The Boston University Technology Entrepreneurship Night (TEN) is an event which brings together students from the college of engineering and the school of management to understand and think constructively about building businesses around the ongoing cutting edge research happening at Boston University.

The event is run entirely by the Student Association of Graduate Engineers (SAGE) and the School of Management's (SMG) Entrepreneurs Club. The TEN has been very successful in the past and is being held for the eighth consecutive year.

The TEN includes a number of panel discussions on various technical topics to help students recognize and understand needs and requirements of product markets. The panels are comprised of entrepreneurs, venture capitalists, attorneys, and other professionals and will discuss issues associated with developing products and applying technology to solve problems in particular markets.

Additionally, panelists will share some of their experiences as entrepreneurs. The panel discussions are the perfect place for budding entrepreneurs to learn and ask questions of people who have already successfully taken technology to the marketplace.

Following the panel discussions, students have the opportunity to meet, talk, and network with panelists at a sit-down dinner.
# Table of Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Event Detail</td>
<td>2</td>
</tr>
<tr>
<td>Energy Panel</td>
<td>3</td>
</tr>
<tr>
<td>Biotechnology Panel</td>
<td>6</td>
</tr>
<tr>
<td>Start Your Own Company</td>
<td>9</td>
</tr>
<tr>
<td>Sponsors</td>
<td>15</td>
</tr>
<tr>
<td>Credits</td>
<td>16</td>
</tr>
</tbody>
</table>
# Event Detail

<table>
<thead>
<tr>
<th>Event</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registration and Networking</td>
<td>5:15 – 5:45 pm</td>
</tr>
<tr>
<td>(SMG Atrium)</td>
<td></td>
</tr>
<tr>
<td>Panel Session I</td>
<td>6:00 – 6:50 pm</td>
</tr>
<tr>
<td>Energy Panel</td>
<td></td>
</tr>
<tr>
<td>(Room 222)</td>
<td></td>
</tr>
<tr>
<td>Start Your Own Company</td>
<td></td>
</tr>
<tr>
<td>(Room 208)</td>
<td></td>
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<tr>
<td>Networking Break</td>
<td>6:50 – 7:10 pm</td>
</tr>
<tr>
<td>Panel Session II</td>
<td>7:10 – 8:00 pm</td>
</tr>
<tr>
<td>Biotechnology Panel</td>
<td></td>
</tr>
<tr>
<td>(Room 222)</td>
<td></td>
</tr>
<tr>
<td>Start Your Own Company</td>
<td></td>
</tr>
<tr>
<td>(Room 208)</td>
<td></td>
</tr>
<tr>
<td>Networking Break</td>
<td>8:00 – 8:20 pm</td>
</tr>
<tr>
<td>Dinner</td>
<td>8:20 – 10:00 pm</td>
</tr>
<tr>
<td>(4th Floor Conference Room)</td>
<td></td>
</tr>
</tbody>
</table>
Energy

With ever increasing energy demand, the topic of clean/renewable energy has been on and off for the past few decades. In recent years clean technologies grabbed the attention of governments worldwide and venture capitalist, thrusting clean technology into the center of new research and start-up funding. While numerous clean-tech start ups are making the headlines, some of the major corporations are also going 'green'. Will the green technologies be 'evergreen' or is it a big bubble in the making? In this panel, we will be surveying the renewable energy landscape to see where the technology is at now, what lies further down the road, and what unique challenges face the entrepreneur venturing into clean technology.

Panelist

Riccardo Signorelli
President and CEO of FastCAP Systems

Dr. Signorelli completed his Ph.D. in 2009 at the MIT at the Laboratory for Electromagnetic and Electronic Systems, where he spent six years co-designing and co-developing FastCAP’s low-cost, high-energy and high-power density ultracapacitor. During his doctoral work, Dr. Signorelli led and managed an interdepartmental team of postdoctoral associates, graduate and undergraduate students, and laboratory technicians focused on the development of the nanotube enhanced ultracapacitor technology. Prior to joining MIT in 2003, Dr. Signorelli worked as a researcher at GE Global Research, in Schenectady, NY, as an Engineer at Siemens AG in Erlangen, Germany, and at EXIDE Technology in Italy. Dr. Signorelli received his Laurea cum Laude from the Polytechnic Institute of Milano and his Master of Science in Engineering from the University of Texas at Austin in 2002.
Energy

Edison Almeida  
SKYNJA Founder and Chief Executive Officer

Mr. Almeida has over 12 years experience in the information technology and telecom industries. Edison started his career designing cellular networks for wireless carriers at Motorola. In 2000 Edison joined inCode Wireless, a leader in strategy, integration, and engineering consulting for the wireless industry. After completing his MBA at Babson College, Edison took on the role of Enterprise Sales Director for VeriSign. He was responsible for developing corporate relationships, strategizing account planning, leading proposal and pursuit teams, identifying business opportunities, and closing sales contracts.

