



# TiEcon 2016

Make an Impact on Over 4,600 Senior  
Technology Professionals From  
22+ Countries

May 6 & 7, 2016



[WWW.TIECON.ORG](http://WWW.TIECON.ORG)





## Dear Entrepreneur,

Thank you for your interest in TiE and its annual conference, TiEcon. TiEcon 2016 will mark the 23rd year of celebrating innovation and breakthrough technology, making it one of the longest ongoing active tech conferences around.

TiE is a non-profit global organization that was founded in 1992 in Silicon Valley by a group of successful entrepreneurs, corporate executives, and senior professionals to nurture entrepreneurship. There are currently 14,000 members, including over 2,500 charter members in 61 chapters across 18 countries. Members include successful entrepreneurs, professionals and representatives from top corporations and leading venture capital firms. TiE conference attendees span the spectrum from CEOs of mature companies, senior executives and technology professionals, entrepreneurs creating new companies, to thought leaders and media representatives.

The mission of TiE is to foster entrepreneurship globally through funding, mentoring, networking, and education. Dedicated to the virtuous cycle of wealth creation and giving back to the community, TiE's focus is on generating and nurturing our next generation of entrepreneurs.

Members



**14,000**

Charter Members



**2,500**

Countries



**18**

Chapters



**61**



Venkatesh Shukla  
TiE SV President  
venk@tie.org



Raju Reddy  
TiEcon Convener  
raju.reddy@bitsaa.org



BJ Arun  
TiEcon Convener  
bj.arun@july.com



Value

## Network with and learn from the best in Silicon Valley!

TiEcon offers many opportunities to learn, connect and prosper. Entrepreneurs from around the world who come to attend TiEcon see a lot of value in sessions specifically designed for formal and informal networking opportunities, learning from their peers, and showcasing to Silicon Valley.

### ■ Learn

- Get educated on the latest technology trends and opportunities from entrepreneurs.
- Entrepreneur Bootcamp designed specifically for entrepreneurs attempting to create a startup. This bootcamp will provide you with the much needed tools for taking your business to the next level.

### ■ Connect

- Meet/connect with 4600+ global technology professionals from across the globe.
- Enroll in lunchtime programs like Mentor Connect
  - Choose and connect with accomplished entrepreneurs, seasoned professionals and VCs to share experiences, get guidance, and help each other through the struggles and triumphs of startup journeys.
- Meet with and listen to keynote speakers, fireside chats and panel discussions through nine different TiEcon tracks and workshops.
- Get included in the TiE ecosystem database - a database of entrepreneurs, investors, partners, corporates and governments involved in the entrepreneurial ecosystem.

“

# Top 10

**Conference worldwide for Ideas and Entrepreneurship alongside DEMO, TED and the World Economic Forum. ”**  
**- Worth Magazine**

### ■ Prosper

- Showcase your technology to Silicon Valley.
- Register for an Expo booth or an Expo Pavilion (limited availability on a first come first serve basis) to display your latest products to the 4,600+ attendees.
- Unique opportunity to give a short pitch to investors (both angels and VC's) and get their valuable feedback.





## TiEcon 2016 Tracks



**Data  
Economy**



**Internet  
of Things**



**Cloud  
& Security**



**Trending  
Technologies**



**Digital  
Health**



**Entrepreneurship**



**Social  
Entrepreneurship**



**Global  
Entrepreneurship**



**Youth**

## 2015 Keynote Speakers



**Jack Welch**  
Former CEO  
GE



**Vishal Sikka**  
CEO &  
Managing Director  
Infosys



**Blanca Treviño**  
Founder & CEO  
Softtek



**Suja Chandrasekaran**  
SVP, Chief Technology  
Officer, &  
Chief Data Officer  
Walmart Stores, Inc.



**Steve Blank**  
Creator  
Lean Startup  
Movement



**Jay Vijayan**  
CIO  
Tesla Motors



## Past Keynote Speakers



**Satya Nadella**  
CEO  
Microsoft



**Elon Musk**  
CEO  
Tesla



**Larry Ellison**  
CEO  
Oracle



**Larry Page**  
Founder/CEO  
Google



**Marissa Mayer**  
CEO  
Yahoo



**Jeff Weiner**  
CEO  
LinkedIn



**Peter Thiel**  
Founder  
Paypal



**Meg Whitman**  
CEO  
HP



**Vinod Khosla**  
Founder  
Khosla Ventures



**John Chambers**  
CEO  
Cisco



**Steve Mollenkopf**  
President & CEO  
Qualcomm, Inc.

## Past Keynote Highlights

### The Biggest Names in Tech & Business

4600+ decision makers and technology professionals in attendance attracts the greatest minds in technology and business to speak at TiEcon



