

Proceedings
Teaching Entrepreneurship to Engineering
Students

Engineering Conferences International

Year 2003

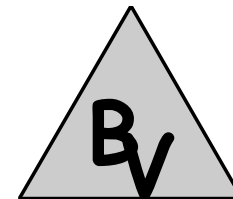
Bridge Ventures

Rock L. Clapper
Bridge Ventures, Palo Alto

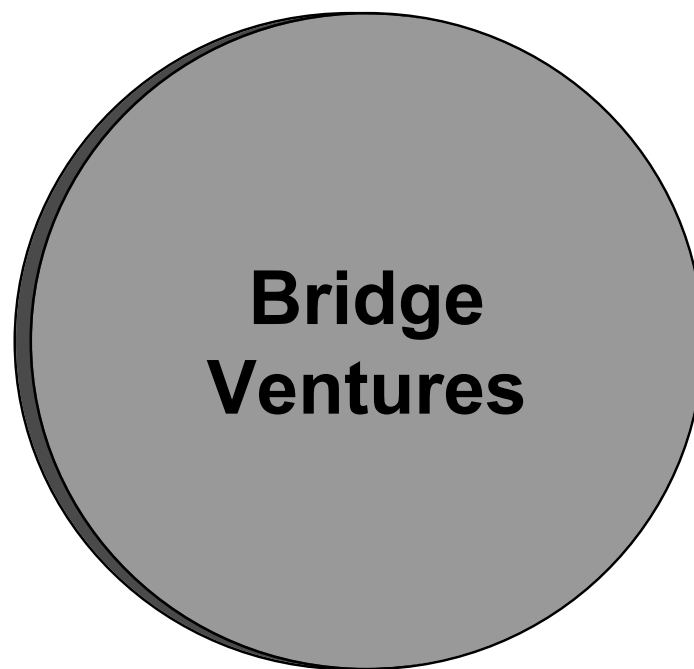
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Bridge Ventures