In 2009 Edison founded Skynja, a social-media web platform integrated to a consumer-focused simplified smart-grid that enables unprecedented electricity management by residential consumers. Skynja leads electricity awareness for sustainability.

Perry Grossman  
Founder of LED 2.0

Perry Grossman is leading marketing and business development efforts at LED 2.0, a smart LED lighting solution provider. Perry has 10 years of experience in new product development working with teams to create and refine customer value propositions on many international projects, and managing multi-million dollar department budgets. Prior to LED 2.0, Perry led new product trials at Orange Labs Boston, an R&D group of France Telecom. Perry completed the Energy Start Smart program at MIT in 2009 and received his MBA from the Boston University Graduate School of Management in January 2007. Perry also has a PhD in Sociology from New York University, with a dissertation on Globalization, Trade and Environmental Issues.
Jeffrey M. Engerman  
Associate, Gunderson Dettmer  

Jeffrey is a corporate and securities associate at Gunderson Dettmer in Boston. He specializes in the representation of emerging growth companies throughout their lifecycles. Jeff is broadly experienced with corporate formation and governance matters, venture capital financing transactions, and a variety of M&A transaction structures. Jeffrey represents a wide variety of technology companies from consumer internet, software, telecommunications, and entertainment technology industries, as well as a number of leading venture capital firms. Jeffrey received his J.D. from Harvard University and his B.A. in American Studies from Evergreen State College.

Paul McManus  
Professor and Moderator, Boston University  

Paul McManus is an Executive-in-Residence and Lecturer at the School of Management at Boston University. In addition, he holds an appointment as Director, International Programs for ITEC. He brings over thirty years of high technology and venture capital industry experience into the classroom at the undergraduate, MBA, International Diploma and Executive Education levels.

Prior to joining the faculty at Boston University in 2006, Mr. McManus was a Venture Partner with Boston Millennia Partners, a $750M venture capital fund with international investments in early stage technology companies in the life sciences, healthcare, medical device, information technology and telecommunications industries. Previously, he was a management consultant, corporate new venture executive, product manager and engineer in the high tech industry. Mr. McManus is member of the New England Clean Energy Council’s Fellowship Committee in Cambridge, MA and a Trustee of the Neighborhood House Charter School in Dorchester, MA.
Biotechnology

Biomedical research is an evolutionary process utilizing biotechnology techniques to promote the understanding, treatment and prevention of human diseases. In this panel, attendees will have the chance to learn which technologies/research outcomes have made it to the market or in the development stage. Panelists ranging from entrepreneur, researchers to investors in the field will discuss the major issues related to starting a biomedical oriented business and share their valuable experiences with the audience.

Panelist

David Spenciner
COO BioIntraface, Inc.

David Spenciner, P.E., Sc.M., M.B.A is currently COO at BioIntraface, Inc. a medical device start-up with a technology for anti-microbial coatings. Previously, David was a part-time associate at Excel Medical Ventures. David also started and managed a medical device testing laboratory for the RIH Orthopaedic Foundation in Providence, Rhode Island. Over the course of eight years, David grew this successful medical device testing laboratory from zero to nearly 100 US and international clients.

Additionally, he authored or co-authored 18 technical publications and 43 poster and podium presentations. He is active in multiple professional and technical societies and currently co-chairs the ASTM International subcommittee for spinal devices.
Benjamin M. Hron, Esq.  
**Business Law Attorney**

Ben Hron is a business law attorney whose practice focuses on advising private companies, most in the life sciences and information technology industries, on general corporate matters, angel and venture capital financing, mergers and acquisitions, securities law compliance, strategic collaborations and technology licensing. Ben has also represented several venture capital firms in connection with their investments in portfolio companies. Prior to co-founding VC Ready Law Group, Ben worked as a business law attorney at two prominent Boston law firms. Ben received a Juris Doctor from Harvard and a Bachelor of Arts (magna cum laude) in Biology and Political Science from Carleton College. He is admitted to practice law in Massachusetts.

