

NOTE FROM THE PRESIDENT

Dear Members,

It is a great pleasure for me to send you the 6th newsletter this year. After conducting two onsite events in January & February of this year, we had planned a mega startup pitch event on March 21st. But COVID-19 hit us. All TiE chapters (61 chapters in 14 countries) were directed by TiE Global to refrain from doing in-person events. We started conducting activities online, and our first TiE SoCal Connect (Called "Gupshup" then) was on March 30th. 2020. Over 20 attendees attended the online event and it got 1,000+ views on the internet. It was the brainchild of our Events & Speaker Chair, Ravi Kondagunta. We have done 43 episodes of TiE SoCal Connect so far. Thank you Ravi.

With help from the marketing chair, charter member chair, speaker chair, women initiative chair, community outreach chair, and my executive director, we decided to conduct an event every Wednesday of the month. We brought in speakers from all over, including India, and the events, have been well received by our members and attendees. Our Wednesday 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 <https://www.facebook.com/socal.tie>

This year we launched TiE SoCal Angels Fund 2020 and have raised over one million dollars to invest in Startups. Umpteen hours of work have gone into this by the Angels Chair Shankar Ram. Our chapter founder Navneet Chugh took a special interest in this fund and introduced us to many investors. TiE SoCal Angels Board is the guiding force of this fund and comprises of Vijay Kotrappa, Navneet Chugh, Venkat Tadanki, Shankar Ram, and Anshuman Sinha. Thank you Navneet, Shankar, Board Members and members of the committees. Here is the link of our press release in The Los Angeles Tribune - <https://bit.ly/3ice9qp>

We have done four pitching events this year. Here is the webinar recording of the pitching event –

- 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>

Our next startup pitching event is on August 19th if you are a startup looking for funding, then please upload your pitch deck [here](#)



President - Anshuman Sinha

Email - president@socal.tie.org

Phone - 714-504-7434

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.

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), 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 TiE SoCal Angels pitching event is [scheduled on Aug 19, 2020](#).

Startups Who Pitched



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.

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 or reach out to the Anil Ramineni, Executive Director at Executive.Director@socal.tie.org and for questions about the fund, please contact Shankar Ram, TiE SoCal Angels Chair at shankar@tiesocalangels.com



New Technologies Accelerating Electrification In The Automotive Industry

TiE SoCal Webinar Wednesday, Aug 12, 2020 – 12 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

[Save Your Spot](#)

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.

Who Should Attend

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.

AUG VIRTUAL PITCH



INVESTORS AND JUDGES



ALONG WITH OTHER TIE SOCIAL ANGELS INVESTORS AND PARTNERS

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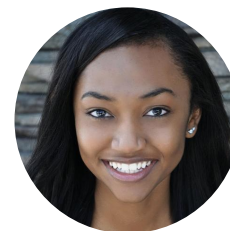
**One Hour of Personalized Marketing A Day Engages
500 Customers A Month**

TiE SoCal Webinar Wednesday, Aug 26, 2020 - 5 pm

One Hour of Personalized Marketing A Day Engages 500 Customers A Month. Find out how in this interactive Fireside Chat with Sanjay B Dalal, founder & CEO of oGoing.



Speaker - **Sanjay B Dalal**
Founder & CEO of oGoing



Moderator - **Anecia Sawyer**
Contributor, The Los Angeles Tribune

[Save Your Spot](#)

Name - Ravi Sharma

Email Id - ravisharma13@gmail.com

LinkedIn - <https://bit.ly/30iWKow>

Company Name - OOTify

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



Ravi is a repeat founder as well as an early stage venture investor through iBOS and through TiE Angels. He also is currently an operator of a mental healthcare startup called OOTify and has had two successful exits as an entrepreneur in the past. Ravi cares deeply about the environment and health & wellness and is passionate about social impact ventures that have the potential to have a significant, positive impact on humanity.

