

A Report on Expert Talk on
“Angel Investment/VC Funding Opportunity for Early-Stage Entrepreneurs”
Organized by Department of Computer Science & Engineering (Cyber Security)
in association with IIC
on 05.08.2025



Report Submitted by: Mr. Gowtham A, Assistant Professor, Department of Computer Science & Engineering- Cyber Security.

Resource Person Details: Dr. Geetha Sanjay, Business Innovation Coach, Startup Strategic Mentor and Acceleration Program Facilitator, Wadhvani Foundation, Bengaluru

Attendance: 140 participants (Internal)

Mode of Conduct: Online

Report Received on 13.08.2025.

The Department of Computer Science & Engineering (Cyber Security) in association with IIC, organized an Expert Talk on “Angel Investment/VC Funding Opportunity for Early-Stage Entrepreneurs” for all our MITS students on 05/08/2025 from 01.30 PM to 04.30 PM in Seminar Hall B, **Dr. Geetha Sanjay**, Business Innovation Coach, Startup Strategic Mentor and Acceleration Program Facilitator, Wadhvani Foundation, Bengaluru, was the resource person for the programme.

The Welcome Address was given by **Dr. S.V.S. Ganga Devi**, Professor & Head, Department of CSE(CS) and at the end of the session Vote of Thanks was proposed by **Mr. Gowtham A**, Assistant Professor, Department of CSE(CS).

Mr. Ajith G Joshi, Startup Cell Coordinator, was also the part of the event.

Potential highlights from Expert Talk on “Angel Investment/VC Funding Opportunity for Early-Stage Entrepreneurs”:

The Expert Talk on “**Angel Investment/VC Funding Opportunity for Early-Stage Entrepreneurs**” aimed to provide participants with a comprehensive understanding of the funding landscape for startups. The session began with an introduction to the concept of angel investment and venture capital, highlighting their importance in nurturing early-stage ventures. The speaker explained the typical investment process, key criteria investors look for, and the differences between angel investors and venture capitalists. Special emphasis was placed on how these funding options not only provide capital but also mentorship, networking, and strategic guidance for entrepreneurs.

The discussion covered the step-by-step approach to securing funding, starting from preparing a compelling business plan and pitch deck to conducting due diligence and negotiating terms. The speaker shared practical insights on what makes a startup attractive to investors, including innovation, scalability, market potential, and a capable founding team. Case studies of successful startups that leveraged angel or VC funding were presented, illustrating how such investments helped them achieve rapid growth and market penetration. Participants were also made aware of common mistakes to avoid when approaching investors.

In the concluding segment, the expert highlighted emerging trends in the Indian startup ecosystem, government initiatives, and sector-specific investment opportunities. The session encouraged entrepreneurs to focus on building sustainable business models and long-term value rather than chasing short-term funding goals. An interactive Q&A session allowed participants to clarify their doubts and gain personalized advice. Overall, the talk was insightful and motivating, equipping early-stage entrepreneurs with the knowledge and confidence to explore angel and VC funding as a viable growth strategy.

Common outcomes:

Common outcomes of Expert Talk on “Angel Investment/VC Funding Opportunity for Early-Stage Entrepreneurs” typically include

- Gained insights into angel investment and venture capital processes, including evaluation criteria for early-stage startups.
- Understood strategies to pitch effectively, structure funding proposals, and build investor confidence.
- Learned about current market trends, legal aspects, and networking opportunities to secure early-stage funding.

