

***CTO Community thanks all speakers and attendees for joining our Master Webinar.
"Pitch, People, Product – The Ultimate Startup Playbook."***



**Bhagyasrie M
Masorkar**

Technology Sales
Leader



Srinivas Guni

Founder and CPTO,
AppOctet
Technologies Pvt Ltd



**Raghavendra
Mesta**

Founder, NexEra
People Solutions

Moderator:

Richa Kumari

Technical Architect, Harman
Founding Member, CTO COMMUNITY



KEY TAKEAWAYS



**Bhagyasrie M
Masorkar**

Technology Sales Leader

- **Bhagyasrie highlighted that a winning pitch isn't about slides, it's about telling a clear story: the problem, the solution, and why it matters now.**
- **She explained that metrics like retention, CAC, and LTV matter to investors, and that transparency and strategic partnerships build trust that opens doors.**



Srinivas Guni

Founder and CPTO,
AppOctet Technologies
Pvt Ltd

- **Srinivas shared that the product journey has three stages: idea to MVP, growth, and market dominance.**
- **He stressed launching quickly with must-have features, learning from user feedback, and avoiding over-engineering.**
- **A scalable tech stack and evolving team structure are crucial to handle rapid growth.**



**Raghavendra
Mesta**

Founder, NexEra
People Solutions

- **Raghavendra believes that early startups often overlook HR, but building culture and clear roles from the very first hires can make or break growth.**
- **He emphasized that CTOs aren't just tech leads they shape the company's future through hiring and team decisions.**
- **Investing in people early pays off exponentially as the startup scales.**

MEET OUR MODERATOR



Moderator:

Richa Kumari

Technical Architect, Harman
Founding Member, CTO COMMUNITY



- **Richa Kumari, Founding Member of CTO Community and a seasoned IT leader with 13+ years' experience in digital transformation and emerging technologies, moderated the session with clarity and focus.**
- **She guided the audience through a lightning talk, an engaging panel discussion, and a lively Q&A that brought out actionable insights.**
- **The event reflected CTO Community's mission to equip startups and tech leaders with practical guidance on people, product, and pitch.**

SESSION FLOW



LIGHTNING TALK

The session opened with a concise lightning talk that set the context for how startups and technology leaders can align people, product, and pitch for sustainable growth.

PANEL DISCUSSION

The panel brought together three experienced tech leaders who highlighted practical strategies and shared real-world challenges in scaling teams, technology, and market reach.

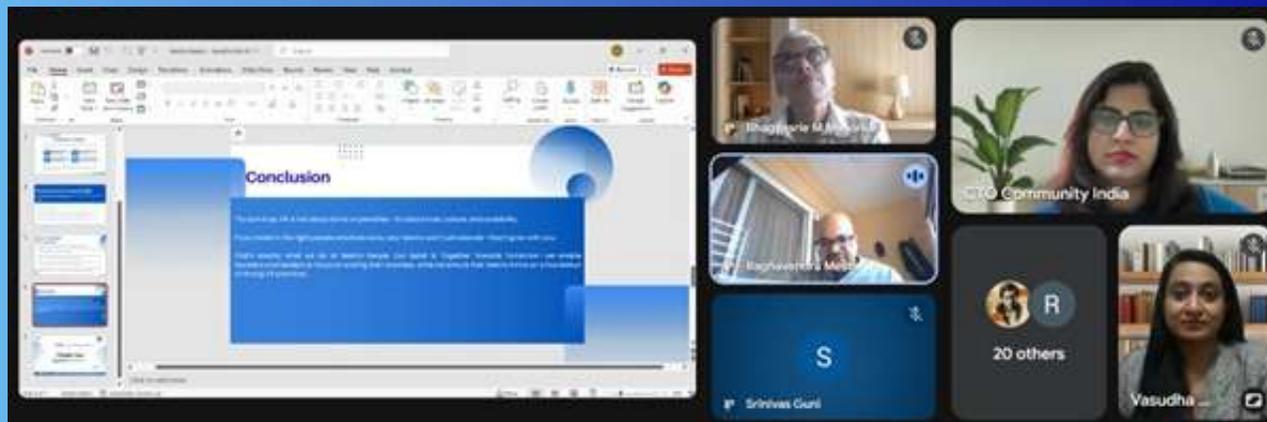
AUDIENCE Q&A

The event concluded with an interactive Q&A that allowed participants to pose questions and receive actionable guidance directly from the speakers.

OUR MISSION FOR STARTUPS & LEADERS

- Through this session, CTO Community aimed to bridge the gap between experience and execution, giving **STARTUPS** and **TECH LEADERS** not just theory, but actionable insights on building teams that thrive, products that scale, and pitches that resonate with investors.
- The focus was on translating real-world lessons from seasoned tech leaders into practical strategies that founders and emerging CTOs can immediately apply.
- By highlighting the interplay of **PEOPLE, PRODUCT, AND PITCH**, the session showcased how strategic leadership decisions can directly influence startup success and growth.

HIGHLIGHTS FROM THE SESSION



STAY CONNECTED



- LinkedIn: Join our vibrant network of tech leaders and innovators → LINK



- Email: Got ideas or questions? We'd love to hear from you → ctocommunityindia@ctocom.net

