23rd annual NEW VENTURE CHAMPIONSHIP

Presented by the University of Oregon
Lundquist College of Business
PLAN TODAY
lead tomorrow
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Welcome to the twenty-third annual New Venture Championship (NVC), the premier graduate entrepreneurial competition in the Northwest.

At its core, NVC aims to develop skilled and knowledgeable entrepreneurial leaders who will successfully confront the ever-changing business environment with creative and innovative solutions.

Since our very first competition, our championship has steadily grown. In 2014, our mission is more relevant than ever. In addition to the United States, participants represent institutions in India, Hong Kong, and Thailand. Sixteen colleges and universities will vie for a total of $55,000 in prize money.

We have assembled a diverse team of judges whose acumen is unmatched. This year’s final round will be assessed by brand expert and former CEO Professor Michael Crooke, early stage investor Kirby Dyess, inventor and senior biotech executive August Sick, and executive search consultant John Wood. We thank them for their willingness to share their time and expertise. Our sponsors also help to make this event happen, and to them, we offer our gratitude.

Past student participants point to NVC judges’ feedback as the some of the most valuable and constructive they have ever received.

For some, the feedback you receive here just may boost your concept to the next level: a working business model ripe for investment. Others will leave the competition with investment cash in hand. To all participants, we wish you the very best in your entrepreneurial journey.

On behalf of the UO Lundquist College of Business, welcome to Oregon, the UO Portland White Stag Block, and NVC. We hope you enjoy your time with us, and gain more than a bit of insight in the process.

Best of luck as you venture forth!

Kees de Kluyver
Dean, James and Shirley Rippey Distinguished Professor
Lundquist College of Business
It is with great pleasure that I welcome competitors, advisors, judges, and audience members to the 2014 Oregon New Venture Championship. On behalf of the Lundquist College of Business, I sincerely congratulate each one of this year’s competitors. You’ve worked hard to get here. Gaining a berth in this elite competition is an accomplishment in itself—applications were up almost 25 percent compared with last year. I also salute this year’s judges. You are our greatest asset. Oregon New Venture Championship judges are routinely cited as the best, most engaged, and helpful on the competition circuit. You have the foresight to foster the world’s next generation of innovators. Your feedback—drawn from your own experiences—means the world to our competitors.

Innovation is a proud tradition for the state of Oregon. Our pioneering culture has long embraced those who possess both the vision to recognize great ideas and the practical know-how to make those ideas a reality. These are the courageous entrepreneurial leaders whose efforts may change not just our region but our nation and the world.

At the Oregon New Venture Championship, each competing team has the opportunity to create something extraordinary. By working through business plans, crafting compelling pitches, and absorbing professional feedback, participants build skills that will serve them throughout their professional lives. Some of the team members you meet here will continue to pursue entrepreneurial ventures. Others will bring their can-do spirit to larger organizations, enabling them to respond swiftly to the demands of an evolving global marketplace. Whatever they choose to do in the future, what this year’s competitors learn here will enable them to excel and lead.

In an era of accelerating change, innovative ideas and strong business skills are our most useful tools. It’s not always easy to bridge the gap between a market need and a real solution—especially on a global scale. But to tackle the challenges of the future, the world needs fearless leaders who can recognize new ideas and build upon them.

John Hull
Executive Director Business Innovation Institute
Asst. Dean for Centers of Excellence
Lundquist College of Business
NEW YEAR
new possibilities
COMPETITORS

UNIVERSITY OF ARKANSAS  AR
BRIGHAM YOUNG UNIVERSITY  UT
GEORGIA TECH  GA
HARVARD UNIVERSITY  MA
HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY  HK
UNIVERSITY OF ILLINOIS AT CHICAGO  IL
INDIAN SCHOOL OF BUSINESS, HYDERABAD  IN
JOHNS HOPKINS UNIVERSITY  MD
UNIVERSITY OF LOUISVILLE  KY
NORTHWESTERN UNIVERSITY  IL
UNIVERSITY OF OREGON  OR
PORTLAND STATE UNIVERSITY  OR
SASIN GRADUATE INSTITUTE OF BUSINESS ADMINISTRATION AT CHULALONGKORN UNIVERSITY  TH
UNIVERSITY OF TEXAS AT AUSTIN  TX
Prior to the event, teams submit their executive summaries and business plans. A succinct executive summary and well-written business plan is often the greatest influence on investors to offer an initial investor meeting. The business plan that is most likely to secure that initial meeting is the winner. Additionally, Palo Alto Software awards the best 1-page pitch.

The Start-Up round was created in partnership with the Oregon Entrepreneurs Network. During this round, each team introduces their business venture with an elevator pitch and a presentation, which consists of a 30 minute running clock during which time judges may ask questions.

Without utilizing any props, teams have only one minute to effectively pitch their venture to judges and potential investors.

The Trade Show offers a welcome reception for all teams, advisors, event judges, and guests from the Portland business community. It allows teams to present their venture in a classic trade show environment.
Semifinal Round
Each team formally presents their venture plan to an esteemed panel of judges that includes venture capitalists, seasoned business executives and experienced entrepreneurs. At the end of the round each team is briefed individually and receives extensive feedback from the judges’ panel, a key element of the New Venture Championship learning model.

OEN Lightning Round
The twelve teams not advancing to the final round will enter the OEN Lightning Round. Without the use of any equipment or visual aids, each team makes a “quick” pitch to a new panel of judges. The panel discusses strengths and weaknesses of each plan, after which teams will have only 15 minutes to adjust their plan and re-pitch it to the judges.

