

NOTE FROM THE PRESIDENT

January 11, 2021

Dear members,

Happy new year!

TiE Women Global Finals is 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.

Please register at the following link and we will send you the Zoom coordinates to see the event live:

<https://hub.tie.org/e/tie-women-global-pitch-virtual-access>

You can visit the website tiewomen.org for more details.

Programs for 2021

1. TiE SoCal Angels

Chair, [Shankar Ram](#), Email – Shankar@TiESoCalAngels.com

Vice-Chair, [Dhaval Kapadia](#), Email – Dhaval@TiESoCalAngels.com

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 comprise 50+ accredited investors who are actively investing and mentoring founders.

Since 2020, TiE SoCal Angels host monthly pitch events on 3rd. Wednesday. Once a company has gone through TiE SoCal's due diligence process, the members can also elevate the right companies to TiE Global Angels. TiE Global has over 3,000 highly successful individual investors around the world looking to invest, mentor, and guide these companies to success. This is the power of a global network!

If you are a founder looking for funding, please submit your information by using [this link](#).

NOTE FROM THE PRESIDENT

2.TiE Women

Chair, [Jennifer Kobuki](#)

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

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.

3.TiE Outreach & Local Business forum

Chair, [Moe Rock](#)

The purpose of this initiative launched in 2020 is to build strategic partnerships with other Minority Communities and their organizations that share TiE SoCal's values. This is done by fostering communities, bringing value to other organizations, and branching into collaborative events with other institutions.

4.TiE Business Connect

Chair, [Sturdy McKee](#)

Vice-Chair, [Nitin Bajaj](#)

The purpose of this initiative is to have transactional business activities between our members and charter members. We will list the give and ask of all the members and charter members on our website. We will support this initiative with monthly events. The first event is on Wednesday, January 27th from 12 pm to 1:30 pm.

NOTE FROM THE PRESIDENT

5. TiE Social Service

Chair, [Vijay Mididaddi](#)

Vice-Chair, [Venkat Tadanki](#)

The purpose of this initiative is to give back to society. We will identify couple of non-profit organizations and will do four fundraisers this year.

6. TiE SoCal Entertainment

Chair, [Rajeev Aggarwal](#)

The purpose of this initiative is to bring entertainment-related events to our TiE community.

TiEcon Southwest 2020:

[Event Videos](#)

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

New Charter Members since 11/23/2020

We have added fourteen 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

NOTE FROM THE PRESIDENT

- [Manish Bansal](#), Founder & CEO of Fifth Square
 - [Jennifer Kobuki](#), America's #1 Hottest Confidence Speaker, Mindset Expert, Best-Selling Author KICK ASS CONFIDENCE CONVERTS
 - [Anand Sheth](#), CEO of Pulse360
 - [Dr. Praveen Sinha](#), Professor at CSULB, specializes in Corporate Valuation, SEC Regulations, IPOs, Market Intermediaries
 - [Hemesh Surana](#), Founder at patientXpress
 - [Mahesh Patel](#), Broker Associate, Realtor
-

Charter Member raising fund

[Anand Seth](#)

Anand Sheth, 20 year industry veteran started Pulse360. Pulse360, a B2B SaaS focused on the Wealth Management sector of the FinTech and RegTech umbrellas launched in May of 2020. Since then we have acquired 70+ financial advisors that are paying to beta test and use our software on a daily basis. Over the past few months, we have established integrations with industry-leading CRMs - such as Redtail CRM, Wealthbox CRM, and Salesforce CRM.

We are excited to continue to bring in innovation in this highly regulated industry that appears to be stuck in a time-capsule using old technology. The feedback from our existing advisors is phenomenal and they are easily saving 50% of their time documenting & communicating their advice. Documentation is a necessity.

We also have secured a commitment from a CEO of the leading CRM in our industry to be an official advisor as well as an investor in the upcoming raise. In addition, we have started conversations with 3 enterprises - one of them being the largest broker/dealer with 17,000 advisors. We are looking to raise \$750K and have \$100K committed already by the CEO and a Financial Advisor who is a user of our software as well.

