

INFLECTION POINT VENTURES

Volume 4
August 2019



INFLECTION
POINT VENTURES

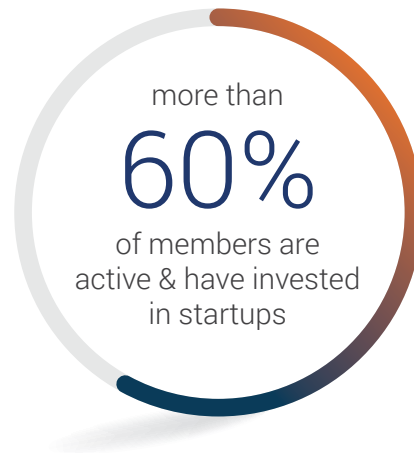
THE START-UP ECOSYSTEM

In 2017, IPV began with a vision to create a platform for individuals to become angel investors. We have made great strides since then, and we are actively working every day towards **creating a meaningful difference to the startup ecosystem.**

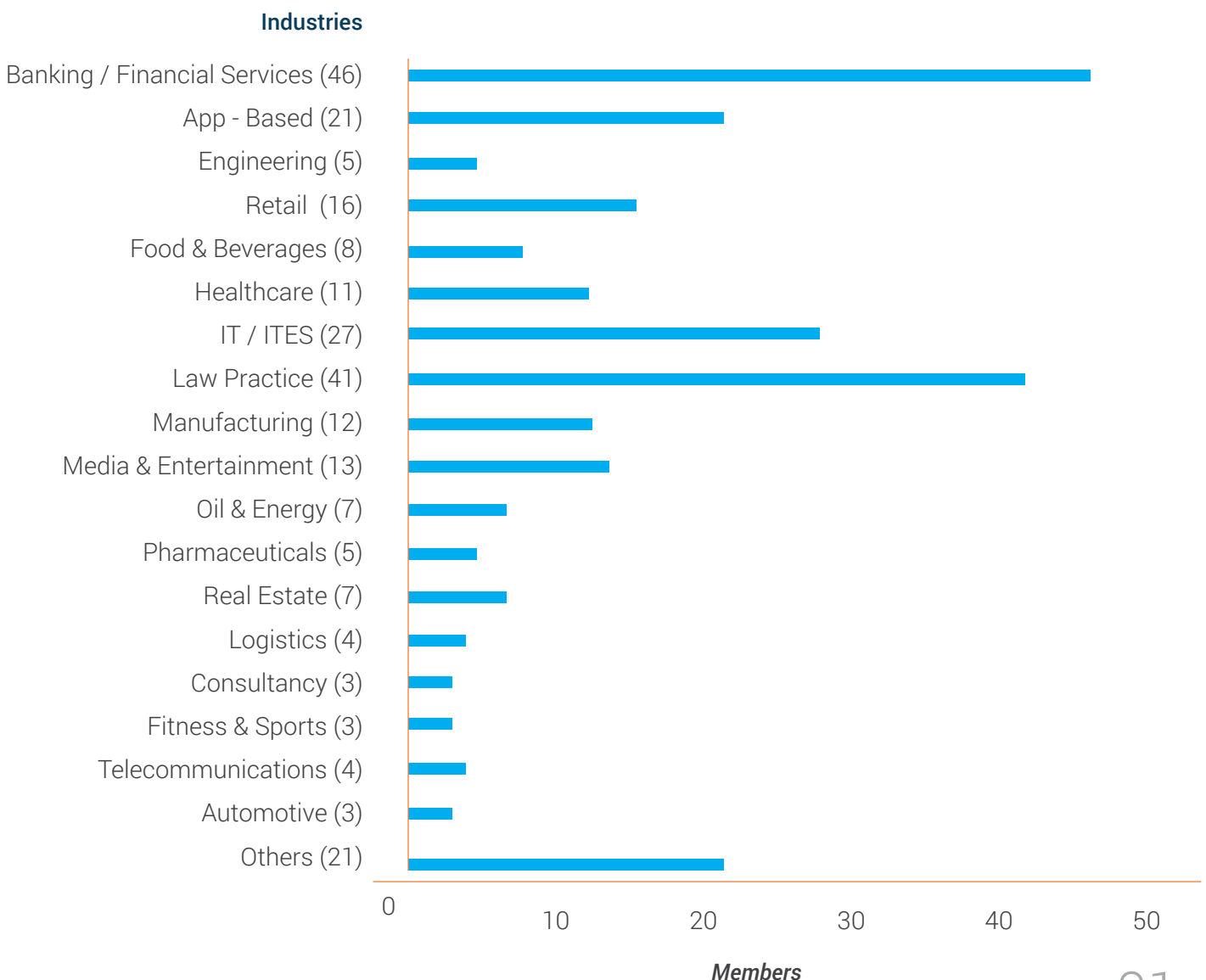
257 TOTAL MEMBERS

157 UNIQUE INVESTORS

