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## ARCHIVES - 2006



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### I2V UMass Dartmouth: Agenda

- 8:00 Continental breakfast and registration
- 8:30 Welcome / About the NCIIA  
Eileen Peacock, Dean of the Charlton College of Business, UMass Dartmouth  
Lou Petrovic, Director, ATMC  
Humera Fasihuddin, Program Director, NCIIA
- What is Technology Entrepreneurship?  
John Miller, ATMC
- 9:00 Is Technology Entrepreneurship for you?  
Tom Lambalot, Assistant Dean College of Engineering for Development
- 9:45 Idea Validation and Opportunity Assessment  
Rana Gupta, Managing Director, Navigator Technology Ventures
- 10:30 Break
- 10:45 Issues in Intellectual Property Licensing  
Pat Gasbarro, Partner, Hinckley, Allen & Snyder LLP
- 11:30 Marketing and Sales for Early Stage Companies  
John Chopoorian, Chancellor Professor of Marketing, Charlton College of Business
- 12:15 Lunch
- 1:15 Building the Team  
Daniel J. McCoy is Managing Director and CEO of The Jeremiah Group, LLC.  
Commentary by Bob Anderson, Entrepreneur & President, OceanServer Technology, Inc
- 2:00 The Plan, Powerpoint, Elevator Speech  
Lee Hower, Senior Associate, Point Judith Capital
- 2:45 Break
- 3:00

Finding the Money

Melinda Ailes, Southeastern Massachusetts Regional Small Business Development Center (SBDC)  
Robert Crowley, President, Massachusetts Technology Development Corporation, (MTDC)  
William Jackson, Brown Research Foundation  
Bob Anderson, Entrepreneur & President, OceanServer Technology, Inc

4:30

Adjourn

John Miller, ATMC and Eileen Peacock, Dean of the Charlton College of Business, UMass Dartmouth

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NCIIA • 100 Venture Way, Hadley MA 01035 • Tel: 1.413.587.2172 • Fax: 1.413.587.2175 • [www.nciia.org](http://www.nciia.org) •  
[info@invention2venture.org](mailto:info@invention2venture.org)  
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