

## 2017 TechVenture Accelerator (TVX) Agenda

Updated 10/16/17 v.2

Date	Topics Covered	Facilitators/Content Experts
Session 1 Friday, October 27	<ul style="list-style-type: none"> <li>• Attendee Introductions: Sharing accomplishments and challenges</li> <li>• TVX Overview: What to expect</li> <li>• Meet your Consultants</li> <li>• How to Pitch for Investors</li> <li>• Business Model Canvas Overview</li> <li>• Research Tax Credits</li> </ul>	Sharon King Mo Kanwischer Ruth Janjic Ed Kase Thierry LePoutre Paul Allen
Session 2 Friday, November 3	<ul style="list-style-type: none"> <li>• Crafting a Commercialization Plan</li> <li>• SBIR Grants and Contracting</li> <li>• Colorado Advanced Industries Grants</li> <li>• Resources for International/Export Markets</li> </ul>	Ed Kase Stephanie Amend Katie Wolslager Dan Lane
Session 3 Friday, November 10	<ul style="list-style-type: none"> <li>• Sales Processes and Building a Sales Team</li> <li>• Intelligent Hiring</li> <li>• Marketing, Business Development, Strategic Partnerships, Marketing Statement Positioning</li> </ul>	Steve Parry Beth Smith Mo Kanwischer
Session 4 Friday, December 1	<ul style="list-style-type: none"> <li>• Equity Landscape</li> <li>• Legal Matters: Contracts, IP, Legal Aspects of Raising Capital</li> <li>• Financial Performance Indicators and Non-financial Indicators</li> </ul>	Paul Allen Carrie Schiff Bill Jones Mark Lumsden Mo Kanwischer
Session 5 Friday, December 8	<ul style="list-style-type: none"> <li>• Attendee Pitch</li> <li>• Accelerator Wrap Up</li> </ul>	