

NOTE FROM THE PRESIDENT

December 16, 2020

Dear members,

It is a great pleasure for me to send you the 13th newsletter this year. I hope everyone is safe and well. I want to start out by inviting you to our next pitch event today at 5:30 p.m. Details to RSVP was sent out yesterday.

I also want to share with you some details of the recently concluded TiEcon Southwest 2020.

TiEcon Southwest 2020:

This was our 20th. and first ever digital TiEcon. We got tremendous support from the community at large which resulted in unprecedented number of viewership of our event. The event was broadcast live on TiE SoCal social media channels like [YouTube](#) and [Facebook](#). The event was also streamed live on our media partner [The Los Angeles Tribune](#) and [Diya TV](#)

For the first time in the history of TiEcon Southwest, this year, we have created the transcript of the keynote speaker Jeff Ma and fireside chat with Abhay Deol. You may want to check it out

- [Keynote speaker Jeff Ma Transcript](#)
- [Fireside chat with Abhay Deol Transcript](#)

The conference was attended by a global audience of business leaders, investors and entrepreneurs, and was extremely well received. The event boasted a series of well-recognized speakers and panelists who shared their knowledge and experience with the virtual crowd.

Keynote presentation was given by Mr. Jeffery Ma, Vice President of Microsoft Startups. Mr. Mawas a member of the infamous MIT Blackjack Team, and has helped start four different companies including CircleLending (sold to Virgin) and Citizen Sports (sold to Yahoo). In his presentation, Mr. Ma shared practical advice for entrepreneurs and the many lessons he has learned throughout his illustrious career. The biggest take away was to know the difference between a specialist (Tiger Woods, golf) and a generalist (Roger Federer, Tennis) in business, and to be intentional with your choices based on this framework.

NOTE FROM THE PRESIDENT

Keynote was followed up by a fireside chat with Mr. Abhay Deol, Bollywood actor, producer and entrepreneur. Although Mr. Deol, as a member of the famous Deol family, grew up as an insider, he quickly established himself as a nonconformist by portraying complex characters on screen and pursuing his entrepreneurial spirit off screen. Mr. Deol started Forbidden Films in 2009 and more recently, has focused his attention on philanthropy and supporting various NGOs. Mr. Deol talked about the mental health epidemic that is ravaging the younger generation, and the challenges we are all facing due to social isolation. Many in the audience were struck by Mr. Deol's depth of knowledge and character that is often overlooked with popular Bollywood actors.

The event continued with several panel discussions including MedTech startup panel, investor panel, women entrepreneurship panel, and cyber security and work from home panel. Each panel discussion featured prominent industry leaders that were moderated by TiE SoCal Charter Members. The event ended with a conversation on "How to bounce back in 2021 and beyond!" This conversation was moderated by Mr. Navneet Chugh, Founder and CEO of Chugh firm.

TiEcon Southwest was a 10 a.m. to 5 p.m. event held on December 12th, 2020, that was hosted by Mr. Moe Rock, TiE SoCal Community Outreach Chair. The event featured a welcome address by yours truly, President of TiE SoCal, and presentations by Mr. Anil Ramineni, TiE SoCal Executive Director and Mr. Ashish Saboo, TiEcon Southwest Chair. In between the panel discussions, the team shared prerecorded messages from TiE SoCal's Charter Members and luminaries such as Mr. Bill Gates, who received a Lifetime Achievement award from TiE Global Summit just a few days before.

NOTE FROM THE PRESIDENT

The TiEcon 2020 yesterday was well received. We have been receiving fantastic feedback from CMs, speakers, and attendees. This success resulted from the TiEcon team, who worked tirelessly for the past few weeks and months to put it all together.

- Ashish Saboo – TiEcon & CM Chair. He led from the front.
- Moe Rock – Host. He brought so much energy to the conference. He is a thorough professional
- Sanjay Dalal – Marketing chair, all the lovely email content and social media posting were his creation
- Manish Bhardia – He helped us in getting Jeff Ma, VP of Startups at Microsoft, our keynote speaker
- Dolly Kapoor – Managed to get us, Abhay Deol, at short notice. The star power
- Anand Mahale & Anil Ramineni – Managing the backstage. Men behind the grand production.
- Shankar Kumar (SkeegTen) – Our digital marketing partner, he operates from India, and he was working (with his team) pacific coast hours (for the last two weeks) to produce all of the digital layovers, mass email, Brochure, video content etc.

