

## Mentor Bios

### **P. K. Agarwal**

CEO

TiE Global

P.K. Agarwal serves as the CEO of TiE Global, a Silicon Valley based non-profit dedicated to fostering entrepreneurship, spanning 57 cities in 14 countries. Prior to this, P.K was appointed in 2005 by Governor Arnold Schwarzenegger as the Chief Technology Officer for the State of California. During his tenure, he successfully consolidated multiple independent IT organizations thus saving taxpayers over \$60 million dollars and helped create an enterprise IT operation with a budget of over \$200 million. He has over 25 years of experience in government technology, spanning both public and private sector. Previously, he held positions of VP at ACS Inc, CIO and EVP for NIC Inc., and the CIO for the California Franchise Tax Board. He started his professional career as a Management Consultant for EDS.

He helped pioneer the use of Internet in government and shaped the national and state policy in this area, dating back to Al Gore s National Information Infrastructure Advisory Council in 1995. He had the unique distinction of having a U.S. national annual award named as the P.K. Agarwal Award for Leadership in Electronic Government. He also served as the president of National Association of State CIOs and the National Electronic Commerce Coordinating Council (ec3). He writes and keynotes on the topics of eGovernment, Web 2.0, and IT driven transformation. He also serves as a fellow of the National Academy of Public Administration, a member of the Harvard Policy Group, and an adjunct faculty at USC.

P.K. has a Bachelors in Engineering from IIT, New Delhi, and Masters Degrees from California State University, Sacramento and UC, Berkeley.

### **Ian Reed**

Chairman, Co-founder

EFA

<http://www.efa.biz>

Ian started his first company when he left university and has worked as a buying agent in Indonesia for 5 years. He was frustrated by an inability to scale the business fast enough (there was no TiE in those days) despite several attempts. His mother kept asking him when he was going to "get a proper job". He could not find a proper job so he became an investment banker instead. 10 years as an investment analyst and equity sales person put him in good stead to co-found Enhanced Datasystems Ltd in 2003 to provide technology services to the investments industry. This has grown into a group of companies providing software and IT consulting services to both sell-side and buy-side investment firms in Asia Pacific and Middle-East called EFA. He is President of TiE Hong Kong and Vice-Chairman of the Britcham Angels Committee, is an active mentor and angel investor.

### **Christian Tidona**

Managing Director

BiORN Cluster Management GmbH

<http://www.biorn.org>

Christian Tidona is a serial biotech entrepreneur, management coach as well as managing director at BioRN Cluster Management GmbH and BioRN Network e.V. in Heidelberg.

He studied biology at the University of Heidelberg and received his PhD in 1999 at the age of 28. After several years of experience as a founder, managing director and coach of a number of biotech companies such as Multimetrix (Regensburg), Microbionix (Neuried), Cytonet (Weinheim) and Heidelberg Institute for Stem Cell Technology and Experimental Medicine (HI - STEM) he was instrumental in the development of a new economic growth strategy for the Biotech Cluster Rhine Neckar (BioRN).

Based on this strategy the BioRN cluster was distinguished as one of the five most significant high - tech regions in Germany (Leading Edge Cluster Competition). It was awarded a 40 million Euro grant from the Federal Ministry for Education and Research (BMBF) which is now being used for the implementation of the new growth strategy in order to establish BioRN as a leading cluster in Europe in the field of medical biotechnology. Since 2008 Dr. Tidona holds the position of a managing director at the newly founded BioRN Cluster Management company in Heidelberg, a public - private partnership between different organizations in the Rhine - Neckar Metropolitan Region. The company is charged with the coordination, integration, development and marketing of the BioRN cluster and was awarded a 5 million Euro grant from the State of Baden - Württemberg for the development of sustainable cluster management structures.

Among other personal commitments Dr. Tidona is a member of the Health Axis Europe Committee, the German - Israeli Life Sciences Committee, board member of the BioRN Academy in Mannheim, vice - chairman of the European Business Circle and founding charter member of the Brussels Chapter of TiE.