Final Round
Four teams advance as finalists and present their business venture to a panel of prominent investors and business executives, during which they may ask questions. Presentations are followed by a private feedback session. Winner is then awarded the 2014 New Venture Champion and presented the Reinmuth Cup.
THURSDAY APRIL 3RD

- NVC Check-In at Registration Table (Conference Center) 11:00am - 4:00pm
- OEN Start-Up Round (Conference Center) 1:00pm - 4:00pm
- Teams: Tradeshow Set-up (UO White Stag) 4:30pm - 6:00pm
- Judges: Opening Night Reception (UO White Stag) 5:00pm - 6:00pm
- Tektronix Trade Show and Elevator Pitch Competition (UO White Stag) 6:00pm - 8:00pm

FRIDAY APRIL 4TH

- Semifinal Round (Conference Center) 9:15am - 12:15pm
- Keynote Luncheon Luke Kanies, CEO of Puppet Labs (Queen Marie Ballroom) 12:30pm - 2:00pm
- Individual Team Feedback Conference Center 2:30pm - 4:15pm
- Blue Star Gas Announcement of Finalists and Team Bowl (Grand Central Bowling Lounge) 6:00pm - 9:00pm

SATURDAY APRIL 5TH

- Final Round (Colonel Lindbergh Room) 9:15am - 12:45pm
- OEN Lightning Round (Conference Center) 9:15am - 12:30pm
- Individual Finals Team Feedback (Guvertz Room) 2:15pm - 3:45pm
- Columbia Sportswear Awards Reception (Colonel Lindbergh Room) 5:00pm - 7:00pm
## SEMIFINAL SCHEDULE

### APRIL 5th

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<td>TA: MARCUS JENSEN</td>
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<td>ROOM: MARSHALL JOFFRE</td>
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<td>MOD: TY MANEGOLD</td>
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<td>JIM COONAN</td>
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<td>TA: JUSTIN BOULTER</td>
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<td>TA: VICTOR MORALES</td>
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# Awards

## New Venture Champion
- $25,000
- Winner of Reinmuth Cup
- Automatic berth in the 2014 Venture Labs Investment Competition

## Second Prize
- $10,000

## Final Round Runners Up (2)
- $2,500

## Best Written Business Plan Award
- $1,500

## Tektronix Trade Show Award
- $1,500

## Tektronix Elevator Pitch Award
- $1,500

## Palo Alto Software Best 1-Page Pitch Award
- $1,000

## Oen Lightning Round Awards
- Prize pool of $12,000 awarded among the twelve teams
PORTLAND, OR

PORTLAND’S BEST KEPT SECRETS:

Welcome to Portland. This is a place packed with creativity that is apparent in everything from the wildly innovative doughnuts at Voodoo to the mod-podge of art in McMenamins pub. Portland is known for having the most micro-breweries in the world, being the greenest city by Popular Science, the #2 best bicycle commuter city by Bicyclist, and of course, inspiring the show Portlandia. Here’s the local’s guide of what to do and what to see:

Restaurants
Broder Café (Breakfast) - 2508 SE Clinton St. $$
Mother’s Bistro (Breakfast) - 212 SW Stark St. $$
Waffle Window (Breakfast) - 3610 SE Hawthorne Blvd $
Bunk (Sandwiches) - 211 SW 6th Ave $
Andina (Peruvian) - 1314 NW Gilson St. $$
Luc Lac (Vietnamese) - 825 SW 2nd Ave. $
Montage (Bistro) - 301 SE Morrison St. $$
Nob Hill Bar and Grill (Pub Fare) - 937 NW 23rd Ave. $
Portland City Grill (Steaks & Seafood) - 111 SW 5th Ave $$$
Saburo’s (Sushi) - 1667 SE Bybee Blvd. $$
Screen Door (Southern) - 2337 E Burnside St. $$
Tilt (Burgers) - 3449 N Anchor St. $
Toro Bravo (Spanish) - 120 NE Russell St. $$

Breweries
Breakside Brewery - 820 NE Dekum St. $
Bridgeport - 1318 NW Northrup St. $$
Deschutes - 210 NW 11th Ave $$
McMenamins Barley Mill Pub - 1629 SE Hawthorne Blvd $$
Rogue - 1339 NW Flanders St. $$
Widmer - 929 N Russell St. $$

Desserts
Blue Star Donuts - 1237 SW Washington St. $
Moonstruck Chocolate Café - 526 NW 23rd Ave $
Papa Haydn - 701 NW 23rd Ave $$
Pix Patisserie - 2225 E Burnside St. $
Salt and Straw Ice Cream - 2035 NE Alberta St. $
Voodoo Doughnuts - 22 SW 3rd Ave $

Hikes
Columbia Gorge - 50000 E. Columbia River Hwy
Council Crest Trail - SW Sam Jackson Park Rd & SW Marquam St.
Mt. Tabor - SE 60th Ave & Salmon St.
The Pearl District to the Fields - NW Northrup St & NW 10th Ave
Forest Park - NW Upshur St.

Museums
Oregon Historical Society Museum - 1200 SW Park Ave
Oregon Museum of Science and Industry (OMSI) - 1945 SE Water Ave.
The PNCA Student Museum - 1241 NW Johnson St.
Portland Museum of Art - 1219 SW Park Ave
KEYNOTE
guest speaker
KEYNOTE SPEAKER: LUKE KANIES, PUPPET LABS

Luke Kanies is the CEO and founder of the Portland-based IT company, Puppet Labs. He founded the company in 2005 to help system administrators easily automate repetitive tasks in the data center and quickly deploy critical applications across multiple servers, from two to over thousands. Puppet Enterprise automates tasks at any stage of the IT infrastructure lifecycle, including: discovery, provisioning, OS & app configuration management, orchestration, and reporting. Now system administrators can spend more time bringing additional value to their organization and less time managing repetitive tasks.

After graduating with a degree in chemistry from Reed College, Luke began his career as a system administrator before founding Puppet Labs. In 2009, Puppet Labs received its first venture capitalist funding. Now, the company is backed by True Ventures, Radar Partners, Kleiner Perkins Caufield & Buyers, Google Ventures, Cisco, VMware, and Emerson Street Partners. At the end of 2013, Puppet Labs announced that it sold more than 250,000 Puppet Enterprise licenses in total and have more than 450 paying customers. Luke will talk Friday about his experience with investors and building a business.
SUCCESS

stories from past competitors
Waste heat is everywhere. Perpetua Power Source Technologies, Inc. puts it to work. Their technologies secured them a third place finish in the 2005 NVC and a first place finish in the elevator pitch competition. Their products utilize heat from common sources, ranging from industrial pipes and equipment to even the human body, and transform it into usable energy with voltages that work just like batteries. These energy sources for wireless sensors provide power for industrial, commercial, and other related applications. Perpetua’s renewable power sources have a long life (in most cases over 20 years), which minimizes or eliminates battery replacements, captures higher data rates, and reduces costs to be equivalent with most batteries. Since competing, Perpetua has licensed and commercialized technology from the U.S. Dept. of Energy, productized fully functional and stand-alone products, and partnered with the world’s largest sensor providers. They are also working on cutting-edge wearable energy harvesting technologies with a different set of partners for the consumer electronics market.