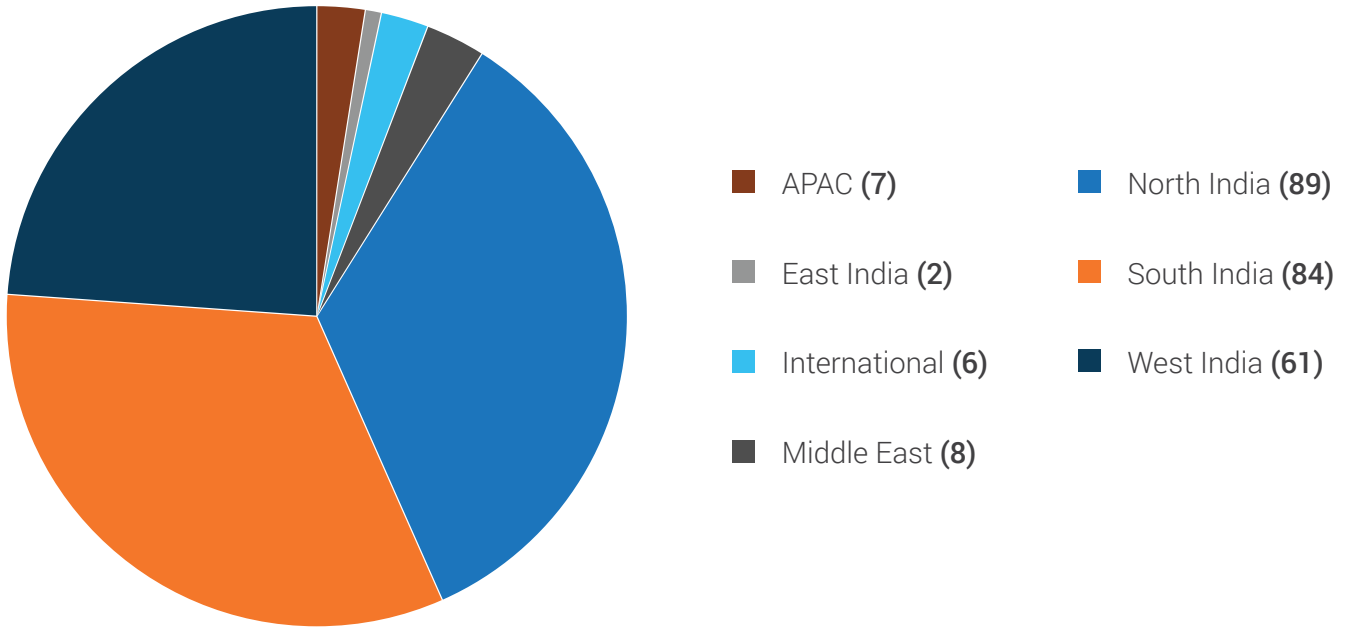
have invested in at least one start-up



Classification of members on the basis of industry they belong to



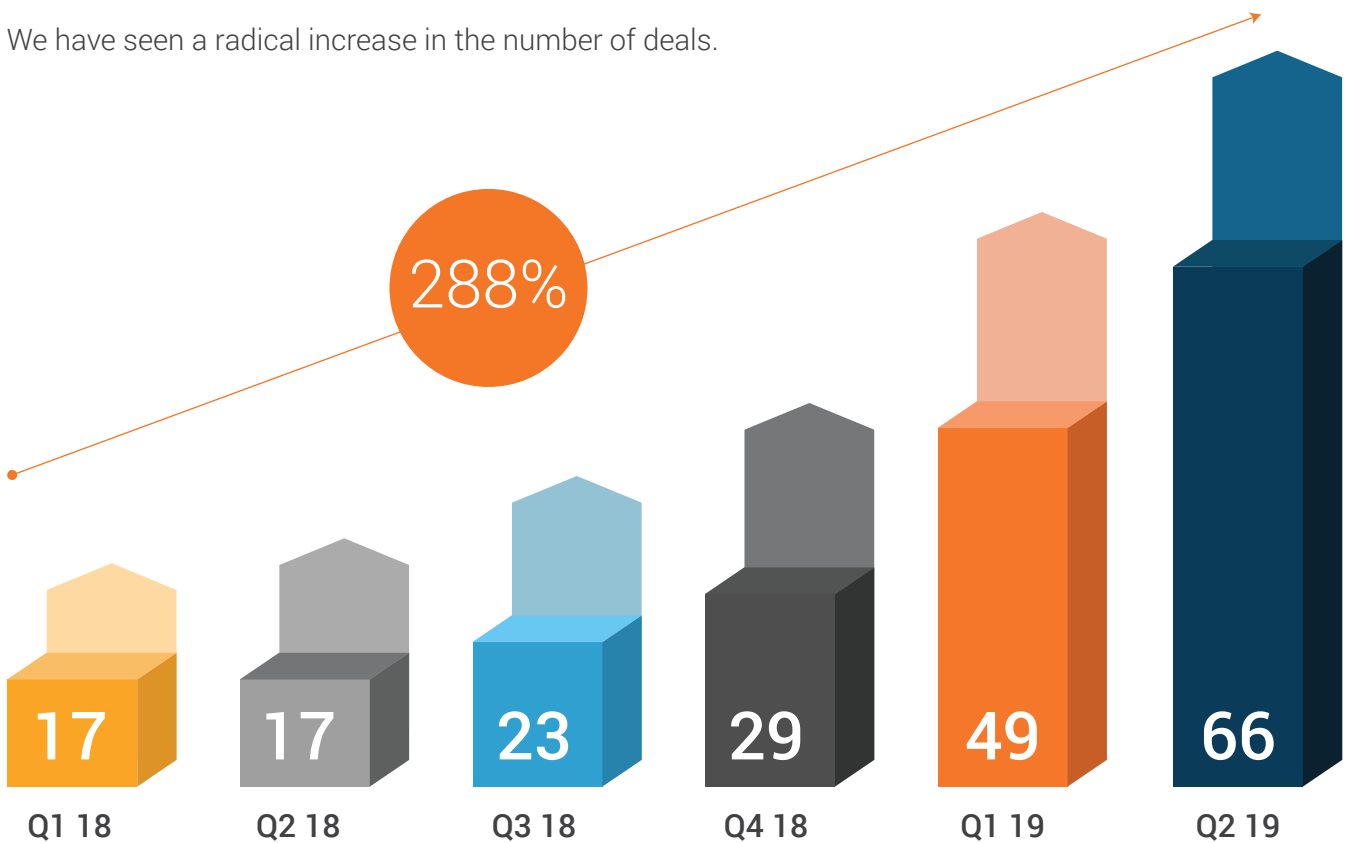
Members Classification on the basis of the geography