### **Anil Khatod**

Managing Director  
Argonaut Private Equity

Anil Khatod is Managing Director of Argonaut Private Equity, a global venture and private equity firm managing more than \$5.5 billion. Anil is also the founding partner of firm's international investment practice. Since joining Argonaut in 2006, Anil has invested more than \$1.5 billion in technology, medical devices, cleantech, infrastructure, and financial services companies in the US, India, China, Australia and Israel. Anil currently serves on the boards of WiTricity, TeraDiode, Memjet Technologies, OmniGuide Surgical, Achronix Semiconductor, Siklu Networks, Kiran Solar Energy, Lilliputian Systems, VenturEast, and Crown Biosciences. Anil also serves on the global board of trustees of TiE, the largest global network of entrepreneurs.

Anil joined Nortel Networks in 1982 where during the rapid growth phase of the company he served as executive vice president and group president of the company with joint P&L responsibility for more than \$25 billion in annual revenue. Just prior to joining Argonaut, Anil was the CEO of AirDefense a market leader in wireless network security which was acquired by Motorola.

Anil has received numerous telecom industry awards in the US, Europe and Japan. He was invited as an expert to the President Clinton cyber security summit and was the guest of President George and Laura Bush at the White house. He has addressed joint congressional committee on 3G wireless networks. Anil has also been frequently quoted in major financial and business publications.

Anil received his bachelor and masters degree in business administration from the University of Rajasthan, India and he is a Chartered Accountant from the Institute of Chartered Accountants of India.

### **Vikas Shah**

Founder  
Thought Strategy  
<http://www.thoughtstrategy.com>

Vikas Shah, an experienced award-winning entrepreneur and strategist who has, for the past 15 years, built businesses in sectors ranging from design & technology, to textiles & commodities, brands, professional services, film, media and leisure. He is also a consultant and advisor to numerous entrepreneurs, businesses, and organisations globally. Vikas is an active philanthropist, consulting and advising for charities around the world.

Vikas writes leading economics & strategy journal Thought Economics where he interviews leading thinkers from around the world on the key issues faced by business and society.

Interviews have included Buzz Aldrin (Apollo Astronaut), Jimmy Wales (Wikipedia Founder), F. W. de Klerk (Former President of South Africa & Nobel Peace Prize Winner), Dr. Vint Cerf (Co-Founder of the Internet), Kumi Naidoo (Executive Director of Greenpeace), Ertharin Cousin (Executive Director of the World Food Programme), Philippe Starck (Global Design Icon), Claudia Schiffer (fashion icon and entrepreneur), Noam Chomsky (voted by Time Magazine as one of the most influential people in the world), Russell Simons (Co-Founder of Def Jam, Chairman & CEO of Rush Communications), Edmund Phelps (Nobel Prize Winning Economist) and many more.

He also currently writes for AllAboutAlpha.com (the official publication of the Chartered Alternative Investment Analyst (CAIA) Association) where he has interviewed people including Jim O'Neill (Chief Executive of Goldman Sachs Asset Management), Craig O'Donohue (Chief Executive of CME Group), Michael Spence (Nobel Prize Winning Economist) and many more. Vikas previously wrote for Manchester Business School's Transforming Management magazine and has contributed regularly to publications including .net magazine. He is regularly called upon to provide commentary and opinion (and has featured in publications including Director, Brand Strategy, Business 550 and the Economist).

Vikas is a board member of TiE (the world's largest entrepreneur's network) and frequently guest speaks and lectures at events around the world. He is also a Fellow of the Royal Society of Arts, Manufacturing and Commerce, and a Fellow of the Chartered Management Institute.

He is involved in film and media- actively investing, advising and originating projects for broadcast and cinema. In 2012, Vikas was executive producer of his first major feature film Girl Shaped Love Drug. He is also Marketing Director of the Greater Manchester Film Festival (Manchester's first major international film festival).

### **Palaniswamy Rajan**

Chairman & CEO

Virima Technologies, Inc

Palaniswamy "Raj" Rajan co-founded Virima Technologies and serves as the company's Chairman & CEO. With more than 15 years experience in the technology industry, Rajan has a deep understanding of current technologies and has the ability to articulate the application of these technologies in various business contexts and models. A highly versatile and proven entrepreneur, Rajan also founded Vigilar, Inc, a leading network security technology firm; eLaunchpad, LLC, an early stage venture capital firm/incubator focusing on Internet infrastructure and network security technologies; Emerald Systems, a boutique technology consulting firm. During his tenure at Vigilar, he grew annual revenues to \$32M from 2000 to 2005, during the most difficult technology industry climate. Another previous success, financial aggregator VerticalOne was sold to S1 in 1999 in a deal valued at \$166 million.

