



Note From The President

Dear TiE SoCal Community,

Welcome to the latest edition of our monthly newsletter! As we continue navigating the ever-evolving entrepreneurial landscape, this newsletter serves as a vital communication channel for our community, informing you of the latest news, events, and opportunities within TiE SoCal. We aim to provide valuable insights, resources, and connections to help you thrive in your entrepreneurial journey. In this edition, we'll share some recent highlights, upcoming events, and exciting announcements that will hopefully pique your interest and inspire you to engage further with our vibrant community.

TiE SoCal was proud to participate in TiEcon 2023, the annual flagship event of TiE Silicon Valley. Over 25 Charter Members were in attendance, representing our organization and engaging with entrepreneurs, investors, and industry leaders from around the world. This prestigious conference provided a unique opportunity for our members to exchange ideas, learn from experts, and showcase the innovative spirit of TiE SoCal. We extend our gratitude to TiE Silicon Valley for hosting such an inspiring event and look forward to continuing our collaboration in fostering entrepreneurship and innovation across the globe.

I am also happy to share the success of our recent TiE Global Angels Investor Summit, which we organized on April 6, 2023, in association with TiE Global Angels. This event exceeded all expectations, with a full house in attendance and incredible interest from investors and founders alike. The summit provided a unique platform for meaningful dialogue, collaboration, and investment opportunities, fostering solid connections between investors and promising startups.

We have some exciting events planned for you, including a Happy Hour event on May 19, 2023 and a Charter Member Mixer on June 11, 2023. These gatherings strengthen our community bonds and provide valuable networking opportunities for our esteemed Charter Members. You can find more details in the upcoming events section of this newsletter.

I'd also like to draw your attention to the upcoming sales workshop featuring Gaurav Kumar, the CEO of Beyond Codes, on June 22, 2023. Gaurav is a renowned sales & business development expert and has graciously agreed

this workshop and gain a competitive edge in your sales strategies.

I would like to warmly welcome our newest Charter Members who have recently joined the TiE SoCal family. Your decision to become a part of our thriving community is a testament to our shared commitment to fostering entrepreneurship, innovation, and collaboration. We are excited to have you on board and look forward to your active participation in our upcoming events, workshops, and networking sessions. Together, we will continue to build a robust entrepreneurial ecosystem that supports, nurtures, and empowers the next generation of business leaders. Welcome to TiE SoCal!

Thank you for your continued support and engagement with TiE SoCal. Together, we are building a vibrant and thriving entrepreneurial ecosystem.

Thank You

Ashish Saboo

President 2022– 2024 | [TiE SoCal](#)

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<https://www.linkedin.com/in/sabooashish/>

12 Countries | 57 Chapters | 3,000 Charter Members |

15K Members



Co-Founder & CTO | [StartupSteroid](#)

ashish@startupsteroid.com

Deal Flow Management Platform

Connecting Investors with Startups

Founder & CEO | [Tech-Synergy](#)

asaboo@tech-synergy.com

BPO & Call Center Services

US | India | Philippines

Upcoming Events

TI E SO CAL
FOSTERING ENTREPRENEURSHIP

HAPPY HOUR
Friday, May 19, 4 pm (PST)

An evening with the opportunity
to Network and Connect

@TiESoCaL Nan King, Cerritos

Where - Nan King, Cerritos

Our Monthly Happy Hour Mixer offers a fantastic opportunity for Charter Members to connect, network, and build lasting relationships with like-minded professionals in a convivial atmosphere. Please share your experiences, discuss industry trends, and explore potential collaborations while enjoying refreshing beverages and appetizing bites.

Take advantage of this exclusive event to strengthen the bonds within the TiE SoCal community and create new connections that could lead to exciting opportunities. Mark your calendar and make the most of this monthly gathering designed just for you!

[Register Now](#)



When - May 24, 2023, 5:30 pm - 7:00 pm (PST)

TiE SoCal Angels team is excited to bring our popular Startup Pitching event online. We are going to have four 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.

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, a family office manager, a corporate VC, or a 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.

[Founders - Register Here](#)



When - June 11, 2023, at 11 am - 4 pm (PST)

Where - Santa Anita Park

This event is especially curated for our esteemed Charter Members, providing an intimate and relaxed setting to unwind after a busy work week.

