



ARE YOU READY FOR
BUSINESS
TRANSFORMATION?

SoFi Stadium

Broadcast from Office Beacon's
HQ at SoFi Stadium

ZOOM WEBINAR
WORKSHOP
BUILDING PREDICTABLE
REVENUE

In Partnership With





ZOOM WEBINAR
ITINERARY

11:00 AM **Webinar Start Time**

- Panel Introductions
- Agenda

11:05 - 11:45 AM **Panel Discussion**

- Join us for lunch at Office Beacon's Stage Suite at SoFi Stadium. Learn about Predictable Revenue models and how Office Beacon scaled to 3500 employees and unlocked profitability for 1000s of its clients.

11:45 AM **Q&A - Discussion Wrap Up**

- Join us for some great conversation for this webinar hosted from Office Beacon HQ at SoFi Stadium, the most expensive stadium ever built.

***For further information: Monique Fabia
Executive Assistant to Pranav Dalal
monique@officebeacon.com
Ph: (310) 789 2112***

Office BEACON



YOUR HOST PRANAV DALAL

Founder & Chief
Disruption Officer

In 2001, armed with only two thousand dollars, Pranav Dalal flew to Vadodara, India and founded Office Beacon.

Fast forward twenty years later, Office Beacon is now one of the world's leading remote staffing providers. With three thousand employees and growing exponentially, and offices in India, the Philippines, Africa, Uruguay, Australia, the US, and Canada, Office Beacon provides remote staffing solutions to dozens of industries and thousands of clients globally.

Prior to Office Beacon, Dalal founded Pacific Content LLC, which licensed video games and other content to thousands of retailers including Best Buy, Amazon, Apple, and eBay. After turning into the world's largest provider of online content, Pacific Content LLC was acquired by Rovi, a John Kluge/Metromedia funded the company and was eventually acquired by Tivo.

Dalal credits his business aspirations to the experiences he encountered while working in the corporate world. Upon graduating from university, Dalal held several senior positions in various industries in the US and Canada, notably Cantel Rogers/AT&T, Fidelity Investments, PC Mall, and MacMall.

A strong believer of continuous learning, Dalal completed the following educational pursuits:

Harvard Business School

- Owner/President Management Program (OPM)

Schulich School of Business, York University

- Master in Business Administration (MBA)

University of Toronto

- Bachelor of Economics

With millions of client hours under its belt, Office Beacon has offices in the US, Canada, India, Philippines, Uruguay, Australia and



FORMER SENIOR EXECUTIVE & MEMBER
Global Strategic Steering Committee



**FOUNDER OF ROVI
ENTERTAINMENT CONTENT**
(Acquired by Tivo)



**Harvard
Business
School**

3-YEAR PROGRAM
Owner President Management Program
(OPM)



Office BEACON



YOUR HOST
**CAROLINE
DALAL**

Chief Strategic
Partnerships Officer

Caroline is no stranger to breaking barriers and blazing trails throughout her career as a journalist and entrepreneur. After graduating from the University of Toronto with a BA (Honours) degree in Communications and English Literature, Caroline launched her journalism career at OMNI Television as their youngest on-air journalist. During her nine years at OMNI, Caroline anchored, produced, and reported the news, covering numerous high-profile stories and people including 9/11 and Nelson Mandela. She was instrumental in shining a light on domestic violence abuse within immigrant communities.

Caroline's compassion, hard work, and tenacity drew the attention of CTV who hired her as their first South Asian female reporter. Caroline worked at CTV for five years covering both mainstream news and challenges facing immigrant communities, as well as breaking news about the SARS virus. Inspired by the stories she told and the people she met throughout her journalism career, she pursued

entrepreneurship. She founded Catur Agency to provide digital branding and communication services to North America's most prominent builders. She steered campaigns to sell over a billion dollars worth of real estate and earned several prestigious digital marketing awards from the Building Industry Land and Development Association.

Caroline took her passion for entrepreneurship to the next level when she moved to the United States becoming the co-managing partner of two companies - Flowz and Office Beacon. As Flowz's Chief Strategic Officer, Caroline is responsible for leading the innovation of the Flowz Business Software platform. In addition, Caroline is Office Beacon's Chief Strategic Partnerships Officer and is responsible for cementing lucrative partnerships that contribute to Office Beacon's bottom line. Under the leadership of Caroline's strategic efforts since 2012, Office Beacon's bottom line has quadrupled. Among many partnerships, Caroline successfully negotiated for Office Beacon to be the official virtual assistant provider.



