
IIM Alumni SG and IAN Collaboration

FAQs for IIM Alumni Singapore linked start-ups who wish to raise funds through IAN:

1. How does one define an IIM Alumni Singapore linked start-up?

Ans: An IIM Alumni Singapore linked Startup can be defined as any startup that is either referred or recommended by an IIM Alumni Member or atleast one of the co-founders of the startup is an IIM Alumnus.

2. What is the process for a start-up to apply to IAN for funding?

Ans: IIM alumni Singapore linked startups can apply directly on the IAN website (<https://iangroup.vc/submit-plan/>) and submit their business proposition. The venture is allocated to the relevant Investments team member to evaluate and provide feedback within 3-4 business days.

3. What are the criteria for a start-up getting short-listed for being showcased on the IAN platform?

Ans: IAN is a sector-agnostic platform which invests through the Angel Network and the VC Fund. The platform in totality invests in Seed to pre Series A/ Series A stage of ventures with ticket sizes between INR 75lakhs to INR 20crs. The investment criteria depends on multiple factors including, but not limited to, problem being solved, the solution itself, stage of the solution/product, market size and approach to capture the market, commercial validation, terms of the investment and most importantly the founder(s) background.

The Investments team reviews the pitch deck & other data shared by the founders to ascertain if the deal is a mutual fit. In the event that the proposition is of interest, the team schedules a virtual call with the founders to arrive at a more informed decision and on next steps.

4. Can a start-up have access to other benefits such as mentorship, advisory support etc?

Ans: Money, Mentorship and Market Access are the foundational pillars of IAN's investment thesis. Certain subject matter experts who lead the discussions among the larger investor pool offer insight into refining the business model, adoption of technologies, addition of key team members, and challenges to scaling up operations, to name a few. The IAN platform also facilitates support from relevant industry, academia and government agencies such as BIRAC, C-CAMP, IIT, AIIMS, on a case to case basis.