Most recently, Ravi was one of the youngest portfolio managers at the award-winning investment manager, Western Asset Management Co. (Western Asset) and was personally responsible for approximately \$1.3 billion in assets on behalf of sovereign wealth and institutional clients. Prior to Western Asset, he worked at PNMAC Capital Management, Arch Bay Capital, and Bank of America Merrill Lynch.

Name - Ajay Prasad

Email - ajay@gmrwebteam.com

LinkedIn - <https://bit.ly/39WAZjp>

Company - GMR Web Team

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



After spending his first 19 years working at senior positions with several firms, Ajay decided to become his own boss. He now owns four profitable businesses and is investor in several start-ups in different stages. Ajay's started GMR Web Team as a digital marketing agency focused on helping small businesses maximize revenue.

Since 60% of GMR Web Team clients are healthcare providers that witnessed great results by applying the three pillars approach to their business, the company decided in late 2017 to completely re-position itself as a healthcare patient acquisition digital marketing agency. He has written inspiring books like "Local Search Marketing Secrets Unveiled" and "Plant Your Online Biz Money Tree." Ajay has several other businesses in different stages of growth. He is always looking for good investment opportunities. If you would like to collaborate, feel free to reach out: ajay@gmrwebteam.com.

Name - Abhi Mahule

Email - abhi@dreamteamlabs.com

LinkedIn - <https://bit.ly/3gBHt9m>

Company - Dreamteam Labs

Website - <https://dreamteamlabs.com/>



- Entrepreneur who is eager to learn and perform by working with best in class people
 - Deep experience building superior products and services on AI, cloud and mobile platforms
 - Built top notch engineering and product teams in start-ups and large companies
 - The only yardstick for measuring success is stellar results"
 - Specialties: Start-ups, Technology leadership, Executive management, AI, Healthcare, Blockchain, VC, Strategy
-

Name - Akhilesh Rathore

Email - rathore549@gmail.com

LinkedIn - <https://bit.ly/31kxijb>

Company - Summit Technology Laboratory

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



Project leader with 15+ years of experience in all facets of large-scale technology project engineering within high-profile corporations; special expertise in projects involving integration of hardware and software driven by systems requirements. Experience working with international customers.

- Multi-Disciplinary
- Team Leader
- Project Execution
- Earned Value Management (EVM)
- Problem Resolution
- Cost Account Management (CAM)
- Team Management
- Integrated Master Schedules (IMS)
- Key Metrics Management
- Capture engineering
- Long-Term Relationships

COVID-19 And Mental Health

by TiE SoCal Portfolio Company (Alissa Adler, LCSW at OOTify)

COVID-19 has changed life as we know it, and many of us had to adapt to life-changing conditions in an extremely short period of time. While the changes to our daily routines and physical locations may be obvious, the effects of the stay at home orders on our mental and physical health may be more subtle and sometimes even confusing.

This pandemic has led the world experiencing a global trauma, one that has strangely connected us through a shared crisis, and opened our eyes to many challenges. While many countries had handled the pandemic differently, there are so overlapping trends in responses. The pandemic has led to many complicated emotions:

There are the obvious emotions including sadness, loneliness, due to social distancing, and then there are other emotions that may present in ways we are not aware of.

Grief

Grief is commonly associated with the loss of a loved one, which many people are experiencing losing them to the Coronavirus. We can also experience grief when we lose our expectations for what we thought our lives would look like. Cancelled/postponed weddings, virtual graduations, cancelled travel plans, and loss of face to face interactions with people outside of our homes/immediate families. I don't think anyone could have predicted our current situation, and it is completely valid to feel sad about the opportunities that were lost because of it.

Anger/Frustration

Anger and frustration are secondary emotions. This means that there is another underlying emotion that causes us to feel angry and/or frustrated. Many times the underlying feeling is sadness or feeling hurt, but it presents as a frustrated tone, a raised voice, or slamming a door.

Anxiety

There are a lot of unknowns when it comes to Coronavirus, and with unknowns comes unpredictability and in this case a prolonged sense of uncertainty. We all have also been expected to adapt to a multitude of changes, almost overnight, which can put our nervous systems into overdrive.