AWARD WINNING NEWS ANCHOR
Canada's Largest TV News Network



AWARD WINNING AD AGENCY OWNER
North America's Largest Real Estate
Developer Association



WITH HONORS
Bachelor of Arts, Journalism



In the 1988 NFL Draft, the Los Angeles Rams selected James Washington in the fifth round (137th overall). After two years with the Rams, James was signed by the Dallas Cowboys in 1990, where he gained the nickname "Drive-by" for his hard-hitting" defense back skills.

James made an interception in the first quarter of Super Bowl XXVII against the Buffalo Bills, which led to the Cowboys' first touchdown and a record nine turnovers. He started at free safety in Super Bowl XXVIII since the Buffalo Bills ran a three-receiver single back formation and the Cowboy's defense was mostly nickel, which is five defensive backs. James made the best of this starting opportunity by recording a fumble return for a touchdown, causing a mishandling that was recovered by Leon Lett and an interception. One of James' best performances came in Super Bowl XXVIII when Thurman Thomas

fumbled after being tackled by Leo Lett. The ball was successfully returned by Washington for a 46-yard touchdown to tie the game (13-13). As a result of his dominating performance, he was considered a strong MVP consideration.

James co-hosted FOX Sports Radio's flagship morning show "Out of Bounds" with Craig Shemon. The interactive video college football breakdowns on Foxsports.net also featured him. James still serves as an analyst during UCLA football games for Fox Sports. He produces and hosts the UCLA coach's show that air on FSN. Currently, James is the Southern California Chapter President of the NFL Alumni Association. In his role as Vice President of VIP Sales at Office Beacon, James plays a crucial role in building relationships and closing deals.



TOP 50 SUPER BOWL PERFORMANCES
Two-time Super Bowl Champion



**SOUTHERN CALIFORNIA
CHAPTER PRESIDENT**
NFL Alumni Association



CO-HOST
Out of Bounds with Craig Shemon
FOX Sports Radio



TESTIMONIALS



Ashkaan Hassan, Esq
Founder & CEO, We Solve Problems

"I'm really impressed with the fact that you built a business on a premise that is contrary to one of the most prolific bits of business advice: pick a niche and stick with it. You are proving that there's a place for going in the exact opposite direction."



Jason Zdenek
President, Mobile Illumination

"The recent Lunch 'n Learn hosted by Pranav of Office Beacon was a 10 out of 10. The location being at SoFi Stadium was a huge plus, but the real value was in the content and insight from Pranav himself. In a dynamic and changing industry, Pranav deserves the title of Chief Disruption Officer. He successfully bridged the gap between remote workers and local customer service. This is a true testament to the processes and systems they have put in place for their clients. I am looking forward to his journey ahead."



Dee Soffer
Chief Executive Officer, Optima Enterprises

I loved to hear the inspirational stories of NFL legends James Washington and Walter Thurmond of how they turned athletic abilities into entrepreneurial success. Pranav shared with us his lessons of how to create predictable revenue model and the story behind Office Beacon's success. What stood out for me is his humility, kindness, and ongoing passion for what he does. Thank you for a great learning opportunity!



TESTIMONIALS



Chad Zdenek
CEO, CSQ Properties and CSQ Development

"I joined Pranav and the Office Beacon team at SoFi Stadium for a Lunch 'N Learn event. **The venue was amazing but hearing the Office Beacon story and Pranav's approach to being disruptive was truly inspiring.** As a business owner, I admire what he has done with Office Beacon. Even after 20 years, he continues to reinvent the company and chase audacious goals."



Adam Horowitz
Principal at Lever Capital Partners

"Pranav Dalal's lunch and learn was titled **"Building Predictable Income"** and that's what he brought to the table. His ability to speak on the subject was due to his introspective look into his decisions in the past that got him here, where the company currently sits, and a detailed look into the future. **The most relevant aspect of the event for me came when Pranav spoke about his passions and how he's able to employ them at the company...and they aren't what you might think."**



**OFFICIAL
PARTNERSHIPS**



SoFi Stadium
Official Executive Suite Partner



In its 22nd year of operations, Office Beacon has become one of the largest providers of remote staff to businesses globally.

Headquartered in Los Angeles, Office Beacon employs over 5500 full-time professionals working from India, the Philippines, Uruguay, Mexico, and Africa.