

## NOTE FROM THE PRESIDENT

**August 19th. 2020**

**Dear Members,**

It is a great pleasure for me to send you the 7th newsletter this year. I hope everyone is safe and well.

We added thirteen new Charter Members in July 2020. They are exceptional business professionals and mentors. I welcome all new members and Charter Members.

**There are two new benefits for the Charter Members:**

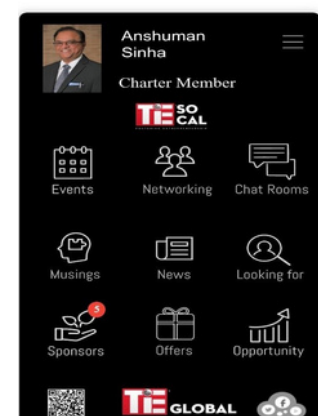
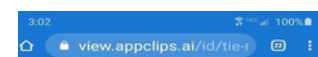
1. [The Opportunity Network](#) (POST. CONNECT. SCALE.) - This is a \$750 value membership opportunity that is available to all Charter Members as a benefit of being part of the TiE Global Network.

The Opportunity Network is a web portal to transact business at a global level. You can post & browse unique business deals across 100+ industries. Currently, there are 7,500 live opportunities with a total deal value of \$295 billion across 120 countries. In about 48 hours, you can find a partner/vendor/service provider through this platform. Over 30,000 business leaders are already part of this network and are using it to accelerate their success worldwide. The Opportunity Network is the ideal place to take advantage of the increased digitization of business interaction and deals in today's rapidly changing economy.

I would encourage all Charter Members to create their login-id on The Opportunity Network platform today. If you need assistance or help in getting in the portal then please reach out to Anil Ramineni, our Executive Director at [executive.director@social.tie.org](mailto:executive.director@social.tie.org).

2. **TiE Charter Member Smart TrueCard** - TiE Global is rolling out the TiE Charter Member Smart TrueCard. By using this virtual card, our Charter Members can interact with CMs from 61 chapters, around the world. All of the SIGs (Special Interest Groups) and TiE initiative will be listed on this card. You can access the card on your phone via web browser or from your computer.

On August 21st, you will receive an email from Vijay Menon of TiE Global that will have your unique user name and login details. Please use this information to log in at your earliest convenience. If you face any problem then please do reach out to Anil or I.



## NOTE FROM THE PRESIDENT

We have launched “**TiE SoCal YouTube Channel**”. We are updating the content, please do check out and let us know your feedback. Here is the link to the [YouTube Channel](#). I would request you all to please subscribe to our channel.

Our Knowledge Series, Charter Member Series, Women Initiative Series webinars and Startup Pitching events are attended by over 100 attendees and get 500+ views on the internet. All of our online events are recorded, and you can find them on our Facebook page and on our YouTube Channel.

I am also please to announce that the **TiE SoCal Angels 2020 Fund** was covered in [India West](#). The article highlighted our distinguished board members and will be helpful in attracting new and interesting investment opportunity for our Fund.

Our next pitch event for the 2020 Fund is on September 16th. If you are a startup founder and would like to participate in our pitching events, then please upload your pitch deck at [www.tiesocalangels.com](http://www.tiesocalangels.com)

We have done five pitching events this year. Here are the links to webinar recordings of the pitching events –

- Pitching event on Aug 19th. 2020 - <https://bit.ly/2Dr1P6K>
- Pitching event on July 22nd. 2020 - <https://bit.ly/2Dr1P6K>
- Pitching event on June 24th. 2020 - <https://bit.ly/2Xwtfzg>
- Pitching event on May 20th 2020 - <https://bit.ly/2De6Wr9>
- Pitching event on April 29th 2020 - <https://bit.ly/30uRgby>

**Anshuman Sinha**  
**President, [TiE SoCal](#) | 2020 - 2021**  
**14 Countries | 61 Chapters | 3K+ Charter**  
**Members | 15K Members**



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**TiE SoCal Angels is our flagship initiative.**

TiE SoCal Angels and participating TiE members/partners have invested more than \$1 million since the inception of this new initiative. We are attracting entrepreneurs and startup founders. We are doing virtual pitching events every month, in which four startups present to our investors. After the presentation, we go for due diligence and then final negotiation for investment. If you are a startup and would like to pitch at our event then please upload your pitch deck here (<https://bit.ly/3h6oW4G>).