NVC and other business competitions helped them make their plan a reality. “The experience of participating in the competitions helped us refine our plans in a number of significant ways,” says Jon Hofmeister, President of Perpetua. “Through the process, we were able to benefit from many generous contacts who were willing and able to share their experiences.” They also found that the speed and intensity of the venture competitions, specifically the Q&A portion, helped them prepare to meet with investors. “The nature of the questions were also very informative,” he says. “Having the assembly of talented professionals at the NVC provides rapid feedback on your business is a rare treat. The nature of the questions was a clear indicator of what experienced business executives find most important.”
Split Engineering won the sixth annual NVC competition. Before the business team pitched the idea of the processing software at NVC, ten years of research went into their technology at the University of Arizona. The team then founded the company in 1997. Their software is designed to help miners determine rock sizes during the mining process. To extract iron, gold, copper, and diamonds, miners have to make the rock smaller and smaller. The Split Engineering Software calculates the size of rock fragments for precious metal miners by using images, such as pictures of muck piles, haul trucks, and conveyer belts. It allows the miners to better control all the factors of the process to measure the distribution sizes at various stages during the process in order to minimize the effect of natural material segregation. More than half of Split Engineering’s consumer base is overseas in mineral-rich areas such as Chile, Indonesia, and South Africa.

Preparing to present at NVC forced the team to take their 50-page business plan and consolidate it into a 90-second pitch at their trade show and a 15-minute final presentation. “What we learned was to get your message out there fast, be persuasive, and be professional,” says General Manager, Brian Norton. “It had to be right to the point and clear and exciting. That was a new concept for us.” The win made the team think about turning their class project into a real business. “That’s when the seed started getting planted,” says Norton. “Maybe this thing is real, we just went and presented this to a bunch of professionals who said, ‘yea, this thing looks great.’” For the last 16 years, Split Engineering has continued to grow in their niche market. “We’ve got a good niche in our industry and, if anything, we’ll continue to grow at our moderate pace, and we’re trying to introduce new products and new services,” says Norton.
Klymit’s lightweight gear makes packing for hiking, backpacking, skiing, camping and other outdoor adventures easy. Their technology, which placed them second at NVC in 2008, uses inflation to control temperature in outerwear and comfort in sleeping pads. Their lightweight jackets and vests allow the wearer to control the temperature with the turn of a dial. The jackets inflate with argon, a large-molecule natural insulator, which blocks a higher portion of transmitted energy. The technology is used in two-pane windows and diving dry suits. Founder Nate Alder saw argon used in dry suits during a diving trip in Brazil. As a former snowboard instructor, he wondered if the technology could be used in mountain gear. Shortly after releasing their inflatable vest, Klymit moved into creating sleeping mats designed to deflate to an easily portable size. “We got a lot more traction with our camping pads. Since then, we’ve broadened our reach with our camping pads, more than our apparel,” says Cory Tholl, President of Klymit. “It’s been a crazy ride, but it’s been fun. It’s all about evolving or dying.”

Competitions like NVC helped Klymit gain recognition. “If we hadn’t done those competitions to start with, we wouldn’t be here today,” Tholl says. Judges gave advice that helped the team figure out how to approach product development, have confidence in their pitch, and form strategies. They used the guidance to develop their technology into a tangible product. In 2009, their vest hit the market and ever since they’ve continued to grow. They hope to grow 50% in the next year as they expand internationally and enter new markets, such as the hunting market and the military market. They plan on attending multiple trade shows, including two in Europe. Tholl advises entrepreneurs that to be a successful start-up you need to be tenacious. “A lot of people want to get the big win,” he says. “It’s all about being tenacious and going door to door if necessary.” Klymit gear can be found at outlets such as R.E.I., Amazon, and Sports Warehouse. Later this year, the gear will be sold at Cabela’s.
2013 HIGHLIGHTS

Left: Stanford University’s Awair accepts the award for best Elevator Pitch. Right: The first place AGcerez team from Sasin Graduate Institute of Business introduces their product L’amai, a prebiotic syrup, to the judges. Bottom: Awair and AGcerez team members are presented the Reinmuth cup for their first place tie.
Top: The final round judges look on as the four finalist teams pitch their business plans. Bottom: John Hull talks with Kirby Dyess and Tim Stout about who should be named the 2013 NVC champion. Right: A team member of Solaris, from Hong Kong University of Science and Technology, presents in the elevator pitch competition.
JUDGING meet the panel
FINAL ROUND JUDGES

**DR. MICHAEL CROOKE**

Dr. Michael Crooke has been recognized by Trust Across America as a “Top 100 Thought Leaders in Trustworthy Business Behavior” (2012-13) and one of the “10 Innovators Changing Our World” by the Ford Foundation for his work shaping new sustainable businesses and influencing positive change around the world. He is a professor at University of Oregon’s Lundquist College of Business and Pepperdine University’s Graziadio School of Business and Management. Crooke founded the Socially, Environmentally and Ethically Responsible (SEER) business certificate program, a winner of the 2013 Dr. Alfred N. and Lynn Manos Page Prize for Sustainability Issues in Business Curricula.

**KIRBY DYESS**

Kirby Dyess is currently a principal for Austin Capital Management, LLC, where she advises and invests in early stage companies. In 2003, she retired from Intel Corporation after 23 years, most recently serving as the company’s vice president and director of operations. She joined Intel in 1979 where she held both staff and line management positions during her time there. Dyess sits on four company boards including the governing Board for Oregon Health and Sciences University. She also served as the president of the Oregon State Board of Higher Education for a year.

