

WHARTON BUSINESS PLAN COMPETITION

Venture Finals 2015/2016

Final Round Presentations + Awards Ceremony

Jon M. Huntsman Hall
The Wharton School
University of Pennsylvania
3730 Walnut Street
Philadelphia, PA 19104

Thursday, April 28, 2016



Wharton
UNIVERSITY OF PENNSYLVANIA

Entrepreneurship
Business Plan Competition

The Wharton Business Plan Competition acknowledges and thanks its sponsors for their generosity and support.

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VENTURE FINALS AGENDA

Each team will have 10 minutes to present and 10 minutes for Q&A with the judges. There will be a 5 minute break between each team for transition. Presentations will take place in Jon M. Huntsman Hall, G06. The networking breaks, elevator pitches and awards ceremony will take place in the Jon M. Huntsman Hall Baker Forum.

| | |
|----------------|---|
| 1:00 – 1:10 pm | Introduction and Welcome |
| 1:10 – 1:30 pm | Qorum |
| 1:35 – 1:55 pm | brEDcrumb |
| 2:00 – 2:20 pm | QTEK |
| 2:25 – 2:45 pm | BioCellection |
| 2:45 – 3:10 pm | Networking Break |
| 3:10 – 3:30 pm | Our Frontier Crowd |
| 3:35 – 3:55 pm | Daylight OB LLC |
| 4:00 – 4:20 pm | Barn Owl Systems |
| 4:25 – 4:45 pm | WeTrain |
| 4:45 – 4:50 pm | Conclusion and Announcements |
| 4:50 – 5:50 pm | Networking Reception and Elevator Pitches |
| 5:50 – 6:15 pm | Awards Ceremony |

*While the judges are deliberating, Finalists will present 2 minute elevator pitches to the assembled audience, who will then vote for the Michelson People’s Choice Award.

Wharton Entrepreneurship supports entrepreneurial students from all schools at the University of Pennsylvania with its robust offering of research, teaching, and co-curricular programs. Whether you're exploring entrepreneurship, developing your idea, or ready to launch, Wharton Entrepreneurship can help.



**Goergen
Entrepreneurial
Management
Program**



**Business Plan
Competition**

\$10K
**Wharton
Venture
Award**



**Sol C. Snider
Entrepreneurial
Research Center**

**Startup
Internship
Award**

**Wharton Innovation
Fund**



**Venture
Initiation
Program**



**Entrepreneur in
Residence Program**

Find your path
WE@Weds

**Wharton Small Business
Development Center**





The Wharton School and Wharton Entrepreneurship would like to thank

THE GARY MICHELSON FOUNDATIONS

for sponsorship of the 2016 Wharton
Business Plan Competition & the People's
Choice Award.

The Gary and Alya Michelson Foundations are devoted to improving access to educational resources, bolstering concern for animal welfare, and driving technological innovation in the nation's premier universities. The Gary and Alya Michelson Foundations include The Michelson Medical Research Foundation (michelsonmedical.org), The Michelson Found Animals Foundation (foundanimals.org) and The Michelson Twenty Million Minds Foundation (20mm.org).

Program Overview

Now in its 18th year, the Wharton Business Plan Competition (WBPC) is among the leading global university-run business plan competitions. The WBPC was launched in 1998 by the Wharton Entrepreneurship Club and is now part of Wharton Entrepreneurship, which co-manages the competition with a specially selected student committee. The WBPC is open to all students at the University of Pennsylvania and in the 2015-2016 academic year saw 150 submissions from over 350 participants across six Schools at the University.

PARTICIPANTS RECEIVE:

- a structured educational entrepreneurial experience
- access to experienced entrepreneurs through the Mentor Program
- interaction with seasoned venture capitalists
- a diverse workshop series on topics such as Financial Modeling, Business Models and Investor Perceptions
- an introduction to myriad entrepreneurial resources both on campus and regionally



Learning Components

MENTOR PROGRAM

The Mentor Program matches student teams with experienced entrepreneurs and industry professionals who provide insight into the business world and, in doing so, help to shape specific aspects of the students' ventures. Ongoing interaction between students and mentors beyond the WBPC is encouraged.

JUDGES

Judges bring experience and knowledge of the venture process and provide valuable feedback to students on their venture concepts at every stage of the WBPC. The WBPC committee makes every effort to ensure a fair and equitable process.

Participation Process

The WBPC is a comprehensive platform to help entrepreneurs and their teams launch their businesses. The WBPC is structured to help teams enhance their understanding of starting a business and develop their ventures in both a collaborative and competitive environment.

FIRST ROUND

The first round of the WBPC requires students to submit a deck and optional short video that provides an overview of the venture idea. The submissions are reviewed by investors, entrepreneurs and industry experts. At the end of this year's first round, 25 Semifinalists were selected from the 150 teams that entered the competition.

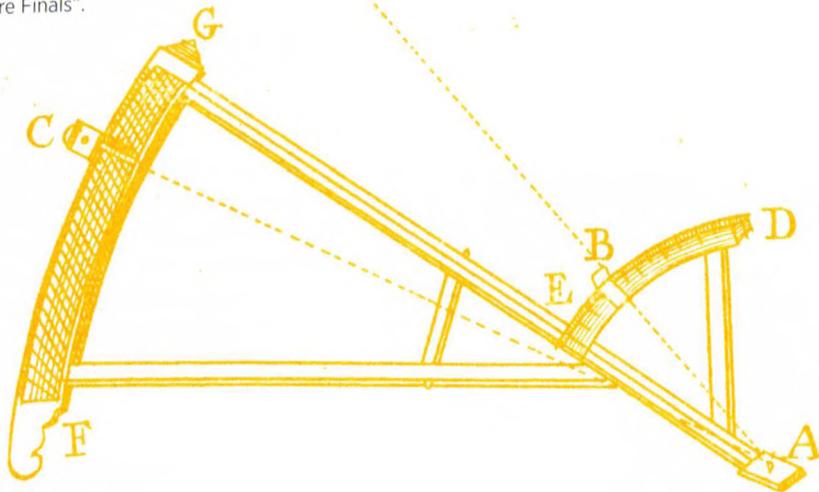
SEMIFINALS

The Semifinalists are asked to submit a comprehensive pitch deck, and to present before a panel of judges. The process of putting together a full pitch deck encourages students to detail all aspects of launching, growing and managing a new venture, while pitching to judges provides a real-life opportunity to sell the business to professional experts. During the Semifinals, teams compete against other Semifinalists in one of three, self-selected, industry tracks: Healthcare, Technology and Other. Eight of the 25 Semifinalists advance to the final round of the competition—the "Venture Finals".

VENTURE FINALS

The premier event of the WBPC, the Venture Finals is a unique opportunity for the "Great Eight" Finalists to present their ventures to a panel of distinguished judges, who will select the winners. The Venture Finals attracts an audience of over 200 venture capitalists, entrepreneurs, industry specialists, attorneys, local business leaders, alumni, students and media representatives. After these presentations, the judges adjourn to deliberate and decide the winners of the Periman Grand Prize, Second Prize and Third Prize. While the judges are deliberating, the entire audience and public can convene for a reception during which each Great Eight Finalist team delivers a 1-2 minute Elevator Pitch on their venture. Following these pitches, the audience votes on the winner of the Michelson People's Choice Award.

All prizes are announced during the evening's Awards Ceremony, immediately following the networking reception.



