

Hello!



- Executive Director, BHEP
- Executive Director, National Science Foundation, I-Corps (UCB, UCSF, Stanford)
- Started 1st company as an Undergrad (Harvard, MIT)
- MBA at UC Berkeley
- Started/founding team for companies in biotech, behavioral health, non-profit, retail & artificial intelligence

OPERATING PRINCIPLES

- **INCLUDE**
All 4 Programs (UG, FT, EW, EMBA)
- **INTEGRATE**
UCB is One of World's Top Five Research Universities
- **EXPAND**
UC System & Beyond
- 2 of us, 2200+ of you...thanks for your understanding



Poets & Quants: Top 100 MBA Startups

Founder name	Graduation Date	Startup Name		founding date
Sebastien Kreiss	EW MBA 18	Xepelin	427M	2019
Ludwig Schoenack	MBA 19	Kyte	239M	2019
Kourosh Zamanizadeh	EW MBA 18	Time by Ping	53.31M	2018
Hussein Ahmed	EMBA 18	Oxygen	33.33	2018
Viram Shah	MBA 19	Vested	17M	2018
Jack Rolo & Josh Curry	MBA 20	Polygon (Thrive Education)	8.32M	2018
Amy Fan	MBA MPH 19	twentyeight health	6.08M	2019
Alex Zekoff	MBA 17	Thoughtful Automation	5M	2020
Gene Lee	MBA 19	LBox	\$4M	2017
Chinmay Malaviya	MBA 18	Ridepanda	3.75M	2020

- Last 5 years for MBAs (1/1/2017-present)
- 8 of 10 are international students
- 3 started 1st companies @ Haas, these are 2nd
- No Haas companies b/f 2015
- For past 4 yrs, we rank #4-6 in total \$\$

Watch P&Q for upcoming publication of the next rankings...

How We Do It



This...



Not this

ENTREPRENEURSHIP@ BerkeleyHaas



SKYDECK



Entrepreneurial Interest

Founder



Startup Marketplace



Classes

Mentor Hours (weekly, year round)

Hackathons



Ideation

Prototyping

Acceleration

Scaling

Startup Phase

ENTREPRENEURSHIP@ BerkeleyHaas

- Open to UG + Grad Students & Faculty
- 100+ students/~25 teams, 10 weeks
- 50/50 Haas + Eng/STEM students
- Fall & Spring

StEP Pre-Accelerator Program



step.berkeley.edu
medium.com/berkeley-step

NSF I-Corps

- Monthly 1 week *free* Lean Startup training
- 15-20 Customer Discovery Interviews Required
- Academic Research Teams Can Apply for 7 week National Training + \$50k
- Non-Academic Teams Can Apply for Other Specialized Programs



bayicorps.com

- Join Our Mailing List to Sign Up:
entrepreneurship.berkeley.edu
- One-on-one meetings with
CEO's, Attorney's, and Investors
- Offered Every Week
- Visit Our Website for a
List of Current Mentors