Rock L. Clapper
Palo Alto, CA 94301



Bridge Ventures

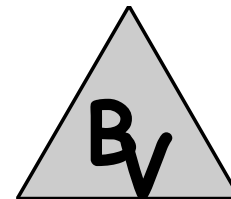


Hybrid Fund of Funds

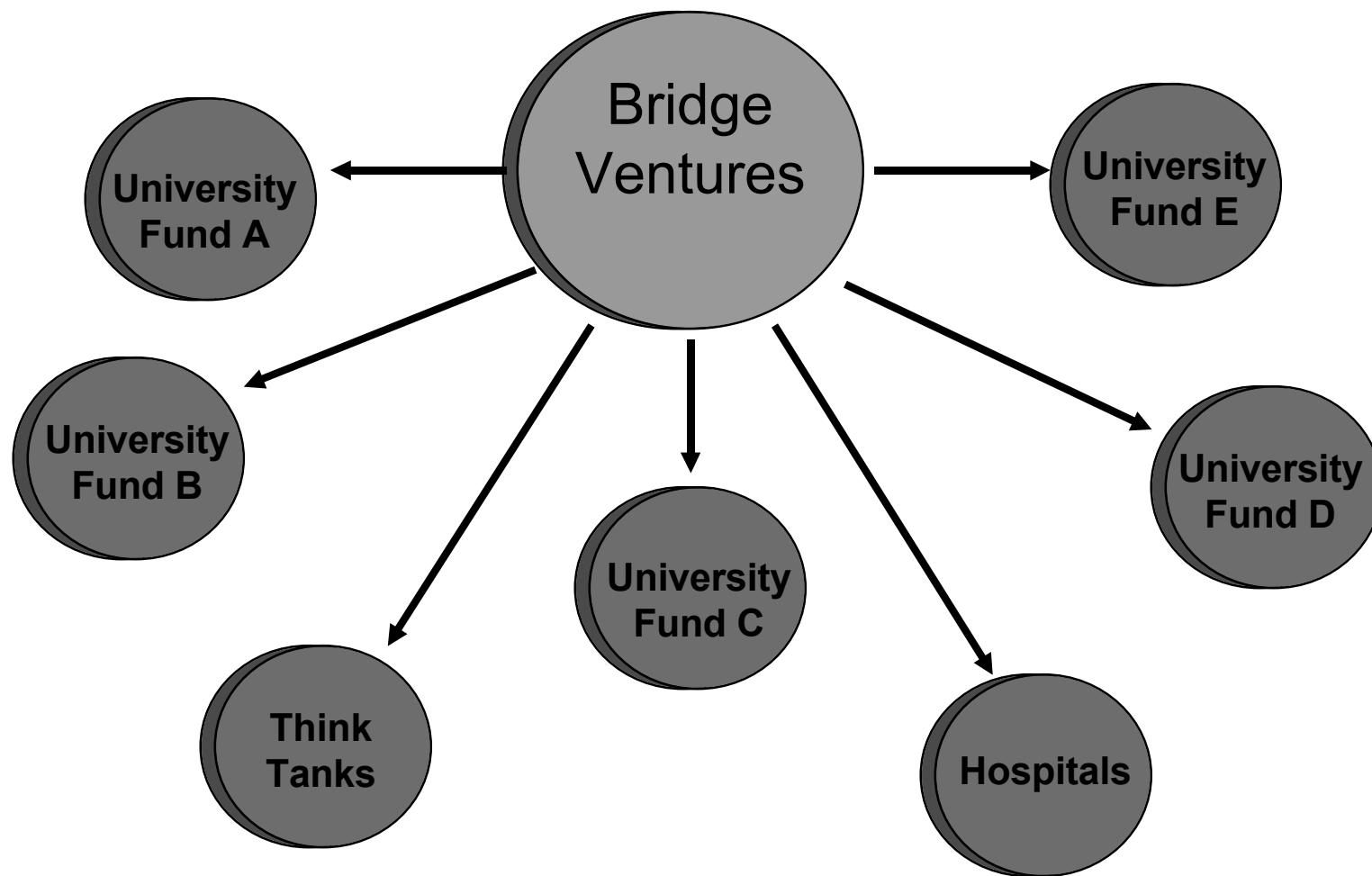
Invest in clusters
of venture funds
that benefit
nonprofit
organizations