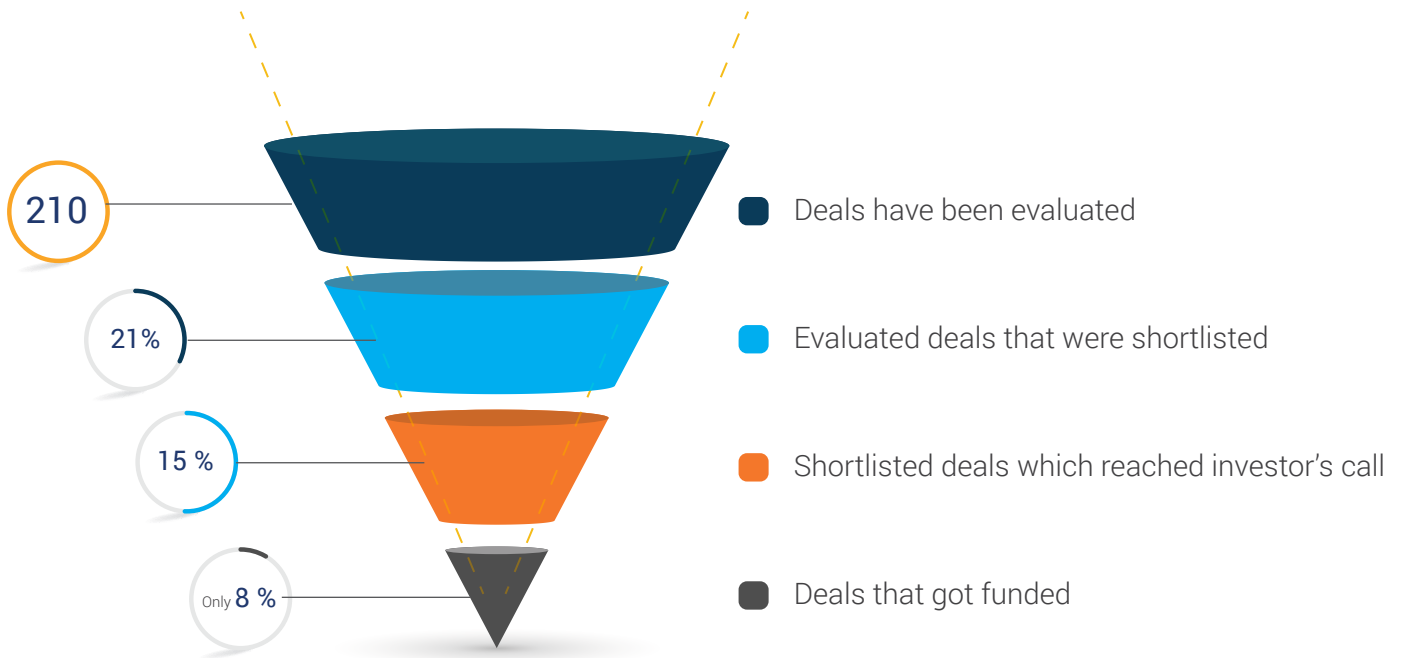
IPV UPDATE

Exponential Growth

We have seen a radical increase in the number of deals.



Overview of Deals



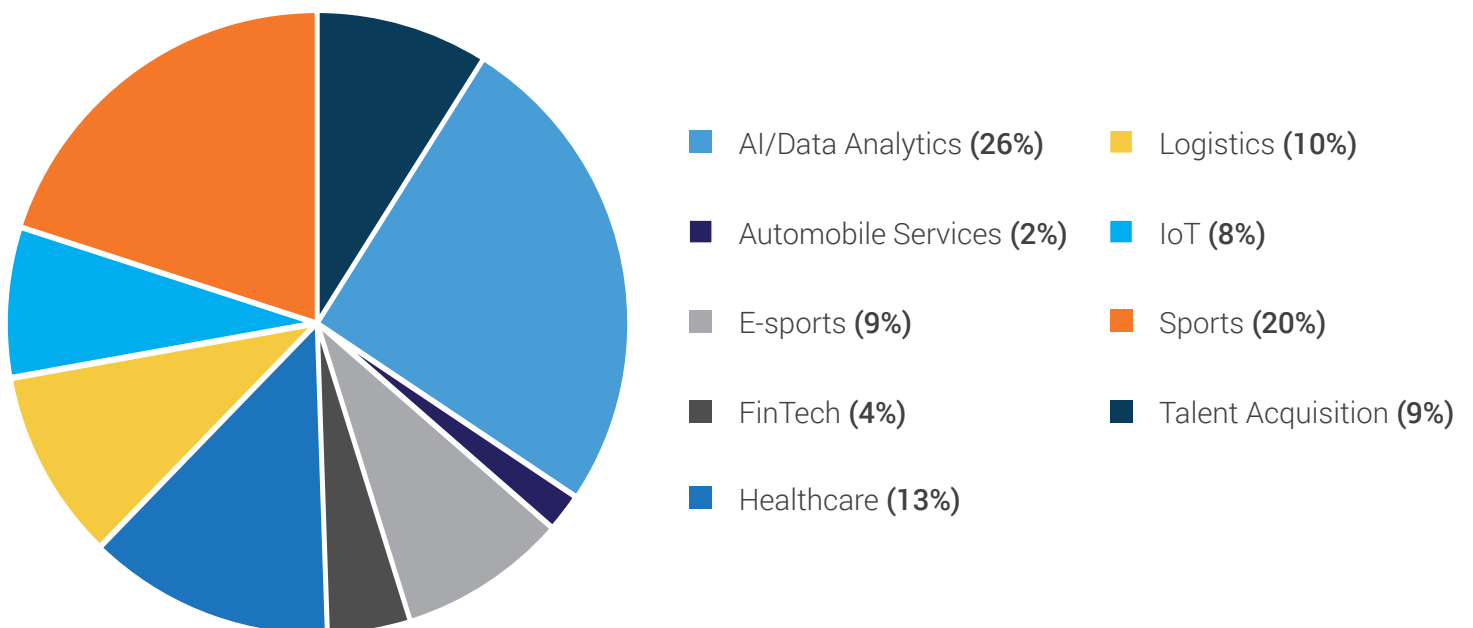
Individual Investors: 157

Total Amount Invested: 19 Crores

Note: Percentages have been calculated on the basis of the total number of deals evaluated, i.e. 210

