

Global Markets: India Opens the Door to New Opportunities

SPEAKERS

Sundaram Sivaramakrishnan

CFO and Partner

Baring Private Equity Partners, India

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Sundaram Sivaramakrishnan is the CFO and a Partner of Baring Private Equity Partners, India – which is a part of the \$7 billion Baring Private Equity International. Baring India manages funds of close to \$1 billion and has been operating in India for close to 12 years. Recently, Baring India was selected for Venture Intelligence's 'Best mid market PE firm' by leading LPs who invest in the India market.

Sundaram is a CPA from India, a Chartered Company Secretary, a Chartered Financial Analyst and has a MBA from the Indian Institute of Management, Ahmedabad, India's premier business school. His career began as Executive Assistant to the Group Chairman of the Sanmar Group, a large multi-billion dollar Indian conglomerate with diverse business interests.

The risk bug bit him in 2000, when he threw up a rising career with the conglomerate to take up the CFO's position in an IT start-up based out of San Jose, California – Cybernet-SlashSupport (CSS) - with 40 employees in 2 countries and revenues of around \$0.5 million. By 2007, the company had grown to nearly 5,000 employees spread across 10 countries, with revenues of about \$75 million and is now in position to become an IPO candidate. During his time as a CFO, he shepherded the group through five VC / PE investors, including Barings, Deutsche Bank, SAIF Partners, Goldman Sachs and Sierra Ventures, raising nearly \$70 million of capital. Two of the five VCs had successful and profitable exits.

In 2007, he joined Baring Private Equity Partners as a Partner and CFO and continues to be based in California. He is a member of the firm's Investment Committee, and serves on the board of various companies including Secova, Infracore and Sphaera Pharma.

Kamran Sistanizadeh

Chief Technology Officer

Reliance Globalcom

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Kamran Sistanizadeh is a world-class communications network technologist with over 25 years of progressive executive and thought leadership experience within the telecom industry. He was co-founder and CTO of Yipes where he pioneered managed Ethernet-based solutions on metro and wide area networks for enterprise customers.

Previous to Yipes, he was CTO of Bell Atlantic Global Networks Inc., responsible for the development of integrated voice and data networks for long distance services over an integrated packet-based platform. He was also responsible for wire-line (ADSL, HFC, FTN) and wireless (MMDS, LMDS) broadband services network platform architecture for consumers while in Bell Atlantic. He developed Bellcore's generic requirements for HDSL and ADSL.

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Sistanizadeh is an inventor/co-inventor of 19 U.S. patents and holds the patents on rate-adaptive ADSL service and Bandwidth-on-Demand architecture for metro area networking services.

He was instrumental in the formation of the Metro Ethernet Forum (MEF), galvanizing the data-com industry to adopt Ethernet transport services within the metro area, and served as vice president and co-chair of the MEF Marketing Committee. He also served as a board member for the ADSL Forum. Sistanizadeh holds an M.B.A. from Georgetown University and a Ph.D. in Electrical Engineering from Virginia Polytechnic Institute and State University.

Venkat Tadanki
Founder and CEO
Secova, Inc.
www.secova.com

Venkat Tadanki is the founder and CEO of Secova, a Benefits Administration firm that leverages its global resources to help provide its clients quality solutions in a cost effective manner.

Prior to Secova, Venkat was a founding member of Daksh, one of the largest independent ITeS companies in India that was acquired by IBM in 2004. At Daksh, Venkat was responsible for putting together the US operation and the company's Sales and Marketing activities.

As a "best-shore" outsourcing expert, Tadanki delivered numerous talks at various industry forums such as Strategic Research Institute, World Outsourcing Center, Emory University, UCI, UC Davis, University of Maryland, Graduate School of Business, and Stanford University.

Prior to Daksh, Venkat was the Executive Vice President of PepsiCo-South Asia, where he was responsible for managing Franchise Operations. As a member of the Management Committee, he was also part of the core strategy group for the region.

Venkat is an MBA from the Indian Institute of Management, Calcutta, and a BA (Hons), Economics from St. Stephen's College, Delhi. He is also a Charter member of Tie-Southern California.

Shekhar Chitnis
CEO and President
Chisk, Inc.
www.chisk.com

Shekhar Chitnis is CEO of Chisk Inc., a company focused on offering outsourced goods and services from India to the U.S. market. Chisk was founded in 2002 with the vision of providing small and mid-sized US firms with the same benefits of outsourced services that typically only much larger firms enjoy.

The primary concept behind Chisk is simple, but effective. Chisk takes advantage of technology to blend professionally skilled English speaking talent from India with expert support and oversight from US professionals who are typically trained at top Western schools like University of Chicago, MIT, Cambridge, etc. They use this combination to provide services at a significantly lower cost to U.S. firms.

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Prior to founding Chisk, Inc., Shekhar Chitnis founded Chitnis Consulting in 1985 with a vision to help small businesses optimize their limited resources using the latest in management techniques that they would otherwise not be able to access.

