



DADI INSTITUTE OF ENGINEERING & TECHNOLOGY
AN AUTONOMOUS INSTITUTE

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NH-16, Anakapalle - 531002, Visakhapatnam, A.P.

Website: www.diet.edu.in, 9182649742 E-mail: info@diet.edu.in, research@diet.edu.in

CIRCULAR

Subject: Lecture Session on " Venture Unlocked: Navigating the world of startup Funding"

The Department of Computer Science & Engineering is organizing a **special session** for **2nd-year B.Tech. (CSE) students** on the topic: **Venture Unlocked: Navigating the world of startup Funding**

Date: 05-10-2024 to 06-10-2024

Time: 10.00AM to 4:00PM

Venue: Seminar Hall-1

Key Takeaways:

- **Understand the Funding Stages:** Startups typically progress through several funding stages like Bootstrapping, Angel Investment, Seed, Series A/B/C, and finally, Exit (IPO or acquisition). Each stage has different goals, investor expectations, and valuation approaches. Founders should align their fundraising strategy with their product maturity and market traction.
- **Timing Is Crucial:** Raising funds at the right time, ideally when momentum is high and milestones are met—can drastically improve valuation and investor interest. Starting the fundraising process early (6–9 months before runway ends) gives founders time to prepare, negotiate, and avoid raising out of desperation.
- **More Than Just Money:** Good investors bring more than capital. They offer strategic advice, access to networks, hiring help, and industry expertise. Founders should seek “smart money” by choosing investors aligned with their mission and long-term goals.

Who Should Attend?

All **2nd-year B.Tech. CSE Students** who are keen on enhancing their **Venture Unlocked: Navigating the world of startup Funding** Students who wants to understand the fast-paced world of innovation, funding, and growth. Whether you dream of launching your own startup or working with one,

For further details, please contact:

K.Satyavathi
Assistant Professor

Dr.K.Sujatha
Head of the Department, CSE





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Poster of the Event

A two-day expert session titled "Venture Unlocked: Navigating the World of Startup Funding" was conducted on **October 5th and 6th, 2024**. The session was led by Sri Nagarjuna Malladi, a distinguished expert in startup mentoring and venture funding. The program provided valuable insights into the startup ecosystem, covering key topics such as stages of funding, pitch preparation, investor expectations, equity management, and the role of venture capital in scaling businesses. This interactive and informative session was exclusively attended by 2nd-year B.Tech CSE students, who actively participated and gained a foundational understanding of how startups raise capital and grow in a competitive market.



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Department of CSE

In association with
Institute innovation council (IIC)

Lecture Session on
"Venture Unlocked: Navigating the World of Startup Funding"

RESOURCE PERSON
SRI NAGARJUN MALLADI



05-10-2024 TO 06-10-2024



Seminar Hall-1

Ms.K.Satyavathi
R&D Coordinator

Dr.K.Sujatha
HOD-CSE

Dr.R.Vaikunta Rao
Principal

Sri Dadi Ratnakar
Chairman



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Objective:

The Lecture aimed to:

- To introduce students to the fundamentals of startup funding
- To explore various funding sources and their strategic uses
- To help students interpret key startup financial concepts
- To develop the ability to structure and deliver an investor pitch
- To highlight the role of investors in a startup's growth journey

Resource Person:

Sri Nagarjuna Malladi is a seasoned entrepreneur, startup mentor, and innovation strategist with extensive experience in guiding early-stage ventures. He has worked closely with founders, incubators, and investors to support startup growth, fundraising, and strategic scaling. With a deep understanding of the startup ecosystem, he brings practical insights into areas such as venture capital, business model development, pitch preparation, and investor relations. He is known for his engaging and interactive sessions that blend theory with real-world application, making complex startup concepts easy to understand for students and aspiring entrepreneurs. His mentorship has helped many budding innovators transition from idea-stage to investment-ready ventures.

Session Highlights:

Sri Nagarjuna Malladi emphasized that raising funds is not just about securing capital, but about finding partners who truly believe in your vision and can support your growth journey. He highlighted the critical importance of timing in fundraising, noting that raising too early or too late can significantly impact success. Nagarjuna stressed that a clear, concise pitch backed by tangible traction is essential to gaining investor trust. He also explained how understanding dilution and term sheet terms empowers founders to make informed decisions and retain control. According to him, venture capital brings more than money. It offers mentorship, strategic guidance, and valuable networks.