Also, Navneet Chugh for overall guidance, helping us with speaker selection and introductions. Shankar Ram, for getting us sponsorship and for being the pillar of support. I also want to thank our CMs, who helped with video content that helped us create a buzz!

All segments of TiEcon 2020 are now broken up into their individual videos for your easier consumption and sharing. Here is the [link](#).

We have published an online version of the brochure which has Charter Member profile/directory. The Brochure will be available online as PDF download also. You can download the 2020 brochure here - <https://tieconsouthwest.com/brochure/>

NOTE FROM THE PRESIDENT

New Charter Members since 11/23/2020

We have added ten new Charter Member to our exclusive, invite only group.

- [Shawn Chowdhry](#), CEO at Shivnet Inc.
- [Bob Singhal](#), Founder of JoyScore
- [Roshan Shetty](#), Co-founder & CEO of Photothermal Spectroscopy Corp
- [Saji Gunawardane](#), Outside General Counsel & Business Lawyer at US Business Counsel
- [Connie Harrell](#), Angel Investor, President, Keiretsu Forum SoCal, Founder & CEO at Syndicated Resources
- [Shafiur Rahman](#), Founder & CEO of ChatterWorks
- [Dolly Kapoor](#), President of Dolly Kapoor Kreative
- [Ritu Chugh](#), Professor at Long Beach city and Cerritos College
- [Manish Bansal](#), Founder & CEO of Fifth Square
- [Jennifer Kobuki](#), America's #1 Hottest Confidence Speaker, Mindset Expert, Best-Selling Author KICK ASS CONFIDENCE CONVERTS

Exclusive offer to TiE SoCal Community

From our Charter Member [Shafiur Rahman](#) led company [Chatterworks](#)

We are excited to offer the TiE members early access to ChatterWorks, a new recruiting and prospecting tool that simplifies sourcing/prospecting and personalizes communicating with candidates/prospects:

- Perform customized, boolean capable searches for over 300M plus profiles.
- Manage all of your projects/opportunities and candidates/prospects in one platform, with integrations to your systems.
- Contact candidates/prospects at the right place (e.g. Twitter, IG), at the right time (e.g. 5pm on Tuesday's), and with the right messaging (e.g. posts a lot about Big Ten football) using Chatter's social and semantic insights (Coming soon)

NOTE FROM THE PRESIDENT

Join ChatterWorks now: The product is free to use now but the first 1000 sign-ups for our premium features will receive a 50% discount for the lifetime of their subscription. As an added bonus for TiE members, we will provide an additional 17% discount on top of this for a total discount of 67% bringing the pricing down to \$100 per month per seat for unlimited access.

Link to sign up: <https://signup.chatterworks.com/tie>

Charter Member Raising Fund

Brad Chisum is the founder and CEO of Launch Factory. Launch Factory is a startup studio with a unique pathway for launching successful startups. Unlike a traditional accelerator, Launch Factory doesn't invest in existing companies. They build new startups from the ground up. They identify and rigorously vet ideas for their next startups, recruit talented entrepreneurs to launch these businesses, and then provide them with funding, salary, and hands-on mentorship. They are delivering new levels of startup success by combining vetted ideas, talented founders, and purpose-driven incubation. Launch Factory is currently raising their 2021 fund, which will allow them to launch 4 new companies over the next year.

Get to know Brad, his partner James Hereford and the entire team at Launch Factory here - www.startupsteroid.com/launch-factory.

If you are interested in investing in Launch Factory 2021 fund, please contact bchisum@launchfactory.com

All of our online events are recorded, and you can find them on our [Facebook](#) page and on our [YouTube Channel](#).

Thank You

Anshuman Sinha

President, [TiE SoCal](#) | 2020 – 2021

president@socal.tie.org | 714-504-7434

14 Countries | 61 Chapters | 3000 Charter Members | 15K Members



Founder & Executive Producer | [StartupSteroid](#)

Connecting Founders with Investors

CEO | [Optizm Global](#) | Executive & IT Search Firm

714.504.7434 | www.linkedin.com/in/anshumansinha1

www.optizmglobal.com | anshuman@optizmglobal.com

Los Angeles | Dallas | New York | Canada | India



MONTHLY PITCH EVENTS

Please join us on December 16th, 2020 at 5:30 pm PDT, for the TiE SoCal Angels 9th Virtual Startup Pitching event. We are going to have four awesome startups founders pitch their business plan, idea, product/platform and fund request. In the audience, we will have our panel of industry leaders, investors, TiE SoCal Angels Board Members and fellow TiE Charter Members.

