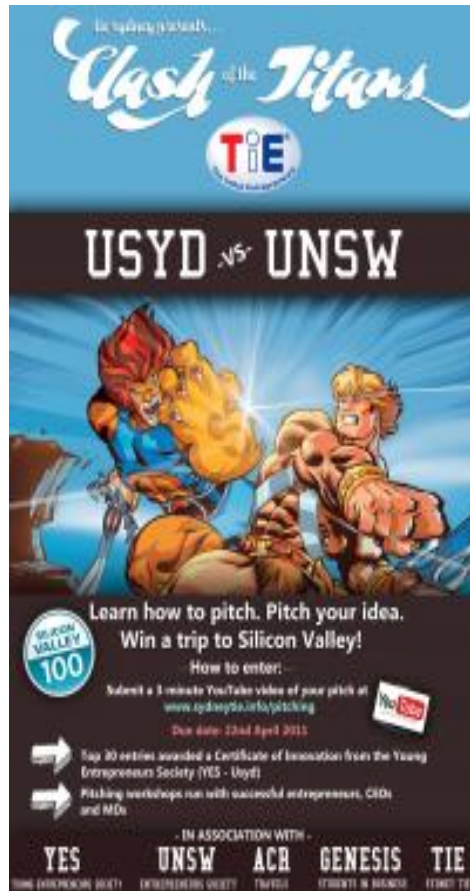
Reach:

- 1,200
- 100 members
- 20 CMs





TiE Sydney in 2011



- 9 x monthly events, seminars
- Youth Pitching Contest
- Women's Pitching Contest
- Mentoring Workshops
- Corporate Innovation Workshop with AT Kearney
- TiECON 2011 – keynotes by P&G, MYOB, Freelancer





2012 Strategy



TiE Global Network

Free!

- Open events
- Expert Speakers
- Monthly +
- Ad hoc

Value!

- Startup
- Scale up
- Exit
- \$50-\$100

Members only!

- Free mentoring
- Global Network
- Discounted workshops
- Members: \$150
- CMs : \$1,000



TiE Sydney Board 2012

President : Executive Director/Secretary : Janak Mistry
Dilip Rao

Treasurer : Rod Grosvenor

Director – Mentoring : Mike Giles

Director – Education : Satheesh Nair

Director – Networking : Manishi Dave

Director - Womens SIG/Communications : Angelica Jacob

Director – Alliances: Mathias Kopp

Director – TiECON : Selwyn D'Souza



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