

# APRIL 2, 2013 PANIIT USA BOARD MEETING MINUTES:

## ATTENDEES

- Chair: Praful Kulkarni
- President: Siddhartha Chowdhary
- VP/Secretary: Arjun Sen
- Treasurer: Ashok Gupta
- DA Rep: Sundi Sundaresh
- Executive Director: Roy da Silva

- Madras: Bob Nathan
- Bombay: (alternate): Shankar Narayan

### Houston Conference Team

- Chairman: Witty Bindra
- Vice Chairman: Pratish Kanani
- Marketing: Partha S. Chatterjee

### Campus Representative

- Kharagpur: Roy da Silva

## MINUTES:

### MARCH 2013 MINUTES

The March 2013 minutes were circulated by Arjun Sen and approved.

- UPDATE OF THE BAY AREA ACCOUNT AND IMPACT ON POTENTIAL 501C3 STATUS.** Sid Chowdhary gave an update. PanIIT USA has been keeping the IRS reporting up to date. Bay area had an account with PanIIT EIN and that account was not included tax filing. Rusty Dalal (Accountant) suggested that he will file 2012 PanIIT tax filings including all Bay Area past account information. If there are any issues from IRS, then we will be regular going forward. Rusty Dalal will be paid \$1500 for this.

### HOUSTON UPDATE

Witty Bindra, Pratish Kanani and Partha S. Chatterjee presented a Houston update.

### IIT 2013 Global Conference Update

	Speakers		Sponsors (in '000s)		Registration	
	Target	Actual	Target/Commit/In	Actual	Goal	Actual
Jan 2013	5	6	\$300/\$35/\$0	\$300/\$35/\$0	50	22
Feb 2013	10	8	\$500/\$35/\$0	\$500/\$160/\$10	150	325
Mar 2013	15	18	\$650/\$50/\$35	\$600/\$170/\$10	250	445
Apr 2013	18	TBD	\$750/\$100/\$35	TBD	350	TBD
May 2013	22	TBD	\$850/\$150/\$50	TBD	450	TBD
Jun 2013	26	TBD	\$1000/\$200/\$100	TBD	550	TBD
Jul 2013	30	TBD	\$1000/\$250/\$150	TBD	650	TBD
Aug 2013	40	TBD	\$1000/\$300/\$250	TBD	825	TBD
Sep 2013	60	TBD	\$1000/\$350/\$300	TBD	1000	TBD
Oct 2013	60	TBD	\$1000/\$400/\$350	TBD	1175	TBD
Nov 2013	60	TBD	\$1000/\$500/\$500	TBD	1350	TBD

### Registration Analysis

**By University**

University	Count
IT Madras	3
IT Delhi	76
IT Gandhinagar	10
IT Bombay	3
IT Hyderabad	47
IT Madras	47
IT Hyderabad	22
Others	111

**By Years Since Graduation Bracket**

Bracket	Count
1-10	33
11-20	72
21-30	107
31-40	101
41-50	23
51-60	3
N/A	81

**By Package Type**

Package Type	Count
Registration	11
IT Madras	371
Other	33
Spouse/Spouse+IT	20
Spouse/Spouse+IT+Spouse	62
Spouse	10

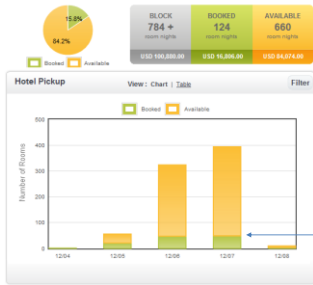
**By State**

State	Count
Madras	1
Madras	202
Canada	13
USA/Canada	34
India	11
London	3
Madras	29
Other	1
South East	1
West Coast	100
East Coast	30
Midwest	217

• BLANK universities are Spouse or non-IIT registrations. BLANK state is Spouse.  
 • States were grouped into Texas, West Coast, Midwest, East Coast, South East, Canada, India or Neighboring States

**Registration - Hotel Rooms Liability** | **Sponsors**

We are tracking this. We are picking up hotel reservations 8 months ahead of the conference.