Workshops

Workshops complement the mentoring and judge-provided feedback received by WBPC participants. Led by Wharton and Penn faculty, as well as members of the University of Pennsylvania entrepreneurial community, the workshops are open to all student teams. Many workshops are offered as part of Wharton Entrepreneurship's WE Wednesday workshop series. This year's workshops were:

IDEA GENERATION

Ethan Mollick

Edward B. and Shirley R. Shils
Assistant Professor of Management
The Wharton School
September 30, 2015

TECHNOLOGY PUSH, MARKET PULL, AND THE SEARCH FOR PRODUCT-MARKET FIT

Professor Karl Ulrich

CIBC Professor of Entrepreneurship and e-Commerce
Vice Dean of Entrepreneurship and Innovation
The Wharton School
October 6, 2015

MAKING MORE MONEY BY REDUCING RISK FOR POSITIONING, TARGETING, AND PRICING – THE MOST IMPORTANT ENTREPRENEURIAL (MARKETING) DECISIONS

Professor Len Lodish

Samuel R. Harrell Emeritus Professor
Leader and Co-founder, Global Consulting Practicum
Emeritus Professor of Marketing
The Wharton School
October 14, 2015

BUSINESS MODEL DEVELOPMENT WITH CANVAS

Professor Jeffrey Babin C'85/WG'91

Senior Lecturer and Associate Director
Engineering Entrepreneurship Program
School of Engineering and Applied Science
October 21, 2015

MARKET RESEARCH AND CUSTOMER SEGMENTATION

Cathy Ogur

Business Research Librarian
Lippincott Library
The Wharton School
October 28, 2015

SALES – SELLING FROM THE TOP DOWN IN A B2B CONTEXT

Doug Baldasare WG'13

Founder & CEO
ChargeltSpot
November 4, 2015

BUSINESS FOR GOOD: BUILDING A SOCIAL VENTURE

Philip Wilson WG'94

Founder & CEO, Ecofiltro
November 11, 2015

THE ART OF THE PITCH

Professor Laura Huang

Assistant Professor of Management
The Wharton School
December 2, 2015

BPC TEAM BUILDING/SPEED NETWORKING

WBPC Student Management Committee

December 8, 2015

WHAT DO EARLY STAGE INVESTORS LOOK FOR?

Josh Kopelman W'93

Founder and Partner
First Round Capital
February 3, 2016

LESSONS FROM BUILDING ARTISAN MOBILE

Bob Moul

CEO
Cloudamize
February 10, 2016

STARTUP FINANCE WORKSHOP

Michael Taormina WG'15

Co-founder
LogicFI
February 17, 2016

PRESENTATION TRAINING FOR THE SEMIFINALISTS

Steve Bowman

President
BizClarity
February 24, 2016

HOW TO TALK TO TECH

Alec Lamon

Senior Director, Research and Innovation Group
The Wharton School
and **Sarah Toms**
IT Director, Learning Lab
The Wharton School
March 2, 2016

PRESENTATION TRAINING FOR THE GREAT EIGHT FINALISTS

Glenn Rockefeller

Director, Tech Solutions Group & Communicate 2.0
Lecturer, Wharton Communications Program
April 14, 15 & 22, 2016

Competition Prizes

In 2015-2016, student teams participating in the WBPC compete for over \$80,000 in cash prizes and \$55,000 in in-kind services.

PERLMAN GRAND PRIZE

\$30,000

The Perlman Prize is made possible by a generous donation from Ellen Hanson Perlman and Richard E. Perlman (W'68). The contribution represents the largest gift to the Wharton Business Plan Competition and will provide funding in perpetuity.

SECOND PRIZE

\$15,000

THIRD PRIZE

\$10,000

MICHELSON PEOPLE'S CHOICE AWARD

\$3,000

The Michelson People's Choice Award is made possible by a generous donation from The Gary and Alya Michelson Foundations.

GLOECKNER AWARD

\$10,000

The Frederick H. Gloeckner Award in Entrepreneurial Studies is made possible by a generous gift from Frederick H. Gloeckner and is given to the highest ranking undergraduate team in the WBPC. At least 50% of the team must be Penn undergraduate students. The team must reach the Semifinals and submit a pitch deck & pitch to the Semifinalists judges for consideration as a Finalist.

WHARTON SOCIAL IMPACT PRIZE

\$10,000

The Wharton Social Impact Prize is awarded to the Semifinalist team with the business model that demonstrates a clear social impact. The team must reach the Semifinals and submit a pitch deck & pitch to the Semifinalist judges for consideration as a Finalist.

COMMITTEE AWARDS

\$1,000 EACH

The WBPC Student Management Committee awards three Committee's Choice awards. To be eligible, teams must reach the Semifinals and submit a pitch deck & pitch to the Semifinalists judges for consideration as a Finalist.

IN-KIND LEGAL + ACCOUNTING SERVICES

Each of the top 3 prize winners will receive up to \$10,000 of in-kind legal services and \$5,000 of in-kind accounting services.

PROVIDING IN-KIND LEGAL SERVICES ARE:

Blank Rome LLP
Duane Morris LLP
Morgan Lewis Bockius LLP

PROVIDING IN-KIND ACCOUNTING SERVICES ARE:

Grant Thornton
KPMG

PROVIDING IN-KIND STRATEGY AND CONSULTING SERVICES IS:

GLG Share

PROVIDING IN-KIND CO-WORKING SPACE AND RESOURCES IS:

WeWork



PAST PARTICIPANTS

Since its inception, the WBPC has helped develop a host of business concepts into thriving businesses. Not only are many Grand Prize winners still in operation today, but also, the Semifinals and Finals rounds have spawned a number of successful ventures. Past participants have raised significant amounts of venture funding, sold their businesses to multi-national corporations and received industry recognition for their innovations. For additional details on past participants and where they are now, visit page 8.

Past Participants

1999 FINALIST

PayMyBills.com

PayMyBills.com was an early success in the dot com era, growing to over 200 employees and eventually being sold to PayTrust for \$65 million.
PayMyBills.com

2000 SEMIFINALIST

NetConversions

NetConversions Inc., a designer of Web technology used by marketers to track website users' behavior, was acquired by aQuantive Inc. in 2004.

2001 GRAND PRIZE WINNER

ProtoCell



ProtoCell is now **Integral Molecular**, a Philadelphia-based biotechnology company providing innovative solutions for scientific research and drug discovery applications involving cellular and viral integral membrane proteins.
integralmolecular.com

2002 FINALIST

BondMyAuction



BondMyAuction is now **buySAFE, Inc.** providing eCommerce bonding services that build consumer confidence and provide significant financial and brand building benefits for online merchants.
buysafe.com

2003 GRAND PRIZE WINNER

Team Members

PAWs Pet Insurance



Team members of PAWs Pet Insurance are leading **Embrace Pet Insurance** which combines the next-generation of veterinary-friendly pet health insurance with a deep commitment to profitable, long-term customer acquisition and retention.
embracepetinsurance.com

2003 GRAND PRIZE WINNER

Team Members

PAWs Pet Insurance



Team members are now leading **Petplan**, the #1 rated pet insurance in America by PetInsuranceReview.com.
gopetplan.com

2004 GRAND PRIZE WINNER

InfraScan



InfraScan continues development of its flagship product, the Infrascanner™, a handheld imaging device using near infrared (NIR) technologies for the detection of hematoma, or bleeding in the brain, in head trauma patients.
infrascanner.com

2005 SEMIFINALIST

TerraPass



Since 2004, **TerraPass** has helped more than 1,000 businesses and institutions, and 100,000s of individuals, take responsibility for their impact on the climate. This has resulted in implementation of dozens of renewable energy and greenhouse gas destruction projects that in aggregate have reduced greenhouse gases in the atmosphere equivalent to billions of tons of carbon dioxide.
terrapass.com

2006 THIRD PRIZE WINNER

Home-Base USA



Home-Base USA is now **SalesRoads**, the nation's leading B2B appointment setting and lead generation company.
salesroads.com

2007 FINALIST

Angiologix

Angiologix offers cardiovascular diagnostic products used for accurate, non-invasive, and point-of-care testing of endothelial dysfunction. Angiologix, Inc. was acquired by Everist Genomics (now Everist Health) in 2011.
everisthealth.com

2008 SECOND PRIZE & GLOECKNER UNDERGRADUATE AWARD WINNER

InnovaMaterials



InnovaMaterials is now **Innova Dynamics**, an innovator in advanced materials technology and cleantech that is inventing and commercializing disruptive advanced materials technologies for a sustainable future.
innovadyanmics.com

2009 SEMIFINALIST**ONE|VISION**

ONE|VISION is now **Warby Parker**, creating boutique-quality, classically crafted eyewear at a revolutionary price point. Warby Parker partners with non-profits like VisionSpring to ensure that for every pair of glasses sold, a pair is distributed to someone in need.

warbyparker.com

WARBY PARKER
eyewear

2010 COMMITTEE AWARD

Global Venture

Hector Beverages

Hector Beverages is bringing the functional beverage revolution to India.

hectorbeverages.com

**2011 THIRD PRIZE WINNER****baby.com.br**

Baby.com.br is Brazil's leading baby products e-commerce company, offering the deepest selection, lowest prices and Brazil's best customer service experience.

baby.com.br

**2011 MICHELSON GRAND PRIZE WINNER****Stylitics**

Stylitics is an innovative platform that gives a direct look into what consumers wear, own and buy on a daily basis providing real-time customer data and insights for brands and retailers.

stylitics.com

**2012 FINALIST****Graphene Frontiers**

Graphene Frontiers is now **Graphene Technologies** which has developed a groundbreaking, patented, green, nano-materials synthesis technology that produces graphene from carbon dioxide.

graphenetechnologies.com

**2012 SECOND PRIZE WINNER****1DocWay**

1DocWay is an innovative telepsychiatry platform built to better connect hospitals with the patients in and around their community. In November 2015, 1DocWay was acquired by Genoa, a QoL Healthcare Company.