- Education
- Think tanks
- Technology-based associations
- Medical institutions

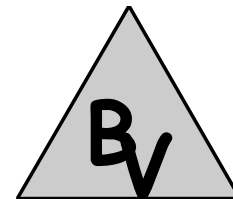
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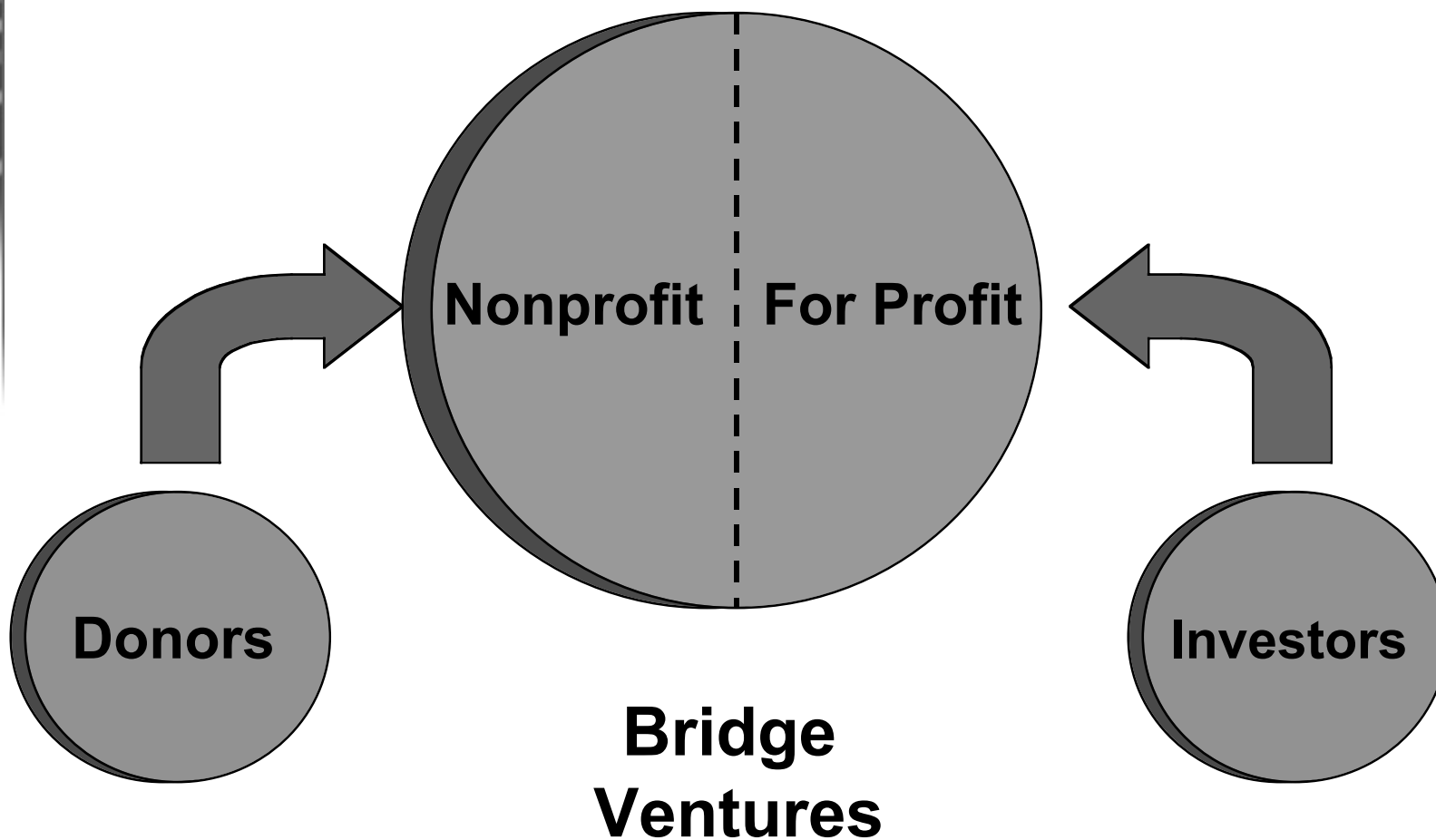