**AUGUST SICK**

August Sick is a co-founder and managing director of Cascade Prodrug, Inc., a development stage company engaged in anti-cancer therapeutics. He also is a part-time Entrepreneur In Residence for the Oregon Nanoscience and Microtechnologies Institute (ONAMI) and operates a private consulting practice focused on advising start-up or early stage biotechnology companies. Sick currently serves as a director for Active Motif, Inc., Florigenex, Inc., Yecuris Corporation, Tonbo Biosciences, the Sacred Heart Medical Center Foundation and on the External Advisory Committee for the Oregon Clinical and Translational Research Institute. Previously, he worked for Invitrogen Corporation, which became Life Technologies and Molecular Probes, Inc. He is the key inventor on 34 issued US Patents.

**JOHN WOOD**

John Wood is Vice Chairman and a member of New York’s Heidrick & Struggles’ Chief Executive Officer and Board practice where he was recently named one of Business Week’s “50 Most Influential Headhunters In the World”. Wood has 20 years of executive search consulting experience and an extensive track record of recruiting chief executive officers and board directors for a broad range of clients, including Bacardi, Time Inc., Del Monte, Church & Dwight, Clorox, Wendy’s, and Hertz. Wood began his career in advertising and has held senior management positions for Grey Advertising (now the Grey Group) and Foote, Cone & Belding.
SEMIFINAL JUDGES

**TIM BERRY**
Tim Berry is president and founder of Palo Alto Software, founder of bplans.com, and a co-founder of Borland International. Palo Alto Software offers business-planning tools for small businesses. He focuses much of his time on blogging, teaching, speaking, and writing. Berry is the author of several books and software including Business Plan Pro, The Plan-As-You-Go Business Plan, and 3 Weeks to Startup. For 11 years, he taught a class on starting a business at the University of Oregon.

**MIKE COUGHLIN**
Mike is a private equity investor who is interested in companies in the outdoor, real estate, industrial food production and wine production industries. He purchased Percon Incorporated with a group of investors in 1990 and took the company public in 1995. Coughlin also started Summit Bank and invested in clothing manufacturers and Internet retail companies. He began his career as a CPA in the tax department of Coopers & Lybrand and as a manager in Arthur Young’s consulting practice. He currently serves on the board of the Oregon Community Foundation.

**JIM COONAN**
Jim Coonan is the executive director with the Regional Accelerator & Innovation Network (RAIN), a consortium of government, higher education, and business community members created to advance the formation and growth of tech-based startups. Previously, Coonan has worked with Economic Development for Central Oregon (EDCO), Oregon Entrepreneur’s Network (OEN), Portland Angel Network (PAN), Oregon Angel Fund, Portland Seed Fund, FoundersPad Accelerator, Cascade Angels, and Pacific Northwest National Labs (PNNL). He is currently Chair of Peak Audio Group.

**TOM CULLEN**
Tom Cullen is the Executive Vice President of Corporate Development for DISH Network. He joined Dish in 2006 and has held various leadership roles. Before Dish Network, he was the EVP of Charter Communications and an officer for MediaOne, which are both cable and broadband operators. At each company, he was responsible for the development and deployment of new technologies, including the early launch of cable modem technology and VoIP services. Cullen also spent two years as President of TensorComm, an early stage wireless technology firm.

**CAROLINE CUMMINGS**
Caroline Cummings is currently the VP of Business Development for Palo Alto Software. She’s experienced both start-up failures and successes, formed, co-founded and was the CEO of two technology companies, and raised close to $1 million in investment capital. She co-founded several entrepreneurial programs in Eugene, including Smart-ups Pub Talks and the Southern Willamette Angel Network. Cummings regularly speaks on topics including entrepreneurship, angel investing, social media and authentic self-promotion. She also is the immediate past president of the Big Brothers Big Sisters of Lane County’s board of directors.
Diane Fraiman is a Venture Partner for Voyager focused on software and digital media investments in the Pacific Northwest. She uses her 30 years of technology company experience to work with startups in the enterprise software, Internet, mobile, social, and security software industries. Previously, Fraiman has worked with Sanctum, Intermix Software, Tektronix, Sequent Computer, and Digital Equipment Corporation. Diane is a Board observer of Act-On Software, Chirpify, Elemental Technologies, Lytics, and Ubix, and on the boards of TiE Oregon, Oregon Entrepreneurs Network (OEN), Portland Seed Fund and Oregon Israeli Business Alliance (OIBA).

Kanth Gopalpur has been involved in several entrepreneurial ventures over the past two decades. He led the online operations of Powell’s Books and was the VP of ecommerce for Djangas, a music and movie retailer. He founded Monsoon Inc., a software provider of ecommerce solutions. When it merged to form Monsoon Commerce, he became president and CEO. Currently, Gopalpur mentors early stage companies in Oregon. He has served on the Board of the Oregon Growth Account, the Portland Seed Fund, and the Oregon Chapter of TiE.

Scott Grout is an angel investor and mentor involved in a number of entrepreneurial organizations that drive economic growth in Oregon. For eight years, he was President and CEO of RadiSyS, a publicly traded global telecom equipment company. Prior to RadiSyS, he was President and CEO of Chorum Technologies, a venture-backed startup in fiber optics. Grout began his career at AT&T/Lucent, holding a variety of engineering and business unit positions over a 15-year period including VP/GM responsible for Lucent’s multi-billion dollar optical networking business.
JOSEPH HAWES
Joseph Hawes is President and Chief Executive Officer of Hawes Financial Group (HFG), which provides support and oversight to several entities. He has received notable distinctions for his leadership with professional organizations such as Outstanding Education Chairman of the Year, Certified as Scholar in Collection Business Management, Certified Health Care Collections Specialist, Certified Collector and the 2011 Leadership Symposium Swarsky Award. He currently serves on the Board of Directors for Volunteers in Medicine (VIM) and is co-chair of VIM’s annual fundraising campaign.