1docway.com

**2012 MICHELSON GRAND PRIZE WINNER****RightCare Solutions**

RightCare Solutions delivers the Discharge Decision Support System, point-of-care risk assessment and workflow tools that reduce 30- and 60- day hospital readmissions. In December 2015, RightCare Solutions was acquired by naviHealth, Inc., a Cardinal Health company.

rightcaresolutions.com

**2013 SEMIFINALIST****Skillbridge**

Skillbridge gives clients on-demand access to a 'hidden market' of top-tier Elite Business Freelancers. Hire the experienced consultants, experts, and specialists you need for short-term engagements without the overheads of consulting firms or the complications of auction-based marketplaces. Skillbridge was acquired by Toptal in 2016 and is now Toptal Business.

skillbridge.co

**2014 PERLMAN GRAND PRIZE WINNER****Slidejoy**

Slidejoy is an Android app that rewards users for having trending news and promotions appear on their lockscreens. Slidejoy has over 600k downloads and clients that range from startups to the Fortune 200. Slidejoy's vision is to make mobile service, apps and devices free for the world. It intends to do so by making advertising interesting through efficient products, sleek design and superior value for consumers.

getslidejoy.com



Slidejoy

2015 PERLMAN GRAND PRIZE WINNER**Bungalow Insurance**

Bungalow is using data and design to simplify the insurance purchasing process. The company is initially focused on the renters' insurance vertical, with plans to expand its portfolio to other property & casualty insurance products in the near future.

bungalowinsurance.com



Bungalow

You have a tireless passion for your business. *We will too.*

Our team works collaboratively with entrepreneurs to build value in their business. The late nights. The early mornings. Strategic debates. Shared wins. **We're in it together.**

For more than 60 years, Safeguard Scientifics (NYSE:SFE) has been synonymous with entrepreneurship and innovation. Today, Safeguard targets companies focused on diagnostics, devices, healthcare IT, fintech, Internet and digital media, and enterprise software. Safeguard targets initial capital deployments between \$5M and \$15M, and follow-on financings between \$5M and \$10M.

Our partner companies have been acquired by highly-respected global companies such as Shire Pharmaceuticals, Eli Lilly, GE Healthcare, McKesson, Becton Dickinson, Teva Pharmaceuticals, Myriad Genetics and more!



Learn more at
www.safeguard.com



THE FINALISTS

BARN OWL SYSTEMS

BIOCOLLECTION

BREDCRUMB

DAYLIGHT OB, LLC

OUR FRONTIER CROWD

QORUM

QTEK

WETRAIN

Barn Owl Systems

Barn Owl empowers better ranch management with drones and “smart ranch” technologies. Rangeland used for livestock covers 40% of the US, and we believe the long-term health and sustainability of the land is critical for food security and wildlife preservation. Our goal is to empower ranchers with information and tools to improve the economic and environmental sustainability of their businesses and their land. Our systems create immediate value for ranchers by saving time, money, and livestock. Over time, our analytics and management tools improve the long-term health of natural resources.

We integrate drones and ground-based sensors into an independent, low-cost, wireless network. Our drones provide autonomous imagery collection of livestock and natural resources over large areas, and our networked sensors provide real-time monitoring of critical infrastructure. We provide the software that drives the value in the system. Our software enables drone autonomy, persistent sensor monitoring, and custom analytics for rangeland and livestock management.

Barn Owl's initial target market consists of large livestock ranches and our total addressable market for US ranches is \$770M per year. However, we plan to apply our technologies in the broader drone market, estimated to be \$17B in 2021. Our revenue model consists of hardware sales, an annual fee for hardware maintenance, and an annual subscription for software and data.

Our team has deep expertise in ranching, aerospace operations, and drone operations. Josh grew up on a ranch in Wyoming, is an experienced Air Force instructor and test pilot, and has a background in leading aerospace test programs. Vince has operated dozens of small drones and is experienced in integrating sensors and drones into wireless networks. Our UPenn educated engineering team, Nichin, Stanley, and Wayne, bring a breadth of expertise and enthusiasm for mechanical engineering, electrical engineering, drones, and computer vision.

TEAM LEADER:

Josh Phifer WG'17

TEAM MEMBERS:

Vincent Kuchar WG'17

Nichin Sreekantaswamy GEE'17

Chia-Wei Lin GEN'17

Hsu Shih-Yao GEN'16

BioCollection

Plastic pollution is a global crisis that threatens the lives of wildlife and the food safety for 4 billion people. Despite current recycling technologies, 90% of post-consumer plastic waste becomes pollution. Polystyrene has very low recyclability and makes up one third of marine pollution. BioCollection is engineering bacteria to upcycle polystyrene into a valuable bio-surfactant called rhamnolipid.

BioCollection is founded by technical co-founders who have worked on the science behind the invention for the past four years and currently hold two provisional patents for this technology. In 2013, co-founders Miranda and Jeanny were invited to speak at TED about plastic eating bacteria, which began as a science fair project from high school and has become BioCollection's platform technology. Currently, BioCollection scientists and engineers are working out of the Penn Chemical and Biomolecular Engineering Lab to complete the wet lab prototyping. The management team receives mentorship from world-class experts in science, scale-up, and business development, and has investors from USA, China, and Europe.

Due to the disruptive nature of this technology, BioCollection has two major markets. For both product streams, BioCollection will outsource manufacturing and focus on research and development. In the plastic biodegradation space, target customers range from ocean cleanup organizations to municipal waste treatment facilities. The plastic bioremediation space constitutes a \$13B global market for water pollution alone and currently no major competitor exists. The BioCollection team has already secured three plastics suppliers. In the \$2.2B bio-surfactant market, BioCollection's rhamnolipid compound can target agricultural bioremediation, pharmaceuticals, and cosmetics manufacturers. Market traction gained from a major textiles manufacturer has shown an opportunity to penetrate into the luxury fashion industry. Through the planned 2017 market entry, BioCollection projects to break even in 2018 with only 3 customers and grow into a \$100MM synthetic biology business in 5 years.

BioCollection was founded upon the belief that sustainability can be achieved through rethinking. We aim to turn a global crisis into an even greater opportunity.

TEAM LEADER:

Miranda Wang C'16

TEAM MEMBERS:

Jeanny Yao

Alexander Simafranca C'18

Eric Friedman C'16

Daniel Chapman

WINNER OF THE
**WBPC
SOCIAL IMPACT
PRIZE**

WINNER OF THE
**GLOECKNER
UNDERGRADUATE
AWARD**

brEDcrumb

Problem: Every year 1.5M of the 3.3M college-ready high school students will undermatch: they either won't go to the best college for them... or more likely they won't go at all. The undermatching problem disproportionately affects underserved students and limits their economic mobility. At the same time colleges are spending \$6B on admissions recruiting each year — more than \$2,300 per enrollee — and are still not yielding the class diversity they desire.

Solution: brEDcrumb solves both of these problems by creating a mentorship platform based on shared backgrounds. We provide underserved students with an undergraduate, young professional or graduate student who has a shared background. That volunteer — which brEDcrumb calls a “Role Model” — provides personalized guidance on essay writing, scholarships, and how to get to and through college. The brEDcrumb platform also provides deadline reminders, cloud storage for application materials, simplified financial aid forms, access to prep resources, and automated fee waiver claims. By providing a quality technology product and a Role Model who leaves a trail, brEDcrumb creates new quality college applicants. brEDcrumb tracks progress and collects data on the student and is able to offer universities an opportunity to reach the students they were previously missing (e.g., 1800+ SAT, Income <\$35k, from FL, GA, NC) and then target those specific student populations through a free or priority application. brEDcrumb charges a per applicant fee for every student claiming said waiver. We're able to do all of this by creating a convenient and virtual volunteer opportunity that allows our Role Models to help their community even if they can't be in their community. Sign up to help your community at bredcrumb.org.

