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ARCHIVES - 2006

I2V Philadelphia Agenda

8:30 am

Continental breakfast and registration

9:00

Welcome and About NCIIA

9:15

What is Technology Entrepreneurship Anyway?
Is Technology entrepreneurship for you?

Charles Robins, Fairmont Partners

10:00

Break

10:15

Idea validation and Opportunity assessment

Jane Hoffer, Prescient Applied Technologies
Christopher Starr, Innovation Philadelphia

11:00

Marketing and Sales for Early Stage Companies

Jennifer Guinan, Sage Strategic Marketing

11:45

Issues in Intellectual Property Licensing

Christopher R. DeFusco, Vice President, Textronics
Lisa Casey Spaniel, Associate, Blank Rome LLP
Jeffrey Taylor, Associate, Blank Rome LLP

12:30 pm

Lunch

1:30

Building the Team

Elaine Jones, Euclid SR
Richard "Rick" Malcolm, Ph.D., Chief Executive Officer, Acurian

2:15

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

Skip Shuda, Team and a Dream
Kimberle Levin, Teknuko

3:00

Break

3:15

Finding the Money

Terrence Hicks, Vice-President, Ben Franklin Technology Partners of Southeastern
Pennsylvania (BFTP/SEP)
Wayne Kimmel, Eastern Technology Fund
Annette Tobia, Dynamis Therapeutics

4:15

Ending Remarks

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