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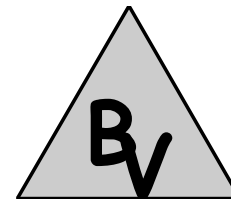
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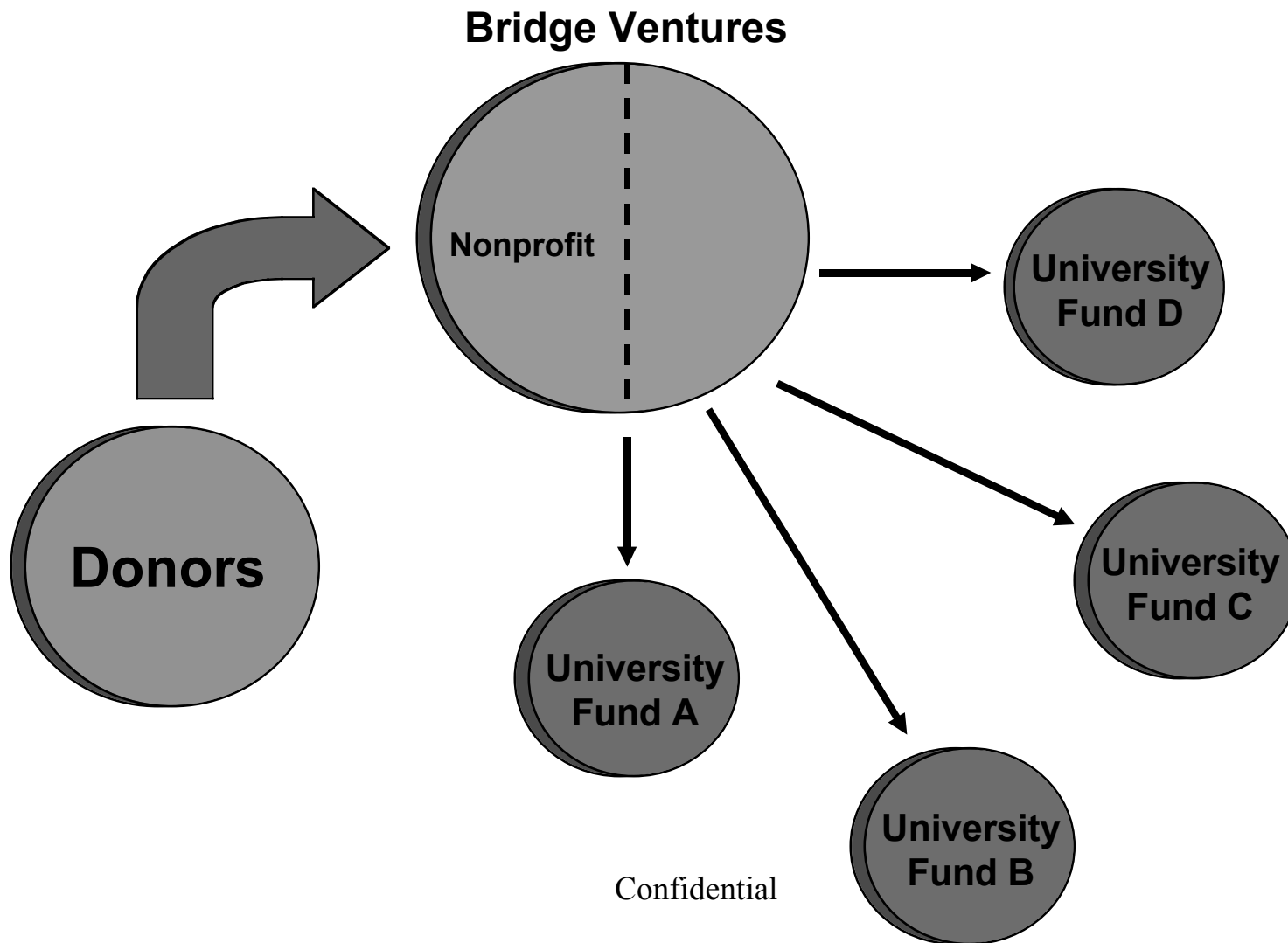
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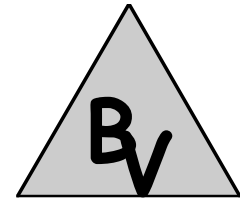