TEAM LEADER:

Scott Eifenbein WG'17

TEAM MEMBERS:

Michelle Xie WG'17

Sam DeLuccia GEN'17

Vijay Kalvakuntla WG'17

Chelsea Atkins C'16

Daylight OB, LLC

Daylight OB, LLC is a medical device company developing technologies to improve health and safety in labor & delivery units. Our first device is a disposable obstetrics device, called Daylight, used to reposition a baby for an urgent cesarean delivery. The device will replace a manual repositioning method associated with poor outcomes and that exposes mothers, babies, and clinicians to unnecessary risk. Daylight has a clear low barrier regulatory pathway and robust intellectual property protection. The Daylight team is on the brink of commercializing the device and has developed distinct achievable milestones.

TEAM LEADER:

Neil Bansal WG'16

TEAM MEMBERS:

Aaron Fisher WG'16

Eric Tepper C'17

Christina Wray M'17/WG'17

Liz Golden WG'16/GEN'17

Our Frontier Crowd

Africa is experiencing unprecedented transformation. Demographic and urbanization trends are undeniable, pointing toward real estate investment on the continent as the growth story of our time. And yet these historic opportunities will go unrealized without intelligent guidance and local access.

Introducing Our Frontier Crowd, the premiere residential real estate platform dedicated to investment opportunities in Africa. Our proprietary technology harnesses the insights of the crowd to connect African real estate developers and potential homebuyers with foreign investors, who seek a chance to earn outstanding market return while creating measurable social impact.

As part of the due diligence process, Our Frontier Crowd first carefully vets proposals from African real estate developers. Next, the most qualified investment opportunities are presented on the platform to locals for further site validation, sending a strong signal to foreign investors regarding quality, risk and return. Once the funding is attained by all capital sources, investors are updated throughout the life cycle of the project. And when the project sells, investors realize their returns.

Our Frontier Crowd closes the gap between perceived uncertainty and real risk, and from global speculation to local validation. Moreover, the platform is designed to test regional investment appetites and to scale throughout the sub-Saharan, ensuring robust deal flow and enhanced due diligence in growth markets.

Our Frontier Crowd is committed to realizing exceptional financial gains for its investors and to making a meaningful difference for all of its stakeholders.

TEAM LEADER:

Greg Hagin WG'16 (Wharton Executive MBA - PHL)

TEAM MEMBERS:

Aristide Toundzi WG'16
(Wharton Executive MBA - PHL)

Robert Specht WG'16
(Wharton Executive MBA - PHL)

William Chan WG'16
(Wharton Executive MBA - PHL)

Nadir Bilici M'19

Qorum

Qorum: the better way for alcohol brands to target millennials and spend their mandated “Drink Responsibly” dollars. With Qorum, alcohol brands can sponsor up to 10,000 free Uber rides from bars per month — for less than the cost of a single billboard.

In exchange for sponsoring rides, Qorum gives alcohol brands guaranteed product placement and distribution throughout our highly influential, millennial-focused bar network.

With a suite of beautifully designed mobile apps and complete point of sale (POS) integration, Qorum also provides alcohol brands with perfectly targeted, on premise video advertising and unrivaled user consumption data.

Qorum shows alcohol brands exactly who drinks what, when and where — in real time — so they can spend their multi-billion dollar marketing budgets more effectively and efficiently.

TEAM LEADER:

Andrew Pietra WG'17

TEAM MEMBERS:

Conner McNamara

Anna Nassery

QTEK

Many plastic companies are using antimicrobial additives to provide a built-in, infection-free surface in public hot spots and household applications. There are 3 existing types of additives on the market today: organic compounds, ionic silver, and other metals. Organic compounds take up the largest market share at 67%. But they contain benzene, arsine, and other heavy metals that consumers have been avoiding for many years. In fact, last year, the FDA, the Canadian Medical Board, and the State of Minnesota have banned most organic compounds.

New regulations and consumer preference changes are driving 67% of the offering out of competition. Plastic companies are forced to find other alternatives. The problem is, these alternatives are expensive, ineffective, and bad for the environment. Plastic companies desperately need a new product to fill this huge void.

Surfion is an ionic copper-based antimicrobial additive. It takes one application of Surfion during the manufacturing process to last the entire life cycle of the product, no maintenance required. Surfion is effective against both bacteria and fungi, it lasts more than 13 years, and costs 50% less than competition. Surfion is safe to use for humans and the environment. This technology was supported by NSF SBIR award, is patent protected around both the material and the process.

TEAM LEADER:

Mengya Li WG'17

TEAM MEMBER:

Bowen Li

WeTrain

WeTrain is a membership-based fitness club, dedicated to bringing our members the best possible prices on high quality training sessions. With hundreds of personal trainers, yoga instructors, pilates instructors and cycling instructors, WeTrain offers its members training sessions as low as \$15—anywhere, anytime—and can train clients with or without any gym equipment. Our instructors come to you, both in-person and virtually, and together we are disrupting a massive \$40BN market.

WeTrain attracts top fitness instructors because we pay 66% more than the national average AND encourage instructors to participate in the company's upside through our revolutionary SWEAT EQUITY program. All instructors are certified, carry insurance, have background checks and interview with our training team to ensure top quality.

In only a few months, we have conducted/pre-sold nearly 1,000 sessions across the country. We are currently raising our seed round and seeking investors to join our existing base which includes the Haas Family, Dorm Room Fund and others.

Try out a free session today by downloading our mobile application and using the promotional code "WHARTONBPC".

TEAM LEADER:

Jonathan Sockol W'09/WG'16

TEAM MEMBERS:

Zach Hertzel

Mitch Brudy

Juliano DiSimone

Matt Wignall

Bobby Ren

Rick O'Brien

VENTURE FINALS JUDGES



(left to right)

DAVID A. COHEN (PAR'14/PAR'16/PAR'17)

CEO, Chief Investment Officer, and Co-Founder
Karlin Asset Management, Inc.

CAROL A. CURLEY (WG'81), CFA

Managing Director
Golden Seeds

MARC LORE (WHARTON ALUM)

Founder and CEO
Jet.com

RICHARD PERLMAN (W'68)

Founder and Executive Chairman
ExamWorks Group, Inc.

STEPHEN S. TANG (WG'92) PH.D. MBA

President & CEO
University City Science Center

TRACEY WEBER (WG'95)

Strategic Advisor
Gilt and Hudson's Bay Company

DAVID A. COHEN (PAR'14/PAR'16/PAR'17)

CEO, Chief Investment Officer, and Co-Founder
Karlin Asset Management, Inc.

David A. Cohen is CEO and Chief Investment Officer of Karlin Asset Management, a Los Angeles based private investment firm he co-founded in 2005. The company has received considerable recognition as an innovator in the asset management and family office investing arena. It has also received numerous awards including Family Office of the Year by both Institutional Investor and Private Asset Management. Karlin employs a multi-asset class framework to invest opportunistically across a variety of strategies including value securities, distressed real estate, direct lending and natural resources.

Mr. Cohen has over 25 years of experience in principal investing in public securities, real estate, and private equity. He is a frequent speaker and thought leader on distressed investing, risk management, asset allocation and contrarian thinking. Mr. Cohen spent nearly a decade in senior executive positions with one of the largest private companies in the U.S. He also served as a Principal in a \$16 billion alternative investment firm (acquired by Blackrock), and started his career as an investment banker and derivatives specialist at Lazard Frères & Co. in New York.

His academic background includes degrees from Cambridge University (M.Phil., honors, completed all Ph.D. coursework, Finance), and Boston University (B.S., summa cum laude and Tau Beta Pi, Engineering), and graduate work at Sydney University as a Rotary Foundation Scholar (Engineering).

Mr. Cohen serves in executive leadership roles or board positions with a variety of non-profit organizations in the areas of education, public policy, medical research and animal welfare.

CAROL A. CURLEY (WG'81), CFA

Managing Director

Golden Seeds

Carol is currently a Managing Director with Golden Seeds, an investment firm focused on achieving above-market returns by investing in women-led businesses. Carol has responsibility for the Golden Seeds Knowledge Institute, which houses their investor training activities. She is also an active member of New York Angels, one of the oldest and most active angel investment groups in New York City, which is committed to funding and mentoring great young companies. In addition, Carol is President of The Charian Group, LLC, a company formed to provide consulting services to financial intermediaries, non-profit organizations and early-stage companies with an emphasis on women-led or focused organizations. Charian serves as the investment vehicle for her early stage investments.

