

## Venture Capital Bootcamp

### Who is the Expert Speaker?

Vikrant Potnis is a seasoned venture capital and investment banking professional with 10+ years of experience in startup funding. His venture – Fortemagna Advisors has been awarded as the top 10 startup funding advisory platforms in the country by Silicon India. Fortemagna to date has closed funding deals of more than INR 200 Cr. Vikrant is the founder of the Indian Academy of Venture Capital (IAVC). IAVC has trained more than 1,000 founders across 10 cities in India and is the only curriculum-focused VC training institute in India. His tech venture – FundEnable is an automated platform for founders to raise a round of funding on their own. The platform currently caters to more than 3,500 founders. FundEnable has raised money from multiple angel and institutional investors. Earlier, Vikrant has worked with organizations such as Springboard Ventures and JP Morgan. He is a visiting faculty & mentor for Entrepreneurship and Venture Capital at CIIE-IIM Ahmedabad, XSEED-XLRI, SPJIMR, The Bombay Stock Exchange Training Institute, ICT, V.J.T.I, Entrepreneurship Development Institute of India (EDII), PDEU, etc. He is a speaker on CNBC and talks about startup funding and valuations.

### What is the bootcamp about?

A 2-day hands-on immersive experience designed to upskill and prepare early-stage entrepreneurs to raise a round of capital, to assist entrepreneurs in actualizing key milestones in the fundraising process. Through interactive live workshops, masterclasses, discussions, and case studies, entrepreneurs will navigate the complexities of fundraising and walk away with a concrete plan for closing their first funding round.

### What you'll learn at this bootcamp?

- **What it takes to Raise Capital:** Investment landscape & trends, sources of capital & business fund-ability.
- **Capital Raising Process:** Steps in capital raising, assessing the opportunity, identifying investors.
- **Capitalization Table:** Understanding Shareholding pattern through pre-money and post-money cap-table.
- **Valuation & Deal Structuring:** Startup valuation techniques, cap tables, dilution, share issuance, and more. CCPS, CCD, Safe Notes - how they work, pros and cons.

- **Financial Modeling:** Market benchmarks & modeling assumptions, 3- statement financial model framework, Determining the fundraising amount & presenting to investors.
- **Term sheet & SHA:** Key terms, clauses, and rights in a term-sheet, negotiating with investors.
- **Tackling Due Diligence:** What the DD process entails and preparing for DD
- **Crafting a Business Plan:** Crafting an effective pitch deck, modeling projections, funding requirements.

#### **Why should I attend this bootcamp?**

- **Develop Deep Insights:** Taught by investment bankers with real fundraising experience
- **Tangible Fundraising Strategy:** Prepare your business plan, identify investors, & more
- **Learn in the Indian Context:** Learn with case studies of Indian early-stage startups
- **Get Access to Tools & Templates:** Our fundraising toolkit will make investor preparation simpler

#### **What is the outcome?**

- **\$30 Mn+** Capital Raised for Startups
- **2,500+** Entrepreneurs Upskilled
- **50+** Incubator Partners
- **30+** VCs

**Book-A-Seat:** <https://forms.gle/Lug6AS5pEQ9fL2ge8>