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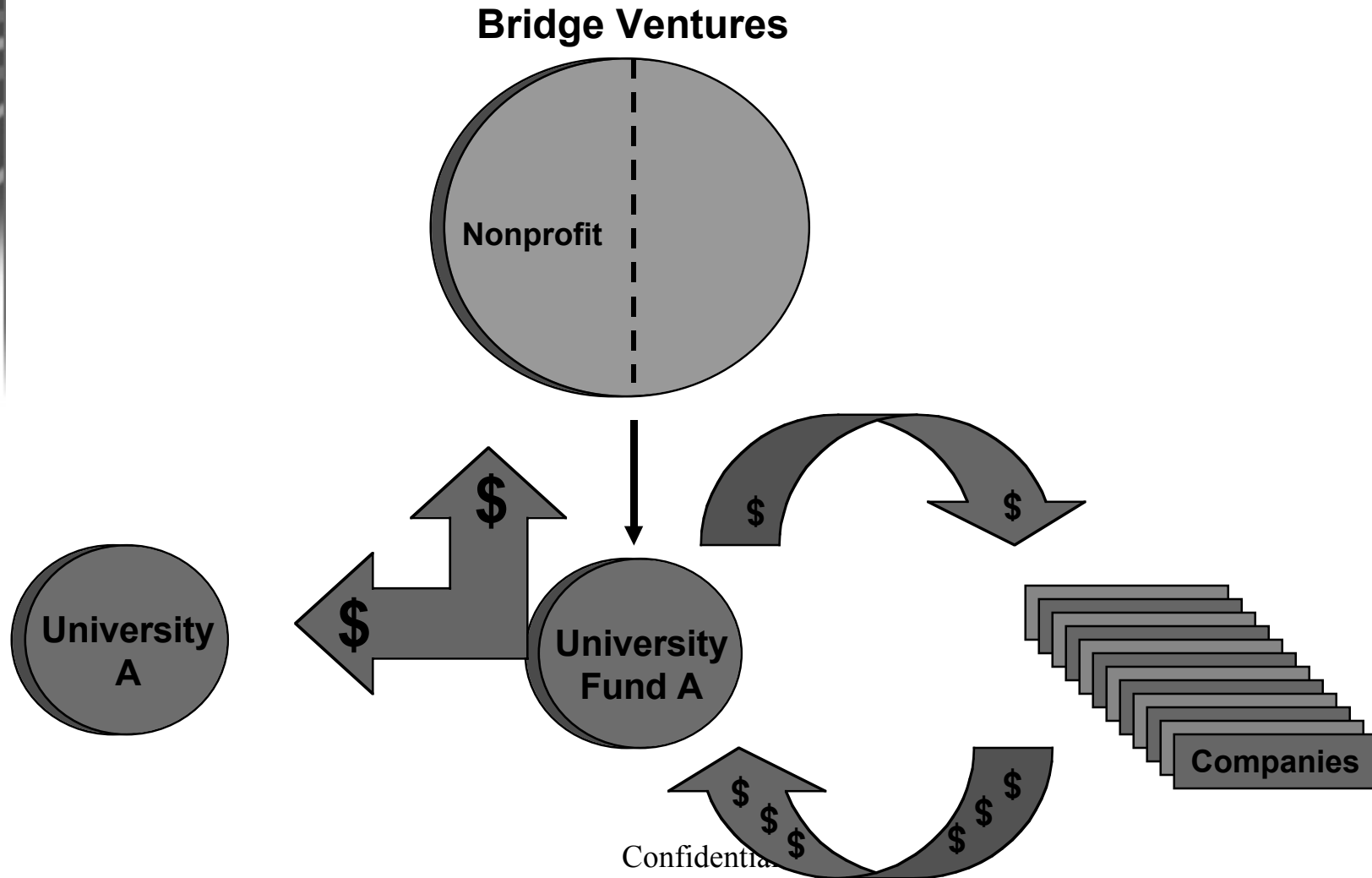


