

SESSION ON ANGEL INVESTMENT/VC FUNDING OPPORTUNITY FOR EARLY STAGE ENTREPRENEURS

Elevate Ideas, Empower Change



June 21, 2025
09:00 AM – 05:00 PM



Conference Room, PIERC,
BBA Building, Parul University

Speaker: CA Heet Sedani

Founder • Heet Sedani and associates

Report on

Angel Investment/VC Funding Opportunities for Early-Stage Entrepreneurs

ACTIVITY TYPE	Workshop on Angel Investment/VC Funding Opportunities for Early-Stage Entrepreneurs		
DATE & TIME	21/06/2025	Duration	1 Day
SEMESTER	All	No. of participants	36 Startup - 62-Participants
EXPERT NAME WITH DESIGNATION	CA Heet Sedani Founder · Heet Sedani and associates.		

Introduction

Parul Innovation and Entrepreneurship Research Centre (PIERC) organized an insightful session on **Angel Investment and Venture Capital (VC) Funding Opportunities for Early-Stage Entrepreneurs**. The session was conducted by **CA Heet Sedani**, who shared his expertise on startup financing, investor expectations, and strategies to secure early-stage funding. The program was designed to guide budding entrepreneurs of Parul University in understanding the process of raising funds, preparing for investors, and scaling their ventures effectively.

Objectives of the Session

- To provide participants with a **broad understanding of Angel Investment and VC funding opportunities** available in India and globally.
- To guide students and early-stage entrepreneurs through the **step-by-step process of raising funds**.
- To emphasize the importance of **pitch decks, business validation, valuation, and legal compliance** for investment readiness.
- To inspire participants to build scalable ventures by exploring **funding networks, incubation centres, and government support schemes**.

Learning Outcomes

By the end of the session, participants were able to:

- Differentiate between **Angel Investors and Venture Capitalists**, and identify when to approach each.
- Understand the **funding lifecycle of startups**, from bootstrapping to IPO.
- Learn the essential steps for **investment readiness**, including preparing a pitch deck, understanding valuation, and showcasing traction.
- Gain awareness about the **due diligence and negotiation process** involved in funding deals.
- Explore **platforms, networks, and government initiatives** that support early-stage entrepreneurs.

Session Details

The session, led by **CA Heet Sedani**, offered a practical roadmap for entrepreneurs aspiring to raise early-stage funding. He began by explaining the **funding ecosystem**, highlighting the roles played by Angel Investors and Venture Capitalists in supporting startups beyond financial capital—through mentorship, strategic guidance, and industry connections.

He elaborated on the **funding journey of startups**, starting from bootstrapping and friends & family support, moving on to seed investment through Angel Investors, followed by VC rounds, and eventually private equity or IPO. This gave attendees clarity on the growth path and financial milestones of startups.

Key highlights from his talk included:

- **Pitch Deck Essentials:** Covering problem, solution, target market, business model, traction, financials, and exit strategy.
- **Valuation Insights:** Simplified overview of pre-money and post-money valuation, methods like comparable multiples, and investor expectations.
- **Due Diligence Process:** Financial, legal, and compliance checks required before investment closure.

- **Negotiation and Term Sheets:** Balancing equity dilution with long-term sustainability of the business.

CA Sedani also warned about **common mistakes entrepreneurs make**, such as presenting unrealistic valuations, lack of market research, poor financial planning, and underestimating compliance requirements. He stressed that investors invest in **teams and execution capabilities**, not just ideas.

The session also highlighted **government initiatives** such as the Startup India Seed Fund, Atal Innovation Mission (AIM), and various State Startup Grants that help bridge funding gaps.

An interactive **Q&A session** allowed participants to raise queries on practical aspects such as:

- How to identify the right investor network?
- What is the ideal stage to seek angel funding?
- How to present traction and market validation?
- How to balance ownership dilution in early rounds?

The discussion concluded with an inspiring note: *“Investment follows innovation and execution, not just ideas.”*

Useful Resources & Links for Startups

To help participants take the next step in their entrepreneurial journey, the following resources were shared:

- Indian Angel Network (IAN)
- LetsVenture
- 100X.VC
- Startup India Hub
- Venture Catalysts

Conclusion

The session provided a **comprehensive understanding of Angel Investment and VC funding** and equipped participants with practical tools to prepare their startups for raising funds. The knowledge shared by **CA Heet Sedani** will help young innovators and entrepreneurs at Parul University to strengthen their financial strategies, build investor confidence, and scale their ventures.

Glimpses of the program







Attendance Sheet

Sr.No	Name	Startup Name
1	Sudarshan Sudesh Tripunath	Carbon capture through innovative technique
2	Atrikumar Dadhaniya	Concert Services Platform
3	Urva Patel	Gamma station or Gamma play
4	Vishwa Patel	WearNow
5	Dr. Jignisha Patil	Bellytone Roll on - A blend of essential oils and polyherbal extracts for Striae extensa
6	Divya patel	RosyMil
7	Ankita Patra	Mycelium based band-aid
8	Krishna Jagdishbhai Darji	The PestID Kit - Ensuring Authenticity in Every Bite
9	Kandukuri sravani	Radiation reducing biodegradable phone case
10	Drashti Modha	Millet pancakes mix
11	Rutvi modi	Ethsol — Ethical Solitaire Jewel
12	Tanya Gupta	GreenLoop AgriTech
13	Diya Karavdra	Meltique
14	SHALIN DWIVEDI	VR ANUBHAV
15	Rakshan Patel R R	Heavenly packaged Drinking water
16	Daksha Dubey	Eventofu
17	Aman kumar	Goo Local
18	Lucky pandya	Parul Coin
19	Virendra Patel	FORENSIC MEDBED
20	khushal parmar	FlexiPay
21	Mansuri Juber Aarifbhai	Fresh Veggies
22	Anurag	PU foods
23	Parth Chaudhari	soykasu
24	Shah Kajol Gunvantkumar	MedLink Plus: Revolutionizing Healthcare with MedTech Innovation
25	Shaikh Musheb	Auctio point
26	Ahana Santhosh	Vitabiotic
27	Subhash Bishnoi	Voya-Go
28	Joy Kariya	My Medicine
29	Kishan Kachhadiya	AgadaSutra
30	Harsh Agarwal	AR Gaming in Tourism
31	Niraj Shrimali	Quick Swap
32	Onkar Bagimani	myskore
33	Ayush	CodeHunt
34	Vamshi Gangadhar	ResiLink
35	Chirag gavande	Terralife
36	Devansh Modi	Smart Eye Stick with Smart Application and Deep learning