Investment Summary

We are sector agnostic, and this shows in our portfolio distribution



IPV ANNUAL MEET IN GURGAON

Our Annual Regional Meet (North) held in April 2019 was focused on angel investing in India. Mr. Varun Khurana, a successful serial entrepreneur, was our keynote speaker. He spoke about the ecosystem of angel investing in India and shared insights from his latest entrepreneurial pursuits.



Varun Kurana, Founder of Cro-Farm, an agri-tech startup



LESSONS FROM OUR INVESTMENTS

As we complete two years, our investment philosophy remains firmly grounded in the fundamentals of investing principles.

Investment Evaluation Criteria



People Make Companies

When we look back and review our learnings, one principle stands out as the key to every investment decision – people. While all other pitch parameters can be quantitatively evaluated, the people side of the business is difficult to measure. Which is why, we spend a considerable amount of time assessing the founders.



Agile Organization

Another key evaluation point for us is the flexibility demonstrated by the leadership team. Not just in fine-tuning internal processes & adapting to market changes, but in being receptive to recommendations regarding the functioning and personnel in the company.

EVOLUTION OF NLP TECHNOLOGY

by Som Datta, CTO & Co-founder of Resonance Data (Rene')

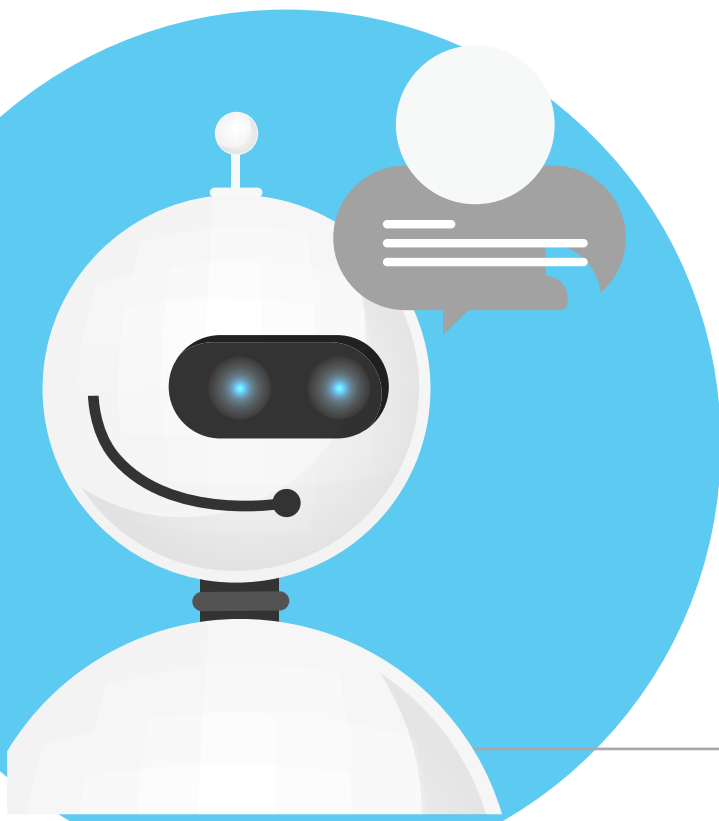


A computer would deserve to be called intelligent if it could deceive a human into believing that it was human

- **Alan Mathison Turing**, pioneer in Theoretical Computer Science

Origins of NLP

Natural Language Processing has come of age since the days of Alan Turing. However, its origins can be traced back to the 60's, when the focus in the early years of the cold war was to build systems that would translate Russian into English for snooping American spy agencies. While that effort failed, there were some promising developments in the area of conversational agents.



Early Days of NLP

ELIZA was the first chatbot, meant to mimic a psychologist in its interactions with users. ELIZA was reasonably convincing, but like any NLP system built up to the late **80s**, it was essentially a patchwork of rules and hand-tweaked parameters. It was only when statistical NLP and machine learning techniques started to take off in the **90s**, that NLP began to come into its own.

Where is NLP today?

Over the years NLP has found its applications across a wide array of use cases.



