

The Basics of Venture Capital with Mr. Srikant Parthasarathy



Mr. Srikant Parthasarathy with Prof. Jasbir Singh Matharu, Dr. Kulbir Singh and student managers at IMT, Nagpur

The student managers of Institute of Management Technology, Nagpur had the privilege of attending an interactive and informative guest lecture by Mr. Srikant Parthasarathy on 16th of November 2016. Mr. Parthasarathy is a Startup Accelerator and Virtual CFO at Chakra Venture Partners LLP. The session included the concepts of Venture Capital, the types of start ups, the entrepreneurship essentials and the jargons used in this domain.

Here is an excerpt from the interview with him.

Q1. What in your opinion can be done to increase classroom simulations to bring in balance with the actual corporate learning?

Ans. Engagement of industry faculty is very important, specially people who are working with the relevant market and relevant industry. It is also important that the visiting faculty interacts with the permanent faculty to ensure that there is a seamless communication which is delivered regarding what happens in the industry. So, it is a joint exercise by both the faculties to ensure that there is a lot of simulation that is happening within the class, and that can happen when there are joint sessions and the brains work together to find learnings from the academic as well as the corporate world.

Q2. The recent demonetization of currency has affected the lives of all, how in your opinion the Fiscal and Monetary policies will be affected in accordance to this situation?

Ans. Monetary policy is not going to be affected in any particular way unless the RBI decides to carry the unaccounted cash as profit. The fiscal policy is the matter of decision of Central

Government, what it wants to do with the black money or whatever purpose they have created this demonetization, they will have to think over it. It depends a lot on the budget around the corner.

Q3. Being a Venture Capitalist, you see a number of start up ideas. What in your opinion can be the lines on which the founding team can focus in order to be ‘compelling’?

Ans. Work on a unique solution for a problem which affects a number of people. I have been suggesting people, do not work on a solution prior to working on a problem. Find a problem which is pertinent; find a problem which is scalable. Many people say your solution should be scalable; your idea should be scalable. No, your problem should be scalable. Your problem should reach a mass level and should cater a mass level. It is very important that you understand what the general public perceives about their problem. The problem with the current start up system is, generally they do not know what the problem is. So, it is for you to understand and foresee what the problem could be.

Q4. What are the major Venture Capitalist areas that you are funding?

Ans. Financial Technology, Education Technology, Health Technology and Compliance Technology are the major areas we look into and support. Compliance Technology is not there in the financial institutions; just to solve the problem of compliance for your regular enterprises is the need of the hour.

Q5. What would be your word of advice to the student managers looking for career in the domain of securities’ advisory and capital markets?

Ans. Play long, do not play short, is what I would suggest.

Q6. How has been your experience at IMT Nagpur?

Ans. It has been wonderful. I have not encountered such a responsive batch in quite a while. Students here seem to be having a very good grasp of how the start up culture works, and I was amazed by the facts that you all understand the facts which would be unfathomable by many in the Venture Capitalism world. I am tremendously impressed.