Startups Pitching In This Event

1. [InstaMD, LLC](#) (Shibu Sen) - InstaMD provides one-stop remote patient monitoring Medicare Provider. InstaMD developed a one-stop-shop remote care solution that includes devices, connectivity, SaaS platform, and services.
 - InstaMD Smart-Hub is a plug and play, solving the technology barrier for the seniors.
 - Healthcare Provider increases immediate monthly revenue with minimum effort
 - Increases patient satisfaction and peace of mind for the family members
2. [Healionics](#) (Mike Connolly) - Healionics has completed a first human study of its novel synthetic blood vessel which is designed to improve dialysis access in patients with kidney failure. Keiretsu Capital is leading their \$3M round, nearly 2/3 of which is already committed.
3. [My Digital Health Network](#) (David Dubbs) - MyDigitalHealth Network (MDHN) significantly reduces hospital readmissions for patients with congestive heart failure (CHF). The patient outcome is improved by 2x through an innovative turnkey mobile platform. Our completely integrated product/service avoids hospital readmission and comprises of:
 - monitoring the essential clinical factors
 - tracking prescription medications and reminders
 - delivering physician alerts in low/high range conditions
 - compiling diet and lifestyle factors
4. [Fathhome](#) (Jeff Wallace) - COVID-19 is a clear and present danger to people all across the world. In response to this global need for environmentally conscious sanitization technologies, Fathhome developed an innovative device to sanitize items quickly and efficiently with broad-spectrum efficacy against myriad bacteria and viruses. Studies conducted at the University of Nevada, Reno, certify that our device kills 99.999999% of human coronavirus on both smooth (glass) and porous (N95 mask) surfaces in just a 15-minute cycle without using water, chemicals or heat.

If you are interested in pitching your startup, Please [apply at the TiE SoCal Angels website](#). When you go to the website, please review our philosophy, and investment process.

[APPLY TO PITCH](#)

[Save Your Spot](#)

NOTE FROM TIECON CHAIR

I am overwhelmed with the response and feedback we are receiving for our first ever virtual TiEcon held this Saturday 12th December from 10 am to 5 pm. Thousands of viewers from around the world tuned in and participated in the engaging keynote, fireside chat, expert panels and startup pitches. People continue to tune into our youtube channel and the number of views keep rising even now. To make it easier for people to share and consume the material, we have cleanly broken up the conference into individual segments and uploaded to our TiE SoCal youtube channel. We are also in the process of creating transcripts for some segments which will be uploaded shortly.

I want to take this opportunity to thank all the speakers who carved out some time from their Saturday to speak at our conference, all the audience who tuned into our streams and participated throughout the day and to all of our sponsors. Of course something of this magnitude cannot be possible without the organizational support and I wish to express my deep gratitude to all the Charter Members of TiE SoCal who are the bedrock of this chapter. Last but not the least, I am extremely proud of and grateful to the TiEcon committee including our fabulous host Moe Rock, Marketing Chair Sanjay Dalal and the On-line logistics chair Anand Mahale who ensured a world class experience for all involved. Goes without saying that none of this would be possible without our chapter leadership Anshuman Sinha and Anil Ramineni.

Thanks and Happy Holidays!

Ashish Saboo

TiEcon Southwest Chair

Charter Member Chair

tieconchair@socal.tie.org | 949-532-9901

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CEO | Tech-Synergy | BPO & Call Center Services

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Anil Ramineni

TiE SoCal Executive Director



Ashish Saboo

TiECon
Southwest 2020 Chair



Moe Rock

Host TiEcon Southwest 2020



Anshuman Sinha

President TiE SoCal

Kickoff, Event Overview & Welcome Address

[WATCH RECORDING](#)



Jeff Ma

Vice President, Startups at Microsoft

Keynote Speaker

[WATCH RECORDING](#)

[Download Transcript](#)



Abhay Deol
Actor, Producer,
Philanthropist



Ashish Saboo
TiEcon Southwest 2020 Chair



Dolly Kapoor
CEO, Dolly Kapoor Kreative

Fireside Chat With Abhay Deol

[WATCH RECORDING](#)

[Download Transcript](#)



Sanjay Shrivastava
Business Development
Executive and Entrepreneur,
Medical Devices



Manish Singh
Managing Director -
Molecule Capital, LLC



Sumeet Maniar
CEO at WellBrain.
Digital Leader and Entrepreneur



Raja Sundaram
CEO and Co-Founder at
Plethy

MedTech Startup Panel

[WATCH RECORDING](#)



Shankar Ram

President, Food Finders, Inc.