This pandemic has also caused the world to pay extra attention to hygiene and the risk of spreading disease. This may seem like an isolated thing to worry about, but it literally affects everything we do when we are in public, and thus can cause additional worry and overthinking to make sure we are staying safe. We now have to pay attention to every move we make in public, especially when we are in closer proximity to others, such as at the grocery store. What was once more automatic and care free is now a time that requires much more focus, planning, and awareness of others. All of these variables combined lead to an increase in anxiety.

COVID-19 And Mental Health

by TiE SoCal Portfolio Company (Alissa Adler, LCSW at OOTify)

Guilt

A common phrase I have been hearing when someone asks how you are doing, is “I can’t complain.” Many of us feel like we should not be experiencing negative symptoms because others have it worse than us. We may feel guilt because we have a job while others were laid off; we feel stressed and overwhelmed but want to be grateful that we do not have coronavirus; or feel uncomfortable that we like aspects of the quarantine when we know others are struggling.

So now what?

The Washington Post reported that 33% of Americans show signs of clinical anxiety and depression during the pandemic. We need to adapt, figure out what we can do to improve our wellbeing while following stay at home orders.

How Can Therapy Help?

Therapy gives you a safe space to express yourself, work on the parts of your life you want to improve, and learn new strategies to make those improvements. Working with a therapist can help you identify how your life is affected, learn your stress response, see if this response is a result from previous trauma. When stressful events happen, people may do what they need to survive, and thus enter survival mode.

CBT

Cognitive Behavioral Therapy (CBT) helps to identify the connection between our thoughts, emotions, and behaviors. It is a therapeutic approach that has been proven effective for people of many different backgrounds, and a variety of diagnoses/severities. This approach also has a trauma-focused adaptation (TF-CBT) to address the cause and effects of trauma on our functioning more specifically.

A therapist utilizing CBT can help their client to identify their behavior patterns, assess which patterns are healthy and helpful, and which patterns may have served the client in the past but are no longer effective. This approach helps you to learn how to challenge irrational thoughts, and learn healthier thought processes.

ACT

Acceptance and Commitment Therapy (ACT) is an approach that expands on behavioral changes with the addition of implementing mindfulness techniques to improve a client’s ability to manage stress and adapt to change. This approach helps to increase “psychological flexibility” by learning to accept our thoughts to allow us to continue working towards our goals. It also uses mindfulness, to teach us to be present by paying attention to our bodies and surroundings. Whether it is meditation, grounding techniques, or incorporating self-care activities that help to keep you in the present, mindfulness is adaptable.

COVID-19 And Mental Health

by TiE SoCal Portfolio Company (Alissa Adler, LCSW at OOTify)

Setting Boundaries

As our lives have changed drastically due to COVID19, it is important to implement structure and routine. Creating a schedule helps us to set goals throughout the day, and helps us to stop working. Home life and work life are blending together and it is easy to keep working past normal work hours, and this can add stress and give us less time to relax. Setting boundaries with others is also necessary, to make sure you are not overextending yourself.

Mental Health Day

Just because you are working from home, does not mean that work is less stressful, and it does not negate the need for mental health days to take care of ourselves.

If you need access to free resources check out:

[The Fabric](#)

[Instagram](#)

[Sign up for newsletter on our website](#)

[Schedule a demo with us](#) (iris email or website) for information about therapy or coaching

[Webinar link](#)

[Nami](#)

Help with self-esteem, feel validated, know you are not alone

<https://www.goodtherapy.org/benefits-of-therapy.html>

CBT to identify behavior patterns, and unlearn patterns that no longer serve us

<https://psychcentral.com/blog/benefits-of-therapy-you-probably-didnt-know-about/>

<https://www.psychologytoday.com/us/blog/here-we-are/202003/building-your-pandemic-toolbox>

ACT - <https://contextualscience.org/act>

Mindfulness - <https://www.psychologytoday.com/us/basics/mindfulness>

[Become A TiE SoCal Charter Member](#)

CHARTER MEMBER & PARTNER EVENTS



Rashi Bahri Chitnis is the founder, CEO of Shoonya Digital - a startup focusing on teaching language and cultural diversity to children. Prior to Shoonya, Rashi worked in the entertainment industry, in Hollywood and in India. Some of her clients include ABC Studios, Discovery, Lifetime Television, and Warner Bros Studios.