Information search
(Google, Amazon shopping)



Voice-enabled personal / home assistants (Siri, Alexa, Google Assistant)



Text-based chatbots for customer interfacing (chatbots in travel, banking)



Machine translation



Social media sentiment analysis



Targeted advertising

ImageNet Moment In NLP

All these areas have benefited from the steady advances in deep learning over the last decade. Some technologies like Neural Machine Translation have made massive leaps in quality and effectiveness of NLP engines. However, everyone has been waiting for the 'ImageNet moment' in NLP. ImageNet is an annual competition that turned out to be a breakout moment for computer vision in 2012. The 2012 ImageNet competition was won for the first time by a Convolutional Neural Network (CNN) that used deep learning to beat all existing benchmarks by a wide margin. Most of the advances in computer vision since then owe their success to the CNN architecture that won ImageNet in 2012.

A similar breakthrough moment has been awaited in NLP. Events in the last eight months strongly indicate that NLP is finally at its ImageNet moment. There are two significant advances pointing to this

1

Google's November 2018 release of the BERT net and architecture

2

OpenAI's release of the GPT-2 model and its performance characteristics.

Personal Digital Assistants

Imagine a world where you have a personal business assistant sitting inside your smartphone, with the intelligence to understand all your interactions and exchanges with a specific client. This would be based on not just email exchanges, calendar blocks and meeting updates, but also on external information available on the internet. Now, imagine a smart data assistant engaging with you in natural conversational English, proactively prompting you with the right insights for a client meeting, and anticipating and addressing your sales and business queries, and capturing your feedback.

Rene' (Resonance Data) - a smart data assistant, eliminates the need for pre-built reports. Rene' also gets rid of many frustrating hours spent by sales teams every week updating the CRM systems. It improves organizational productivity by freeing up valuable time of business users. Using Rene' is just like speaking to another human being, who understands your day-to-day business conversation.

STARTUP NEWS

Talent Litmus



Talent Litmus is a platform for game-based assessments and learning. While assessing behavioural skills is a priority for organizations today, they lack the effective means to achieve it. Talent Litmus is marrying online games and data sciences to provide radically better solutions for organizations to reduce bad hires and create an efficient workforce. In their first year of business in 2018, they have reported a revenue of INR 28 lakhs. Their customers include Vodafone, Star, Aditya Birla Finance Ltd, Urban Ladder and Ashok Leyland.

GeoIQ

GeoIQ is a location intelligence platform that tells businesses the value of each location - the consumers who cohabit it, their behaviour and its business potential. The platform allows single-click access to all location-based data on a map, thus enabling organizations large or small to take strategic decisions on sales, marketing or expansion plans at a street-level granularity.

René



A smart data assistant that eliminates the need for pre-built reports. René also gets rid of many frustrating hours spent by sales teams every week updating the CRM systems. It improves organisation productivity by freeing up valuable time of business users. Using René is just like speaking to another human being, who understands your day-to-day business conversations.

ikure

iKure is an award-winning, tech-savvy, rapidly growing, revenue-positive social enterprise that meets the primary health care and prevention needs of people. It does this through a unique combination of health outreach initiative, skills development, and technology intervention. The venture is poised to rapidly scale beyond its curative model, looking to the future of disease prevention and wellness for 840 million people in rural India.

SoStronk



SoStronk is an end-to-end 'playing' platform in the rapidly growing industry of eSports (competitive video games). SoStronk empowers and monetizes gamers (via monthly subscriptions), tournament organizers (via tournament licensing & execution) and game publishers (via platform white label with revenue sharing).

TEAM – IPV



Angel investing has the lure of exponential returns but the risk of failure is high. In fact, a Harvard Business School study observed that 75% of the venture-backed start-ups fail. But as Sir Richard Branson once said, "You don't learn to walk by following rules. You learn by doing and falling over." And hence, we are all here dedicating our time, knowledge, expertise and our money to angel investing.

However for the first time investors, which idea to back can be a daunting task. At Inflection Point Ventures, we aim to create a platform where we all can learn from each other's mistakes and successes. We may not know what it takes to achieve 100% success in angel investing but we are confident that we are better off walking together than alone. Welcome aboard!