**Timothy H. Ehrlich**  
**Partner, Gunderson Dettmer**

Tim is a partner in the Boston office of Gunderson Dettmer heading up the IP and Corporate Partnering Group. His practice focuses primarily on the representation of public and private life science companies in the biotechnology, pharmaceutical and medical device industries, with particular focus on structuring and negotiating complex "bet-the-company" intellectual property collaboration, corporate partnering, joint venture, spin-out, co-marketing, co-promotion, and strategic alliances. Prior to joining Gunderson Dettmer Tim worked in the Silicon Valley office of Latham & Watkins LLP where he had a similar type of practice representing West Coast-based companies. Prior to entering into private practice Timothy served as a law clerk to the Honorable Thomas Penfield Jackson of the United States District Court in Washington, D.C. where he was primarily responsible for the case of *US v. Microsoft*. Timothy received his J.D., *cum laude*, from Harvard Law School and his A.B., *summa cum laude*, from Princeton University.
Biotechnology

Arthur J. Coury
Retired Entrepreneur

Art Coury holds a B.S. degree in chemistry from the University of Delaware (1962), a Ph.D. in organic chemistry (1965) and an M.B.A. (1980) from the University of Minnesota. His industrial career includes positions as: Senior Research Chemist at General Mills, Inc. (1965-1976), Director, Polymer Technology and Research Fellow at Medtronic, Inc. (1976-1993), Vice President, Research and Chief Scientific Officer at Focal, Inc. (1993-2000), and Vice President, Biomaterials Research at Genzyme Corporation (2000-June, 2008). He currently is a consultant. He holds over fifty distinct patents and has published and presented widely in his field. His teaching positions have included adjunct or affiliate appointments at the University of Minnesota, the Harvard-MIT Graduate Program in Health Sciences and Technology and the University of Trento, Italy. His professional service has included: Chair, Minnesota Section, American Chemical Society (1989-1990); President, Society for Biomaterials, USA (1999-2000); President, American Institute for Medical and Biological Engineering (2003-2004).

Dr. Mark Grinstaff
Moderator
Professor of Biomedical Engineering and Chemistry

Mark received his Ph.D. from the University of Illinois under the mentorship of Professor Kenneth S. Suslick and was an NIH postdoctoral fellow at the California Institute of Technology with Professor Harry B. Gray. Mark's awards include the ACS Nobel Laureate Signature Award, NSF Career Award, Alfred P. Sloan Research Fellowship, Pew Scholar in the Biomedical Sciences, Camille Dreyfus Teacher-Scholar, and Edward M. Kennedy Award for Health Care Innovation. He has published more than 100 peer-reviewed manuscripts and given more than 175 oral presentations. He is co-founder of three companies that are commercializing his ideas. His current research activities include new macromolecule and amphiphile syntheses, self-assembly chemistry, tissue engineering, and drug delivery.
Start Your Own Company

Got a great idea? That's great, but now what? This panel discussion will cover some of the basic aspects of creating a start-up company, from incorporating to securing your intellectual property to creating a business model and raising venture capital. Come and hear what our experts suggest you should do and should NOT do based on their personal experiences with start-up clients and their own entrepreneurial ventures.

Panelist

Nicholas J. Guttilla
Partner, Gunderson Dettmer

Nick is a partner in our Venture Capital, Private Equity Fund Formation and Tax Groups and is based in our Boston office. His practice encompasses representation of emerging growth companies, entrepreneurs and venture capital and private equity funds, with a focus on formation and operation of venture capital and private equity investment partnerships from both a legal and tax perspective, private financings and structuring mergers, acquisitions and other reorganizations and corporate and partnership income taxation. He serves as fund counsel for a number of top-tier venture capital firms and regularly provides advice regarding aspects of day-to-day operations, financing activities, and drafting partnership, limited liability company and other governance agreements.