Axel Tillmann

Senior C-Suite Management Consultant (Corporate Strategy, Sales Marketing and M&A) - Alpha - Consult



Dhaval Kapadia

Co-Founder and Host at Startup Steroid

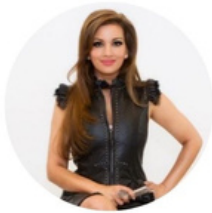


Connie Harrell

Angel Investor, President, Keiretsu Forum SoCal, **Founder / CEO** at Syndicated Resources

Investor Panel and Startup Pitches

[WATCH RECORDING](#)



Shalini Vadhera

Founder Ready Set Jet, Global Beauty Formulator



Natalie Forest

CEO & Founder - Natalie Forest, International



Dr. Paula Fellingham

Creator of Total Life Excellence, Founder of the Global Prosperity and Peace Initiative, and CEO of the WIN

Women Entrepreneurship Panel

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Anil Ramineni

TiE SoCal Executive Director



Bharat Saoji

VP (IT) at Keenan and Associates



Fred Cohen

CEO / Investor / Advisor / Consultant



Navin Kapoor

Head Product Management
SAAS



Vidya Murthy

Vice President of Operations at
MedCrypt

Cyber Security and Work From Home

[WATCH RECORDING](#)



Navneet Chugh

Attorney, CPA



Elango R

President - Mphasis



Imtiaz Mohammedy

Founder and CEO of Nisum



Saleem Iqbal

President & CEO at HAB BANK



Rajesh Shah

Co-president at M S
International, Inc.

Fireside Chat - How To Bounce Back In 2021 And Beyond!

[WATCH RECORDING](#)



Anshuman Shina

President TiE SoCal



Ashish Saboo

TiEcon
Southwest 2020 Chair



Sanjay Dalal

CEO, oGoing

Closing Remarks, Raffle

[WATCH RECORDING](#)

Name - Bob Singhal

Email - bobs@joyscoreinc.com

Company - joyscore.co

LinkedIn - <https://bit.ly/2WnsbfO>



Inspired by strategies used in the classroom to stimulate creativity in students, I wrote a guide, Joy in Health and Happiness, to enhance right-brain activity. I found that a healthy, positive state of mind is necessary for success in all aspects of life, including higher education.

Additionally, I am working on Joy in Green which is a book introducing concepts of sustainability.

Name - Connie Harrell

Email - connie@connieharrell.com

Company - Keiretsu Forum

Website - <http://www.keiretsuforum.com/>

LinkedIn - <https://bit.ly/388Goml>



Connie's unique business sense and creative vision is the blueprint for her proven successes in various industries as both a serial entrepreneur with retail, telecommunications, printing, graphics and forms design, technology, Internet community development and CEO/COO over companies in publications, telecommunications, technology with enterprise management systems, public relations, and fundraising. With a belief that people and relationships are the most vital part of life, along with her pioneering attitude and insatiable desire for new experiences, Connie is growing the chapters of Keiretsu Forum in Southern California.

Name - Roshan Shetty

Email - roshan@photothermal.com

Company - Photothermal Spectroscopy Corp

Website - <https://www.photothermal.com/>

LinkedIn - <https://bit.ly/3mpoQYn>



Serial science entrepreneur with successful track record of repeatedly taking new scientific breakthroughs from initial laboratory discovery to product/market fit and scaling annual revenues from zero to eight figures, through to acquisition by market leaders with multiple billion in annual revenues and market capitalization. Pioneered two breakthrough scientific fields of autofluorescence based endocrine surgery and nanoscale IR spectroscopy. Currently working on pioneering the scientific breakthrough of optical photothermal IR spectroscopy (OPTIR) that could transform the field of vibrational spectroscopy in general and its application to life sciences, in particular.

Name - Saji Gunawardane

Email - saji@usbusinesscounsel.com

Company - US Business Counsel

Website - <https://www.usbusinesscounsel.com/>

LinkedIn - <https://www.linkedin.com/in/sajiusbc/>



As outside general counsel and trusted business lawyer/advisor, I successfully advance the strategic growth & risk mitigation goals of my Clients with 2 unique benefits which are particularly valuable as you steer your business to rise beyond the (COVID-19) pandemic and succeed in 2021

Actual, Strategic Business Management Experience: Substantial, successful experience since 2000 as a business owner and as management executive in dynamic, highly-regulated industries -- from family businesses to Fortune 500 companies.