Mentoring Hours

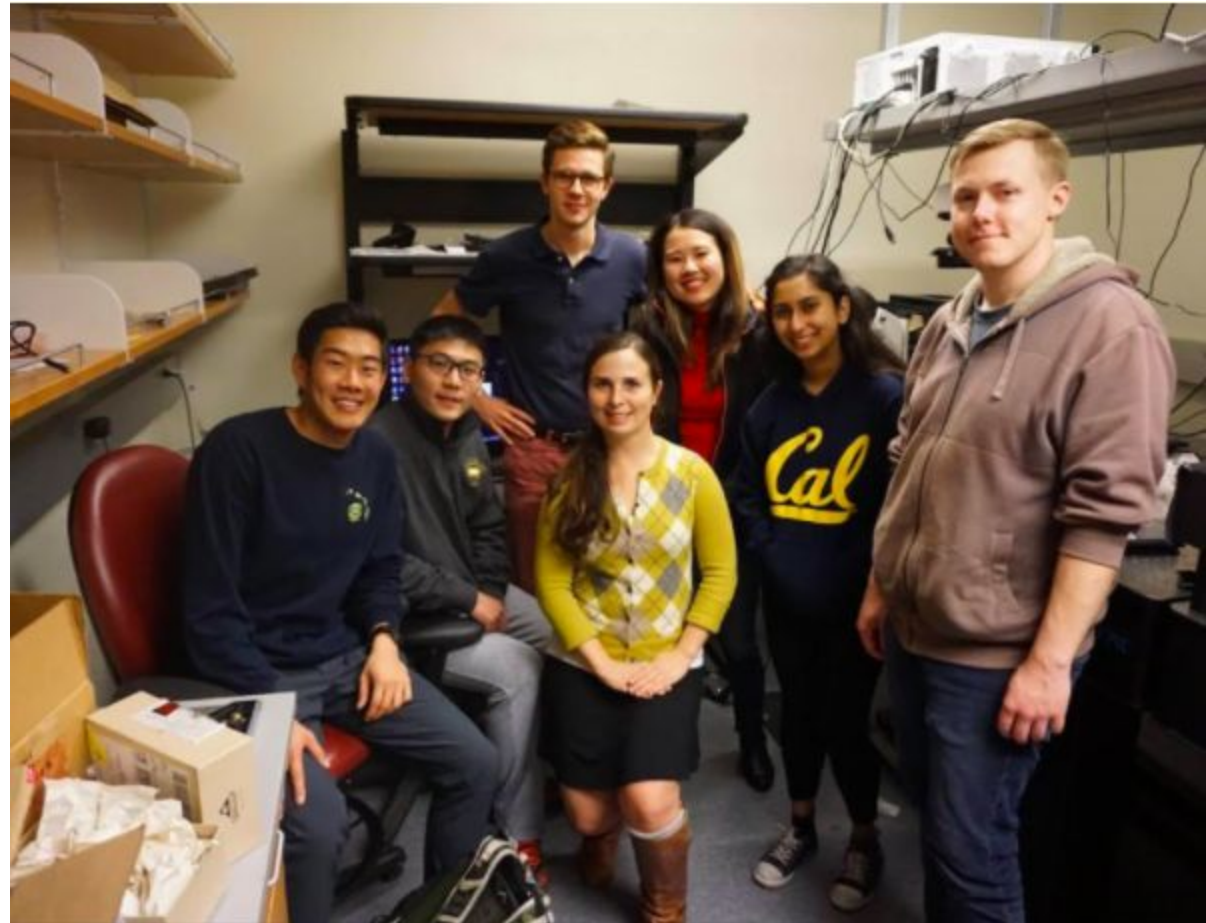


MENTORING HOURS

**Schedule 20-minute sessions
with the Bay Area's top
entrepreneurs, VCs and more.**

Lean Transfer (MBA 295T)

- Lean Startup training using IP from UCB, UCSF, Berkeley Labs, NASA, Office of Naval Research
- 50/50 Haas & non-Haas/PhDs
- Fall semester, \$10k top team; PhD students \$5k via PhdX (email me)
- Projects not selected roll over to Startup Marketplace
- [Rhonda Shrader](#) & [Darren Cooke](#)



<https://scalablestartup.wordpress.com/2021/08/15/fall-semester-lean-transfer-projects/>

Startup Marketplace Fellows

- 40 hour projects over entire school year
- Same inventors as for Lean Transfer
- Co-curricular (no credit), but you get a fancy Fellow title (-:
- Eligible for 1-wk NSF I-Corps course
- Fall Projects will be announced 9/4:
<https://entrepreneurship.berkeley.edu/startup-marketplace/>



Startup Disco (FT EW MBA 295T.11)

- Lean Startup basic training (offered 3x per year)
- 50/50 Haas & non-Haas/PhDs
- Weekend long (dates TBA)
- Bring your idea & find teammates or join a team; customer discovery on Sat/Sun; pitch to investors on Sun...then dance, if you'd like (-:
- [Rhonda Shrader](#) (faculty)





VENTURE CAPITAL INVESTMENT COMPETITION

A “reverse business plan competition.”

Student teams assume the role of venture capitalists and evaluate and “fund” investment opportunities.

- Multidisciplinary teams of 5
- Nuts & Bolts of what a VC Assoc does
- Application deadline in late Nov
- Workshops in Late January
- Berkeley Competition: February
- Regionals: February
- Globals: March/April
- Haas teams usually win Regionals
- 2022 Globals: MBAs 3rd (EWMBA team); Undergrads 1st



Think you’re shark enough?

vciberkeley.org

Berkeley Haas Seed Fund

- 20-23 grants of \$5k each
- 10-12 in Fall & 10-12 in Spring
- Trione (10), Sebastiani (1), Sega Sammy (1-4)
- At least 1 Haasie on team



entrepreneurship.berkeley.edu/seed-funding

ENTREPRENEURSHIP@ BerkeleyHaas

LAUNCH

- 3 month, UC-wide accelerator
- Sales/pilots/100+ customer i-views to apply
- 150+ teams, \$700M+ funding
- 12 to Y Combinator, 5 acquired
- 1st Unicorn: Xendit, \$538M