Rajan previously served on the Board of Directors for VerticalOne, currently serves on the Board of Directors of Vigilar and serves on the advisory boards of several early stage technology firms around the country. A leader in the business community, he is involved in several professional and community organizations. Rajan was instrumental in establishing the Atlanta CEO High Tech Council, where he serves as the Chairman of the Board of Directors, and he co-founded and serves on the Board of Directors of the Atlanta Chapter of The Indus Entrepreneurs (TIE). Rajan was honored as Georgia Trend's "40 Under 40" Rising Stars in 2000. He holds a Bachelor's degree in Computer Engineering and a Master's degree in Computer Science from the Florida Institute of Technology.

### **Mahavir Sharma**

CEO

Oscar Exports

Mahavir Pratap Sharma is an entrepreneur in the truest sense of the word, he exudes a passion in whatever he does, be it his carpet or jewelry business, event management, social upliftment, heritage conservation, leadership and mentoring, modeling or sports. After his schooling at St. Xaviers Jaipur and graduation in Science from Rajasthan University, he went to the US and

worked in the international trading market for six years. He has been in the manufacturing and exporting handmade carpets, furniture and Silver Jewelry under the name of Oscar Exports ([www.oscarexpo.com](http://www.oscarexpo.com)) for the last 23 years. Also he has a chain of retail outlets selling floor covering in 6 mega cities of India under the brand name S. Raja ([www.sraja.in](http://www.sraja.in))

Mahavir's latest passion is Event Management, Marketing and Public Relations and he has a company in the name of sWIShin ([www.swishin.in](http://www.swishin.in)). The events that he has been a part of since their inception are: Jaipur Heritage International Festival (JHIF), Jaipur Literature Festival (JLF), Jaipur Jewelry show (JJS), Forhex Fair.

Mahavir has been the past President of TiE Rajasthan, under whose leadership Jaipur hosted the best ever TiE CM Retreat. Mahavir has also headed in the past The Rajasthan Carpet Manufacturers and Exporters Association for successful two terms and also as the 1st Vice Chairman of the Carpet Export Promotion Council (CEPC- [www.indiancarpets.com](http://www.indiancarpets.com) and [www.rugsofindia.org](http://www.rugsofindia.org)).

### **Prashant K. Gulati**

Managing Director & CEO  
Optimistix Ventures

Prashant K. Gulati (PK) is a serial entrepreneur, angel investor, mentor, idea accelerator, and writer with interests in innovation, startups, entrepreneurship, technology, mobility, wireless, intelligent buildings, online media and more.

PK has been associated with startups like Customer First Services (now Aegis BPO), Communicate 2 (now a part of Aegis - Dentsu), PairGain Technologies (later ADC, now TYCO), CloudAppers, GapJumpers, Umundo Corp., among others.

PK has served in numerous leadership capacities including as Trustee on the Global Board of TiE, Past President of TiE Dubai, Founder of SmartStart Fund, CEO of Optimistix Ventures, Chairman of Gulfcom Group, Chairman of Prokraft Group, India and Board Member for Indian Documentary Foundation, Fame Eduserve Pvt Ltd. ([allschoolstuff.com](http://allschoolstuff.com)), Dubai Enterprise Centre etc.

### **Murali Bukkapatnam**

CEO  
The Capitol Projects Pvt. Ltd

With 17 years of global work experience under my belt, I am now the key strategist, financial planner and architect of quality practices in The Capitol Projects Private Limited, Hyderabad, bringing to market providing clean, comfortable and convenient lodging to business and leisure travelers, a must future trend in the Indian hospitality sector and affordable homes in tier-II cities in Andhra Pradesh. I am also Director, BSP Systems, an IT consulting and services start-up I founded.

I am a self-starter and achiever. Having travelled the world and picked up the best practices, I now want give it back to communities I am part of. My projects are designed with the intention of a global outlook, local flavour. I believe in working hard and being true to myself and the rest follows. With my ability in team building and quick learning, I have been able to create a mark for myself as a professional.