Prior to joining the firm, Nick was an associate with the Boston law firms of Nixon Peabody LLP and Hutchins, Wheeler & Dittmar, P.C. He has also worked as a legal intern for the Securities and Exchange Commission, as a consultant for a Big Five accounting firm, and as a financial analyst for an investment consulting firm.
Prithvi Tanwar
Associate, Foley Hoag LLP

Prithvi Tanwar is an Associate in the firm’s Business Department. His practice focuses on advising emerging life science and technology companies as well as U.S. and foreign venture capital firms on financing transactions, technology transfer, mergers and acquisitions and general corporate matters. Before attending law school, Prithvi worked for several years as a management and technology consultant with Cap Gemini Ernst & Young and Deloitte where he helped Fortune 500 clients implement information technology solutions and refine their business processes. During law school Prithvi was a teaching assistant at a Boston University MBA class on systems analysis and design. During this time, he was also a law clerk for a retired immigration judge’s private practice, where he worked mainly on refugee asylum and immigration matters.
Gilles Simler
Founder & President at intelligence board, LLC

Gilles is an entrepreneur with extensive experience in Business Intelligence (BI) and Business Performance Management (BPM). He has expertise in international project management in implementing state-of-the-art and cost-efficient BI solutions. Gilles holds an MBA and MS in Information Systems from Boston University School of Management. He is currently expanding consulting services in Health sector (Hospitals, Biotech, Pharmaceutical and Medical Device Companies).

Jameel Khalfan
VC Associate, Globespan Capital Partners

Jameel supports deal sourcing, evaluation of investment opportunities, due diligence, and portfolio company assistance in Globespan's Boston office. Prior to joining Globespan, Jameel was a Product Manager at Microsoft where he drove product strategy and development, worked with sales and marketing teams to take new products to market, and delivered presentations and keynote addresses at technology conferences and trade shows. While at Microsoft, Jameel focused on social networking and online services in Windows Live, enterprise software and virtualization with the Desktop Optimization Pack, and the Windows Client annuity business. Jameel held positions with Digitas and Orange before joining Microsoft. At Digitas, he worked in the Strategic Alliances Group where he conducted analysis to create marketing partnerships between Digitas clients. While at Orange, Jameel designed a program to analyze cell phone usage and traffic to predict user purchasing behavior. Jameel earned a BS in Computer Science/Media Studies and a BS in Management Science with a concentration in Finance from the Massachusetts Institute of Technology.
Dr. Parviz Tayebati  
**Founder & Chairman, Camros Capital**

Dr. Parviz Tayebati is a serial entrepreneur and angel investor. Before founding Camros Capital in March 2007 he was chairman and CEO of AZNA Corporation which he co-founded in June 2002 which he sold to Finisar Corporation. Until March 2002, he was VP of business development for the component division at Nortel Networks Optical Components. During the same period, he was President of CoreTek, Inc, a company he founded and ran as CEO until it was acquired by Nortel Networks in March 2000 for $1.43B. Under his leadership, CoreTek developed market leading tunable photonic solutions for long haul and metropolitan dense wavelength division multiplexing (DWDM) system. During his tenure at CoreTek, he developed and managed several government contracts which led to the breakthrough technology of Tunable Optical VCSEL technology, which utilized MEMs for the first time in optical communications. Prior to founding CoreTek in 1993 Parviz was a Program Manager of optical computing technologies at Foster-Miller, Inc. now a subsidiary of QinetiQ. Dr. Tayebati holds a B.S. with first class honors from University of Birmingham, England, Masters Degree in theoretical physics from University of Cambridge, and Ph.D. in Quantum Electronics from the University of Southern California.

**Peter Russo**  
**Moderator**  
**Director, Entrepreneurship Programs, ITEC**

Peter Russo is an Executive in Residence who teaches Entrepreneurship and Strategy and is the Director of Entrepreneurship Programs for the Institute of Technology Entrepreneurship & Commercialization (ITEC) at the Boston University School of Management. ITEC is a research institute that functions as a multi-faceted resource for students and alumni who are interested in technology commercialization and entrepreneurial endeavors.
Professor Russo teaches courses at the MBA and Undergraduate level, directs entrepreneurship activities of ITEC, and serves as faculty advisor to the students concentrating in Entrepreneurship at the graduate and undergraduate level.

Prior to joining the faculty at BU, Professor Russo served as the CEO of Data Instruments, a Massachusetts technology company (currently Honeywell Data Instruments). He also serves as advisor and board member for a number of commercial and not-for-profit organizations. He received his M.B.A. degree from Harvard University in 1980 and a B.S. degree from the Montclair State University in 1974.
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www.bu.edu/itec/

Institute of Electrical and Electronics Engineers
Graduates of the Last Decade (GOLD)
www.ieee.org/membership_services/membership/gold/index.html

Boston University
College of Engineering
www.bu.edu/eng/
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