Key Highlights of the Seminar

- In-depth overview of the startup funding landscape and various funding stages
- Expert guidance on timing fundraising to maximize valuation and investor interest
- Practical tips on creating an effective pitch deck and communicating with investors
- Understanding crucial financial terms like equity, dilution, and term sheets
- Insights into the value investors add beyond capital—mentorship and strategic support

Conclusion:

The Lecture on “**Venture Unlocked: Navigating the World of Startup Funding**” for CSE students. Under the guidance of Sri Nagarjuna Malladi, the session thoroughly covered essential topics like funding stages, investor relations, pitch crafting, and understanding financial terms, equipping students with the tools needed to approach fundraising confidently. The interactive format and real-life examples helped demystify the venture capital ecosystem and inspired students to develop an entrepreneurial mindset. This lecture has laid a strong foundation for those interested in entrepreneurship, innovation, and the dynamic process of securing startup capital.



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Glimpses of the Event



Nagarjuna Malladi engaging II B.Tech CSE students during the Session



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List of Participants:

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2	24U41A0502	ADARI DRAKSHAYANI
3	24U41A0503	ANGA SIVA BHASKAR
4	24U41A0504	APPARUBHUKTA YOGENDRA
5	24U41A0505	ARREPU LAYA VARDHAN
6	24U41A0506	BASANI NANDA KUMAR
7	24U41A0508	BOGGARAPU N V G N S SIRI VARSHINI
8	24U41A0509	BONDA BHAGYA SRI
9	24U41A0511	CHEKURI JANANI
10	24U41A0512	CHEILLIBOYINA PUJITHA SREE
11	24U41A0513	CHITIKELA HARIPRASAD
12	24U41A0514	DEVARA LAHARI
13	24U41A0515	DOMMETI AKHIL
14	24U41A0516	DUMPA SRIDEVI
15	24U41A0517	G.TEJA
16	24U41A0518	GORLE PAVAN SAI
17	24U41A0519	JUTTHADA SAI MEGANA
18	24U41A0520	KARANAM SATYA VYSHNAVI
19	24U41A0521	KARRI VAISHNAVI
20	24U41A0522	KONATHALA MOHAN SRI
21	24U41A0523	LAKKARAJU MAHESH
22	24U41A0524	MAHADEV LAKSHMAN RAO
23	24U41A0525	MALLA KIRAN KANTH
24	24U41A0526	MALLA SUKHEE MEGHANA
25	24U41A0527	MALLA YAMINI SRI
26	24U41A0528	MALLULA NANDINI
27	24U41A0529	MANSI DINESH BHOSALE
28	24U41A0530	MATURI JAYA SRI VARDHAN
29	24U41A0531	MATURI LAKSHMI PRAMEELA
30	24U41A0532	MEDISSETTY HEMA PRIYA
31	24U41A0533	MIRIYALA VENKATA LAKSHMI
32	24U41A0534	MOLLI ROHITH SAI
33	24U41A0535	MOLLI VENKATA GIRISH
34	24U41A0536	NAKKA SUGRI NAGESH
35	24U41A0537	NARUKURTHI SOWMYA SREE
36	24U41A0538	OMPOLU PAVAN
37	24U41A0539	PADALA SIREESHA



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39	24U41A0539	PADALA SIREESHA
40	24U41A0540	PEDDINTI POORNA CHANDRA
41	24U41A0541	PETHAKAMSETTY SRI VARSHINI
42	24U41A0542	PILLA CHANDANA KUMARI
43	24U41A0543	PITLA DIVYA SRI
44	24U41A0544	PITTA SAI POOJA
45	24U41A0545	POLAMARASETTI REVATHI
46	24U41A0546	PRAGADA JHANSI
47	24U41A0547	RAJAGIRI CHANDRIKA LAKSHMI
48	24U41A0549	REDDY VARUN KUMAR
49	24U41A0550	SATHIVEEDU. SNEHA LATHI REDDY
50	24U41A0551	SATHIVEEDU ABHISHEK KUMAR REDDY
51	24U41A0552	SIRASAPALLI VARSHINI
52	24U41A0553	VEGI ANJANA SARANYA
53	24U41A0554	VEGI GNANAMAYE SIREESHA
54	24U41A0555	VILLURI MYTHRI
55	24U41A0556	VUPPALA ROHITH
56	24U41A0557	VURITY LIKHITA
57	24U41A0558	YADLA PRUDHVI
58	24U41A0559	YANDAPALLI JYOTHIRMAI
59	24U41A0560	YERRA SRIKRISHNA MAMATHA
60	24U41A0561	ADARI KEERTHI PRIYA
61	24U41A0562	BANGARU HIMAKAR
62	24U41A0563	BANGARU KARTHIK
63	24U41A0564	BHEEMUNI LAVANYA
64	24U41A0565	KOLAPARTHI V S P AKSHAY VARDHAN
65	24U41A0566	CHAVVAKULA SRINU
66	24U41A0567	CHELLI BHARGAVISRI
67	24U41A0568	CHINNI SURENDRA
68	24U41A0569	CHITRA MOUNIKA
69	24U41A0570	DADI KOWSALAYA
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