BOB KOMIN
Bob Komin is currently CFO of Flurry, a mobile analytics and programmatic advertising platform that connects to over 425,000 smartphone and tablet applications on over 1.4 billion devices worldwide. Through his career, he has held various senior financial and operating roles for companies including Ticketfly, Linden Lab, the creators of Second Life, Solexel, Inc., an innovative 3D thin silicon solar cell company, Tellme Networks, and Convergys. He has a passion for working with great teams of entrepreneurs to build leading and disruptive technology, software and service products.

IAN LOMBARD
Ian is the Managing Partner of Skyline Capital, a venture growth fund focused on the active lifestyle market. Prior to Skyline, Lombard served as the Chief Operating Officer for Tora where he was responsible for the day-to-day operations of the company as well as business development activities and the implementation of strategic initiatives. Before joining Tora, he was the head of the Technology Consumer Business at Kensington, a Fortune Brands company. While at Princeton, Lombard was a 3-year starter on the Ivy League champion football team.

SKIP RUNG
Robert D. “Skip” Rung is President and Executive Director of Oregon Nanoscience and Microtechnologies Institute (ONAMI). He is a senior high technology Research and Development executive with over 35 years of R&D management experience. He leads the Oregon Nanoscience and Microtechnologies Institute, Oregon’s first “signature research center.” Their mission is to grow small tech research in Oregon and extend the success of Oregon’s technology cluster. Rung is also an angel investor and a member of the Oregon Angel Fund, the Chemical Angel Network and the Willamette Angel Conference.

JON RYGH
Jon Rygh is Chief Creative Officer at Velocidi, a digital content marketing agency focused on demand generation. In 2015, he will lead all digital and social media efforts for the USA Pavilion at the World’s Expo. Rygh’s experience includes rebranding Edelman Digital and the US Open Championship, serving as COO of the French publishing house, Assouline, and co-founded the design studio Group W Art Works. He served on the inaugural Social Media Advertising Consortium working group, which aims to move the social media industry forward.
SCOTT SANDLER
Scott manages the day-to-day activities of the Oregon Angel Fund. He found out early, while working as an engineer at Intel, that he enjoyed talking about technology and products more than designing and testing them. Sandler left the Electronic Design Automation industry in 2010, after being the CEO of the startup, Novas Software. He then invested in the Oregon Angel Fund, quickly became one of its most active members and joined the fund’s management team in 2012.

TOM SPERRY
Tom Sperry is the Managing Director of Rogue Venture Partners, a private equity firm, and the CEO of Exit Games Inc., a venture capital backed technology company that focuses on the video game industry. He has also worked with Blade3D, HNC Software, Looking Glass Studio, and Microsoft Corporation, where he was an International Program Manager in the Games Division. Sperry is a member of the Portland Evergreen chapter of Young Presidents Organization. In his free time, he is an avid reader and outdoor enthusiast.

RICK TUROCZY
Rick Turoczy has worked with high-tech marketing communications in the Portland area for nearly 20 years. He cofounded PIE (the Portland Incubator Experiment), a startup accelerator formed with advertising firm, Wieden+Kennedy, TechFestNW, a tech event formed with Willamette Week and MusicFestNW. He mentors for the Portland Seed Fund, Nike+ Accelerator, and 9Mile Labs and serves on the boards of the Technology Association of Oregon (TAO), Oregon Entrepreneurs Network (OEN), and Entrepreneur Foundation of the Northwest (EFNW). Turoczy was also named as one of Portland Business Journal’s “40 under 40.”

MITCH VANCE
Mitch Vance is a general partner of TGV Partners, a private equity investment firm focused on making control investments in emerging growth and middle market companies. TGV specializes in purchasing branded product companies and their investment portfolio has included brands such as the B. Manischewitz Company, Childtime Learning Centers, Raging Waters Amusement Park, Thompson/Center Arms, and Garfield & Marx. Vance’s 25-year career in private equity includes time with various companies including Levine, Tessler, Leichtman & Company, Pacific Mezzanine Investors and First Westinghouse Capital Corporation.

DINO VENDETTI
Dino Vendetti is General Partner at Seven Peaks Ventures. He spent his career as an entrepreneur, investor, and executive in leading technology companies. Now, he puts his passion and focus into building and growing the tech eco-system in Bend, OR. He is co-founder of FoundersPad Accelerator, a program that helps entrepreneurs develop, refine, and grow their business, Managing Director of Formative Ventures, and previously, General Partner at Bay Partners and Vulcan Ventures.
ANGELA JACKSON

Angela Jackson of AB Jackson Group has experience advising hundreds of entrepreneurs and seed-stage companies across a broad spectrum of industries. She oversees the Portland State University Business Accelerator, is current President of the Portland chapter of the Keiretsu Forum, the largest angel network in the world, and was the 2010 Chair of the state's premier angel investment event, Angel Oregon. Jackson has also started and operated several small businesses, trained for a career in ballet, and sailed the world as a professional tall ships sailor.

WILL GLASSON

Will Glasson is Associate Director of External Relations at the University of Oregon Law School and the owner of a change consultancy, VireVim LLC. He has worked for a number of medium and large firms and public companies, filling different counsel, management, and operations roles. He focuses on assisting technology, athletic & outdoor, and hospitality businesses with financing, complex transactions, intellectual property, and privacy and data security matters.

DAVID DE FIEBRE

David de Fiebre has over 25 years of business and information technology management experience with a strong focus on sales and operations. He is an advisor and consultant and has built and managed small and large businesses in a diverse range of industries. De Fiebre has experience working at Polar Systems, Inc. which offers state of the art network design, engineering, and implementation, and Right! Systems, Inc., which offers IT support for businesses.

JIT BANERJEE

Dr. Abhijit (Jit) Banerjee is the Director of Business Development for Oregon Health & Science University (OHSU) where he manages strategic alliances and their startup company program. He is involved in creating the framework of support for companies to utilize OHSU research. Banerjee has worked for the technology transfer office at Cornell University, the Pfizer Strategic Alliance group, and Deloitte Consulting, where he advised pharmaceutical and biotech companies. For his research, Banerjee received the Joseph Shankman Award from the National Kidney Foundation.

