

### NOTE FROM THE PRESIDENT

February 3, 2021

Dear members,

TiE Women Global Finals was in Dubai on the 13th and 14th of January 2020. The pitch competition has 26 Women entrepreneurs from across the World participating for \$135k in prizes. Here are the results:

- First Prize Winner - [Innochi Care](#)
- Second Prize Winner - [Ahammune](#)
- Third Prize Winner - [WeavAir](#)



**Shivani Gupta**

First Prize Winner  
\$100K Equity-free Prize Money  
**Cofounder - Innochi Care**  
TiE Kolkata



**Parul Ganju**

Second Prize Winner  
\$25K Equity-free Prize Money  
**Co-founder & Director -**  
Ahammune Biosciences Pvt Ltd  
TiE Pune



**Natalia Mykhaylova**

Third Prize Winner  
\$10K Equity-free Prize Money  
**Founder & CEO - WeavAir**  
TiE New York

### CONGRATULATIONS TO THE WINNERS

You can visit the website [tiewomen.org](http://tiewomen.org) for more details.

### NOTE FROM THE PRESIDENT

## 2021 Initiative Highlights

### TiE SoCal Angels

**Chair, Shankar Ram,** <https://www.linkedin.com/in/shankarnram/shankar@TiESoCalAngels.com>

**Vice-Chair, Dhaval Kapadia,** <https://www.linkedin.com/in/dhavalkapadia/Dhaval@TiESoCalAngels.com>

- In 2020 number of startup pitches = 10 events; 39 companies
- Number of investments (and company names) in 2020 = 6
  - WeVo
  - Elicidata
  - OpsCruise
  - THB - Technology, HealthCare, Big Data
  - UNLU
  - Kashware
- Total dollars invested in 2020 = \$625,000.00

We will be starting the 2021 Fund in the next couple of months. If you are an accredited investor and would like to be part of the fund, please contact Shankar Ram or me.

TiE SoCal Angels is a network of successful entrepreneurs, professionals, and highly educated individuals who are now turning their passion for business into investments and mentorship for the next generation.

Today, TiE SoCal Angels comprises of 50+ accredited investors who are actively investing and mentoring founders.

Our next pitching event is on Wednesday, February 17 2021, starting at 5:30 pm. Please register [here](#).

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## **NOTE FROM THE PRESIDENT**

### **TiE Women**

**Chair, Jennifer Kobuki**, <https://www.linkedin.com/in/jenniferkobuki/>

Women of Influence initiative purpose is Capacity building, Increased Networking, Knowledge sharing, and Enhanced visibility

**The first event is today – Goal Getting 2021 Success Workshop at 4 pm. Please register - <https://hub.tie.org/e/goal-getting>**

We bring together women from various regions, businesses, and faiths within the public and private sectors of society to address the critical issues impacting communities across the nation. These powerful women engage in ongoing discussions, developing strategies to unite and empower women to create projects within their respective fields and networks and capitalize on their combined resources and talents to have a positive, united influence from the local level to the global community.

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### **Charter Member raising fund**

I am excited to share details for an exploratory call we will be having with our very own Charter Member, Anand Sheth of [Pulse 360](#), at 12 noon today. Direct Join Link:

<https://lnkd.in/dY-m-7q>

Anand has started a fascinating company in the FinTech & Regtech space and is about to take the company to the next level. This is an excellent opportunity to get to know a fellow Charter Member, as well as explore an investment opportunity.

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## NOTE FROM THE PRESIDENT

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](mailto:president@socal.tie.org) | 714-504-7434

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



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Connecting Founders with Investors

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

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# EXCLUSIVE OFFER TO TIE SOCAL COMMUNITY

## Ajay Prasad, Charter Member Repugen

A healthcare reputation management platform and plan to launch a new app through it to help patients get a consolidated reputation report card of doctors they are evaluating for themselves or their loved ones.



### All-in-One Healthcare Reputation Management Platform

93% of patients rely heavily on online reviews to select their healthcare provider. With RepuGen, you can be the provider they choose.



You can find the beta version of the app at [www.repugrade.com](http://www.repugrade.com). Just add any doctor or dentist information on the form. You will either see the report immediately if the provider is in our database or get emailed within 24 hours if she is not in the database. BTW, the platform would not store your information if the report has to be sent via email.

93% of patients use the online reputation of healthcare providers in their selection process. However, most of them use 1-2 review platforms; thus, they make the decision based on partial information. As a result, they could be making the wrong decision. We developed this app to ensure that they have all relevant information in one place while making this critical decision.

Please send me your feedback directly by email to [Ajay@repugen.com](mailto:Ajay@repugen.com). I will use your input to improve the app before launching it. Thanks a lot for your help.

