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## ARCHIVES - 2006

### I2V Lowell: Agenda

#### 8:00 am

Continental breakfast and registration

Welcome

John Wooding, UMass Lowell Provost  
Humera Fasihuddin, I2V Program Manager, NCIIA  
Abigail Barrow, MTTC

9:15

Is Technology entrepreneurship for you?

Russ Guadiana, VP of R&D, Konarka

10:00

Idea validation and opportunity assessment

Moderator: Abigail Barrow, The Massachusetts Technology Transfer Center

Panel:

Kedar Gupta, CEO, GT Equipment Technologies  
Valerie Kijewski, Professor, UMass Lowell  
Robert Crowley, CEO, Massachusetts Technology Development Corporation (MTDC)

10:45

Break

11:00

Marketing and sales for early stage companies

Moderator: Beebe Nelson, Professor, UMass Lowell

Panel:

Peter Hughes, CTO, Vectrix  
Phil Papoojian, President & COO, Mereco  
Louis Petrovic, CVIP Director, UMass Lowell

11:45

Building the team

Moderator: Sheila Webber, Professor, UMass Lowell

Panel:

Anne Wallace, Principal, MMT  
John Lock, Founder, Advanced Conductors  
Tod Perry, Founder, Acillix

#### 12:15 pm

Lunch and Keynote Speaker

Clean Energy: The Global Imperative

Steven J. Strong, Founder and President, Solar Design Associates

1:30

Issues in intellectual property  
Navigating a Minefield

Introduction: Abigail Barrow, MTTC

Speaker: George Xixis, Partner, Nutter McClennan & Fish LLP

2:15

The perfect business plan, slide show, & "elevator speech"

Moderator: Jim Walker, Director, Global Utilities Strategy and Development, Sun Microsystems, Inc.

Panel:

Linda Plano, Associate Director, MTTC

Rainer Frost, Director and Counsel, Investors Bank & Trust Company

3:00

Break

3:15 - Finding the Money

Perspectives from Investors

Angels, VC's successful entrepreneurs

Moderator:

Karina Funk, Emerging Technologies Manager, Massachusetts Renewable Energy Trust (MRET)

Panel:

Eric Emmons, Director, Massachusetts Green Energy Fund

Dan Goldman, Director, New Energy Capital

**4:15**

Wrap-up

Abigail Barrow, MTTC

Humera Fasihuddin, NCIIA

Linda Plano, MTTC

Paul Wormser, Entrepreneur-in-Residence, UMass Lowell

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