Two achievements that I am really proud of include taking over as President Elect of TiE, Hyderabad, and the time when I was applauded for turning the loss- incurring Mandava Spas into a cash positive venture within a span of 13 months.

I am a philanthropist and extremely active in the social and cultural circle. A Founder Trustee of the Capitol Area Telugu Society, (an organization that was founded to promote the cultural and social activities of the Indian Diaspora from the state of Andhra Pradesh living in the Greater Washington Metro Area), I like being involved.

Mr. Bukkapatnam earned a Bachelor degree from the Sri Krishnadevaraya University (India), a Masters of Sciences degree in Computer Science from South Eastern University, Washington D.C.,

I am actively looking for opportunities in hospitality & real estate sectors in Tier II & Tier III cities of India. I play golf, cricket and racquet ball to keep fit. I also love globe-trotting.

**Ms. Dolly Oberoi**

CEO

C2 Technologies, Inc

Ms. Oberoi is the CEO of C2Technologies, Inc. ([www.c2ti.com](http://www.c2ti.com)), a 400-person company founded in 1989. C2 is the leading provider of enterprise-wide human capital, e-learning and IT solutions to the Government and corporate markets. Ms. Oberoi serves on several boards, including: TiE DC, George Mason University Foundation Board of Trustees, GMU Virginia Governor's Board of Information Providers and Oberoi Education Society (Trustee).

Ms. Oberoi is the recipient of several awards including the 2011 GovCon Entrepreneur of the Year Award, Asian Women Business Leaders Award, E&Y Entrepreneur of the Year Finalist, Bravo Award, INDUS Women Leaders Award, Pride of India," and the Women Who Mean Business award.

Ms. Oberoi holds a Master's degree from Harvard University, Cambridge, MA.

**Nitin Rai**

President & CEO

First Insight Corporation

Nitin Rai is the President of TiE Oregon.

Nitin has over 25 years of experience in the high tech industry. He is currently President & CEO of First Insight Corporation, a Hillsboro, Oregon based software company which he founded in 1994. First Insight leads the eye-care industry in electronic medical records, practice management and e-commerce products for independent optometrists and ophthalmologists with its flagship product - Maximeyes.

Nitin has Bachelor's degree in Computer Science from Dalhousie University, Halifax, Canada. Prior to founding First Insight, he worked as a Sr. Software Engineer at Mentor Graphics and two software startups in Silicon Valley and Seattle.

Nitin is a visionary and an entrepreneurial leader. His broad range of experience includes technology development, capital raising, sales, marketing, and finance and operations management. Nitin has raised over \$20 million in both angel and venture investment for First Insight

Nitin is incoming president of TIE Oregon, a not for profit entrepreneurship organization. He is a founding charter and board member of TIE Oregon since 2007 and has chaired its mentorship program since its inception. He has mentored entrepreneurs who have launched their companies, developed products and raised capital. He is very supportive of entrepreneurs and believes early mentoring is critical to their overall success in all stages of the development of their business. Nitin has also recently started angel investing along with other TIE charter members, a recent focus at TIE Oregon. His interest in the entrepreneur eco-system is not just limited to mentoring/advising and investment but extends to becoming a user and customer of some of the entrepreneurs he has mentored or invested in.

**Ashok Rao**

Chairman & CEO

Whodini Inc.

A serial Entrepreneur with five successful high tech start-ups, he is the Chairman & CEO of Whodini Inc., delivering cutting edge software for enterprises, utilizing Artificial Intelligence and Computer Linguistics. He is the Chairman of the TIE Global Board of Trustees.

Ashok was one of the first Indian-Americans to take a company public on NASDAQ. In 2007, he was awarded the Distinguished Alumnus Award for Entrepreneurial achievement from his alma mater Marquette University. He was selected as one of the top 100 South Asians in America by the publication Roshni in the book Lights of South Asia. He received the 2008 George H. W. Bush award for Arts Achievement and the 2007 Literacy Advancement Award for his contributions to the advancement of Math and Science in the Houston School District.