SCOTT DAVIDSON

Scott Davidson is one of the leaders of Lane Powell’s Startups and Emerging Companies Practice Group. He works with entrepreneurs and management teams of start-up and later-stage ventures across a broad spectrum of industry groups including apparel, footwear, lifestyle, outdoor and technology. He advises clients on strategy including angel, venture and private equity financings, debt financings and strategic partnerships. Davidson has more than two decades of experience in corporate law, mergers and acquisitions, corporate finance, complex technology transfers and intellectual property matters for emerging growth and later-stage companies.

OEN JUDGES
JON KRUSE

Jon Kruse joined Intel Capital in 2004. Prior to Intel, he spent 10 years in a variety of marketing, strategic planning, and finance roles at Intel. Kruse has also held IT and strategic consulting roles at Andersen Consulting and Coopers & Lybrand. He has invested in or serves as Board Observer for a variety of companies including OpSource, ScienceLogic, and Voxify. His Board experience includes The Children’s Book Bank, the Portland Baroque Orchestra, the Oregon Zoo Foundation, the Multnomah County Library Levy Campaign and the Oregon Zoo Bond Campaign.

NATHAN LIABRAATEN

Nathan LiaBraaten is Manager at Cascadian Group, a results-based venture development, executive management, and M&A firm. His previous roles include managerial and advisory positions with a Portland-based venture capital firm, a Fortune 500 financial services firm, and a regional economic development organization. Throughout his career, LiaBraaten has helped early stage companies focus on results, growing quickly, and reaching key milestones. While at the University of Oregon, he played tight end for the Ducks football team and held leadership positions with the University of Oregon Investment Group.

JAY LINDQUIST

Jay Lindquist is President and Founder of Technology Business Development, LLC and Manager for the ONAMI Gap Fund and Commercialization Program. Technology Business Development is a consulting firm focused on helping young, technology-based companies close the gap between technology development and product introduction. As Manager of the ONAMI Gap Fund, Lindquist brings a combined business and venture mindset to economic development and has helped with the formation and early concept funding for over 40 companies.

KATHY LONG HOLLAND

Kathy Long Holland specializes in developing strategies and launching new products. She was the Divisional Head of New Products and Markets at Nike for 7 years and has run her own business advisory firm, LongSherpa Design. She helps owners, executives, and managers develop strategies for transitions related to growth, market change, ownership change, and management change. Long Holland co-founded ECO-D/OMBI, a not-for-profit publicly funded corporation providing business development and advisory services to innovative enterprises in the start-up and early stages of their development.

JENN LYNCH

Jenn Lynch is an early-stage technology investor with Portland Seed Fund. Her professional background is in web-based enterprise software where she has more than a decade of application development and management experience, including time as product manager, product marketing manager, and user experience designer. She is a board member of several Portland-area education, economic development and children-focused nonprofits and is an active community organizer. Lynch holds a BS in journalism from Northwestern University and an MBA from Columbia Business School.
JIM MCCREIGHT
Jim McCreight is the Director of Strategic Partnerships for the Oregon Technology Business Center Incubator and the President and Chairman Emeritus of the Museum Trustee Association. He has been part of the museum community as a trustee, patron and volunteer for over 20 years. In addition, McCreight has also been involved in the entrepreneurial community since 1966 with securities, real estate, software and publishing industries. He currently assists start-up companies through the Oregon Entrepreneurs Network and OTBC.

BILL NEWMAN
Bill Newman is managing director and founder of Northwest Technology Ventures, an Oregon seed fund focused on technology-based startups and spinouts from the research sector in life sciences and technology. Bill was a scientist at the Massachusetts Institute of Technology where he directed a joint program with the Harvard Medical School to develop and evaluate technology for the treatment of cancer. His discoveries led to four patents. He left MIT to found a start-up based on this research. Newman serves on various academic and civic boards including past chair of Oregon Bioscience Association and founding member of Oregon’s Innovation Council.

BRET NORRIS
Dr. Bret Norris is a Financial Advisor at Morgan Stanley Wealth Management, a global financial services firm in securities, asset management and credit services. Prior to Morgan Stanley, he was an institutional investment Analyst for IW Financial, providing environmental, social, and governance insights. Norris has also taught as an adjunct professor at Portland State University. He earned his BA at University of Puget Sound, MA at DePaul University, and PhD at the University of Washington.

ERIC POZZO
Eric Pozzo is Finance Manager at Pacific Light Technology, a company that develops specialty coatings for the LED industry. From 2008 to 2012, he was Fund Manager of the Oregon Angel Fund, an early stage investment fund. Pozzo has served in senior management roles in a number of start-ups including Creative Multimedia Corporation, which offered interactive CD-ROM games, and First Silicon Solutions, a design automation company. He is an avid bird watcher and manages the U.S. finances of the world’s largest bird tour operator, rockjumper.com.

STEVE SCHWARTZ
Steve Schwartz has spent the majority of his career working with health care technology and service companies. He has served as the CEO for Bay Pacific Health Corp., American Health Ventures, Employee Managed Care Corporation (EMC2 ) and Renaissance Health Care. Schwartz is currently President of ShiftWise, Inc., a software and service that minimizes the impact of healthcare professional shortage by helping hospitals and healthcare systems attract and retain healthcare talent. He is also Chairman of Bridge Executive Corp.
KATHRYN SHIMABUKURO

Kathryn Shimabukuro uses her twenty-three years of experience in growing businesses and developing markets to consult executives and professionals in effective marketing techniques. She has experience working with various sectors including accounting, law, software, security, and publishing. Shimabukuro shows her passion for entrepreneurship through angel investing, eight years in executive positions for startup companies and ongoing volunteer activities with entrepreneurial organizations. She is currently the Director of Marketing for Bullard Law, a boutique labor, employment and benefits law firm based in Portland, Oregon.

DOUGLAS STRABEL

Douglas Strabel founded Greenmark Expense Reduction Solutions (ERS), a cost reduction service, in 2010 where he has established a network of resources to support the company. Previously, he worked in reducing expenses for companies in the manufacturing, electronics, consumer products, service, and fulfillment sectors. From 2000 to 2006, he was the Director of Materials with Netflix, Inc. Currently, Strabel focuses his practices on the golf property and golf course industry.