Saturday, 8th, 2020

facebook.com/TheIndustryShow

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

This interview is made possible by:



Host: Nitin Bajaj



Podcast



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

JOIN ON SATURDAY, AUG 8TH (9 AM)



How Businesses Can Adapt to Changes to US Immigration Policy During the COVID-19 Pandemic

WEBINAR



AUGUST 12, 2020



11:30 AM PDT
2:30 PM EDT

Save Your Spot



To Join BIOMOTUM Call, Email ben@tie.org

THINK AI
FOR THOUGHT LEADERS ONLY

Manage your Day
Using Microsoft Tools

Thursday, August 27, 2020
10:00 AM - 10:30 AM

 **Manish Bhardia**
SPEAKER

The poster features a close-up of a silver stopwatch on a white calendar page. The calendar shows times from 9:00 to 11:00. The stopwatch face is visible, showing the numbers 8, 9, 10, 11, 12, 1, 2, 3, 4, 5, 6, 7. The background is dark.

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"

[Save Your Spot](#)



TiE SoCal Women Webinar Wednesday, July 29, 2020 (4:00 PM)

Topic - Strategic survival and growth advice for start-up companies during COVID-19.



Moderator - **Rashi Bahri Chitnis**,
CEO/Founder, Shoonya Digital,
TiE SoCal, Women Initiative Chair &
Charter Member



Speaker- **Xandra Laskowsk**
Founder/ CEO, OSEA Angel Investors,
Angel Investor and Startup Advisor

[Watch Webinar Recording](#)

VIRTUAL STARTUP PITCH

Wednesday, July 22, 2020 (6:00 PM)

Startups Who Pitched In This Event

- [EMDevice](#) (Quickloop Abscess Treatment Device)
- [Humaxa](#) (Your Workforce Culture Assistant)
- [RealWave](#) (Intelligent Video Surveillance Cloud)
- [SymTrain](#) (Interactive solution for employee selection, training, development ...)

AUG VIRTUAL PITCH

INVESTORS AND JUDGES



ALONG WITH OTHER TiE SoCal ANGELS INVESTORS AND PARTNERS

[Watch Webinar Recording](#)

SELECTING ANGEL INVESTMENT OPPORTUNITIES

Wednesday, July 15, 2020 (12 PM)

Experiences behind the formation of the TiE SoCal Angel Fund and Lessons from a veteran fund manager. TiE SoCal recently achieved a significant milestone. They completed raising \$1mn for their nascent TiE SoCal Angel Fund.

- What is the story behind the formation of the fund?
- What are the expectations of the partners?
- What are the secrets to finding and selecting investments?
- How should we measure success?

The panel is moderated by Ravindra Kondagunta, TiE SoCal Speaker Chair and Charter Member, and founder of Traction Labs Consulting.



Shankar Ram

Serial Entrepreneur & Investor
TiE SoCal Angels Chair

Speakers



Dave Berkus

Managing Partner,
Wayfare Ventures LLC

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President
Anshuman Sinha



Executive Director
Anil Ramineni



Membership Chair
Anand Mahale



Charter Member Chair
Ashish Saboo



Women Initiative Chair
Rashi Bahri Chitnis



Speaker & Event Chair
Ravindra Kondagunta



Marketing Chair
Sanjay Dalal



Angel Fund chair
Shankar Ram

- [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>

Webmaster & Digital Marketing Partner

[SkeegTen, Inc.](#)

Phone - 866-922-4974

Email - contact@skeegten.com



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