Prior to forming The Charian Group, Carol was Executive Vice President, Chief Operating Officer and a member of the Board of Westwood Management Corporation, a registered investment advisor. Carol has held senior investment banking positions with Berkshire Capital Corporation, Prudential-Bache Capital Funding, and Smith Barney, Harris Upham & Co. Inc. She has served as an Adjunct Professor of Finance in the Graduate School of Management at The University of Dallas in Texas and at the Lubin Graduate School of Business at Pace University in NY.

Carol currently serves on the Advisory Board of Urgent Consult Inc, an early stage company in the health-tech space. In addition, she serves as an Advisor to Prosper Startup Accelerator in St Louis as well as a mentor to the Pipeline Angels, which trains women philanthropists to become angel investors; TechLaunch NJ, a NJ-based incubator and Blueprint Health, a health tech Accelerator. She also has served as a judge for the annual Wharton Venture Awards, a program designed to enable student entrepreneurs to spend the summer focused on building their business. Previously, Carol served on the New York Advisory Board of Astia, a global non-profit organization focused on accelerating access to capital by women entrepreneurs; the Board and Executive Committee of Investors' Circle, a network of socially-responsible private investors; the Board and Investment Committee of The Dallas Women's Foundation, an organization established to promote economic self-sufficiency for women and girls in the greater Dallas area; and the Board of The Women's Opportunity Fund, a non-profit micro-lending enterprise.

Carol holds a BA in Economics from Wellesley College, an MBA in Finance from The Wharton School of the University of Pennsylvania and is a Chartered Financial Analyst. You can follow Carol on Twitter - @ccurley01 or through her Blog <http://womeninvest.wordpress.com>.

Venture Final Judges (Continued)

MARC LORE (WHARTON ALUM)

Founder and CEO

Jet.com

Marc Lore is the Founder and CEO of Jet.com, which has raised more than \$700 million in funding. Jet promises radical price innovation in e-commerce by optimizing the underlying economics of online shopping and unbundling the embedded retail costs that drive up price, creating an entirely new business model that works better for both consumers and merchants.

Prior to Jet, Marc was the Co-founder and CEO of Quidsi, the parent company of e-commerce websites Diapers.com, Soap.com, Wag.com and more. The company was founded in 2005 and sold to Amazon in 2011 for \$550 million. Marc was also the Co-founder and CEO of The Pit, Inc., an internet market-making collectible company constructed as an alternative to eBay, which was sold to the Topps Company in 2001.

Marc has received a plethora of industry accolades, including E&Y Entrepreneur of the Year regional winner and Fortune's "smartest people in technology." The Sunday Times Magazine of London named him one of the "new high-tech entrepreneurs and whiz kids." Prior to being a serial entrepreneur, Marc held various investment banking positions, including Executive Vice President of Sanwa International Bank in London, where he was head of the bank's Risk Management Division and Vice President of Emerging Markets Risk Management at Credit Suisse First Boston.

He graduated from Bucknell University, where he received a BA in Business Management/Economics, cum laude, and attended the MBA program at the Wharton School of Business.

RICHARD PERLMAN (W'68)

Founder and Executive Chairman

ExamWorks Group, Inc.

Richard Perlman is the Founder and Executive Chairman of ExamWorks Group, Inc. (NYSE:EXAM) the global leader in the independent medical exam industry. ExamWorks provides evidence based medical evaluations to the property and casualty market for workers compensation, automotive and general liability injury claims. Since its founding in 2008 the company has grown revenues to \$900 million and is the market leader in the United States, the United Kingdom and Australia. It also has operations in Canada.

Prior to that Perlman was Executive chairman of TurboChef Technologies, Inc. (NASDAQ:OVEN), the world leader in speed cook technology, of which he acquired control in 2003 and sold to Middleby Corporation (NASDAQ:MIDD) in 2008, PracticeWorks, Inc. (NASDAQ:PRWK), the world leader of dental practice management software and digital radiography, which he sold to Eastman Kodak (NYSE:EK) in 2003, and AMICAS (NASDAQ:AMCS) a leading medical practice management software company which was sold in two transactions to Cerner Corporation (NASDAQ:CERN) and Merge Technologies, Inc. (NASDAQ:MRGS).

Prior to Perlman's involvement in the public markets, he acquired several private companies in the home furnishings, automotive replacement parts and real estate industries where he was the controlling shareholder and Chief Executive.

Perlman is also the Chairman of Compass Partners, LLC a merchant banking firm specializing in middle market companies which he founded in 1995. Perlman sits on the boards of various private companies in which Compass has invested, as well as the board of The One Group, LLC (NASDAQ:STKS).

Perlman is the donor of the Perlman Grand Prize for the Wharton Business Plan Competition and serves as a Trustee of The James Beard Foundation. He also is on The Wharton School's Undergraduate Executive Board and Wharton Entrepreneurship's Advisory Board.

Perlman is a 1968 graduate of the Wharton School of the University of Pennsylvania and received his MBA from The Columbia University Graduate School of Business in 1972.

STEPHEN S. TANG (WG'92) PH.D.

President & CEO

University City Science Center

Dr. Tang became President and CEO of the University City Science Center, the nation's oldest and largest urban research park, in 2008. Dr. Tang is the first president in the Science Center's history to have not only led a company through venture funding and an initial public offering, but to also serve as a senior executive with a large life sciences company as it acquired and integrated smaller start-ups.

Dr. Tang previously led U.S. operations for Olympus America Inc.'s global Life Science businesses. Before joining Olympus, he was president and CEO of Millennium Cell Inc., an energy technology firm he led through its initial public offering. Tang has also had leadership roles with A.T. Kearney Inc. and Gemini Consulting Inc., now known as Cap Gemini.

In 2014, U.S. Commerce Secretary Penny Pritzker appointed Dr. Tang to the National Advisory Council on Innovation and Entrepreneurship (NACIE). Tang is one of the 27 NACIE members who will advise the Secretary on issues related to accelerating innovation, expanding entrepreneurship, and developing a globally competitive workforce. Previously, Tang served on the U.S. Department of Commerce's Innovation Advisory Board.

Along with Governor Tom Wolf, Dr. Tang co-chairs the Team Pennsylvania Foundation. He also serves on regional and local Boards of Directors, including the Greater Philadelphia Chamber of Commerce and chairs the Board of Directors of the Committee of Seventy.

Dr. Tang earned a doctorate in Chemical Engineering from Lehigh University, an M.B.A. from the Wharton School of Business at the University of Pennsylvania, and a B.S. in Chemistry from the College of William and Mary.

TRACEY WEBER (WG'95)