We are also inviting investment partners companies, accelerators, incubators, and individual investors to join hands with us and be part of the TiE ecosystem. For more information, please visit [www.tiesocalangels.com](http://www.tiesocalangels.com).



Prospective angel investors who are interested in being a part of TiE SoCal Angels can get in touch with Shankar Ram, TiE SoCal Angels Chair ([shankar@tiesocalangels.com](mailto:shankar@tiesocalangels.com)), or fill out the [member interest form](#).

We regularly organize pitching events for budding startups who are in need for funding, mentoring, or acceleration. The next TiESoCal Angels pitching event is scheduled on Sept. 16, 2020.

## NOTE FROM THE TiE SoCAL ANGELS CHAIR SHANKAR RAM

TiE SoCal is pleased to announce its first members-only fund, TiE SoCal Angels Fund 2020. This fund was initiated at the request of the members of TiE Southern California to provide diverse investment opportunities for our members and strategic capital for early-stage companies.

The TiE SoCal Angels Fund 2020 raised over 1 million dollars from TiE SoCal Charter Members. At this time, we are soliciting Businesses in HealthTech, Retail, Data Science, Application Software/SAAS, and Supply Chain/WH & Distribution, but we are open to looking at other opportunities too.

The fund will be making \$50,000 to \$250,000 in investments in the selected Startups. The streamlined process of identification, due diligence enables us to provide a funding decision within four weeks of the company's presentation at our monthly pitching event, which is on the 3rd Wednesday of every month. TiE SoCal angels organizes a 1-hour presentation for eligible companies every month. Companies wishing to present should visit [www.socal.tie.org/tie-angels](http://www.socal.tie.org/tie-angels).

The fund's offices are at 15925 Carmenita Road, Cerritos, CA, and our website is <https://www.tiesocalangels.com>.

Navneet Chugh, Vijay Kotrappa, Venkat Tadanki, Shankar Ram, and Anshuman Sinha are the members of the Board. Pictures of the TiE SoCal Angels Members of the Board



**Navneet Chugh**



**Vijay Kotrappa**



**Venkat Tadanki**



**Shankar Ram**



**Anshuman Sinha**

For questions on the TiE SoCal please contact Anshuman Sinha, President of TiE SoCal 2020-2021 at [President@Socal.tie.org](mailto:President@Socal.tie.org) or reach out to the Anil Ramineni, Executive Director at [Executive.Director@socal.tie.org](mailto:Executive.Director@socal.tie.org) and for questions about the fund, please contact Shankar Ram, TiE SoCal Angels Chair at [shankar@tiesocalangels.com](mailto:shankar@tiesocalangels.com)



## How To Engage 500 Customers Each Month With Minimal Effort

**When - Aug 26, 2020 05:00 PM**

If you are struggling to grow your customer base in the midst of this pandemic, the primary reason could be a lack of personal touch with your customers. Customers are inundated with mass emails, run-of-the-mill social media campaigns and impersonal messaging. It's time to throw out your old marketing ways and embrace something that's actually quite simple.

Imagine if you can connect and engage with 20 customers each day (over 500 customers a month), with just one hour of effort?

**Join this fireside chat and learn how to make that possible?**



Speaker - **Sanjay B Dalal**

TiE SoCal Charter Member  
and Marketing Chair,  
Founder & CEO of oGoing



Moderator - **Anecia Sawyer**

Contributor, The Los Angeles Tribune

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**Name** - Ashok Madan  
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**Company** - TMG  
**LinkedIn** - <https://bit.ly/2CILU3r>



Mr. Ashok Madan is a veteran Real Estate Investor who came to the US in 1970 to pursue master's degree in Systems Engineering. After graduating, he worked in the Information Technology field and joined the County of Los Angeles in 1976 where he ascended to a management position and subsequently retired in 2010 after 33 years of service.