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# EXCLUSIVE OFFER TO TIE SOCAL COMMUNITY

## Moe Rock, Charter Member The Los Angeles Tribune

We at TiE SoCal have a vast network of cooperation and this is one of the great benefits to be associated with TiE SoCal. We have negotiated with our partners The Los Angeles Tribune and Pitch Global a special discount for the great pitch event on Feb 21st. Please take advantage of this by using this link:

<https://www.eventbrite.com/e/pitch-to-sr-investors-la-tribune-co-hosted-investing-summit-tickets-134135999385?discount=PGVIP>

You want to learn more about this event, please see here: <https://bit.ly/PGLATFEB21Video>

We hope to see many of you at this event.

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## Shafiur Rahman, Charter Member 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).

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>

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# UPCOMING EVENTS

## Goal Getting 2021 Success Workshop Feb 3, 2021, 4:00 PM PST

Let's start 2021 out with a bang! The time is now to start setting goals the right way that you will reach much faster! We will show you the exact method wildly successful entrepreneurs are using to become a goal getter and crush your goals every time.

It's time to elevate your goals beyond your wildest dreams and reach ALL of your milestone goals for 2021.

Let 2021 be the year that changes everything for you and your business with this virtual goal getting experience.

### FREE GIFT FOR ALL ATTENDEES

### GOAL GETTING 2021 SUCCESS WORKSHOP



FEB 3, 2021, 4 PM (PST)

### SPEAKERS



**Jennifer Kobuki**

Charter Member - TIE SoCal  
America's #1 Hottest Confidence Speaker,  
Mindset Expert, Best-Selling Author GET  
UNSTOPPABLE CONFIDENCE IN JUST 7 DAYS



**Smita G. Bagla**

Charter Member - TIE SoCal  
CEO, Aligned Strategies,  
AlignStra Ventures

[Register Now](#)

## Cyber Security, Privacy and Compliance Trends 2021 Feb 10, 2021, 5:00 PM PST

In this digital age, consumer information forms the backbone of an organization - big and small. It is ubiquitous. Knowing how to collect, process and use this information and above all securitizing it, is of utmost importance. It can make or break the organization.

What are the upcoming trends in 2021 and beyond & how do we prepare for it will be the focus of discussion at our next knowledge series. Key Trends on what end users are focused on Securing office and Securing Home.

- December 2020 the biggest hacks in US history, the SolarWinds hack affected the Pentagon, intelligence agencies, nuclear labs and Fortune 500 companies whose systems were found to have been compromised by Russian hackers.
- March 2020, Covid 19 across USA forced people to work from home and remote work has become the way of life.
- June 2018: The passing of the landmark California Consumer Privacy Act of 2018 (CCPA) which gave consumers more control over the personal information that businesses collect about them.

### Moderator and Speakers



Moderator

[Ravindra Kondagunta](#)

TiE SoCal, Speaker Chair & Charter Member.  
CEO, Traction Labs



Speaker

[Zafar Khan](#)

CEO, RPost



Speaker

[Anil Ramineni](#)

CEO, CQ Infotech



Speaker

[Axel Tillmann](#)

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

[Save Your Spot](#)





# PITCH EVENT - FEBRUARY 17, 2021

TiE SoCal Angels team is excited to bring our popular Startup Pitching event online. We are going to have 4 awesome startups pitch their business plan, idea, product and fund request in front of our panel of industry leaders and investors.

If you are interested in pitching your startup, please click on the link below:

## [Pitch Deck Submission Form](#)

You can visit [TiE SoCal Angels website](#), please review our philosophy, investment process, and partner list. We are still taking applications for our Virtual Startup Pitch.

Investors and judges who have agreed to attend include: Shankar Ram, Venkat Tadanki, Vijay Kottarapa, Ajay Prasad, TiE SoCal angels Investors and other investors from the SoCal community.

## **Who should attend and see the pitches?**

If you have an early-stage or startup company, are an aspiring entrepreneur, an angel investor or venture capitalist, family office manager, corporate VC or supporter of the entrepreneurial ecosystem, this is the event for you! As the event gets closer, we will share the name and information about the selected startups.

[\*\*Save Your Spot\*\*](#)

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## Your Role in Strategic Planning for Business Success

**When** - January 27 at 12pm PST

Panel discussion on your role in strategic planning as a founder and entrepreneur. Our panelists shared stories of success, cautionary tales, and their insights into your role in planning and growing your business.

### Panelists

- [Kailash Attal](#) is CEO and Managing Partner at abhra, Inc, and has served as SVP at Ness Technologies, and as Chief Quality Officer and Chief Services Officer at UST Global. He brings years of executive level experience from multiple companies.
- [Venkat Tadanki](#) is a Managing Partner at Anvaya Ventures and a Managing Member of the TiE SoCal Angels Fund, as well as an investor in a number of other companies. He brings the perspective of a seasoned investor, advisor, and Board Member to the panel.
- [Saji Gunawardane](#) is an entrepreneur and attorney who offers outside General Counsel services to start-ups and growing companies. He brings a unique perspective to the conversation.
- [Sturdy McKee](#) is an entrepreneur and business coach who helps ambitious business owners dial in their processes and grow their businesses. He brings a behind-the-curtain perspective from his own experience as well as that of many other companies and entrepreneurs.