NOTE FROM THE PRESIDENT

CA Small business Relief Grant Program

Please apply if your 2019 revenue was up to \$2.5 million.

<https://www.californiasbdc.org/covid-19-relief-grant>

CALIFORNIA SMALL BUSINESS RELIEF GRANT PROGRAM

Grant Program for For-Profits

Round 1

Application Start Date:
December 30th, 2020 -
January 13th, 2021

APPLY NOW

Contact Information:
SBDC Representatives
loans@asksbdc.com
833-275-7232

IMPORTANT INFORMATION

REQUIRED DOCUMENTATION TO APPLY

- Application Certification ([Download Form Here](#) ↓)
- Government issued Photo ID
- Most Recently Filed Tax Return (2019 or 2018)

ADDITIONAL DOCUMENTATION FOR APPLICANTS CHOSEN FOR A GRANT

- (One of the Following):
Articles of Incorporation, Certificate of Organization, Fictitious Name of Registration, or Government Issued Business License
- Bank Verification

GRANT AMOUNTS

- \$5,000 - \$25,000

ELIGIBILITY REQUIREMENTS

- Active for-profit business or individual DBA as a business
- Must be in business on or before June 1st, 2019
- Gross annual revenue between \$1,000 - \$2,500,000
- Use of funds must be related to COVID-19

ELIGIBLE BUSINESS GROSS REVENUE	GRANT AWARD AVAILABLE PER BUSINESS
Annual gross revenue \$1,000 to \$100,000	\$5,000 grant
Annual gross revenue greater than \$100,000 up to \$1,000,000	\$15,000 grant
Annual gross revenue greater than \$1,000,000 up to \$2,500,000	\$25,000 grant

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 | 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

EXCLUSIVE OFFER TO TiE SOCIAL 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).

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>

EXCLUSIVE OFFER TO TIE SOCIALCOMMUNITY

From our Charter Member, Smita Bagla

IIT Startups, started in Silicon Valley in 2018 has experienced a tidal wave of Startups, is now extending to Southern California. IIT Startups is a 501c3 non-profit organization and we have graduated 65 early stage Startups through 5 Cohorts and their Demo Days, selected from participant 200 Startups.

Our next Cohort #6 begins mid January 2021 with a target Demo Day in May 2021 in front of our extensive list of investors.

We are calling all qualified early stage startups of IITians - that would like to leverage the collective wisdom of successful IIT mentors/investors and leaders as part of this cohort.

Please apply at <http://www.iitstartups.org>

To Qualify for Cohort #6, the startup should satisfy the following criteria:

The startup should be

1. Hi-Tech Product Startup (not services companies)
2. Early or pre-Series A stage
3. At least one co-founder has to be an IITian
4. Startup has to be incorporated
5. Co-founders should be working on this full time
6. Location – Southern California (from Santa Barbara to San Diego)

Each selected Startup will be partnered with a successful leader as a mentor and a coach from our experts in fundraising and marketing as well as mentors based on Technology / Domain or the Vertical Domain the Startup is working on.

Our Charter Member, Smita Bagla is the chair of the Southern California Chapter. You can apply on the website www.iitstartups.org.

Please get in touch with her should you have any questions

Smita Bagla, SoCal Chair, 310-968-6899, Smita@iitstartups.org, <http://www.iitstartups.org>

UPCOMING EVENTS



PITCH EVENT - JANUARY 20, 2021

Please join us on January 20th, 2021 at 5:30 pm PDT, for the TiE SoCal Angels 9th Virtual Startup Pitching event. 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 apply at the TiE SoCal Angels website. When you go to the 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 a few Partner Investors.

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.

[Secure Your Place](#)

Name - Dr. Praveen Sinha

Email - professorsinha@gmail.com

Company - California State University, Long Beach

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

Website - <https://www.csulb.edu/college-of-business>



He is a Professor at CSULB. Before joining CSULB he was teaching at Chapman and Cornell. He did M.Phil & Ph.D. Accounting from Carnegie Mellon.

