
TiE SAN DIEGO PROGRAMS

Empowering Entrepreneurs
Building San Diego's Startup Ecosystem

Presented by

Bhargavi Vijayakumar & Ashish Mehta



intro

BHARGAVI VIJAYAKUMAR

Founding Partner, Java Capital | Venture Capitalist

18+

Years Experience

53+

Startups Backed

\$500K-\$1M

Investment Range

Deep Tech VC

India-US Cross-Border Focus

53+ Investments |
Backing Science-Led Founders



- ◆ Founding Partner at Java Capital, pre-seed VC fund investing in Deep Tech startups building in India for Global markets
- ◆ 18+ years of experience in corporate finance, strategy, and venture capital
- ◆ Entrepreneur / Operator turned Investor | 0-1-10 journey of startups expert

Instructor @UCSD

4.8+

★★★★★

Student Rating

AI Fundamentals for Leadership

Comprehensive overview of AI technologies, applications, and strategic implications for managers and leaders

Strategic Financial Management

For Business Leaders & Entrepreneurs—mastering financial planning, analysis, and decision-making



ASHISH MEHTA

Founder, Mehtas Ventures | Tech Entrepreneur & Investor

Most Admired
CEO
2024

Healthcare
Executive
of the Year 2014

- ◆ Dynamic investor, serial entrepreneur, and strategic advisor with proven record of building and scaling technology-driven ventures
- ◆ Founder of Mehtas Ventures, supporting early-stage startups in healthcare, AI, SaaS, and enterprise automation with high-growth potential
- ◆ Recognized authority in go-to-market (GTM) strategy, helping startups accelerate customer acquisition and secure capital
- ◆ Advisor to MBA Program at San Diego State University (SDSU), bringing real-world entrepreneurship insights to academia
- ◆ Active member of NUFUND, San Diego-based angel investment group fueling the regional startup ecosystem
- ◆ Inventor, published author, and frequent public speaker on entrepreneurship and innovation

Empowering Founders Through Access and Community

Create a sustainable, founder-first ecosystem that provides San Diego startups with direct access to capital, mentorship, and practical guidance in a safe, supportive environment.

Key Pillars

- ◆ Safe space for honest feedback without judgment
- ◆ Direct access to experienced VCs, angels, and mentors
- ◆ Practical, actionable advice for real challenges
- ◆ Community-driven support network
- ◆ Member-exclusive investment opportunities



Filling the Critical Gap Between Idea and Investment

San Diego's Opportunity

- ◆ 3rd largest biotech cluster in the US
- ◆ Growing tech ecosystem with limited structured support
- ◆ Strong talent pool from UCSD, Qualcomm, established companies
- ◆ Need for consistent, high-quality founder support programs

TiE's Unique Position

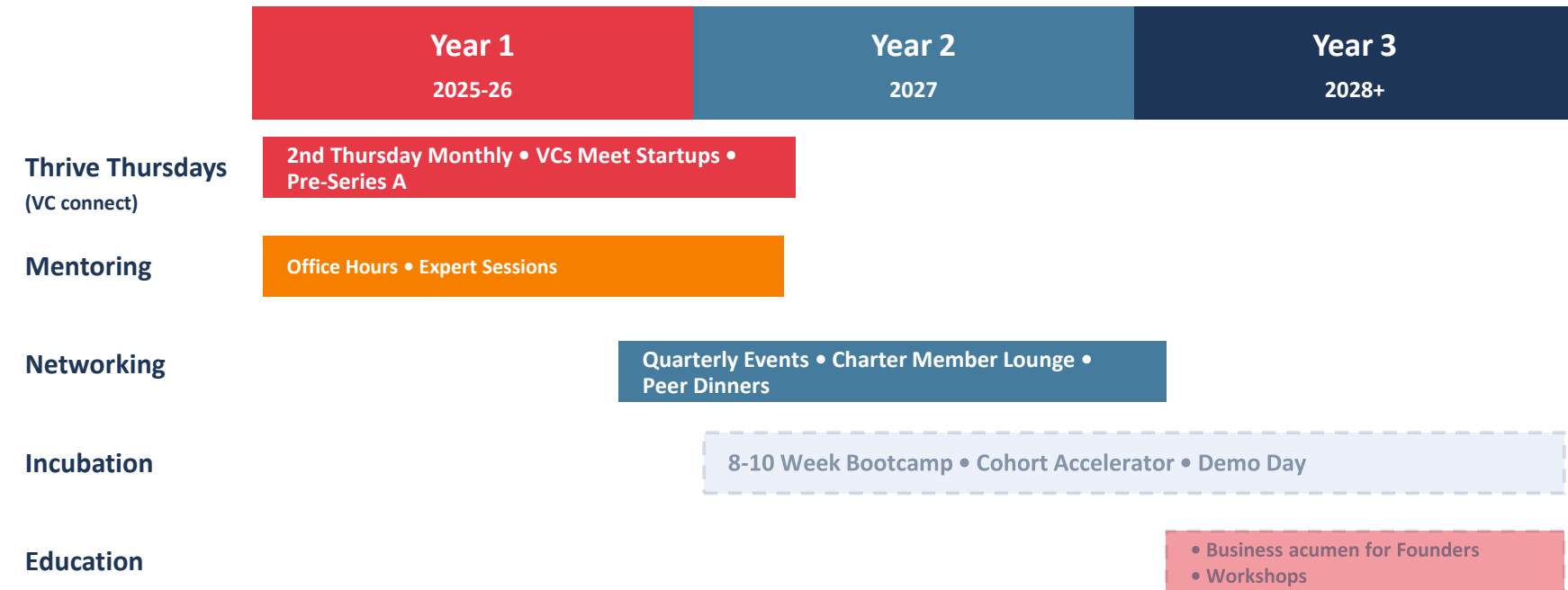
- ◆ Leveraging 30+ years of TiE global network experience
- ◆ Charter member expertise across med-tech, deep-tech, consumer-tech
- ◆ Strategic partnerships with local VCs and legal and IP experts
- ◆ Focus on practical execution over theory

