

# Dartmouth Ventures 2015

a day-long conference and competition

Friday 10 April 2015 | Hanover Inn | Dartmouth College

ENTREPRENEURIAL  
JOURNEYS



**7:30 AM** Continental Breakfast Buffet | *Hayward Room & Pre-function Space (lobby level), Hanover Inn*

**7:45 AM** Registration | *Registration desk, Pre-function Space (lobby level), Hanover Inn*  
Pick up name tag and program

**8:30 AM** Welcome and Opening Remarks | *Grand Ballroom, Hanover Inn*

**Jamie Coughlin**

Director, Entrepreneurship  
Dartmouth College

**Trip Davis D'90**

Executive Director, Office of Entrepreneurship and Technology Transfer  
Dartmouth College

**Tillman Gerngross**

Associate Provost, Office of Entrepreneurship and Technology Transfer  
Professor of Bioengineering, Thayer School of Engineering  
Dartmouth College

**9:00 AM** Keynote Speakers | *Grand Ballroom, Hanover Inn*

David Brewster T'02  
Co-Founder & President  
EnerNOC, Inc.

Tim Healy D'91, T'02  
Co-Founder, CEO & Chairman of the Board  
EnerNOC, Inc.

**10:15 AM** Break | Network, take a snack, select your next session, and find a seat

**10:15-11:45 AM** Startup Showcase | *Pre-function Space (lobby level) and Conference Floor (lower level)*

10:45 AM	Session 1	Session 2	Session 3	Session 4
	Minute to Pitch It	Early-Stage Financing	Research, Innovation, and Successful Commercialization	Arts and Entrepreneurship
	<i>West Ballroom</i>	<i>East Ballroom</i>	<i>Hayward Room</i>	<i>Ford/Sayer Room</i>
	<b>Discussants</b>	<b>Discussants</b>	<b>Discussants</b>	<b>Discussants</b>
	Jeremy Katz D'95 Tim McAdam D'90 Geoff Pardo Tim Tregubov	Liam Donohue T'95 Andrea Johnson D'91 Amanda Reed D'86 Matt Rightmire T'96	David Delucia D'80 Hoyoung Huh D'91 Brenda Jarrell Jodie Morrison Brad Prosek	Vid Guerrerio D'96 Simon Pearce Alexander Stockton D'15 Julie Van Bargaen Thom D'03
	<b>Moderator</b>	<b>Moderator</b>	<b>Moderator</b>	<b>Moderator</b>
	Jamie Coughlin	Tom Naughton D'89, T'96	Tillman Gerngross	Jeff James

**11:45 AM** Lunch  
Boxed lunches | *Pre-function Space (lobby level) and Conference Floor (lower level)*

**Three Eating Locations**

- 1 - Enjoy lunch | *Drake Room (lower level)* with Startup Showcase presenters (open seating)
- 2 - Take your lunch into one of the four lunchtime workshops (see program schedule)
- 3 - Roam the conference floor and network

**11:45 AM-1:30 PM** Startup Showcase | *Pre-function Space (lobby level) and Conference Floor (lower level)*

**12:30 PM** **The Lean Startup Workshop Series**

<b>Workshop 1</b>	<b>Workshop 2</b>	<b>Workshop 3</b>	<b>Workshop 4</b>
Minimum Viable Product <i>West Ballroom</i>	Startup Operations Boot Camp <i>East Ballroom</i>	Leading Entrepreneurial Organizations <i>Hayward Room</i>	Angel and Crowdfunding <i>Ford/Sayer Room</i>
<b>Workshop Leader</b> Tom Beecher D'89	<b>Workshop Leader</b> Jamie Coughlin	<b>Workshop Leader</b> Steve Kahl D'91	<b>Workshop Leader</b> Michael Collins D'86
<b>Attorney Round Tables</b>			
From Startup to Incorporation <i>McFate Room - (Room Capacity 12)</i> Mark Stein D'84		Intellectual Property <i>Moosilauke Room - (Room Capacity 12)</i> Bill Loginov D'85	

**1:30 PM** **Beverage break**

**1:45 PM** **Fireside Chats**

Building and Selling a West Coast Web Company <i>West Ballroom</i> Andrea Johnson D'91 <b>Moderator</b> Trip Davis D'90	Building a Billion Dollar BioTech Company <i>East Ballroom</i> Tillman Gerngross <b>Moderator</b> Hayoung Huh D'91
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**2:45 PM** **Break**

**2:45-4:15 PM** **Startup Showcase | Pre-function Space (lobby level) and Conference Floor (lower level)**

<b>Session 5</b>	<b>Session 6</b>	<b>Session 7</b>	<b>Session 8</b>
VC Simulation Pitch <i>West Ballroom</i>	Decisions Made from the Trenches <i>East Ballroom</i>	Tech CEOs' Path to Success <i>Hayward Room</i>	Social Ventures <i>Ford/Sayer Room</i>
<b>Discussant</b> Jeff Crowe D'78 <b>Presenters</b> Tim Dybvig Adam Groff D'99 <b>Moderator</b> Tom Naughton D'89, T'96	<b>Discussants</b> Sam Alexander T'14 Kevin Isett TH'11 Aaron Kaplan Kristine Keheley D'86 <b>Moderator</b> Joaquin Villarreal T'08	<b>Discussants</b> Vanessa Green D'05 Amanda Reed D'86 Anna Stork D'08 Laura Yecies D'84 <b>Moderator</b> Maia Josebachvili D'05	<b>Discussants</b> Rob Adams D'90 Sarah Alexander D'14 Rosi Kerr D'97 Deb Kemper T'95 <b>Moderator</b> Andrew Samwick

**4:15 PM** **Break**

<b>4:45 PM-6:15 PM</b> <b>DV15 Entrepreneurship Contest - Final Round   Grand Ballroom</b>	
<b>Host</b> Phil Ferneau D'84, T'96	<b>Judges</b> Jeremy Katz D'95 Maia Josebachvili D'05 Alex Tonelli D'06

**6:15 PM** **Closing Mixer Brought to you by Borealis Ventures | Hayward Room, Pre-function Space (lobby level), and Grand Ballroom**

**6:25 PM** **Voting Closes for People's Choice Award**

**7:00 PM** **DV15 Contest Winners and People's Choice Award Announced**