ANKUR MITTAL

Training the Street, Citigroup (M&A-NY),
Credit Suisse (M&A-London)



DIPANJAN BASU

Fireside Ventures,
Myntra, Wipro



ADARSH DIKSHITH

JDA Asia Pacific, PWC, Allianz, CapGemini



ANANYA TRIPATHI

KKR, Myntra, McKinsey



SATHYA PRAMOD

KayEss Square Consulting,
Legal Tally, Deloitte, EY, AOL, Qyuki



SUMEET KAPUR

Founder - Wellcure, Co-Founder Nearbuy,
Groupon, KPMG



MITESH SHAH

BookMyShow, Ola, Mandhana Industries

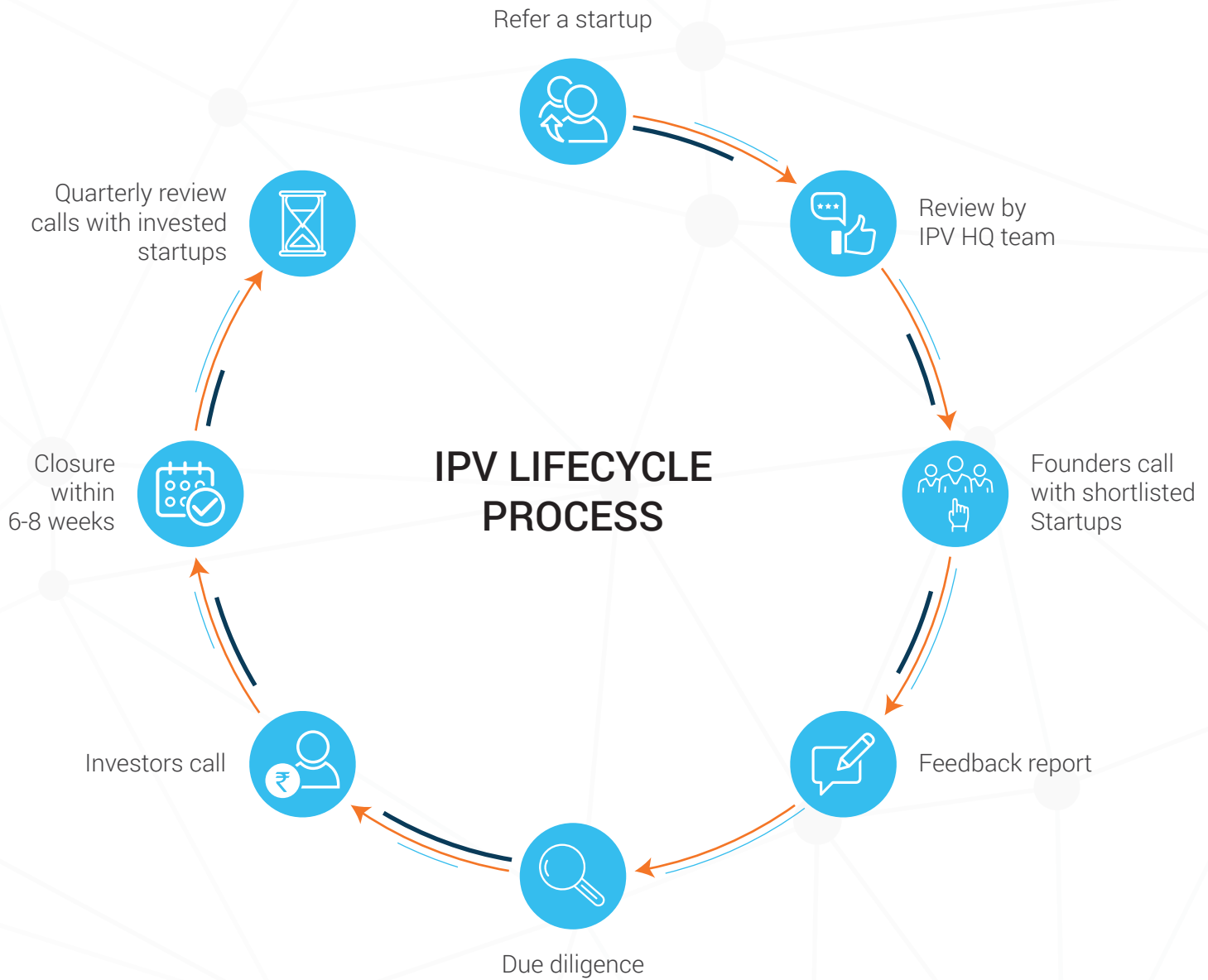


ASHNEER GROVER

Founder - BharatPe, PC Jewellers, Grofers,
Kotak, Amex

IPV LIFECYCLE PROCESS

At Inflection Point Ventures, we aim to create a platform where startups are supported not only financially but also with time, expertise, and knowledge to help the business grow. IPV lifecycle process is a simple procedure which every startup has to go through to raise funds from angel investors.