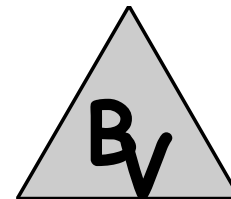
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VC Models in Nonprofits



UNIVERSITY VENTURE FUND



UCLA

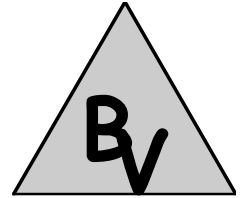
Community Technology Fund



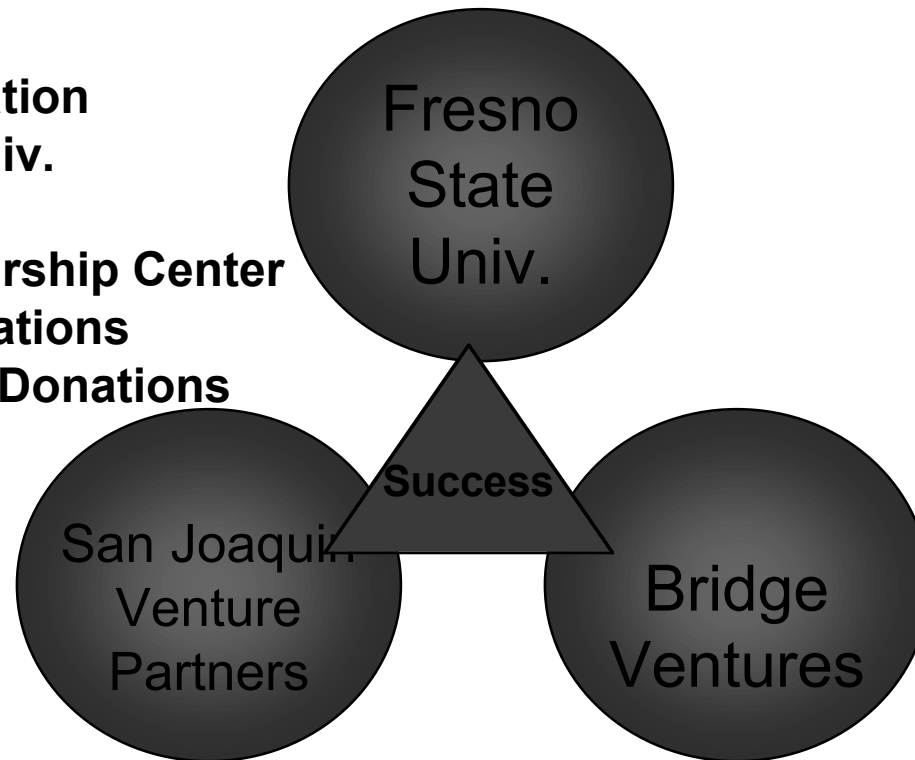
BOSTON
UNIVERSITY

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University Example: San Joaquin Venture Partners

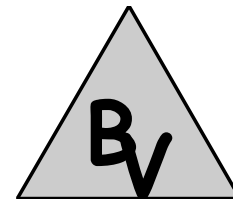


- FSU Foundation
- Cal State Univ.
- Athletics
- Entrepreneurship Center
- Alumni Donations
- Community Donations