Competitive Advantage

- ◆ Intimate, high-touch approach
- ◆ Member-driven investment decisions
- ◆ Direct VC access without intermediaries
- ◆ Long-term relationships, not transactional

Program Roadmap

Building San Diego's Premier Startup Ecosystem — Year by Year



Planned Programs (Year 2+)

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Year 1 Focus: THRIVE THURSDAYS

Intimate VC Feedback Sessions for High-Potential Startups

Schedule

**2nd Thursday
of the Month**

Sector Focus

**Sector
Agnostic**

Stage

**Till
Pre-Series A**

First Event

**December 2025
(2nd Thursday)**

Program Format



2-3 startups selected per session for focused attention



Direct feedback from experienced VCs and charter members



1-on-1 discussions in a safe, supportive environment

Value Proposition

Thrive Thursdays provides founders with practical, actionable feedback on their business model, pitch, and funding strategy—without the pressure of a formal pitch competition. It's a safe space to refine your story, test your assumptions, and build relationships with investors who can help you succeed.

Year 1 Focus: OFFICE HOURS

Schedule

Monthly/
Bi-Monthly

Format

Expert-Led
Sessions

Expert Pool

VCs & Angels

TiE Charter Members with investment expertise

Domain Experts

Legal, finance, marketing, product specialists

Industry Specialists

Med-tech, deep-tech, consumer-tech veterans

What to Expect

Mentor Connect provides startups with access to experts on specific topics—from product development to marketing strategy to fundraising tactics. These are closed, intimate sessions designed for practical, actionable guidance.

Pre-announced sessions with VCs, angel investors, and domain experts. Apply early to secure your slot on a first-come, first-served basis.

Not Ready for Thrive Thursdays? Startups that need more time to refine their pitch or business model will be directed **Office Hours** for focused support before advancing to investor meetings.

Year 1 Success Metrics and Learning

Quantitative Targets

20-25

Startups Through Thrive
Thursdays

12

Mentor Connect
Sessions

60%+

Charter Member
Participation

3

Investments by
Members

80+

NPS Score from
Founders

Qualitative Measures & Learning Objectives

“ Founder testimonials and detailed feedback

🗨️ Depth of relationships and trust built

★ Program reputation in San Diego ecosystem

📈 Quality of deal flow for charter members

👥 Community engagement and word-of-mouth growth

💡 Insights on optimal formats and scalability



Year 1 is about learning and iteration—refining our approach based on real feedback to build a sustainable, high-impact program for Year 2 and beyond.

Operations & Team

Bhargavi Vijayakumar
Founding Partner, Java Capital

Ashish Mehta
Founder, Mehtas Ventures



Venues & Logistics

 **Location:** San Diego metro area, rotating venues

 **Venues:** Charter member offices, coworking spaces

 **Thrive Thursdays:** 2nd Thursday monthly

 **Office Hours:** Monthly/bi-monthly, pre-announced



Join the Journey: Building the Future Together

Be part of Southern California's most vibrant entrepreneurial ecosystem. Whether you're a founder, investor, or partner—we invite you to join us.

For Startups

- ♦ Apply for Thrive Thursdays
- ♦ Book Office Hours / Attend workshops
- ♦ Prepare your pitch deck
- ♦ Join TiE San Diego community
- ♦ Pay it forward as you grow

For Charter Members

- ♦ Host Thrive Thursdays sessions
- ♦ Offer Office hours & mentorship
- ♦ Join selection committee
- ♦ Invest in promising startups
- ♦ Recruit quality founders

For Partners

- ♦ Provide venue support
- ♦ Sponsor events and programs
- ♦ Offer pro bono services
- ♦ Connect your networks

Together, we foster entrepreneurship and build San Diego's future.

Visit: tiesandiego.com