During his long career, Mr. Madan belonged to numerous professional & community organizations and has frequently taken a responsible and an active role in these organizations:

- Past President, NFIA – National Federation of Indian American Associations
- Area Coordinator and a Life Member, GOPIO International – Global Organization of People of Indian Origin
- Member of Core Committee to organize Regional Pravasi Bhartiya Divas 2015, Los Angeles
- Awardee, India Empire 2015 award for Community Service
- Founding Member, COLAIAPA – County of Angeles Indian American Professionals Association
- National Board Member, ASEI – American Society of Engineers of Indian Origin
- Executive Vice President, Nargis Dutt Memorial Foundation
- Founding Board Member & Treasurer, IAPA – Indian American Political Association
- Founding President, Lions Club of Los Angeles (Indian American)
- Past President, Park Estates Homeowners Association (PEHA)
- Board Member, Apartment Association, California Southern Cities (AACSC)

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**Name** - Tony Srivastava  
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**Company** - T.S. Global Investments & CruiseMust.com  
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Serial entrepreneur & CEO for 30 years, running three businesses. Presently involved in Wealth Management, Venture Capital outlays, Private Placements, Structured Financial Vehicles, Hedge Funds and searching for new investments around the world. My goal is to find companies trading way below book value that have hard assets with a solid future earnings stream or a turnaround in progress. My fund strategy is both long and short equities, hedged with futures and options. I have been to 120+ countries on all continents and that has been a very valuable experience and has enhanced my vision a great deal.

**Name** - Raajeev Aggarwal  
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**Company** - Compubahn, Inc. & Transorg Analytics  
**Website** - <http://www.compubahn.com>



Raajeev Aggarwal is the President of Compubahn, Inc., a federal systems integrator and also a principal of Transorg Analytics, a firm based in Analytics and Machine Learning, based out of Gurgaon, India. He holds a Bachelor's Degree in Computer Science from the University of California, Berkeley, a Masters in Computer Science from Stanford and an MBA from the Haas School of Business at UC Berkeley.

He was the recipient of Federal Computer Week Fed 100 award and Corporate Communicator Award by the American Council of Technology. Raajeev is a seasoned stand-up comedian and performs at premiere comedy clubs.

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**Name** - Manish Bhardia  
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**Phone** - 323-316-7354  
**Company** - Think AI Corporation  
**Website** - <https://thinkaicorp.com>



Manish is a Cloud consultant with more than 22 years of experience leading complex technical projects and currently serves as President of the International Association of Microsoft Channel Partners (IAMCP) SoCal. He is a Partner at Think AI Corporation, a trusted strategic partner for enterprise thought leaders who need to solve complex business problems using modern technologies including AI, business intelligence (BI) and chatbots. Think AI is a GOLD certified Microsoft partner and also part of Microsoft's Inner circle Partner Program.

Manish has extensive experience in the industry, have been part of 50+ speaking engagement. Manish's clients include Starwood(Marriott), Microsoft, St John's WellChild and Port of Los Angeles.

Recently won awards by Manish were

- 1.Awarded the 2019 IAMCP SoCal Partner Choice Award by IAMCP
- 2.Awarded by the ABAOC the 2019 Presidential Award of the year

Name - Pankaj Raval  
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Company - Carbon Law Group, P.C.  
Website - <https://www.carbonlg.com>



Carbon Law Group is the law firm for deal makers and risk takers® . We are trusted advisors to early stage entrepreneurs and fast-growing companies.

## 2020 Cybersecurity Trends: From Awareness to Action

by [CQ Infotech](#)

Cyberattacks are the looming threat over all the enterprises & business applications. Experts globally have panelled to discuss emerging risks and key cybersecurity trends that are highly important and need immediate attention. These include attacks on smart supply chains, threats to medical equipment and vulnerabilities in real-time operating systems.

[Continue reading](#)



**Anil Ramineni**

Executive Director, TiE SoCal,  
Charter Member and CEO of CQ Infotech

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**[Become A TiE SoCal Charter Member](#)**



## How To Bounce Back & Grow Your Startup with Ravi Kikan

by oGoing



**When - August 20 at 11 am PST**

Join us on August 20 for a fireside chat with Ravi Kikan, author of two bestsellers Bounce Back Now and How To Validate Your Startup Business Idea, and advisor to multiple startups for rapid growth and scaling up. Ravi also runs one of the largest and most engaging startup communities on LinkedIn.



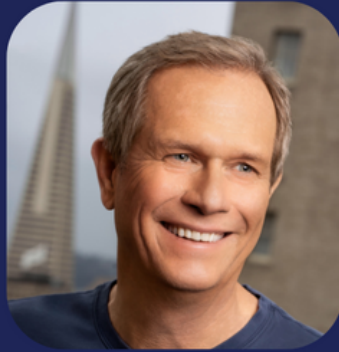
**Sanjay B Dalal**

Charter Member & Marketing Chair,  
Founder & CEO of oGoing

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## The INDUSty Show With Rob Chesnut

by The INDUSty Show



Rob Chesnut is the former Chief Ethics Officer and General Counsel of Airbnb. He previously led eBay's North America legal team. He was also the general counsel at Chegg, Inc., and served with the U.S. Justice Department for 14 years. Rob is the author of *Intentional Integrity: How Smart Companies Can Lead an Ethical Revolution* (St Martin's Press, 2020).