[Watch Recording](#)

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## TiE SoCal Angels January Virtual Pitch Event

**When** - Wednesday, January 20th, 2021 at 5:30 pm (PST).

### Startups Who Pitched In This Event

1. [QYOU Media and The Q India](#) (Curt Marvis) – Fastest Growing Hindi General Entertainment Channel in India
2. [I3 Systems](#) (Jerry Power) – Infrastructure solutions for Federated IoT and data networks Data Net
3. [NoCodeZ, Inc.](#) (Sridhar Machiroutu) – Next Gen No Code - use conversational AI to build enterprise apps.
4. [ENACT SYSTEMS INC](#) (Deep Chakraborty) – Enact is a cloud platform for smart energy and is enabling the distributed clean energy eco-system

[Watch Recording](#)



**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 TiEcon Videos on YouTube

## Let's Do Business With Disney Charter Member - Sanjay Dalal, CEO - oGoing

Business owners, CEOs and entrepreneurs, join us on February 11 at 4 pm PST for an important fireside chat with Arnice Lamb, Manager of Supplier Diversity at The Walt Disney Company.

Arnice is responsible for leading, directing, and executing Disney's Supplier Diversity initiative for Disney's Theme Parks and Resort division of The Walt Disney Company, as well as managing Disney 2nd Tier Program.

"It is my duty to identify qualified suppliers, assist in conflict resolution of supplier problems and orchestrate the communication efforts of both internal stakeholders as well as minority/women/veteran business communities for The Walt Disney Company," says Arnice, who has been working at Disney since February, 1991.

Arnice will share insightful stories from her diverse experience gained while working with thousands of small businesses over the last 30 years. Specifically, she will also highlight the Top 3 **Do's and Don'ts** for doing business with Disney and Large Companies.

If you are a small business aspiring to grow big by doing business with a large company such as Disney, you don't want to miss this most important conversation with Arnice. She will provide us no-nonsense insights and knowhow on what it takes to transform the way you do business, and get ready for the big leagues.

Bring your questions for Arnice during the open Q&A towards the end of the Fireside Chat.

I have had the fortune of connecting with Arnice for over 12 years now, and am looking forward to my conversation with her on February 11 at 4 pm PST. - Sanjay

[Sign Up](#)

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## Legal Advice for Startup Founders

Startup founders face specific legal questions when it comes to raising capital and scaling their business. Now, in the post pandemic age, when we are all trying to protect our businesses remotely, getting good legal advice is more important than ever. In this event, we will be talking to Azad Virk, one of the top attorneys at Stradling Yocca Carlson & Rauth. Azad was also named one of Southern California's Super Lawyers in 2019 and is ranked in the top 5% of corporate attorneys in SoCal.

In this event, we will spend the first 45 to 60 minutes discussing the top 10 issues facing founders today, and then jump into Q&A with Azad. If you register now, you will have an opportunity to send in your question ahead of time.

## Startup Steroid Insights

A founder needs to know a little about a lot of different subjects. Legal, Accounting, Tax, IT, etc. etc...

Startup Steroid Insights is a series of webinars held twice a month to start a discussion on specific topics that the startup founders face. Our goal is to educate founders on these critical issues in a fun and entertaining way. By starting these conversations, founders can get to know these critical service providers for their business as well as start the conversation in a less intimidating format.

Please use coupon code "**TIESoCal2021**" to register for free.

[\*\*Register Now\*\*](#)

# CHARTER MEMBER & PARTNER EVENTS



## Now Offering: Individual Ergonomics Assessments

Assessment Package - ~~\$250~~ \$150 (Until 2/15/21)  
Package includes:

- ✓ A 30 to 40 minute one-on-one video session with VerticAlign's Ergonomics Specialist, Dr. Becky Paulson.
- ✓ A comprehensive assessment and report with product and equipment recommendations at a range of price points.
- ✓ Ergo break recommendations including specific exercises and stretches addressing current pain points.
- ✓ A reserved seat in VerticAlign's 3 Week Desk Pain Solution posture coaching program (a \$47 value!)

**Powerful Posture + Strong Ergonomics  
= Desk Pain Relief!**

[Book Your Package Now](#)



You want to learn more about this event, please see here: <https://bit.ly/PGLATFEB21Video>

We hope to see many of you at this event.

# SPONSORS





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- [Dec 16, 2020](#)
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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](mailto:president@socal.tie.org)



**Anecia Sawyer**

Editor, TiE SoCal Newsletter

Contributor, The Los Angeles Tribune

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

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