The idea behind the formation of the company was to help cash constrained ventures leverage their limited resources while gaining insight into the operations of small companies and start-ups. He continues his role as CEO and President of Chitnis Consulting, Inc., helping several small companies by advising them in his capacity as a member of their Board of Directors or Advisory Board. Parallel to this, he was at Ford Motor Company from 1985 to 1997 and worked in various Product Development and Program Management roles, including 4 years in Tokyo as the Director of Marketing and Product Development of Ford Motor Company of Japan.

After returning from Japan, he was at Liquidmetal Technologies from 1997 to 2001 where he helped a nascent technology grow into viable commercial products leading to a successful IPO in 2002. His contributions included roles as Board Member, Chief Operating Officer and Chief Financial Officer for Liquidmetal Technologies as well as CEO and President of Liquidmetal Golf from 1999 to 2001.

He continues to be involved in active management of several ventures either as owner/operator or as a member of the Board of Director of various companies. Chitnis received a BS degree in electrical and mechanical engineering from the University of Bhopal (India) in 1980 and an MBA degree in marketing and finance from the University of Chicago in 1985.

Ken Silverman

CEO

Interactive Teamworks

Ken Silverman is among the most experienced and best known US media executives now working with India. A former executive with both Columbia Pictures and Warner Bros. Pictures, his background spans more than 40 years in US and international media, including more than a decade with and within India. Among other affiliations there, for the past six years he has been the Senior US Strategic Advisor for the media and entertainment initiatives of Tata Elxsi, Ltd., part of the \$62 billion per year Tata Group, India's oldest, largest, and most respected business organization. He is also a Charter Member of The Indus Entrepreneurs (TiE) and heads their Media & Entertainment Industry Special Interest Group. He is additionally a Member of the Board of Directors of the South Asian Studies Association (SASA), former Executive Vice President of Indians in American Media (IAM), and regularly addresses business audiences around the globe on the topic of US-India media and entertainment.

Gunjan Bagla

Managing Director

Amritt, Inc.

Gunjan has 25 years of global sourcing, engineering, and marketing experience. He has held senior positions in technology sales and marketing. Bagla has managed teams sourcing products and services from China, India, Japan, and the rest of Asia. He began his career as an engineer for Larsen & Toubro, Bangalore, a prominent Indian industrial firm. Mr. Bagla came to the U.S. and later worked as Director of Program Management for Tandon Computer.

Based in California, he is the author of the acclaimed title "[Doing Business in 21st Century India: How to Profit Today from Tomorrow's Most Exciting Market](#)" published in July 2008 by

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[Warner/Hachette Books](#) and was the technical editor on John Wiley's "Doing Business in India for Dummies (2007)". He created the executive seminar "[Business with India](#)" for Caltech, the California Institute of Technology, Pasadena, California. These books and seminars are a direct result of his work as an India Business Consultant for major Western clients.

Bagla has been mentioned in the [New York Times](#), the [Los Angeles Times](#), [Business Week](#), [Industry Week](#), the [Hollywood Reporter](#), and other global media for his expertise on India. He appears often on radio shows all over the United States as the India business expert. His articles have appeared in [Business Week](#), [CIO Magazine](#), [Purchasing Magazine](#), [Quality Magazine](#), [Business World](#), [Daily Variety](#), and many other publications. Gunjan is a Charter Member of [The Indus Entrepreneurs](#) (TiE), a business association including Western and Indian organizations.

Bagla is a mechanical engineering graduate of the [Indian Institute of Technology](#) and currently President of the [IIT Alumni Group](#). Gunjan completed his MBA from Southern Illinois University, where he was inducted into the Beta Gamma Sigma honor society. Gunjan frequently travels to India as a business consultant to large Western corporations and industry trade associations.

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TiE-The Indus Entrepreneurs - founded in Silicon Valley in 1992 by successful entrepreneurs and professionals with roots in the Indus region.

TiE is also known as Talent Ideas and Enterprise and is today spread over 53 chapters in 12 countries.

Over 12,000 Members and 1,800 plus Charter Members - includes top Entrepreneurs, VCs, Private Equity, Angels, Law Firms, Tech & Management professionals.



Today there are seven Indian Institutes of Technology (or IITs) offering bachelor's, master's and doctoral degrees in engineering, science, management and other disciplines. The IITs are also known for world-class research.

Alumni from the IITs have made a significant impact in their chosen professions not only in India but also in the United States, Canada, Europe, and Asia. IIT Alumni occupy positions of

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leadership at top universities, at leading research institutions, at small and large companies, in government, and at non-profits.

Each of the IITs maintain their own websites and each IIT also has their own Alumni Association. The pan-IIT alumni organization provides scale and services to alumni worldwide and serves as a focal point to disseminate information about IIT Alumni.

Note that several new IITs have been approved by the Government of India in 2008. Some of the institutes have taken first year undergraduate admissions but the students are housed on the campuses of other IITs. Each of the new IIT's is being mentored by the nearest pre-existing IIT.

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