Saturday, August 22nd, 2020

[facebook.com/TheIndustryShow](https://facebook.com/TheIndustryShow)

the **industry** show  
Season 5  
global entrepreneurial journeys

This interview is made possible by:



Host: Nitin Bajaj

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production of antha prerna foundation, a 501 c(3) nonprofit



**Nitin Bajaj**

CTiE SoCal Charter Member

Host The Industry Show

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## Manage Your Day Using Microsoft Tools

by Think AI



Join Manish Bhardia, President of Think AI, on August 27, at 10 AM, where he will provide tips and tricks on how to manage your day using Microsoft Tools. Manish will also be talking about his upcoming Amazon book release, "Teamwork and Collaboration: How to select and use right productivity environment for you and your team"



**Manish Bhardia**

TiE SoCal Charter Member  
Partner, Think AI

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## National Startup Business Plan Competition

by Pismo Ventures, LLC



Can a virtual competition be better than in-person? Why not, especially when you have 42+ VCs, Angel Groups and Family Offices; 120+ industry expert investors judging the competition; 20+ webinars; great virtual networking and happy hours; no travel needed; winners present from anywhere. Of course, it can.

Register now and still have time to submit application by the deadline. Do you have what it takes? Applicants and spectators have access to webinars and live judging events throughout the event. <https://bit.ly/3kWtMEv>

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Workday  
 **INDRA NOOYI**  
FORMER CHAIRMAN & CEO  
PepsiCo  
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## New Technologies Accelerating Electrification In The Automotive Industry

When - Aug 12, 2020 12:00 PM

TiE SoCal Presents a webinar on automotive industry in the midst of a revolution. Electric Vehicles are leading the charge. We will meet two entrepreneurs driving this transformation – in electrification and data.



### Speakers



**Anil Paryani** is CEO & CTO of Auto Motive Power, an energy management company that specializes in charging and battery management systems (BMS).

**Rohan Puri** is the CEO and co-founder of Stable Auto. Formerly a research specialist at MIT Media Lab's.



Moderator - **Ravindra Kondagunta**,  
Speaker and Events Chair and,  
Charter Member

[Watch Event Recording](#)

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 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.

AUG VIRTUAL PITCH



INVESTORS AND JUDGES



ALONG WITH OTHER TIE SOCAL ANGELS INVESTORS AND PARTNERS

[Watch Event Recording](#)

## Startups Who Pitched





**Deepak Chopra**  
Chairman, CEO & President  
OSI Systems Inc.



**Imtiaz Mohammady**  
Founder & CEO of Nisum



**Jairam Rao**  
SAP Security/GRC  
Lead at NextGen, Inc



**Kailash Attal**  
CEO & Managing Partner  
at Abhra Inc.



**Krishnamurthy, Krish**  
Director Energy Enablement  
Programs



**Nitin Rai**  
Managing Director  
at Elevate Capital



**Pankaj Mundra**  
President, Computer  
Technology Resources, Inc.



**Raj Shah**  
President at  
MS International



**Santosh Sahoo**  
CEO, Board Member, Advisor,  
Management Consultant



**Siddharth Pathak**  
ERP Expert, Managing  
Partner at EPIQ Infotech



**Vivek Reddy**  
Associate Scientist, Computational  
Biology at NeoGenomics Laboratories



**Zeena Dhalla**  
Founder of VerticAlign  
Posture Coaching







President

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Executive Director

**Anil Ramineni**

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Angel Fund chair

**Shankar Ram**



Charter Member Chair

**Ashish Saboo**



Membership Chair

**Anand Mahale**



Women Initiative Chair

**Rashi Bahri Chitnis**



Speaker & Event Chair

**Ravindra Kondagunta**



Marketing Chair

**Sanjay Dalal**

- [Aug 5, 2020](#)
- [July 15, 2020](#)
- [July 1, 2020](#)
- [June 17, 2020](#)
- [June 3, 2020](#)
- [May 22, 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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## Webmaster & Digital Marketing Partner

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