**Deepak Chopra**  
Founder  
Chopra Foundation



**Reid Hoffman**  
Co-Founder  
LinkedIn



**Yury Izrailevsky**  
Vice President  
Netflix



**Steve Lucas**  
President  
SAP



**Greg Becker**  
President & CEO  
Silicon Valley Bank



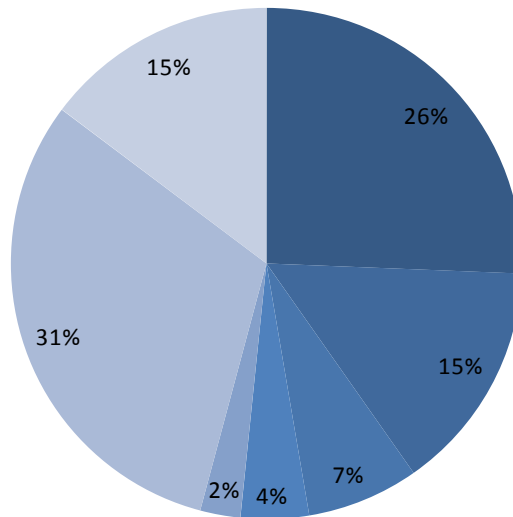
## TiEcon Attendee Profile

4,600+ professionals in technology over 2-day period

**26%**  
of attendees  
are C-level,  
Founders, or  
Presidents

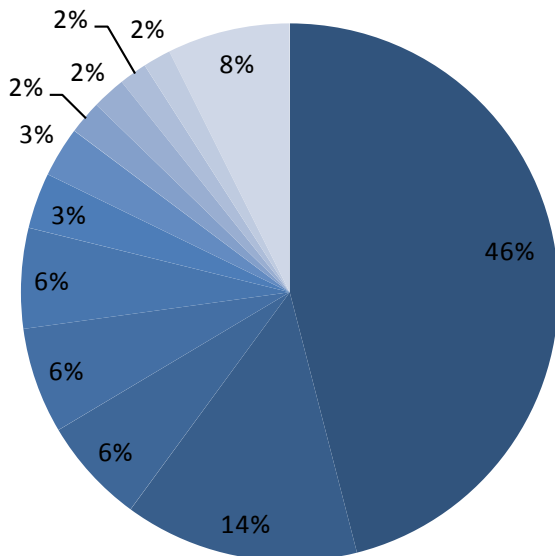
**41%**  
are Director  
or higher

Titles Represented



- CEOs, Chairman, Presidents, Founders, COOs
- VPs, Directors, CFOs, GMs
- CTO, Architects, CIOs, Technologists
- Sales/ Marketing
- Managers, Consultants, Engineers
- All Other
- Did not reply

Countries Represented  
(outside the U.S.\*)



- India
- Canada
- Belgium
- UAE
- Hong Kong
- Singapore
- Japan
- Australia
- Bangladesh
- Turkey
- UK
- Other

**22+**  
countries  
represented

\*86% of attendees were from the U.S.





## On Thursday, May 5th

### 1. Entrepreneur Bootcamp

- Comprehensive training on topics such as:
  - Negotiating a term sheet
  - Fundraising from kickstarter to angels and VCs
  - Demystifying equity
  - Transitioning from a founder to a successful CEO
  - Creating a business model canvas, go-to-market strategies
- Sessions conducted by seasoned entrepreneurs such as:
  - [Naeem Zafar](#) (Entrepreneurship Professor, Author and Advisor)
  - [Raj Jaswa](#) (TiE President Emeritus)
  - [Paul Singh](#) (Founder, CEO and Advisor)
  - or similar accomplished business professionals

### 2. Startup Pitch

- Pitch to investors (both Angels and VCs) and get their valuable feedback.

