

My experiences as an entrepreneur

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*Reference notes that I used for my speech on the topic in Tidel Park
towards CSI Students National Symposium*

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Introduction

- ◉ More Businessman in next 25 years than last 100 years
- ◉ Free flow of capital across globe
- ◉ Vishwak Solutions
 - \$2 Million company
 - 110 people
 - Offices in Chennai and Redmond, WA
 - Started 7 years back

What it takes and my experience

◎ Passion

- Energy to work long hours
- Initial difficulties
- Risk Taking
- Overcome free advice and pessimism
- Low/Down Periods

◎ Reward is satisfaction

What it takes and my experience

- Multi Roles (HR, Finance, Accounts, Sales, Mktg, General Admin)
 - 2 Years I took a conscious decision of not being a CTO
 - 1 Year back I got a COO
- Capital
- Team Building
 - Firing is the most difficult thing
 - 3 Years Bottom 10% was fired and salary matched
 - Internal training

What it takes and my experience

◉ Delegation

- Colleges don't teach this

◉ Iterative improvement

- Quality is paramount
- At the same time don't be obsessed with Perfection alone
- Time to Market is also important.

How to Start?

- ◉ Work for few years and then Start
- ◉ Start immediately
- ◉ I don't believe on a Eureka/Apple Falling moments and clarity

How to Sell Yourself?

- Trial and Error, learning
- Every contact / networking is important

Scale

- ◉ Remain Small
- ◉ Grow Organic
- ◉ Grow In-Organic
- ◉ I do believe Small Players will always have a niche

Final notes

- ◉ Be curious (You will learn from everywhere)
- ◉ Be Open
- ◉ Do lot of travel and reading