Our Charter Member Mixer offers a fantastic opportunity to connect, network, and build lasting relationships with like-minded professionals in a convivial atmosphere. Please share your experiences, discuss industry trends, and explore potential collaborations while enjoying refreshing beverages, appetizing bites, and a sumptuous lunch.

Take advantage of this exclusive event to strengthen the bonds within the TIE SoCal community and create new connections that could lead to exciting opportunities. Mark your calendar and make the most of this gathering designed just for you!

[Register Now](#)



When - June 21, 2023, 5:30 pm - 7:00 pm (PST)

TIE SoCal Angels team is excited to bring our popular Startup Pitching event online. We are going to have four awesome startups pitch their business

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.

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, a family office manager, a corporate VC, or a 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.

Founders - Register Here



When - June 22, 2023, 4 pm - 7.30 pm (PST)

Where - TBD, Cerritos

Get ready for an insightful and transformative workshop, as TiE SoCal brings you an exclusive event, featuring Gaurav Kumar, Founder & CEO of Beyond Codes! Join us for a power-packed session where you'll learn the latest strategies and techniques to maximize your sales and marketing efforts.

In this interactive workshop, Gaurav Kumar will guide you through essential elements to take your sales and marketing to the next level:

- Sales Engine (Sources) – Discover the key sources for generating quality leads and building a robust sales pipeline.
- Noah Ark (People) – Learn how to assemble a stellar sales and marketing team, attracting top talent and fostering a winning culture.
- Grow the Funnel (Process) – Master the art of funnel management, optimizing conversion rates, and accelerating revenue growth.
- Choose the Tools (Technology) – Explore the best technologies and tools to streamline your sales and marketing processes, improving efficiency and productivity.

to engage prospects, build relationships, and move them closer to a sale.

- Persistence Hunting (Closing the Deal) – Develop the skills to seal the deal, overcome objections, and confidently close sales.
- Catch a Whale (Large Deals) – Learn the secrets to securing high-value deals and expanding your business's reach.

Don't miss this opportunity to learn from one of the industry's most respected leaders, Gaurav Kumar. Whether you're a startup founder, sales executive, or marketing professional, this workshop will equip you with the knowledge and skills to excel in today's competitive landscape.

Buy Tickets



When - July 2 - 5, 2023, 12 AM (GMT-3) / 8 pm (PST)

Where - Copacabana, Rio de Janeiro, Brazil

The **TiE Global CM Retreat**, happening this year, presents a valuable opportunity for Charter Members to connect and socialize with their peers from across the globe. With over 3,000 TiE Charter Members in attendance, the Annual Retreat facilitates both business and social networking within this exclusive community.

This event is open only to Charter Members and their families, allowing for a close-knit atmosphere where old friends can reunite, TiE's charter can be discussed, and the TiE CM community can strengthen their bonds. The retreat features a variety of activities, including mixers for networking, sessions with inspirational speakers, sightseeing tours, and a formal awards ceremony and gala night that celebrates the accomplishments of TiE Chapters worldwide.

Buy Tickets

START GROW SCALE 2.0

📅 July 15th, 2023, 9:30 am - 1:30 pm

📍 Sanatan Dharma Temple
15311 Pioneer Blvd, Norwalk,
CA 90650, United States

WHO SHOULD ATTEND

- ✓ SMALL BUSINESS
- ✓ FAMILY & HOME BUSINESS
- ✓ PROFESSIONALS
- ✓ NEW CAREER CHANGE ASPIRANTS
- ✓ STUDENTS

Register here to attend



MENTORSHIP FROM EXPERTS

- ✓ TECHNOLOGY
- ✓ FINANCE & ACCOUNTING
- ✓ LEGAL
- ✓ SALES
- ✓ HEALTH & WELLNESS
- ✓ HEALTH CARE
- ✓ INTERNSHIP & ADULT EDUCATION

NETWORKING HOURS: 12PM ONWARDS

📞 562-526-2508

✉ Info@SaahasForCause.org

🌐 www.SaahasForCause.org

When - July 21, 2023, 9:30 am to 1:30 pm (PST)

Where - Sanatan Dharma Temple, 15311 Pioneer Blvd, Norwalk, CA 90650

TiE SoCal is organizing "**Small Business Grow Scale 2.0**", in association with Saahas For Cause. Saahas For Cause is a SoCal Non-Profit that focuses on physical and mental wellness within the South Asian community.