JON SUMMERS

Jon Summers is an attorney and CPA who represents technology and emerging growth companies with respect to formation, financing, governance, and transactional matters. He counsels clients on financing, strategy, technology licensing, commercial agreements and other general business matters. His clients include Teseda, Giftango, Exterro, Sol Republic, Ascension Software, UXComm, and Black Rock Coffee Bar. Summers has also represented notable investors including Portland Seed Fund, Capybara Ventures and OVP Venture Partners. He teaches an Entrepreneurship seminar at Lewis & Clark Law School.

CHRIS ULUM

Chris Ulum co-founded Agilyx Corporation in 2006 and until recently, led the company as CEO. He raised over $70 million in angel, venture and strategic financing, built a strong team and board of directors, led the firm to initial commercialization, and built a clean-tech company which has won numerous industry awards. Ulum has experience working in high tech for 11 years, as well as the food, wood products and packaging industries. He has an MBA from Duke University.

SANJAY VANKUDRE

Sanjay Vankudre is an entrepreneur, angel investor, startup mentor and information technology professional with over 20 years of experience. He is currently VP of engineering and CTO at IEM Solutions, a software development and services firm. In the nineties he sold his consulting business, his second entrepreneurial venture. Vankudre has held several leadership positions at companies including IBM, Covansys, and Intel. He volunteers with non-profit organizations such as OEN, TAO, TIE and PANIIT. He also enjoys camping, golf, and playing badminton with his family.
TEAMWORK
meet the teams
**AugMi Labs: Harvard University, Cambridge, Massachusetts**

36 million Americans suffer from chronic arterial and venous diseases. AugMi Labs aims to establish new standards when monitoring these diseases, including high blood pressure and peripheral arterial disease. Their flagship product, the Vascular Medicine Glove, is an intuitive medical glove with the ability to give data-driven disease management, which allows users to predict adverse events, such as hospitalization admissions.

**BioDrive Fuels: Indian School of Business, Hyderabad, Hyderabad, India**

BioDrive manufactures biodiesel using waste cooking oil as raw material. The process involves sourcing waste cooking oil (WCO) from restaurant chains and traders, processes it into biodiesel at its plant, and supplies it to India’s three oil marketing companies (OMCs), viz. IOC, BPCL, and HPCL. This product aims to eliminate worldwide reliance on petroleum.

**Chiron Medical: Johns Hopkins University, Baltimore, Maryland**

Chronic wounds currently cost the U.S. healthcare system approximately $30 billion per year. Chiron Medical is a multidisciplinary solution. The WoundMEND system is comprised of three proprietary devices: the WoundCAP bristles, The WoundSTIM needles and the WoundTRACK app. The needles deliver debriding agents, which remove dead, damaged, or infected tissue within the wound while the bristles perform continuous debriding of the wound and the app monitors and tracks wound healing. The team estimates that these three devices will reduce healing time by 25% and save payers approximately 50% of the current cost of chronic wound care.

**Cyano Solutions, LLC: University of Oregon, Eugene, Oregon**

There are around 1,000,000 new cases of cancer a year. A popular treatment is chemotherapy, but often chemotherapy drugs have side effects that are intolerable. This requires dosages to be lowered to a level that is not effective enough to stop the cancer. CYANO Solutions, LLC solves this problem by modifying chemotherapy drugs to possess greater therapeutic index. The product is a new, inactive version that activates locally in the tumor. With CYANO solutions, patients will live longer and suffer from fewer side effects.
HEMANOTICS: UNIVERSITY OF ARKANSAS FAYETTEVILLE, ARKANSAS

HemaNotics developed a diagnostic that medical professionals will be able to use in addition to the International Normalized Ratio (INR) test to more accurately prescribe warfarin, an anticoagulant. The patent pending method, developed at the University of Arkansas for Medical Sciences, searches for certain biomarkers within one’s blood, which are used to create a warfarin metabolic profile. The profile can then be broken down into simple medical recommendations that will be provided to physicians so they can write proper prescriptions for the drug, saving both lives and millions in healthcare costs.

INNOBLATIVE DESIGNS, INC.: NORTHWESTERN UNIVERSITY EVANSTON, ILLINOIS

One-in-eight women in the U.S. will be diagnosed with breast cancer at some point in her lifetime. Early stage cancer can be treated with a lumpectomy (tumor removal) and post-operative radiation therapy (RT). One-in-three women will still require a second surgery due to residual cancer discovered at or near the margin of the removed tissue. Innoblative Designs, Inc.’s technology will make the treatment of early-stage breast cancer faster, safer, more convenient, and less expensive. The disposable radiofrequency ablation (RFA) probe can be used intra-operatively to destroy the potentially cancerous margin of tissue that remains after lumpectomy, thus reducing or eliminating the need for repeat surgery.

LIFEM: UNIVERSITY OF TEXAS AT AUSTIN AUSTIN, TEXAS

In many types of surgeries using catheters, surgeons must measure the blood pressure using the catheter for diagnostics. LifeM’s X2 sensor is a thin, flexible pressure sensor that makes measuring real-time blood pressure easier. This technology allows the surgeon to accurately measure pressure in multiple locations simultaneously and can increase surgery success rates while shortening surgery times. X2 has multiple point measurements, is flexible, small, and highly sensitive, which makes taking measurements easier and faster. In addition, it is easily integrated with existing catheter systems and affordable to fabricate.

LYMPHATECH: GEORGIA TECH ATLANTA, GEORGIA

LymphaTech’ introduces an integrated pressure cuff system that allows doctors and patients to measure the lymphatic vessel pressure either in the clinic or at home. The measurement provides an entirely new way of assessing the deterioration of lymphatic function that leads to lymphedema, swelling due to lymph fluid build up. This device is simple enough to use that patients will be able to have one in their own homes, letting them monitor their own lymphatic health without visiting a physician. For breast cancer survivors saddled with the pressures of monitoring their own health, this solution provides both convenience and peace of mind.
NUFORTIS: UNIVERSITY OF ILLINOIS AT CHICAGO  
CHICAGO, ILLINOIS

There are over 60,000 bridges in the United States. Of these, about 25% are classified as structurally deficient. NuFortis introduces their technology, NuPredict, a new solution in Structural Health Monitoring (SHM), the process of implementing damage detection in the infrastructure industry. NuFortis offers a patented solution that monitors a structure’s health in real-time and forewarns of structural failure, thus minimizing the costs and risks associated with failing infrastructure.

