

The logo for the University of California, Berkeley, featuring a white geometric pattern of overlapping lines on a blue background.

university of california, berkeley

bpep

BERKELEY
POSTDOCTORAL
ENTREPRENEUR
PROGRAM



BPEP Mission: To foster entrepreneurship in the UC Berkeley postdoctoral and scientific community in order to move innovations from the laboratory to the marketplace.

Goals

- Provide an entrepreneurship toolkit for postdocs (and others) through on-campus workshops
- Collaborate with business leaders for mentoring
- Assist building (bio-)technology start-up companies
- Connect technology know-how with business skills

BPEP Team



Naresh Sunkara
School of Public Health



Justin Elstrott
Molecular and Cellular Biology



Niranjana Nagarajan
Molecular and Cellular Biology



Fenna Sillé
School of Public Health



Bahram Bahrami
Life Sciences Division
- LBNL

Special thanks to...

- Vice Chancellor for Research, **Graham Fleming**
- Director of VSPA, **Sam Castañeda** (food!)
- **Douglas Crawford** of QB3 (drinks!)
- **QB3, LBNL and Lester Center for Entrepreneurship** for collaborations.

BPEP WORKSHOP SERIES 2012-2013

1. An Introduction to Entrepreneurship (Sept 18)
2. Intellectual Property (Oct 23)
3. How to Finance Your Idea (Nov 29)
- 4. How to Pitch Your Idea (Dec 13)**
5. Lean startups (Jan 18)
6. Stories from the Trenches (Feb 23)
7. Visas and Startups and Pay, Oh My! (March 29)

Skydeck: 1st Class Workspace



- Great meeting and event space
- Hot desks for flexible arrangements
- Startup community

BPEP Welcomes: Alison Wellsfry

Berkeley Angel Network

- Berkeley Alums Investing in Berkeley Start-ups
- First event – February, 2012
- Broad Range of Interests

BPEP #2: Government Funding for Your Start-up



BPEP Workshop
How to Finance Your Idea

November 29, 2012

ROPES
& GRAY

Tonight's subject: the PITCH

Pitch: 1) a tenacious resinous substance obtained as the residuum from the distillation of hydrocarbons

Pitch: 2) the quality of sound governed by the rate of vibrations producing it...

Pitch: 3) to cast or throw in a particular way



Drew Isaacs

- Adjunct Professor –
Haas School of
Business
- Director – Mayfield
Fellows Program
- Senior Scientist –
NASA Johnson
Space Center



Doug Crawford

- Founder and Associate Director – QB3
- Founder, Managing Director – Mission Bay Capital
- PhD – Biochemistry - UCSF



Grant Olsen

- Corporate Development - Zynga
- Director – New Business Development - EMC
- M.B.A. – Haas School of Business



Tonight's Contestants

- Kirill Igumenshchev – Devi
- Ninh Tran - Trucksome
- Arlo Faria – Mod9 Technologies
- David Malinowski – InPlace, Inc.
- Abhinav Gaikwad – Flexxcell
- Komal Ahmad – Feeding Forward

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