IPV MEMBERSHIP SLABS

Upon joining IPV, one will receive the details on how to earn reward points in the membership note. As your IPV journey begins and you accumulate these points through the year, here is a glimpse of various benefits under each tier. Please note all members join in with the Basic membership.

BENEFITS:

S.N	IPV PRIVILEGES	BASIC	SILVER	GOLD
1	Discount on membership fee on renewal	X	25% discount	50% discount
2	Priority seat in a webinar (zoom has limit of 100)	-	✓	✓
3	Access to board observer seats in invested startups	-	X	✓
4	Renewal Bonus (Points)	-	50	100

To upgrade to the next tier, one needs to fulfil any one of the criteria mentioned below:

S.N	QUALIFICATION CRITERIA	BASIC	SILVER	GOLD
1	Minimum Investment in last 12 months*	-	INR 5 Lakhs	INR 15 Lakhs
2	Minimum points earned in last 12 months	-	250	750

*Minimum investment amount can be a single investment or total investment done in the year of subscription.

Member Referral Scheme:

Any IPV member who refers a minimum of 5 new investors and they join IPV, the referring member gets waiver of membership fees at the time of renewal. Send in your referrals to **Jyoti at +91-84481-81879** or jyoti@ipventures.in

To sign up as a member you can visit us at <https://ipventures.in/angel-investor-form/>

You can also follow us on our LinkedIn Page:

https://in.linkedin.com/company/ipventures?trk=public_profile_topcard_current_company

OUR PORTFOLIO



Startup Name: Tabono

Description: Tabono Sports focuses on organizing world class community-based fitness activities. The first such event was the Millenium City Marathon in Gurugram.



Startup Name: Wishup

Description: The startup was founded in 2015 and it helps professionals complete tasks like scheduling meetings, managing calendars, conducting research, travel planning, or any other recurring tasks through their virtual assistants.



Startup Name: Syook

Description: Syook's First product, Syook InSite, gives businesses complete visibility into their operations, from the movement of people to monitoring of assets.



Startup Name: Sportido

Description: Sportido helps you play the sport of your choice by helping you find people and places to play 700+ sports around you. It connects you to other players interested in the same sport as you.



Startup Name: Fitso

Description: From its beginnings as a running / cycling partner finding app, Fitso is now a complete fitness solution along with personal coaches. Now, they are including indoor heated pools that will run throughout the year and upgrading the level of coaching by getting their coaches certified through UK STA body.



Startup Name: Lebencare

Description: Leben Care is an Artificial Intelligence (AI) Healthcare company focused on improving the quality of diagnosis and care areas of life sciences.



Startup Name: Intugine

Description: Intugine aims to take logistics to the next level with its innovative hardware, software & cloud/mobile based solutions. Their solutions include real-time visibility and predictive analysis to ensure efficiency and productivity.



Startup Name: Raybaby

Description: RIoT Solutions, Inc has created the first and only non-contact wellness and sleep tracker. Their AI algorithms learn from the health data and are capable of providing sleep intelligence.



Startup Name: CleanseCar

Description: CleanseCar is an autotech company that offers daily car wash to consumers at pocket-friendly rates and with the assurance of uninterrupted services on a daily basis.



Startup Name: Qbera

Description: Qbera empowers employees of more than 7,00,000 companies in India to get access to personal loans digitally.



Startup Name: Talocity

Description: They are passionate about creating an ecosystem that enables employment for anyone willing to work with a vision to be the System of Intelligence enabling recruitment to happen as if "out of a box".



Startup Name: So Stronk

Description: SoStronk is an end-to-end 'playing' platform in the rapidly growing industry of eSports (competitive video games). SoStronk empowers and monetizes gamers (via monthly subscriptions), tournament organizers (via tournament licensing & execution) & game publishers (via platform white label with revenue sharing).



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The platform allows single-click access to all location-based data on a map, thus enabling organizations large or small to take strategic decisions on sales, marketing or expansion plans at a street-level granularity.



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Startup Name: GeolQ

Description: GeolQ is a location intelligence platform that tells businesses value of each location - the consumers who cohabit it, their behaviour and its business potential.

OUR BACKBONE



Vinod Bansal



Sumati Madiman



Chaitanya Jindal



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