**HOTEL COMMITMENT**

1. ~\$100K commitment on rooms
2. 15% already booked

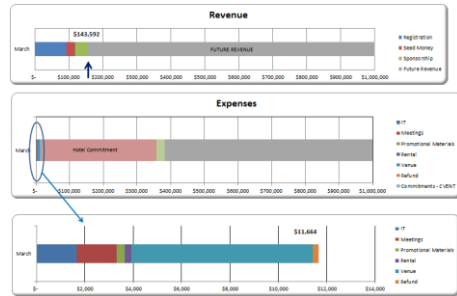
Some sponsors lined up. Focus on large local sponsors. Approx. \$50K from Steering Committee

Committed	Immediate Targets
\$250K	bp
\$100K <b>Schlumberger</b> Diamond Sponsor	Shell
\$25K Merrill Lynch Wealth Management Gold Sponsor   KBR TECHNOLOGY Gold Sponsor	
\$10K PFP Technology Bronze Sponsor   STRESS OFFSHORE, INC. Bronze Sponsor	

**Speakers/Moderators/Panelists/Keynotes** | **Finance Update**

**ANNISE PARKER** Mayor City of Houston  
**BLAKE IRVING** CEO GoDaddy.com  
**ASHOK BELANI** EVP Technology Schlumberger  
**JEY BINDRA** Retired President Chevron Global Manufacturing  
**MOHANBIR SAWHNEY** Professor Kellogg School of Management  
**MANOHAR PARRIKAR** Chief Minister Goa  
**NAVEEN JAIN** Founder World Innovation Institute, Infospace  
**PARTHA GHOSH** Strategist Ex-McKinsey Partner  
**ARJUN DIVECHA** Chairman GMO Board of Directors  
**WALTER VAN DE VLIJVER** President Reliance E&P  
**BHARAT DESAI** Entrepreneur Chairman Syntel  
**HEMANT KANAKIA** VC Entrepreneur  
**DESH DESHPANDE** Ex-CTO Entrepreneur  
**VIK RAO** Halliburton  
**DARUKHANAVALA** BP  
**PHIROZ KHATOR** CTO University of Houston  
**RENU VANGAL** Chancellor Katra Group  
**RAMESH VANGAL** Chairman Katra Group  
**SATWANT KAUR** First Lady of Emerging Technologies

Revenue is \$143,592. Expenses is \$11,664. We have Hotel, CVENT, PanIIT commitments.



The Houston team asked for help in the getting marquee speaker. Praful Kulkarni offered to talk to Pradeep Khosla to identify marquee speakers in the field of academics.

**REVISED ED PLAN**

Roy da Silva proposed a new condensed plan and there will be a quarterly reporting to the board. This was circulated to the board.

*"This assignment will be on an honorary basis without compensation for the first year starting April 2013. Level of compensation for the next two years to be determined based on success during the first year. Roy will develop updated quarterly ED performance plans at the end each quarter that will also include the following two year expectations.*

2013 (April 1) - 2014 (March 31)

Events (Annual Gala Banquets) Target dates are Q4 2012 - Q1 2013 ) Q4: (Chicago/DC), Q1(Norcal /So. Cal)  
 Events (National 2014): Toronto Team to be activated by Q2 2013 to deliver in Q3 2014.. (An Annual event was recommended to increase revenue to fund ED resources)

Monetizing Pan IIT Assets ( IIT Alumni Newsletter ), (Website) :  
 Once the time line to get the infrastructure in place, the assumption here is 6 months; then in Q4/2013 you can start the sales and Q1 2014 is when you expect results  
 Pan IIT Advisory Board Memberships : Membership drive start at Annual Strategy Meet.. (Mid-May -Q1 2013) and runs till Q1 2014

*Job Board / Long-term Care (Roy), Health care (Bob Nathanl)/Monetizing website : Start the promotion as and when we have the capabilities . The Newsletter and Website team were to provide timelines as per last board meeting  
Credit card Program : investigation of credit card type starts in Q2 2013, selection of card Q3 2013, promotion with physical launch at Houston Q4 2013.*

*Goal to Raise Funds \$100K (in addition to the Houston event) by March end 201. "*

At the end of a quarter there will be presentation to the board, the content of which will be developed by the board.

Arjun Sen brought to the attention of the board that the condensed plan and the performance goals were a much smaller sub-set of the original job description (approved by the board), the performance / success criteria, (approved by the board), it may be required to vote on this reduced-scope option.

As there was no quorum in the meeting, Sundi proposed that we as a group approve this condensed plan and report back to the board. No vote among the members present was taken.

- **MAY MEETING & WAY FORWARD**

Praful Kulkarni presented this

*"We believe that we have an excellent opportunity to obtain strategic input by widening the circle for this meeting. Accordingly, we suggest that this meeting be designed as a half a day conference culminating into a dinner. We should include Pan IIT board as well as PLC members.*

*As an outline, we should start with the overview of our mission/vision, where we currently are, and what we want to accomplish in the next five years. Thus, after an introductory session, we should have break-out meetings and come back with suggestions that could be shared with the larger group."*

It was decided that Praful Kulkarni, Sid Chowdhary, Suresh Shenoy, Roy da Silva, Sundi Sundaresh and Arjun Sen will form a core team to plan this meeting. A follow-up conference call will be set up by Praful Kulkarni.