REDIGEN: SASIN CHULALONGKORN UNIVERSITY  
BANGKOK, THAILAND

The RediGen vision is to introduce a new way of repurposing used tires and other recyclables. The company introduces Multifunctional Composite (MF-cpo), a composite of 100% recycled materials, predominantly composed of waste tire and recycled plastic. RediGen aims to substitute new and recycled plastic by replicating the basic properties of plastic to make everything from plastic chairs to water bottles. The cost of plastic as a raw material is very volatile due to the price of oil. Using MF-cpo will not only enhance the strength of products, but would also help stabilize the cost of production.

SEMANTICMD: CARNEGIE MELLON UNIVERSITY  
PITTSBURGH, PENNSYLVANIA

SemanticMD’s mission is to develop a content-based patient search engine to aid radiologists in annotating patient images. It would improve the efficiency of radiology workflow by allowing radiologists to identify patients with similar conditions. It would also provide hospitals a means to more effectively analyze the quality of care provided by a radiologist. This resource allows radiologists to search patient data, which will save the hospital time, money and resources.

SKYLIT: UNIVERSITY OF CALIFORNIA SAN DIEGO  
SAN DIEGO, CALIFORNIA

Skylit is a home phototherapy device for patients with autoimmune skin conditions, such as psoriasis. It is the first truly portable, and personal phototherapy system that allows patients to monitor their skin condition from the comfort of their own home. It is also capable of uploading patient data to enable remote care through software-as-a-service, a software delivery model in which software is stored on a cloud.
STOREEZE: BRIGHAM YOUNG UNIVERSITY
PROVO, UTAH

Traditional social media allows people to create connections with hundreds of people, but does a poor job of deepening those connections. Storeeze.com is the solution to the growing frustration people have with social platforms that are too large, impersonal, and unauthentic. The site has designed a new way to help people truly connect through personal stories by allowing users to store and share their best life stories with the 30-50 people most important to them; creating stronger connections in the present and with future generations. Now it is easy to share stories of worst dates or family mishaps with the people that matter.

THERABRACELET: UNIVERSITY OF LOUISVILLE
LOUISVILLE, KENTUCKY

As individuals age, more pressure is required to feel touch. Many people mistake this decreased sensation of the loss of fine motor skills as clumsiness. TheraBracelet amplifies the body’s natural ability to feel touch as well as general motor skills in the hands. It was developed to provide treatment for the millions of Americans who have decreased functional abilities in their hands as a result of various debilitating neuropathic disorders. The wristband delivers unfelt vibrations throughout a patient’s hand to improve functional abilities all day. TheraBracelet is designed not only to work in conjunction with existing medical treatment methods (e.g. medication, physical therapy), but also to positively impact quality of life through home use.

TREELECTRIQ: PORTLAND STATE UNIVERSITY
PORTLAND, OREGON

Landscaping and outdoor lighting can increase a home’s value by up to 20%. However, installation of electronic outdoor lighting can be a hassle and solar powered lights don’t have the same brightness. Treelectriq technology changes this by offering bright LED landscape illumination by transforming a tree into a self-regenerating battery. It’s patentable installation extracts electricity from the natural electrolytes in a tree as it grows. The natural growth process continually recharges this living battery in all seasons and in all weather.

UHOO: HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY
CLEAR WATER BAY, HONG KONG

uHoo allows people to manage their respiratory health by measuring their surroundings and breathing habits, thereby enabling them to protect their well-being. The wearable sensor and smartphone or web app stores information on the user’s health for the day then provides them with personalized recommendations to manage their respiratory health based on their current and historical health. The app allows consumers to get personalized alerts and recommendations, prevent potential ailments, and better understand one’s surroundings and health.
MODERATORS

OMAR ELLIS
Ellis immersed himself in the anthropology of local cultures while traveling the globe as an aircrew instructor with the United States Air Force. It was through this experience that he gained a well-rounded understanding of world affairs and the global economy. After his return, he decided to follow his true passion of filmmaking and he created the award-winning short films Jackson and Blueberry Pale Ale. He hopes to use his MBA to lead a group of creative professionals to produce groundbreaking work across a multitude of industries, which combines his love for design and copywriting, and his experience in management.

TYLER MANEGOLD
Manegold spent the last ten years managing wilderness and experiential enrichment programs in the non-profit sector. He worked as the sole program coordinator for the University of Michigan’s math and science camp and Kalamazoo College’s new student orientation, which has as many as 120 to 1,500 clients annually. While at Kalamazoo, Manegold founded and directed the college’s Outing Club. He has a solid foundation in operations, logistics, budget planning, program management, and relationship management. He hopes to leverage his Oregon MBA to work in environmentally and socially conscientious small business.

JENNY PALM
Palm started her corporate career as a distribution assistant at Ben Bridge Jewelers in Seattle, Washington. She has retail experience with Columbia Sportswear, local establishments in Vail, CO, and Home Depot, where she was awarded with employee of the month numerous times. Palm has a passion for teaching outdoors and attained her Level 2 Alpine ski instructor certification. She has taught at both Crystal Mountain, Washington, and Vail Mountain, Colorado. Palm is looking to work with an organization that allows her to fuel her passions to innovate in the areas of tourism, outdoor industry, and recreation.

MEHDI SALAHDINE
Salahdine is an experienced stockbroker and a beginning entrepreneur. After working for Société Générale, the main Investment Bank in France, he switched courses and launched Le Bouillon des Halles, a French Gourmet Restaurant, and Champagne Bar in Reims, the Capital of Champagne. During this time, he managed the financial part of the restaurant along with his partner and a team of 14. His organizational, sales ability and overall management skills coupled with a risk-taking personality make him a valuable asset in any industry.
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