Strategic Advisor

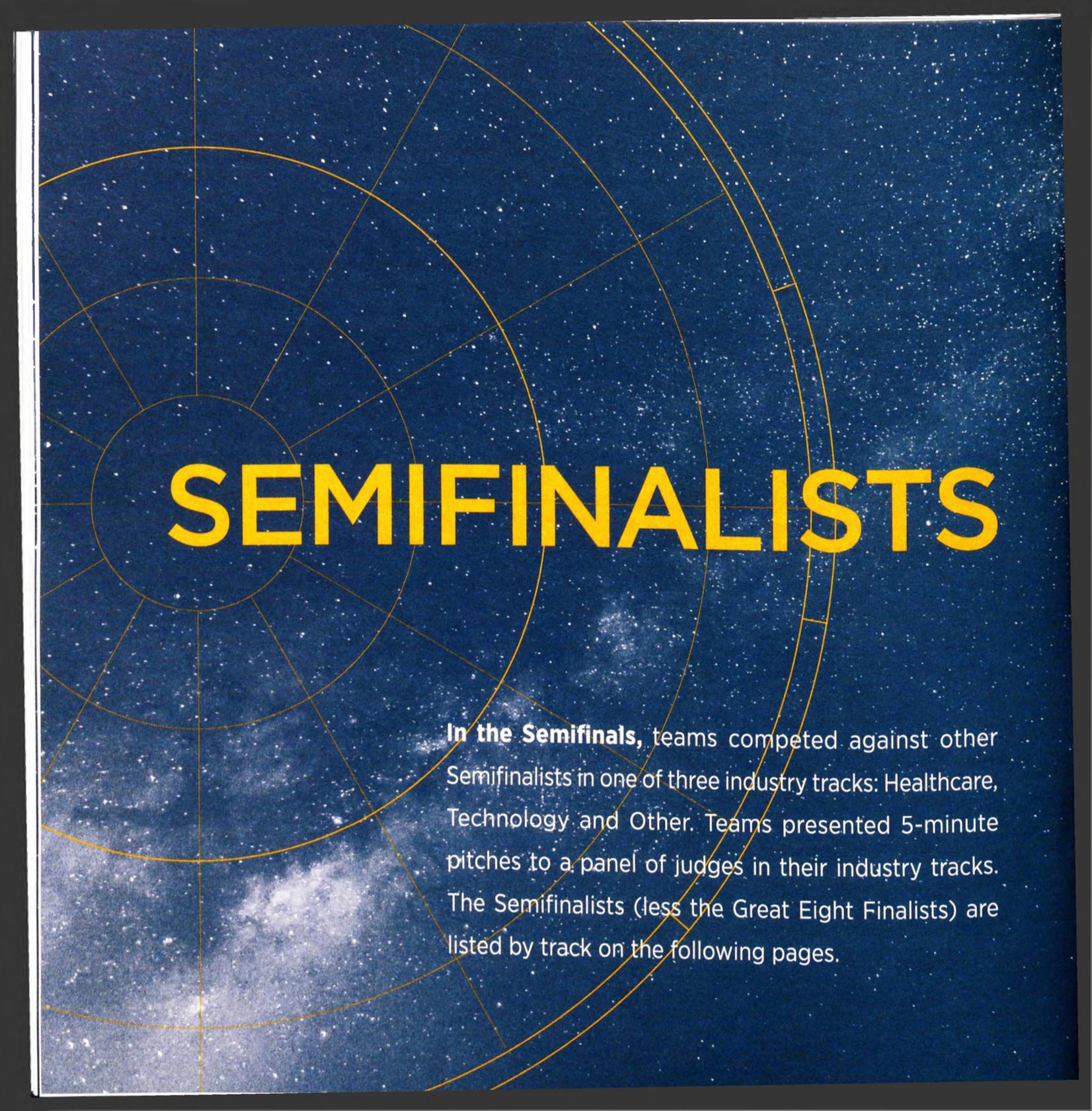
Gilt and Hudson's Bay Company

Ms. Weber has over 15 years of senior digital and ecommerce experience across several industries. Up until the recent acquisition of Gilt by Hudson's Bay Company, she served as the President of Gilt, where she was responsible for many of Gilt's operations as well as new strategic growth initiatives. Since the closing of the acquisition on February 1, 2016, she now serves as a Strategic Advisor to Gilt and Hudson's Bay Company.

Prior to Gilt, Ms. Weber served as the North American Head of Internet and Mobile and Global Product at Citibank, where she oversaw the organization's growing online and mobile banking services. At Citibank, she successfully launched Citibank for iPad, and during her tenure was named "Mobile Banker of the Year, 2012" by Bank Technology News.

Prior to joining Citi, Ms. Weber was Executive Vice President, Textbooks And Digital Education for Barnes & Noble, where she was responsible for developing, implementing, and managing an entire suite of digital education products and services. Ms. Weber also had a long career at Travelocity, where she served as President, North America and held a variety of increasingly responsible roles, including Chief Operating Officer, North America; Senior Vice President, Air, Car and Last Minute Deals; Vice President, Product Operations; and Co-Founder and Chief Operating Officer of Site59.com, which was acquired by Travelocity in 2002.

Ms. Weber graduated from Harvard University with a Bachelor of Arts degree in economics and received her M.B.A. from the University of Pennsylvania's Wharton School of Business.



SEMIFINALISTS

In the Semifinals, teams competed against other Semifinalists in one of three industry tracks: Healthcare, Technology and Other. Teams presented 5-minute pitches to a panel of judges in their industry tracks. The Semifinalists (less the Great Eight Finalists) are listed by track on the following pages.

Healthcare

ANIMOTION LLC

TEAM LEADER:

Peter Gebhard GEN'16

TEAM MEMBERS:

Laura Taddie, Feini Qu GR'16

Animotion designs wearable devices that enable patients to track recovery from musculoskeletal injuries. This data can be used by physicians to remotely evaluate a patient's treatment, assess the effectiveness of a rehabilitation program, and suggest changes to expedite recovery. Compared to existing solutions, our device is small, portable, and inexpensive.

DLUX, LLC

TEAM LEADER:

Michael Friedman WG'16

TEAM MEMBERS:

John Whitman, Greg Yeutter

We create lighting control systems that bring the characteristics of natural lighting indoors to promote health, wellness, and productivity. Our systems are designed to help residents fall asleep faster, sleep longer and wake up in a measurably better mood – all using light.

SHERPA CLINICAL

TEAM LEADER:

Vinay Shah WG'16

TEAM MEMBERS:

Scott Ballenger, Chirag Shah

Sherpa Clinical is building a digital marketing platform for healthcare, starting with clinical trial recruitment. Our goal is to use technology to help patients identify and enroll in appropriate clinical trials, thereby improving access to cutting-edge therapies while reducing the time and cost associated with clinical trials.

WAIT'S UP!

TEAM LEADER:

Jennifer Meller WG'16 (Wharton Executive MBA - PHL)

TEAM MEMBERS:

Alex Kosoglyadov WG'16 (Wharton Executive MBA - PHL),

Kavita Mangal WG'16 (Wharton Executive MBA - PHL)

We all know the frustration of waiting in a doctor's office. Wait's Up! is an application that integrates with the electronic medical record, tracks flow of patients through the practice, calculates delays in the schedule, and alerts patients of delays, reducing those long, frustrating waits while improving practice economics.

Technology

BASKET

TEAM LEADER:

Ben Hsu ENG'17/W'17

TEAM MEMBERS:

Gagan Gupta ENG'17/W'17, Alexander Sands ENG'17/W'17

Basket sells an all-in-one self-checkout solution that features a mobile application that allows shoppers to scan barcodes and check out from their smartphones. Consumers save time and have a more modern shopping experience. Stores benefit from increased sales through advanced product analytics, reduced labor costs, and direct communication with shoppers.

CHESTNUT LOANS

TEAM LEADER:

Naga Tan G'17/WG'17

TEAM MEMBERS:

Samantha Cheek, De Wei Koh

Chestnut is a network-driven lending platform for small businesses. We simplify the process of borrowing money from friends and family, helping small business owners avoid awkward conversations and protect their most valuable relationships. Chestnut wants to level the playing field for small businesses, starting with the friends and family loan market.

2015-2016 Semifinalists (*less the Great Eight*)

DON SOLUTIONS

TEAM LEADER:

Aditya Sharma WG'17 (Wharton Executive MBA - PHL)

TEAM MEMBER:

Bicheng Chen WG'17 (Wharton Executive MBA - PHL)

DON Solutions assists manufacturing companies to re-imagine their business in the digital era. Our proprietary technology enables customers to transform physical assets to Internet-connected-objects. Built upon physical digital connectivity, leveraging cloud analytics, we provide strategic and execution capabilities to our customers and deliver incremental value across the Digital Operation Network.

HÖMFIELD

TEAM LEADER:

Will Habos WG'16

TEAM MEMBERS:

Andy Schneider GEN'16, Ryan Smith GEN'16

Hömfield is an internet-based service that aims to vertically connect the event planning industry and streamline the event planning process.

INSITE AFRICA

TEAM LEADER:

Lauren McHugh WG'17

TEAM MEMBER:

Crystal Nwokorie WG'16

Insite Africa is allowing companies to conduct mobile market research in Africa at the click of a button.

JUNTOSALIMOS

TEAM LEADER:

Miguel Gonzalez G'17/WG'17

TEAM MEMBERS:

Manuel Botija, Javier Garcia; Feliz Gonzalez Gonzalez, Feliz Gonzalez Herranz, Guzman Gonzalez-Torres, Manuel Ruiz

JuntoSalimos (www.juntosalimos.org) is the first social gamified online platform that helps Spanish-speaking early-stage entrepreneurs promote their startups, receive ideas from experienced professionals, and build key connections to move their ventures forward and succeed.

Other

AIRCUTS

TEAM LEADER:

Stephen Snyder G'17/WG'17

TEAM MEMBER:

Rahul Malik WG'17

Aircuts transforms the noisy, hectic airport routine by providing a convenient, affordable-luxury experience to the thousands of busy, wealthy male business travelers who need to look good but are too pressed for time to take care of themselves.

CRESCENT BITES

TEAM LEADER:

Emily Tung G'17/WG'17

TEAM MEMBER:

Yue Li G'17/WG'17

Crescent Bites offers a line of all-natural ready-to-eat toddler foods that combine the convenience of Lunchables with the nutrition of homemade meals. With recipes crafted by nutritionists and through cold-pressed technology, these foods keep for weeks chilled and are the ideal out-of-the-house meal to provide toddlers the nutrition they need.