### 3. Q&A session with a Silicon Valley icon: either Vinod Khosla, Bill Draper, or Ram Shriram.

## On Friday, May 6th and Saturday, May 7th

**1. TiEcon conference:** Attended by 4600+ participants from 22+countries. For more details of the conference, please see Pg. 7-8.

**2. Mentor Connect:** It is a platform offered by TiEcon for attendees to select and meet successful entrepreneurs, senior corporate executives, TiE Angels and seasoned VCs. The mentees get to choose mentors of their choice, who have graciously agreed to contribute to the entrepreneurial community. This is an opportunity for you to meet, learn from, and be mentored by these successful individuals. At TiEcon 2016, MentorConnect will be held during the lunch hours on both Friday, May 6th and Saturday, May 7th. Based on the participant feedback from the past, we are keeping the number of Mentees per Mentor at a low four or five to allow for richer, more meaningful conversations. **Full list of mentors from 2015 is available at:**

- <http://bit.ly/TC15FriMentors>
- <http://bit.ly/TC15SatMentors>

**3. Expo Booth:** You have the opportunity to have a booth in the Expo area to showcase your technology to Silicon Valley. For more details and pricing, see following pages.



# TiEcon 2016 - May 6 (Friday)

7:00 am	Registration Opens		
8:15 am	Opening Remarks		
8:30 am	Grand Keynote I		
9:15 am	Grand Keynote II		
9:45 am	-- B R E A K --		
	<b>INTERNET OF THINGS</b>	<b>CLOUD &amp; SECURITY</b>	<b>DATA ECONOMY</b>
10:15 am	Keynote	Keynote	Keynote
10:45 am	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel
11:00 am	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel
11:30 am			Fireside Chat or Panel
11:45 am	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel
12:15 to 1:45 pm	LUNCH WITH SPEAKERS   MENTOR CONNECT   FOUNDER CONNECT		
1:45 pm	Keynote	Keynote	Keynote
2:15 pm	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel
2:30 pm	Fireside Chat or Panel		
2:45 pm	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel
3:00 pm		Fireside Chat or Panel	Fireside Chat or Panel
3:15 pm	Fireside Chat or Panel		Fireside Chat or Panel
3:30 pm		Fireside Chat or Panel	Fireside Chat or Panel
3:45 pm	-- B R E A K --		
4:00 pm	Accelerator and Crowd Funded IOT Startups	Anatomy of a Data Breach	Data to Dollars
4:30 pm	VC Panel	VC Panel	VC Panel
5:00 pm	Keynote	Keynote	Keynote
5:30 pm	-- B R E A K --		
5:45 pm	Grand Keynote III		
6:15 pm	TiE50 Technology Awards Ceremony		
6:45 pm	Entertainment		
8:00 pm	Entertainment		

E X P O & T i E 5 0





# TiEcon 2016 - May 7 (Saturday)

7:30 am	Registration Opens			
8:30 am	Opening Remarks			
8:45 am	Grand Keynote I			
9:30 am	Grand Keynote II			
10:00 am	-- B R E A K --			
	<b>GLOBAL ENTREPRENEURSHIP</b>	<b>ENTREPRENEURSHIP</b>	<b>TRENDING TECHNOLOGIES</b>	<b>SOCIAL ENTREPRENEURSHIP</b>
10:15 am	Keynote	Keynote	Keynote	Keynote
10:30 am				Panel
10:45 am	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel	
11:00 am				Fireside Chat or Panel
11:15 am	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel
11:45 am	Keynote	Fireside Chat or Panel	Fireside Chat or Panel	Keynote
12:15 to 1:45 pm	LUNCH   MENTOR CONNECT   FOUNDER CONNECT   GLOBAL ENTREPRENEUR LIGHTNING ROUND			
	<b>DIGITAL HEALTH</b>	<b>ENTREPRENEURSHIP</b>	<b>TRENDING TECHNOLOGIES</b>	<b>TIE YOUTH</b>
1:45 pm	Keynote	Keynote	Keynote	Keynote
2:00 pm	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel	Session
2:15 pm				Session
2:30 pm	Fireside Chat or Panel	Fireside Chat or Panel	Fireside Chat or Panel	Session
2:45 pm				Session
3:00 pm	Fireside Chat or Panel	Fireside Chat or Panel	VC Panel and Pitches	Session
3:15 pm				Session
3:30 pm	Fireside Chat or Panel	VC Panel and Pitches	Fireside Chat or Panel	Session
3:45 pm	Fireside Chat or Panel	Fireside Chat or Panel		Session
4:00 pm	Keynote	Keynote	Keynote	Session
4:15 pm		-- B R E A K --		Session
4:30 pm	Breakthrough Thinkers I			
5:00 pm	Breakthrough Thinkers II			
5:30 pm	Breakthrough Thinkers III			
5:45 pm	Grand Keynote III			
6:30 pm	Cocktail Reception and Networking			
8:45 pm	Grand Closing Entertainment			