Name - Shafiur Rahman

Email - shafiur@chatterworks.com

Company - ChatterWorks

Website - <https://www.chatterworks.com/>

LinkedIn - <https://www.linkedin.com/in/shafiurr/>



I've been the right-hand to founders and have built out the operational infrastructure for several companies, including Airbus Aerial (new startup division of Airbus), Specright (a venture-backed specification data management SaaS platform) Connectifier (a venture-backed talent sourcing SaaS platform acquired by LinkedIn February 2016) and Airware (a venture-backed commercial drone company). I have extensive experience driving the day-to-day and long term requirements to ramp up a successful, high-growth startup.

Name - Shawn Chowdhry

Email - shanc@shivnet.com

Company - Shivnet Technology Solutions

Website - <http://www.shivnet.com/>

LinkedIn - <https://bit.ly/3r6G0Oa/>



22 years as an entrepreneur, businessman with skills in technology marketing, business development and a CEO of a technology company.

Specialties: Refurbishing, Remarketing, Product Sourcing, Retail Channels, IT Asset Recovery And Liquidation

Name - Dolly Kapoor

Email - dolly.kapoor@gmail.com

Company - Dolly Kapoor Kreative

Website - <http://www.dollykapoor.com/>

LinkedIn - <https://www.linkedin.com/in/dollykapoor/>



Based in LA, Ms. Kapoor is an acknowledged personality in the entertainment and event industries with special focus at the intersection of U.S. and Indian markets. She has a strong global background in international entertainment, public relations, event management and marketing exposure with a record of pioneering entertainment marketing between the US and India and executed marketing campaigns including Academy campaigns for official nominations from India to the Oscars, Golden Globes, and Palm Springs Film Festival.

Name - Manish Bansal

Email - mbansal@fifthsquare.com

Company - Fifth Square

Website - <http://fifthsquare.com/>

LinkedIn - <https://bit.ly/3mpmQ2g>



Manish is the Founder and CEO of Fifth Square, a data company specializing in Analytics, AI, ML, Budgeting, Forecasting and Financial Consolidations. He also leads Solver's India division, a provider of Corporate Performance Management software. He works closely with Microsoft and Channel Partners and is highly passionate about delivering value to customers and partners.

Manish was a Management Consultant with Deloitte, specializing in Customer and Channel Strategies. He holds Masters' in Engineering Management from USC and Bachelors' in Industrial & Production Engineering from Indore, India. He is also a speaker at Microsoft conferences and an author of two BI books:

- Business Dashboards: A Visual Catalog for Design and Deployment
- Solver BI360 - The Ultimate How-To Guide

He loves Hiking, Volleyball and Cooking in his free time. Above all he loves camping and visiting national parks with his wife, Priyanka, and two young boys, Vivaan (7) and Kiaan (9).

Name - Jennifer Kobuki

Email - Jenniferkobuki@gmail.com

Company - Confidence Converts

Website - <http://www.confidenceconverts.com/>

LinkedIn - <https://bit.ly/2IW7J2J>



I teach Entrepreneurs to have unstoppable confidence so they can get rid of excuses, take action, and profit. I train small and large corporations on leadership, have spoken to groups ranging from 20-20,000 on Confidence and success mindset, and have over 20+ years of research and experience on mindset.

[Become A TiE SoCal Charter Member](#)

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President

Anshuman Sinha

Email - president@socal.tie.org
Phone - 714-504-7434



Angel Fund chair

Shankar Ram

Email - shankar@tiesocalangels.com
Phone - 562-618-3008



TiE SoCal Angels Vice Chair

Dhaval Kapadia

Email - dkapadia@sbprofit.com
Phone - 516-582-4520



Executive Director

Anil Ramineni

Email - executive.director@socal.tie.org
Phone - 310-901-2645



Charter Member Chair

Ashish Saboo



Membership Chair

Anand Mahale



Women Initiative Chair

Rashi Bahri Chitnis



Speaker & Event Chair

Ravindra Kondagunta



Marketing Chair

Sanjay Dalal

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For any suggestions regarding our upcoming newsletters or to get yourself or your brand/business featured in TiE SoCal newsletter. Please feel free to reach me out at president@socal.tie.org



Anecia Sawyer

Editor, TiE SoCal Newsletter

Contributor, The Los Angeles Tribune

LinkedIn - <https://bit.ly/3hFpAYj>

Webmaster & Digital Marketing Partner

[SkeegTen, Inc.](#)

Phone - 866-922-4974

Email - contact@skeegten.com



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