UCLAUNCH.COM

LAUNCH startups have raised \$700M+ since 2015

OISHII

Cohort 2017

 xendit

Cohort 2015

Byte
foods

Cohort 2016


InnoVein

Cohort 2016

 Medinas

Cohort 2018

players'lounge

Cohort 2016

wetravel

Cohort 2015



Cohort 2017

MEKONOS

Cohort 2017

 ava

Cohort 2015

 DNA

Cohort 2017

Butterfly
Medical

Cohort 2016

one|derful

Cohort 2017

 UCELLA

Cohort 2017

When It All Comes Together...Oishii Berry

- Founded by Hiroki Koga, Berkeley Haas MBA 17 & a UCLA MBA 17 co-founder
- NSF I-Corps
- Berkeley Haas Seed Grant
- UC LAUNCH Accelerator (win) 2017
- First investor check was a judge @ UC LAUNCH
- Raised \$50M in 2021...raising larger round now
- 2022: 2nd UC LAUNCH Unicorn?



Hiroki Koga, co-founder and CEO of Oishii.

Oishii on CBS Morning News (1.22)



cutt.ly/VInVJtD

Summary/CTA

- Learn the basics of Lean Startup--take a class/program
 - *NSF I-Corps open year-round & to non-students!
- Join the leadership team (LAUNCH, VCIC, StEP, BEA)
- Join BEA
- BHEP Mailing List for Mentor Hours
- Create a profile on BearX
- Berkeley Haas Seed Grant

BearX

Connecting Berkeley Changemakers



Search

Find people, jobs, resources, and more exclusively available to UC Berkeley

Connect

Directly reach out to members or startups to form meaningful connections

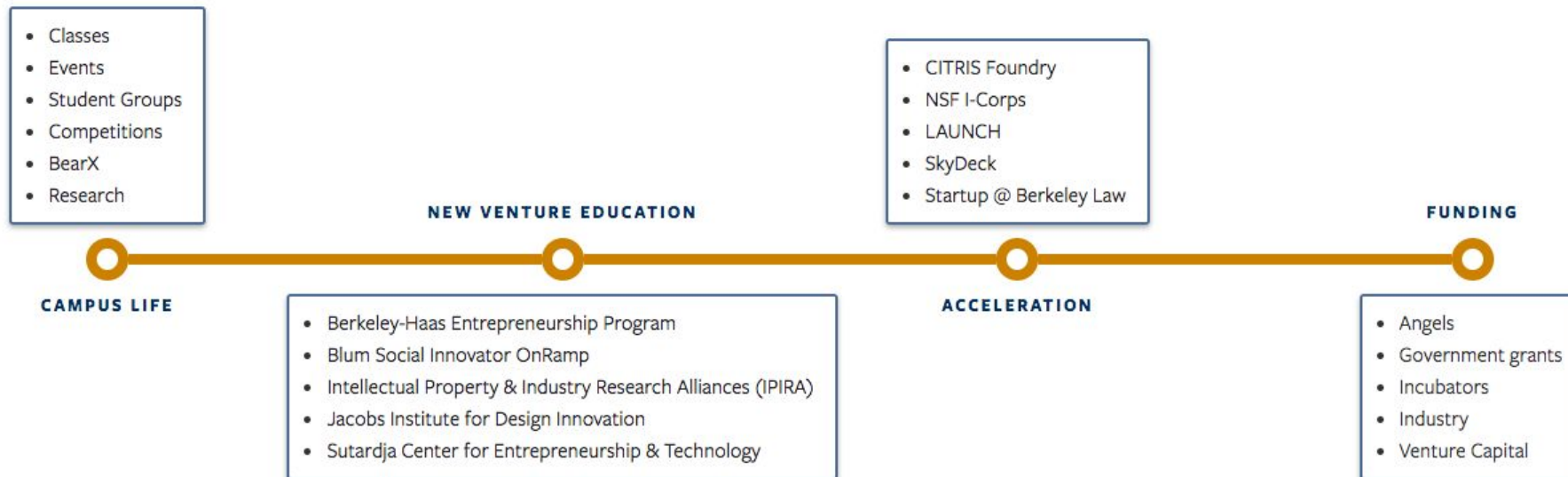
Collaborate

Start your career in innovation working with UC Berkeley's best. Go Bears!

Greater UCB Ecosystem

Roadmap

Roadmap for Entrepreneurship & Innovation at UC Berkeley



begin.berkeley.edu/#map

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entrepreneurship.berkeley.ed

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Facebook.com/UCBStartup



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berkeley-haas-entrepreneurship-program



startup_entrepreneurship_questions