



Coffee Break with Game-Changers

with your host **Bonnie D. Graham**

Presented by 

Coffee Break with Game-Changers, presented by SAP
Wednesday at 8 AM Pacific/11 AM Eastern
August 29th 2012: Sweet and Sour of Investing - Part 2

You're a game-changer! You've created the new product or service of the millennium, but have no money to take it to market. Your best options: beg your FFF (family, friends, fools) circle, tap an angel for seed money, or convince a venture capitalist to invest millions. Our experts have a lot to say. Chris O'Connor / Taptera : "You've got to have a pretty face (user experience) to get attention; the old 'desktop' solution isn't very sexy with VCs." Sanjay Parthasarathy / Investor: "When the VC's ego is valued higher than the funding, it's better to look elsewhere." MR Rangaswami / Sand

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Featured Guests



MR Rangaswami

MR Rangaswami is the Founder of Sand Hill Group and Publisher of SandHill.com (<http://www.sandhill.com>), a leading voice for the software and tech ecosystem. He is an "angel" who has invested in 35 companies in the past 15 years. A veteran of Silicon Valley where he has been active for 30 years, MR enjoys being both a cheerleader and a critic. He has hosted the prestigious Enterprise and Software series of conferences and has published critically acclaimed research reports on cloud computing and enterprise mobility. MR has been featured on the front page of the Wall Street Journal. Twitter @mrsandhill.

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Gaurav Tewari

Gaurav Tewari is an Executive Director at SAP Ventures, focusing on growth and later-stage investments within Software/SaaS, Internet, Digital Media, Mobile, and Technology-Enabled Services. SAP Ventures has funded and helped build over 100 companies globally since 1997. Prior to SAP, Gaurav was a Principal of Boston-based Highland Capital Partners, leading early and growth-stage investments, and has held numerous board seats. Previous roles include Corporate Strategy executive at Microsoft Corporation and Management Consultant with McKinsey & Company. Gaurav began his career in engineering, operations, and product management roles at Microsoft and IBM Research. He received his MBA from th

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Chris O'Connor

Chris O'Connor is co-founder and CEO at Taptera. A builder at heart, he enjoys creating teams, systems and companies. He is passionate about improving employees' relationships with their software and had 15 years' experience bringing innovative IT solutions to Fortune 500 companies. During his 8 year tenure at Genentech, Inc., Chris held various senior roles including Associate Director of Cloud and Mobile Solutions and Principal Systems Architect. Chris holds a BSc. in Nuclear Engineering from the University of Illinois.

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Sanjay Parthasarathy

Sanjay Parthasarathy invests in early stage startups, with recent investments in Buuteeq, GaMa, DocSuggest and Skift. He is currently working on a startup called Indix. Sanjay was at Microsoft for 19 years, most recently as corporate VP of the Startup Business Accelerator, a new division he created to focus on building startups for Microsoft. From 2000-07, he was corporate VP of the Developer & Platform Evangelism Group, where he built the D&PE division from 0 to over 1,500 people worldwide and grew Microsoft's developer tools business from \$500 million to \$1 billion. Sanjay served as regional director of Microsoft South Asia from 1996-98 and directed Bill Gates' first-ever visit to India in

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