FRAPEE

TEAM LEADER:

Siddharth Shah WG'17

TEAM MEMBERS:

Aditya Sharma, Gautam Udani

Frapee is a first of its kind mobile gaming aggregator in the Indian market that enables users to earn discounts/cashbacks while playing games. We are creating a shared ecosystem to help game developers, brands and users to mutually benefit from a pooled system.

NASH

TEAM LEADER:

Kristof Schum WG'16

TEAM MEMBER:

Domonkos Szabo

Imagine you could go shopping for any expensive item with an expert negotiator on your side. Get the lowest prices in the most comfortable way. On NASH, you can get your expert negotiator within 1 hour on a 100% success fee model, i.e. at no cost to you.

THE BOTTICELLA WINE SYSTEM

TEAM LEADER:

Alan Holden WG'16

TEAM MEMBERS:

Yoav Rabino GEN'17, Michelle Trone WG'16

The Botticella Wine System is the Keurig of boxed wine. Botticella is a countertop appliance designed to transform how consumers store and dispense boxed wine. Our mission is to ensure that every wine drinker can get the perfect glass of wine, for any occasion, at the press of a button.

VETTECHTREK

TEAM LEADER:

Steven Weiner WG'16

TEAM MEMBER:

Mike Slagh

VetTechTrek is a veteran-founded nonprofit foundation that is taking the guesswork out of leaving the military and is building a pipeline between the military and the technology sector.

VIKING TRAVEL

TEAM LEADER:

Sebastian Seehusen WG'16

TEAM MEMBER:

Umberto Garabello

Viking Travel is a mobile and desktop platform through which the traveler posts a travel request, and receives personalized quotes from curated tour operators local to the destination. This approach delivers value all round; the traveler has access to higher expertise and better rates; the supplier gets better volumes and margins.

The Wharton Business Plan Competition is grateful to the many individuals who volunteered their time and provided valuable feedback to student teams as judges, mentors, and contributors.

OUR APPRECIATION

First Round Judges

Semifinals Judges

Mentors

Contributors

Wharton Entrepreneurship Advisory Board

WBPC Student Management Committee

FIRST ROUND JUDGES

Craig Aberle, WG'00

Owner, Barcode Media Group, Inc

Jayson Ahlstrom

COO & Co-founder, Juxta Labs

Adam Allen, W'93

Owner, Pepper Cliff Productions LLC

Faten Alqaseer, WG'15

Vice President, Teneo Holdings

Kristina Anderson, WG'10

Strategic Partner Manager, Google

Leslie Armitage, W'90

Senior Managing Director, Relativity Capital

Buddy Arnheim, W'89

Partner, Chair of Emerging Companies and VC Practice, Perkins Coie LLP

Guy Ashley, W'93

Principal, Finitor Group

Tom Austin, WG'15

Co-Founder, Bungalow Insurance

Peter Ax, WG'91

Managing Partner, Phoenix Capital Management

Justin Baier, WG'08

Director, Corporate Strategy & Business Development, Whirlpool Corporation

Aradhana Bali, WG'10

Manager, Google

Jamil Beg, ENG'04/GEN'05/WG'12

Director of Business Development, Sage Therapeutics

David Bendell, GNU'13

Administrative Fellow, Penn Medicine University of Pennsylvania Health System

Ron Ben-Zeev, W'86

Founder, President & CEO, World Housing Solution inc.

Nilesh Bhandari, W'97/WG'05

VP, Marketing, Farsight Security, Inc.

Anjali Bhatia, WG'15

Co-Founder, Lashbee

Scott Bierbryer, WG'14

Co-Founder & COO, VeryApt

Robert Biggs, C'06

Vice President, Morgan Stanley Wealth Management

Adam Birnbaum, WG'10

COO, StickyAlbums.com

Jeffrey Boily

President & CEO, Corporate Director, Centaur Animal Health

Robert Bond, ENG'94

Solutions Architect, Qlik

Pete Borum, WG'13

Co-Founder & CEO Reelio Inc.

Steve Bowman

Owner & President BizClarity

Doug Brackbill, GEE'80/WG'80

CEO Line2

Sean Brady, W'99

Director, Product Management Ingram Content Group

Marc Braunstein, WG'79

Co-Founder & President Belcaro Group (ShopAtHome.com)

Matthew Bressler, WG'15

Senior Associate TDF Ventures

Denise Brosseau

CEO Thought Leadership Lab

Kenneth Brotman, W'87

Founder & Managing Partner ACON Investments, LLC

Michael Bruck, WG'97

Director of E-learning and TeleMedicine Solutions IMEC America

Will Burghes

Director of Data & Analytics kirshenbaum bond senecal + partners

Danny Cabrera, ENG'14

Co-Founder BioBots

Ian Campbell, WG'12

CTO Youth1 Media

Stewart Campbell, WG'12

Vice President Norwest Venture Partners

Ben Cann, WG'13

Founder TopTrender

Nicole Capp, WG'14

Co-Founder Matt & Marie's

Jeff Carpenter, WG'98

Chairman AcademicWorks, Inc.

Jon Case, W'84/WG'90

Principal Founders Capital Management

Audrey Chaing, WG'10

Co-Founder Lifesavory

Steven Charendoff, WG'90

President Rittenhouse Archives, Ltd.

Fritz Charles, WG'11

Senior Manager, Global Digital Media Distribution, National Basketball Association (NBA)

Luke Chernosky, WG'14

Managing Partner, Chernosky Capital

Andrew Cherry

Partner KPMG, LLP

Rebecca Chin, C'07

Associate Director, Internal Communications, Jet.com

Jay Chung

Alum, Co-Founder, SlideJoy

Matt Clementz, WG'01

Chairman & CEO, Cultured Marble Products

Brett Cohen, W'94

Managing Partner, WJS & Associates, Inc.

Matthew Cohen, GR'11

Senior Associate, Osage University Partners

Matthew Cole, C'87

Chair, Corporate Law Department, Jacobs Law Group PC

Greg Coleman WG'09

Co-founder, President and COO, Nexercise

Philip Cortes, G'11/WG'11

Principal Product Manager, Wealthfront Inc

Casey Courneen, W'92

President, Blackstone Technology Group

Michael Crossey, EMTM'12

Managing Partner, Baer Crossey LLC

Blake Cumbers, WG'88

Managing Director, Biometric Recognition

Patrick Curtis, WG'10

Founder & CEO, WallStreetOasis.com

Marcus Dahllöf, C'97/WG'06

Mentor, MIT Venture Mentoring Service

Rahul Dandora, C'94/CGS'99

Robin Hood Ventures

George De Sola, W'68

Former Chairman and CEO (Retired), DecisionOne

Falguni Desai, WG'96

Managing Director, Innovation & New Ventures, Future Asia Ventures

Vishnu Deuskar

Managing Director, Salvus Advisors DMCC

Thomas DiClemente, WG'80

CEO & Managing Partner, Gran Sasso Ventures LP

Sarah Dong, ENG'06/W'06/GEN'11/WG'11

President & Founder, Follow Us LLC

Kyle Dow, WG'12

Associate Director, Business Development & Commercial Planning, Entasis Therapeutics

Robert Driscoll, WG'95

President, Quissett Capital Partners

Vince Drozd

Partner, KPMG LLP

Thomas Duffy, C'86/WEV'12

Attorney/Owner, Duffy Law Group

Alberto Duran, WG'93

Founder & CEO, Mundivox Communications

Joshua Ehrig

Professor of Practice, Lehigh University

Ming Fang, WG'09

Advisor, Redmile

Claire Fauquier, WG'15

Senior Associate, Corigin Ventures

Josh Felnberg, C'98/WG'07

Partner & Managing Director, BCG

Beth Ferreira, C'96/WG'04

Managing Partner, WME Venture Partners

George Ferris, WG'95

Managing Director, Bilgola Capital

Dan Fine, W'15

Founder & CEO, Glass-U LLC

JP Finnell, WG'89

Senior Director, Chief Innovation Office, SAP

Leonard Fishman, WG'12

Co-founder, VL Financial Associates (UniqueIO.com)

Gerry Fitzgerald

Strategic Consultant (Healthcare), Ab Initio

Aaron Flink, WG'12

Investment Manager, McKesson Ventures

Allison Floam, W'05

Entrepreneur & Investor

Chris Fortier, WG'11

Director of Product, EA Mobile

Craig Freden, ENG'86/W'86/CGS'07

Founder and CEO, MegaVolt Brain

Darren Fredette, WG'96

SVP, Finance & Strategy, Summit Retail Solutions, Inc.

