



Giants of the Startup Community tell what's important

VENKAT KOLLURI

CEO – CIDEWALK.COM & CHITIKA.COM

Funding: \$14 from Wife

www.chitika.com

was born!



Chitika Commercial Break!

2003 → Founded Chitika, Inc

2004 → Hold the cheese on the burger ☹️

2005 → Show me the Money. Profitable. 😊

2015 → Chitika.com & Cidewalk.com

Instant. Local. Mobile. Ads



12+ year journey

Sweat & Blood ↔ Fun and Excitement

Failures & Losses ↔ Successes & Victories

Bullets and Burns ↔ Awards and Rewards



2008
WHAT'S NEXT FORUM &
TECHNOLOGY AWARDS
FINALIST

DPAC AWARDS

silicon india



Venture Summit East
Northeast 100
Winner

Secret to Success: TIGGER

Which One Are You?



A few stories from the front lines

1. **Advisors** – “Need help, please”
2. **Speeding tickets** – “Temple of the Gods”
3. **Legal services** – “Going to the moon”
4. **Office space** – “Camel and the tent”
5. **Outside sales** – “People listen to Moses”
6. **UTD Case Study** – “You are smarter than me”
7. **Outside Experts** – “BHAGs”

How to make it BIG?
Believe in yourself first



Thank You!

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