
78.Seminar by Mr. Rajendra Galgali

Title of the Event: Seminar by Mr. Rajendra Galgali

Date: 17th December 2018

Banner/ Brochure:



Photos :



Seminar by Mr. Rajendra Galgali

Page 1


DIRECTOR
CTIE
KLE-TECH

78.Seminar by Mr. Rajendra Galgali

Details of the Program/Report:

Rajendra Galgali is an alumnus of BVB who graduated in 1992 from E&C dept. He also did his MBA from Duke University's Fuqua school of business with specialization in "Entrepreneurship and innovation". He started his career right here as a lecturer before joining Wipro. He moved to USA in 1997 to join a young startup called Exodus with his former boss from Wipro. Exodus went on to become one of the favorites of wall street. It also became the poster child of dot com era that experienced the boom and the bust with aplomb. It was here that Raj saw and learned from close quarters all the nuances of a startup.

He then joined BV Jagadeesh, co-founder of Exodus to be part of "NetScaler" another startup that was acquired by Citrix. Today NetScaler is one of the most successful revenue generating products of Citrix. Raj then became part of Anccena Networks which was acquired by Juniper. Raj leaped from

Silicon Valley to Israel for the next startup Trusteer – a cyber security startup that was eventually acquired by IBM. The success of Israel and US teams led to the birth of the current cyber security identity startup called Transmit Security. As a core member of Transmit Security, Raj focuses on all aspects of field engineering that includes teams from technical pre-sales, enablement and sales and product strategy.

Raj is also very deeply involved with the startup community as an angel investor and mentor. He is also an investment partner in Blue Ivy Ventures, The Fabricnet ventures which have had many successful exits. He is very passionate about giving back to the community and grooming the next-gen entrepreneurs.

11 startup founders and employees attended the networking session. Mr. Rajendra Galgali had a fruitful interaction with eight startups incubated in CTIE. The startups introduced their line of business and Mr Galgali shared his experience with them. Mr Galgali's rich experience in taking five startups to the next level was fairly evident as he shed light on the important aspects that a startup has to take care if it has to succeed and he also provided useful insights from an investor perspective. Importance of employee equity, the difference between a 'must have' and a 'nice to have' product, understanding whether a product solves a business problem were some of the topics that were touched during the interaction. The startup founders were grateful for the interaction and welcomed future interactions with Mr. Galgali.

No of Participants: 25


DIRECTOR
CTIE
KLE-TECH