Jed Freifeld, W'92

Managing Director, Cascade Advisors LLC

Adam Friend, WG'05

Senior Vice President, Business Development, Veritext

Sally Ewin Furman, WG'88

CFO, The Furman Group, Inc.

Michelle Gaster, C'06/WG'11

Coach Senior Director, North America e-Commerce & Outlet e-Commerce

Andrew Goodman, C'89/G'95/WG'95

General Manager, Business Development, Telstra

Bill Gordon, WG'86

Graduate Faculty - Design for Social Innovation, School of Visual Arts

George Graffy, W'86

President, Smart Circle Intl, LLC

Katlyn Grasso, W'15

Founder & CEO, GenHeration

Dwight Green, WG'94 SVP/GM

Digital Datamox (a Deluxe Corp. Company)

Sean-Michael Green, GGS'99/CGS'02

University of New Haven, Associate Vice President for Graduate Enrollment and Marketing

Jeremy Greenberg, WG'07

Co-founder & CEO, Flyte Fitness

Adam Greenberger, WG'99

Managing Partner, Seurat Capital

Teddy Guenin, ENG'15/W'15

CEO & Co-founder, GTrack Technologies

Araceli Guenther

Executive Principal, Victrix Global

Indy Guha, C'04/W'04

Partner, Bain Capital Ventures

Jacob Guzman

VP, Corporate Client Group Director, Morgan Stanley

Cherif Habib, WG'11

CEO, EMcision International Inc

Florian Hagenbuch, C'10/W'10

Co-founder, Printi

Earle Hager, W'81

Managing Partner, The Neutrino Donut, LLC

Elizabeth Hall, G'75/WG'78

President, Ardale Associates

Evan Hamlin, WG'14

Client Services Manager, TellApart (acquired by Twitter)

Michael Hammond, W'96

Chief Operating Officer, Long Short Advisors

Wayne Hao, WG'11

Founder, Principae Trading and Capital

Daniel Harbuck, W'09

Market Manager, Google

William Harrington, GCP'73

Managing Director, Vista Ventures

Kyle Harrison, WG'99

Lead Product Manager, Google Analytics Google

Brooke Hayes, WG'99

Partner, Milestone Partners

Jim Hazy, WG'88

Professor of Entrepreneurship, Adelphi University

Carol Heiberger, WG'76

CEO, Founder & Author, ExecuSpeak Dictionary

Philip Heifetz, WG'96

CEO, Saturn Care

Eric Heil, ENG'05/WG'12

SVP, Chief Commercial Officer, Software Solutions naviHealth, Inc.

Bob Heller, W'80

Managing Director Southern Equity Partners LLC

Robert Herzog, WG'95

CEO & Founder, ZogSports

Bill Holekamp, WG'72

President, Holekamp Capital

Zinnia Horne, WG'15

Operations Manager, Upstart Network

Adria Hou, WG'12

Business Development, Uber

Pearl Hou, WG'15

Founder, PuraLove

Betty Hsu, WG'14

Co-founder, ProfessorWord

Sally Huang, WG'15

Co-founder & CEO, Roominate

Mick Huffstutler, WG'86

Founder & Managing Director, Navicerne Group LLC

Santosh Huralikoppi

CEO, NS Infotech Inc.

Paul Hynek, G'90/WG'90

Founder & President, EZ Numbers

Einas Ibrahim, WG'09

CEO, Talem Advisory

Aaron Jacobson, ENG'09/W'09/EE'09

Principal, New Enterprise Associates

Nimit Jain, C'11/W'11

Director, Product Management, CEO Staff Yahoo!

Katherine Janes, WG'11

Financial Analyst, Apple

Steven Johnston, WG'14

Account Executive, US Politics, Google

Venkat Jonnala, WG'13
Lead, BCG Digital Ventures

Thomas Jueng, WG'12
Senior Manager, Samsung Ventures America

**Ripan Kadakia, W'03/ENG'03/
WG'11**
Vice President, Zelnick Media Capital

Sami Kaipa, WG'12
Co-Founder and COO, GlimpzIt Inc.

Lalit Kalani, WG'11
Co-founder, Bandar Foods

Walter Kalmans, C'89/W'89
Founder & President Lontra Ventures

Raji Kalra
Chief Financial and Administrative Officer, The David Lynch Foundation

Ashrit Kamireddi, WG'14
Co-Founder & CEO, VeryApt

T.P. Kania, WG'88
Senior Vice President, Fieldpoint Private Bank + Trust

Gaurav Kapoor, WG'03
COO, MetricStream

Jeff Karras, WG'97
Managing Director, Singtel Innov8 Ventures LLC

Brett Kasner, C'08
Vice President, Artist Capital

Gareth Keane, WG'10
Investment Manager, Qualcomm Ventures

Seth Kessler, WG'99
President, Global Solutions, InnerWorkings

Vikas Khurana, WG'08
President, Noble Medical Care

Michael Kijewski, LPS'10/WG'12
Quality Analytics Portfolio Manager, Varian Medical Systems

Brian Kim, WG'90
Partner, Headlands Capital Management

Francis Kim, WG'08
Director, Analytics Index

David Kimball, WG'15
Owner, Omadi, Inc.

Eric King, C'06
Founder & CEO, Grand Round Table

Pace Klein, WG'04
Advisor, Entreprenati

Kyle Klopoc, WG'14
Vice President, Colorado Impact Fund

Dmitry Koltunov, C'03/ENG'03
Co-founder & CTO, ALICE

Scott Kosch, WG'98
Managing Partner, Kosch Capital Management

Rahul Kothari, WG'06
Owner & Senior Partner, Ironview Partners

Yash Kothari, W'15
Co-Founder & CEO, Prayas Analytics

David Kreiger, C'99/WG'07
President & Founder, SalesRoads

Julia Kurnik, WG'15
Co-founder & CEO, FOCUS Foods

Joseph Kushner, WEV'93
Partner, TRIBECA VENTURE / TRIBECA FOUNDRY

Serena Lal, WG'07
Demand Strategy, Yahoo!

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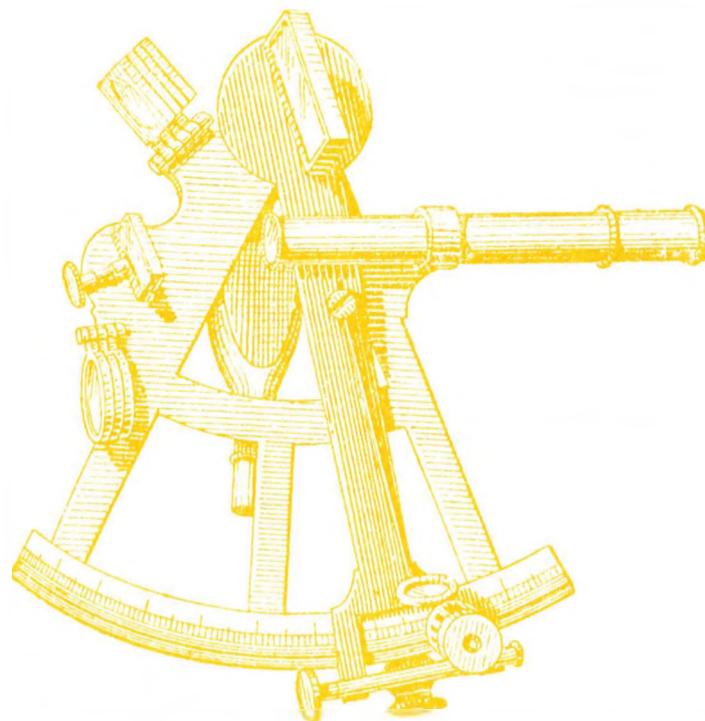
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SEMIFINALS JUDGES

In the Semifinals, teams compete against other Semifinalists in one of three self-selected industry tracks: Healthcare, Technology and Other. For the Semifinals, teams prepared pitch decks and delivered 5-minute pitches to a panel of judges in their industry track. The Semifinals judges are listed by track below. Also listed are the judges who served on the panel to decide the winner of the WBPC's Social Impact Prize.

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Tal Lev, G'01/WG'01

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OTHER

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