E X P O



## Pricing Details

**I. Pricing Details:** This package is available only to overseas entrepreneurs.

Package Details	Early bird pricing: \$600 per person (Until February 15th)	Regular pricing: \$700 per person (February 16th onwards)
Entrepreneur Bootcamp (5th May-All day sessions)	✓	✓
Pitch to Investors (5th May) Capacity of this package is limited to 100 entrepreneurs on a first-come, first-serve basis.	✓ (Available only to first 100 entrepreneurs)	Subject to availability
Q&A with a Silicon Valley Icon (5th May)	✓	✓
Two day Conference pass for 6-7th May, 2016	✓	✓
Mentor Connect (Lunch time sessions on 6-7th May)	✓	✓

**II. A-la- Carte Benefits:** In addition to the general package, entrepreneurs can choose and add from the a-la-carte list below to customize a package to suit their needs:

- **Hotel accomodation:** Please use the subsidized TiEcon attendee rates of \$139/night. Go here for more details: <http://www.tiecon.org/venue-travel/>
- **Tour to San Francisco and local travel:** Links will be posted on our TiEcon 2016 website closer to the conference for registration to take local tours.
- **Expo Booth:** 2016 prices to be finalized by mid-January. For your information, 2015 prices are listed on the following page.

“ On behalf of the Belgian technology startups, we thank you for the opportunity to attend the world’s largest entrepreneurship conference with the highest quality of speakers and we are honored to be able to interact face-to-face with such luminaries in the field of disruptive entrepreneurship again this year. ”

- Ines Jurisic, Executive Director, TiE Brussels



## Exhibitor Information

If you are interested in having a booth in the Expo Area, below is the pricing from 2015. The new prices for 2016 will be available by mid-January on the TiEcon website: [www.tiecon.org](http://www.tiecon.org).

Booth Size	Hall A (high traffic)		Hall B (regular traffic)	
	Before 28th Feb	1 March onwards	Before 28th Feb	1 March onwards
5x8	1700	2000	1200	1500
10x8	2700	3000	2200	2500
20x8	5700	6000	4700	5000
Pavilion (six 5x8 booths)	9700	10,000	6200	6500

### Please note that:

TiE Silicon Valley provides the basic pipe and drape, carpeted floor, tables, chairs, basic power supply and wifi access. Anything required beyond this will need to be either brought in by the exhibitor or ordered with our vendors. Our selected vendor will launch a dedicated web page for placing such orders in March 2016. Our exhibit vendors have the capability to provide any additional items that may be required. However these items will need to be ordered at least three weeks prior to the conference start date. The link for that will be posted on TiEcon 2016 website around March.

“ Participating in TiEcon in the past couple of years has been instrumental for the Brazilian entrepreneurs to connect with key stakeholders from the local ecosystem. It also has provided valuable insights with high level content that has been able to help them transform and advance in their endeavors. ”

- Brazilian delegation



# Contact us

## Suparna Pyne

Office Manager  
email: [suparna@tie.org](mailto:suparna@tie.org)  
phone: 408-914-2154

## Neha Mishra

Sponsorships Manager  
email: [neha@tie.org](mailto:neha@tie.org)  
phone: 408-914-2156



## SILICON VALLEY

415 Oakmead Parkway  
Sunnyvale, CA 94085  
408.914.2147  
[sv.tie.org](http://sv.tie.org)