

# 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  
“**Building Engineers for 2010 Roadmap**”  
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# Introduction

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- ◉ 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

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## ◎ 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

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- 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

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## ◉ 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?

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- ◉ 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?

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

# Scale

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

# Final notes

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