His previous start-ups were Opelin Inc., an online data backup company sold to HP in 2007, Prime Wave Communications, a broadband wireless technology start-up, and Trex Communications, a SatCom business sold to L3 in 2001. From 1996-97, he was the President of Enron North-America. In 1990 Ashok founded Midcom Communications, and as CEO he grew the company into one of the 10 largest long distance carriers with \$250 million in annual revenues, culminating in a successful IPO in July 1995.

Ashok has produced four award winning feature films, released in 2008-10. My Faraway Bride, Before the Rains and The Lost Tribe had successful runs in theaters worldwide, now available on DVD.

Ashok serves on the Board of the Jones Business School of Rice University. Ashok earned a BS in Mechanical Engineering from IIT Delhi, an MS from Marquette University and a Diploma in Financial Management from the London School of Economics.

**Ravi Mantha**  
President  
TiE Singapore

Ravi Mantha is an entrepreneur. He recently founded BOP Capital, which is working to set up a fund to invest in poverty reduction Asia. He is also a co-founder of BOP Hub, working to create Singapore as a hub for social impact in Asia. He is an angel investor and mentor to many startups and he has invested directly in 10 startups in Singapore and overseas, and indirectly in another 12 startups through JFDI Asia, an internet incubator. He is an adviser to eKutir, a rural development project in Orissa, and a Board Director of Asian Genco PTE Limited, a Singapore-based Independent Power Producer with 4000 mw of capacity under construction in India. He chairs the social enterprise group for the South Asian Diaspora Convention, Institute of South Asian Studies, National University of Singapore.

From 2001-2011, Ravi was portfolio manager of global equities in Fidelity Investments, one of the world's largest mutual fund companies. He was a member of the Select Global team, responsible for managing over \$35 billion in assets on behalf of institutional clients worldwide.

He has eighteen years of investment experience, having been a portfolio manager and analyst at investment firms in Seattle and London. He is a keen student of history and the lessons it offers for the present and future. Ravi received a Bachelor of Arts degree in business administration from the University of Puget Sound in 1993. He is a Chartered Financial Analyst and a member of the Boston Securities Analysts Society. Ravi has interests in several fields.

Ravi is President of TiE Singapore and also serves as a member of the global board of TiE. Ravi has been an active charter member of The Indus Entrepreneurs (TiE) in Boston, and chaired TiECON East 2008. He was also a charter member of Tie UK. He is also active in the American India Foundation (AIF). Ravi is a founding board member of the INK conference in association with TED ([www.theinkconference.com](http://www.theinkconference.com)), an annual conference of cultural and social and technological innovators from around the world.

Ravi is also a writer. His book on personal health will be published by HarperCollins in December and he writes a health blog at [www.ravionhealth.com](http://www.ravionhealth.com)

**Sandeep Tyagi**  
Managing Director  
Estee Capital LLC

Mr. Sandeep Tyagi is the Chairman and Managing Director of Estee Advisors. He is responsible for setting the firm's direction, sustaining a winning culture and developing innovative financial products for the Asian markets. Prior to Estee Advisors, Mr. Tyagi was the Founder and CEO of Inductis, a consulting and outsourcing firm that he founded in 2000. Its unique mix of world-class business consulting and state-of-the-science analytical capabilities & infrastructure has been helping diversified financial services companies in the areas of marketing optimization and risk management. The firm serves a range of industries, and is committed to an innovative model of sharing risk and rewards with clients. Inductis was more than 250 consultant strong when it was merged with EXL Service in 2006.

Prior to founding Inductis, he was a partner at the Mitchell Madison Group (MMG), an eminent global strategy consulting firm. Mr. Tyagi has published articles in publications such as the Journal of Business Strategy and Directorship. He serves as a Board Member of the Young Presidents Organization (YPO), Delhi Chapter. He is also a Board Member of the Indian Institute of Technology, Delhi Excellence Foundation, a non-profit alumni organization that supports the development of IIT, Delhi into a world-class institution and a Charter Member of TiE. He was awarded the Distinguished Alumni Service at the 2007 convocation by IIT Delhi. He also received the 40 Under 40 Award in New Jersey in 2006.

Mr. Tyagi holds an MBA from Columbia Business School and a B-Tech in Computer Science from the Indian Institute of Technology in New Delhi, India.