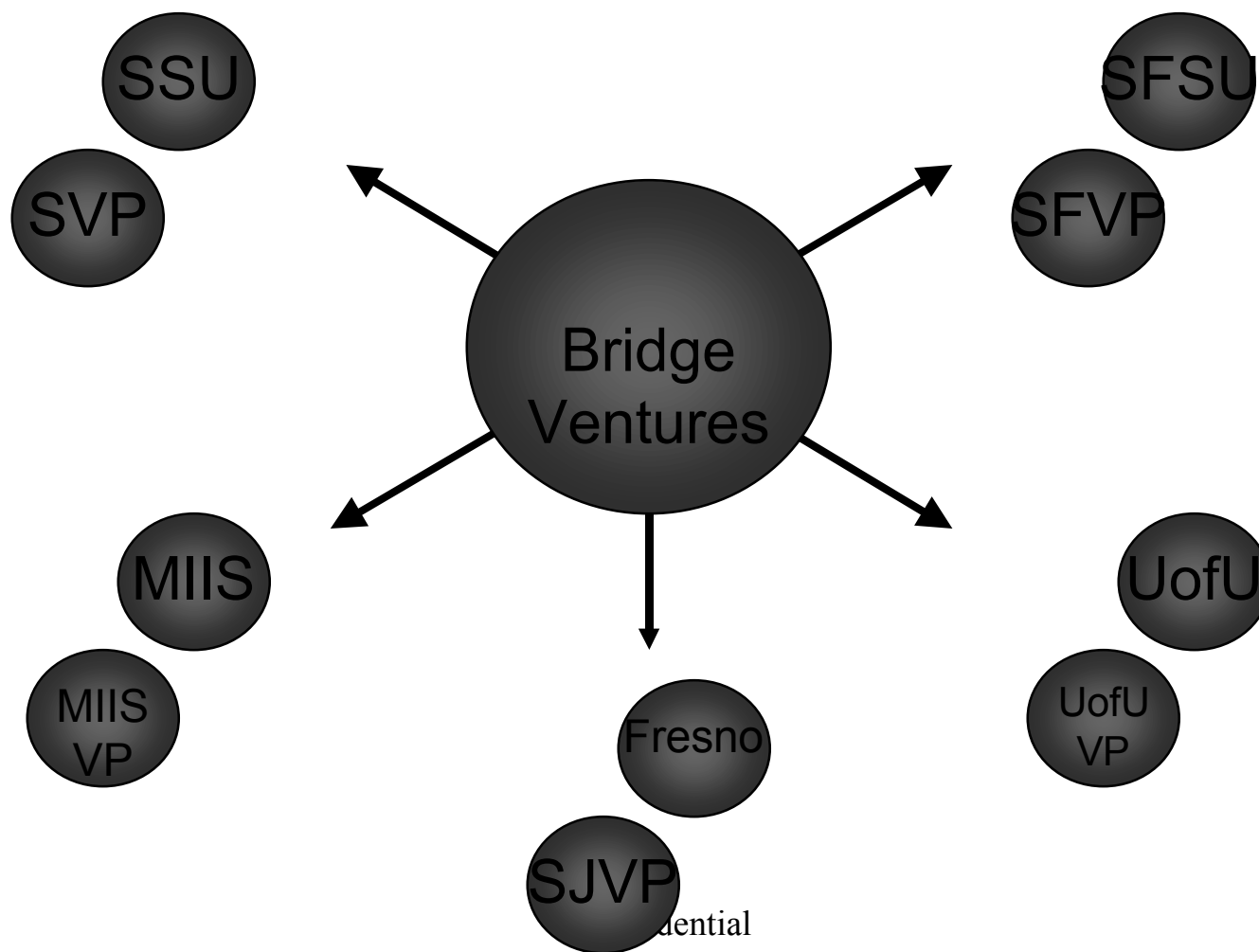


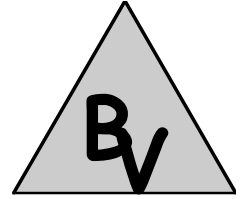
-Fund of Funds

- Institutional Investors
- Corporate Investors
- Private Investors



Expansion



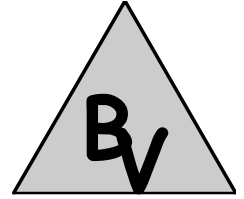


Road to Success (1 of 3)

- B.V. has Strong Team**
Fundraising, technology, operations
- B.V. has Strong Advisors**
- B.V. Develops Strong Deal Flow**

- Sound Decision Making**
- Sound Governance System**

- Innovative Fundraising Strategy**
- Innovative & Synergistic Structure**
- Innovative Expansion**



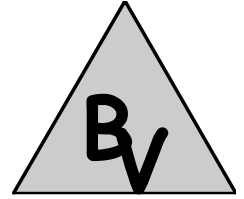
Road to Success (2 of 3)

University Benefits!

- **Raises Benefit of Donations Significantly**
- **Raises University Profile:**
 - **Heightens awareness in current donor base**
 - **Reaches additional audience of potential partners & donors**
- **Engages Students--provides learning opportunities:**
 - Snowball effect: Increases prospective student interest**
 - Increase quantity of applications**
 - Increase quality of applications**
 - Creates alumni legacy**
 - Bonus: increase net worth of new alumni pool**

Continued...

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Road to Success (2 of 3)

Continued...

-Engages Faculty (business, technology, engineering)

Provides real world environment:

Consult for fund

Consult for portfolio companies

Mentor and advise students

- Other Synergies:

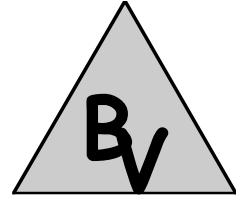
Provides internship opportunities for students in portfolio companies

Create jobs & wealth in the local area

- Other Bonus:

Maximize returns to University

Maximize donation value for donors



Road to Success (3 of 3)

- Solid business model
- Large under-leveraged market
technology transfer and commercialization
- Industry at turning point
- Partner: Price, Waterhouse, Coopers
- Strategic leverage through parent (B.V.) – Keiretsu
- Bonus: Good social cause

