



**TECHNOLOGY  
MANAGEMENT**  
UC SANTA BARBARA



# Welcome to the NVC Elevator Pitch Social

Networking / food & drink	6:00 to 6:20
Announcements / reminders	6:20 to 6:40
Business idea / personal pitches	6:40 to 7:20
Network!	7:20 to ??



# Thank you to our sponsors...



## Program

- Networking / food & drink 6:00 to 6:20
- Announcements / reminders 6:20 to 6:40
- Business idea / personal pitches 6:40 to 7:20
- Network! 7:20 to ??
  - Find a team
  - Find a teammate
  - Find a mentor



## Objectives

- Practice your pitch
- Receive feedback from peers and mentors
- Find teammates to help you develop your business idea
- Find a team that you can help
- Find and meet mentors

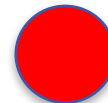
## Survey



- Who is looking for a team to join?
- Who has an idea but needs team members or specific expertise?
- Who still has questions about TMP prep courses?
- How many are new to TMP and the New Venture Competition?
  - TMP academic advisor is here tonight to answer questions

## Name Tags

- Color codes:
  - Red dot: Individual looking for a team
  - Blue dot: Team / idea looking for help



## Announcements – NVC Team Finder

- **NVC Team-finder Google group is live:**
- <https://groups.google.com/forum/#!forum/nvc-team-finder-2017>
  - Tiffany Wu
  - Greg Maier
  - Sarah Chan
  - Shikha Sharma

# NVC Prep Courses - Reminders



- Applications due now! <http://www.tmp.ucsb.edu/nvc/resources>
- Courses are not mandatory
  - Designed to help your success in the competition and enhance your entrepreneurship learning experience!
- You earn credit:
  - TMP 148/268 – New Venture Seminar: 3 units
  - TMP 149/269 - Developing a Market-Tested Startup Business Model: 4 units
    - Counts towards TMP certificate
  - TMP 291 – Strategic Communications: 3 Units

# NVC Prep Courses - Reminders



- You will need an add code to enroll
  - Add code provided when accepted into the class by the instructor
- TMP 148 / 268:
  - Applications due now, accepted through Jan 9th, 2017, space permitting
  - Required: Business Idea, Team of at Least 2, Commitment!
- TMP 149 / 269:
  - Applications due now, accepted through Jan 9th, 2017, space permitting
  - Interview required: Schedule ASAP with Sarah
  - Required: Business Idea, Team of at Least 2 (3 - 4 better), Commitment, Thick Skin
- TMP 291:
  - Contact instructor, Sheetal Gavankar: [sheetal@tmp.ucsb.edu](mailto:sheetal@tmp.ucsb.edu)



# Submitting Your Entry for the NVC

- On-line team registration will commence next week
  - Link to be provided
- Questionnaire will include:
  - Team information (backgrounds, contact information)
  - Executive summary
  - Inspiration for your idea
- Topics to address in your executive summary
  - Problem being solved
  - Target user
  - Benefit to the customer (value proposition)
  - How it makes money and scales (business model)
- Deadline to submit team entry: January 9th, 2017
  - Extensions / exceptions considered case by case

# Upcoming Events / Deadlines



## Winter Schedule

### Primary Objectives for Winter Quarter:

- Form / find a team ASAP
- Establish mentor relationships
- Solidify business idea
- Develop business model
- Prepare for New Venture Fair

Date	Time	Event *	Location	Mentors
9 Jan	N/A	Deadline to Submit NVC Team Entry	N/A	N/A
19 Jan	6 PM	NVC Info Session & Mixer: The Road to the New Venture Fair	ESB 1001	✓
2 Mar	6 PM	Quick Pitch Event & Mentor Mixer	ESB 1001	✓
27 Mar	N/A	Deadline to Submit New Venture Fair Entry	N/A	N/A
31 Mar	N/A	New Venture Fair Entrants Announced	N/A	N/A

\* Topical seminars to be announced



**TECHNOLOGY  
MANAGEMENT**

UC SANTA BARBARA

Let's Pitch!

## Guidelines for your “Pitch” (60-75 seconds)

- Business Idea Pitch:
  - Name
  - Problem being solved
  - Product description
  - Help needed to develop it
    - Team members
    - Skillsets
    - Mentors
  - Optional (time permitting)
    - Target user / customer
    - Benefits
    - Differentiation
- Individual Pitch:
  - Name
  - Background
  - Special skills & interests
  - Other?

**Anyone with an idea and  
anyone who’s looking for a  
team is encouraged to pitch !**