[Mentee Registration](#)

[Mentor Registration](#)

[TiE Women Update](#)



SoCal.TiE.org **@TiESoCal**

Smita Bagla has been a serial entrepreneur, a corporate executive, an angel investor and C-suite executive of startups. She currently runs a boutique management consulting firm Aligned Strategies (Alignstra). Her company helps actualize new products and digital transformation strategy for Fortune 2000 corporate clients as their trusted advisor. Her clients included the blue chip companies such as Amgen, Kaiser, United HealthCare, DirecTV, AT&T and Cisco. Smita is passionate about helping startup, having been a serial entrepreneur. She is an active board member for startups in the Medical, Biotech, Education and Entertainment sectors. Smita and her team members take on interim CPO, CSO or COO positions at startups as required to help guide their product and business niche.

Her exits include a world-wide enterprise software company in the medical field sold in 2001, and an innovation game product company in 2015. Earlier in her career, she created AI based technology solutions for Cancer Research, manufacturing of plasma based drugs and networks. She has engineering credentials from IIT Kanpur and IIT Roorkee and management credentials from UCLA.

Many in Southern California know Smita for her leadership roles at the local and national IIT Alumni and TiE - The Indus Entrepreneurs, and as a founder of Women Initiative Network. She has been very active as on the board of National Pan IT association as one of the seven board members. She is an active mentor and enabler of women empowerment and minority upliftment.

For TiE, Smita along with Shankar Ram, Venkat Tadanki, Navneet Chugh and several other TiE veterans started TiE SoCal Angels during her term as President - a go to platform for startup companies which received **TiE Global Award** last year for the best angel program. She also received the **SoCal**

leadership of TiE". As a founding member of TiE Women Global she conceived of TW-Connect - a mini-series, where she and her co-lead had conversations with prominent women leaders to inspire next generation of professional women. Earlier Smita had received awards for her community leadership of West Coast Alumni and for her entrepreneurship.

Apart from being a tech entrepreneur, mentor, and investor Smita loves acting and production. She is a recurring theatre actor at the acclaimed Santa Monica Playhouse. She has acted in more than fifteen plays in recent years and had short supporting roles in four movies.

Recently, she made her debut as a co-executive producer of the 'Audience Award' winning comedy movie- 'Four Samosas' which was released in select theatres in Dec 2022.

Email: smita@alignstra.com

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TiE Global Women Competition

We are delighted to share that for a 2nd year, the TiE SoCal Chapter will participate in the TiE Global Women Competition with a final competition in Singapore.

Last year our chapter sponsored Remie Health at the final event in Hyderabad.

Know a women led company? Please share.

Application Criteria

- Female-founded or co-founded startups ONLY. (The opportunity to pitch will only be provided to the female founder/co-founder).
- Female co-founder(s) must own at least 33% of the equity in the company.
- Companies in business for less than seven years only (date of company registration no earlier than Jan 1, 2016) at the time of application. A startup's female founder or co-founder can apply for the pitch competition.
- The ultimate objective of the GPC is to help startups in their fundraising journey; hence preference will be given to startups raising funds.

Please follow the link below or share with a woman leading a company:

[TiE Women GPC 2023 Application Form](#)

Kind regards,

Brenda McCabe

Co Leader, TiE SoCal Women Initiative



NEW CHARTER MEMBERS



Jonathan Menkes



Harjit Singh



Sanjay Poojary



Sanjay Sharma



Prabhu Mogulla



Mike Moore



Anisa Saraiya



Parthib Srivathsan



Bitu Safari



Deepika Bajaj



Imran Faruqui



Rajeev Rawat

[Become TiE SoCal Charter Member](#)



PAST EVENTS



TiE Global Angels Investor Summit 2023 was a huge success. This exceptional event brought together some of the most innovative startups and influential investors from around the world, fostering meaningful connections and insightful discussions.

showcase their groundbreaking ideas and passion, while offering investors the opportunity to explore potential collaborations.

We extend our heartfelt gratitude to all the attendees who contributed to the summit's success, as your presence and engagement truly made the event an unforgettable experience.

We are sharing a selection of captivating photos that capture the essence of the summit. We hope these memories inspire you to join us for future events and continue to celebrate the growth and prosperity of the global startup ecosystem!





TIE SoCal @ TiEcon Silicon Valley 2023 was a massive success, bringing together entrepreneurs, investors, and industry experts to network and share ideas. With over 3,000 attendees and 100 exhibitors, this event provided a platform for startups to showcase their innovations and connect with potential investors.



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