Experienced market researcher having published in elite accounting, finance, and economics journals. Research interests include examining the role of accounting information and financial analysts in the markets, impact of market regulations, auditor conflict of interest, and econometric modeling.

He specializes in Corporate Valuation, SEC Regulations, IPOs, Market Intermediaries. He lives in Irvine.

Name - Hemesh Surana

Email - hsurana@hotmail.com

Company - PatientXpress

LinkedIn - <https://bit.ly/3nj8wc0>

Website - <http://patientxpress.us>



Hemesh is the Founder and CEO of patientXpress, a very innovative and comprehensive patient engagement and practice management solution for dental and medical offices.

Prior to patientXpress, Hemesh was at Oracle managing Deloitte partnership. He is a seasoned executive, with international exposure in various aspects of the software industry. He also holds a couple of software patents.

Hemesh lives in Laguna Niguel, CA.

Name - Mahesh Patel

Email - mike@mikepatel.com

Company - First Team Real Estate

Website - www.mikepatel.com

Phone - 714-470-8600



Mahesh is a full time Professional Realtor working with Buyers Sellers and Investors. He has been in business of real estate for 25 years. Most of his business comes from his past clients and referrals and his vast network of the people he know. Mahesh is married with 2 adults kids and 2 grand kids. He is involved in investing in real estate and also currently working on a new non tech product launch.

[Become A TiE SoCal Charter Member](#)

When - December 16th, 2020 at 5:30 pm PDT

Our prescreening committee has selected four companies for this event. They are:

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.

[Watch Recording](#)

TiEcon is Southern California's premier entrepreneurship conference. The event is among the most sought-after event among the SoCal business community. This was the first ever virtual TiEcon. Checkout the event videos below:



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](#)

The Los Angeles Tribune

THE LOS ANGELES TRIBUNE PRESENTS

MONDAY NIGHT
LOVE

A CONVERSATION
WITH SHARON LECHTER

DR. NATALIE FOREST
MOE ROCK

7PM
PST

SPECIAL GUEST
SHARON LECHTER

The poster features a large portrait of Sharon Lechter on the right, wearing a red blazer. In the bottom left, there are smaller portraits of Dr. Natalie Forest and Moe Rock. The background includes a faint image of a US dollar bill. The text is arranged in a clean, professional layout with a mix of bold sans-serif and script fonts.



Join our experienced team of [Chugh CPAs, LLP](https://www.chugh.net) professionals to learn more about the second round of Paycheck Protection Program (PPP) funding that is newly available!

During our live webinar, we will share insight into expanded PPP2 loan eligibility and forgiveness rules, and new opportunities for tax deductions.

Don't miss out! Reserve your spot for the webinar today!

SPEAKERS



KAPIL HANDA
Partner & CPA



JUDITH TERRE
CPA



JYOTI JHAVERI
Accounting Team Lead

WEBINAR



JANUARY 13, 2021



11:30 AM PST
2:30 PM EST



Payroc WorldAccess, LLC ("Payroc"), Announces Integrated Partnership with pVerify

Payroc WorldAccess, LLC ("Payroc"), a leading merchant acquirer and global payment processing organization, announced today their partnership with pVerify Software, a leading software in patient Eligibility Verification to provide a streamlined integrated payments solution for businesses in the healthcare sector.

pVerify was founded in 2006 by a team of accomplished Healthcare Professionals with a singular focus: streamline the front-end patient insurance eligibility and benefit verification processes to not only improve patient collections but also reduce back-office denials. The primary value of the Payroc integration is to enable businesses in the healthcare sector to easily and securely accept and manage payments, while unifying payment data under one integrated platform.

Read the complete news here <https://bit.ly/3mGHYRP>

TiE SoCal Successfully Holds Annual Conference

TiE SoCal successfully held its annual TiECon Southwest conference on Saturday, December 12th 2020. This year's theme "innovate, invest and inspire" was on full display at this, first ever, virtual conference for TiE SoCal.

