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ARCHIVES - 2005

Illinois Institute of Technology: 2005 Agenda

8:00 - 8:45 Registration, Continental Breakfast & Networking

- The work of authors and speakers will be featured during the workshop, including Barry Moltz, co-founder of Prairie Angels LLC, and author of *You Need to be a Little Crazy: The Truth about Starting and Growing Your Own Business*, with opportunities for book signings.
- Exhibits portray the range of universities, service providers and other organizations that help entrepreneurs grow and sustain new ventures in the Chicago area.

8:45 - 9:00 Overview

ITT Welcome

Dennis Roberson, Vice Provost, New Initiatives, Executive Director, Institute of Business & Interprofessional Studies

I2V Overview

Ken Johnson, Executive Director, Jules F. Knapp Entrepreneurship Center
David Pistrui, Coleman Foundation Chair in Entrepreneurship, Industry Professor of Business, IIT
Humera Fasihuddin, National Collegiate Inventors & Innovators Alliance

I2V Program Chairman

Tom Jacobius, Director, Interprofessional Studies & The Interprofessional Projects (IPRO) Program, IIT

9:00 - 10:00 Session I. The Question: Is Technology Entrepreneurship for Me?

Reflecting on Personal Values, Entrepreneurial Spirit, Commercialization Paths and the Value of a Team

Moderator

Jay Fisher, Director, Ed Kaplan Entrepreneurial Studies Program, IIT
Entrepreneurs Share their Experiences

Recounting their own first-hand experiences and lessons learned, entrepreneurs enlighten your thinking about whether entrepreneurship is a good fit with your personal values, commercialization concepts and take on teamwork.

- S. Christopher Gladwin, President & CEO, CleverSafe
- Marc Cohen, President & CEO, SixtySevenKiloherz
- Said Al-Hallaj, Founder, All Cell Technologies LLC and Research Associate Professor in Chemical Engineering & Coordinator, Renewable Energy Programs, IIT

10:00 - 10:30 Break/Networking Opportunities

10:30 - 11:30 Session II. The Idea: Identifying & Evaluating an Opportunity

Validating the Need, the Idea, the Product, the Customer and the Competition
Moderator & Speaker

Chris Conley, Associate Professor and head of Human-Centered Product Design, Institute of Design, IIT

Panel

Provocative discussion about best practices and experiences in identifying, assessing and validating new venture opportunities.

- Bob Gonzalez, CEO & President, Founder, NewNeural LLC
- Bob Okabe, Managing Director, RPX Group LLC

- S. Christopher Gladwin, President & CEO, Cleversafe
- 11:30 - 1:30 Luncheon, Networking & Keynote Speech
- Luncheon offers choices of seating by entrepreneurial topics and speakers
 - Keynote Speech: James Lowry, Senior Vice President & Director, Boston Consulting Group
- 1:30 - 3:00 Session III. The Team: Crossing Professional Boundaries to Achieve Awesome Results
Three Parallel Tracks: The Venture Team + The University + The Law

Attendees participate in one of three tracks, depending on current needs and interests:

Track A. The Venture Team & Its Resources

Moderator & Speaker

Tom Fitzpatrick, CEO, 2200 Ventures

Speakers

- Troy Henikoff, President, Amacai Information Corporation
- Keith Guenther, Business Productivity Advisor, Microsoft

Panel Discussion

Join the stimulating discussion and audience interaction with our experienced panel of speakers. The focus is on the value of a team in advancing new venture goals, considering the importance and challenge in creating the new venture team itself or developing a supportive resource network that includes the service provider community.

Track B. The University & Its Resources

Moderator

Bret Johnson, Assistant Director, ITEC-Evanston, Northwestern University

Speaker

- Ed Coyle, Professor of Electrical and Computer Engineering, Co-Director of the Center for Wireless Systems and Applications (CWSA), and Director of the EPICS Entrepreneurship Initiative (EEI), Purdue University

Panel Discussion

Broaden your perspectives on the amazing range of resources and expertise available within the university and its environs that serve the needs of innovative students, faculty, alums and the entrepreneurial community; and lead to licensing and new venture partnerships for mutual benefit. The panelists share ways to access the range of contacts and expertise that can help achieve your goals and help address your specific concerns.

- Alyssa Schiffman, Program Coordinator, Coleman Entrepreneurship Center, DePaul University
- Bob Anderson, Director, Intellectual Property & Technology Transfer IIT
- Linda Darragh, Director of Entrepreneurship Programs and Adjunct Associate Professor of Entrepreneurship, The University of Chicago GSB
- Ken Levin, Deputy Director, Office of Technology & Intellectual Property, The University of Chicago
- TBA, Office of Technology Management, University of Illinois at Chicago

Track C. The Law – From IP Protection to Venture Formation

Moderator

Douglas Tucker, Corporate Services Group, Quarles & Brady LLP

Speakers

- Jason Engel, IP Clinic at IIT Chicago-Kent, Chicago IP Alliance and member, IP Group at Bell, Boyd & Lloyd LLC
- Douglas Tucker, Corporate Services Group, Quarles & Brady LLP
- Ken Johnson, Executive Director, Jules F. Knapp Entrepreneurship Center, IIT

Panel Discussion

Our speakers share their experiences and insight concerning the legal issues that are pervasive in taking an idea to the market. This can range from protecting intellectual property (patents, copyrights and know how) to establishing ownership, valuation, new venture formation, strategic relationships and competitive positioning. You have an opportunity to ask the important questions about protecting and capitalizing on your idea that you have always wondered about.

3:00 - 3:30 Break/Networking

Opportunities to network with others in specialized areas of technology and business that interest you.

3:30 - 5:00 Session IV. The Plan: Preparing, Communicating & Financing

Moderator Ken Johnson, Executive Director, Jules F. Knapp Entrepreneurship Center, IIT

Part A. *Preparing the Business Plan*

- Barry Moltz, Co-Founder, Prairie Angels LLC and Instructor in Entrepreneurship, IIT

Part B. *Communicating the Vision & the Passion*

- Waverly Deutsch, Adjunct Assistant Professor of Entrepreneurship, The University of Chicago GSB and Founder, WaveWords Consulting

Part C. *Finding Financing*

Panel Discussion

Listen to what our panelists have to say about funding your concept, and get an eye-opening reality check...not necessarily the type of check you may have hoped for in your quest for financial backing! From being creative about tapping your own resources, to identifying angel investors, foundation and government grants (think NCIIA and SBIR) and ultimately, perhaps, venture capital financing, you will be amazed at the range of opportunities and the opportunity for some of the hardest work you will ever do, in finding funding for your venture.

- Bob Anderson, director, Intellectual Property & Technology Transfer, IIT
- Bob Lepkowski, Angel Investor & VC-in-Residence, ITEC-Evanston
- Douglas Tucker, Corporate Services Group, Quarles & Brady LLP

5:00-7:00 Reception & Networking with Segway Demos

Attendees can test their gliding skills on Segway Human Transporters while enjoying refreshments and continued networking

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