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## ARCHIVES - 2005

### UNIVERSITY OF MASSACHUSETTS Amherst: Agenda

- 8:00  
Continental breakfast and registration
- 9:00  
Welcome / About the NCIIA  
Michael Malone  
Dean of Engineering at UMASS  
Joseph Steig NCIIA
- 9:15  
Is Technology Entrepreneurship for you?  
Ed Heon Comergent  
Mark Parent Comergent  
Tripp Peake Worcester Capital Partners/Long River Ventures
- 10:00  
Building the University Based Venture  
Barbara Osborne Professor of Immunology at UMASS
- 10:30  
Break
- 10:45  
Idea Validation and opportunity assessment  
Mark Lester Forge Partners, LLC  
Marketing and sales: Speaker and Panel Discussion  
Karen Utgoff [Utgoff Consulting](#)  
Scott deFelice [Oxford Performance Materials](#)  
Paul Silva [All inPlay](#)  
Mike Giles [Furl.com](#)  
Mahmud Awan [RTC](#)
- 12:30  
Lunch & Networking
- 1:30  
Issues in Intellectual Property  
Ed Gates Wolf, Greenfield, Sacks
- 2:15  
Building the business plan and the business pitch  
Peter Rothstein Allegro Strategy
- 3:00  
Break
- 3:15  
Finance Panel  
Joseph Steig Moderator from River Valley Investors  
Tripp Peake Worcester Capital Partners/Long River Ventures  
  
Chris Sikes Western Mass Enterprise Fund  
Linda Peters Isenberg School of Management, UMASS

4:15  
Ending remarks

4:30  
Adjourn

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