The conference was attended by a global audience of over 10,000 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. Jeffrey Ma, Vice President of MicroSoft Startup. Mr. Ma was a member of the famous MIT Blackjack Team, and has helped start four different companies including ClutchLending (sold to Virgin) and Cliven 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.



Fireside Chat

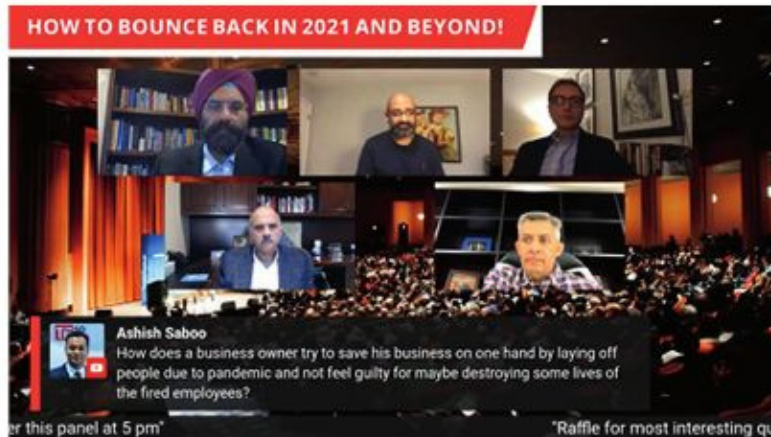
(Seen above: Ashish Saboo, Anshuman Sinha, Arav Deol)

The 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 *Poshitten Films* in 2006 and more recently has focused his attention on philanthropy and supporting various NGOs. Mr. Deol talked with Ashish Saboo and Dolly Kapoor 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 with Sanjay Shrivastava, Manish Singh, Sunand Vastani and Raja Sankaran.

It was followed by investor panel discussion by Shankar Egan, Axel Tillman,



Dhawal Kapadia, Conria Horrell

The women entrepreneurship panel featured Shalini Vadhera and Natalie Forest and "cyber security and

questions posed in from the virtual audience throughout the event, the award for the best comment was split between two active and worthy participants, a 12-year-old student and a 94-year-old female entrepreneur. This highlighted the reach of this event as well as power of the TiE brand around the world.

About the organization:

TiE is a non-profit, global community founded in 1992 by a group of successful entrepreneurs and is currently the world's largest entrepreneurial organization. We believe in the power of ideas to change the face of entrepreneurship and growing business through our five

pillars: mentoring, networking, education, incubating, and funding.

The SoCal chapter was founded in 1997 as the first TiE chapter outside Silicon Valley. It was founded to inspire, create, and support entrepreneurship in Southern California. Professionals with aspirations to start a business venture, learn from other entrepreneurs, or working within a startup will gain access to invaluable educational, networking, and partnership opportunities through TiE. TiE SoCal Charter Membership is by invitation only, and despite the global pandemic, has grown by over 85% during 2020.

Although hundreds of comments and



(Seen above: Ashish Saboo, Anshuman Sinha, Arav Deol, Dolly Kapoor)

SPONSORS





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Anshuman Sinha

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Shankar Ram

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TiE SoCal Angels Vice Chair

Dhaval Kapadia

Email - dkapadia@sbprofit.com
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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

Jennifer Kobuki



Speaker & Event Chair

Ravindra Kondagunta



Marketing Chair

Sanjay Dalal

- [Dec 16, 2020](#)
- [Nov 4, 2020](#)
- [Oct 21, 2020](#)
- [Oct 7, 2020](#)
- [Sep 16, 2020](#)
- [Sep 2, 2020](#)
- [Aug 5, 2020](#)
- [July 15, 2020](#)
- [July 1, 2020](#)
- [June 17, 2020](#)
- [June 3, 2020](#)
- [May 22, 2020](#)

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>

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