

Proceedings
Teaching Entrepreneurship to Engineering
Students

Engineering Conferences International

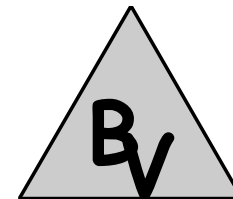
Year 2003

Bridge Ventures

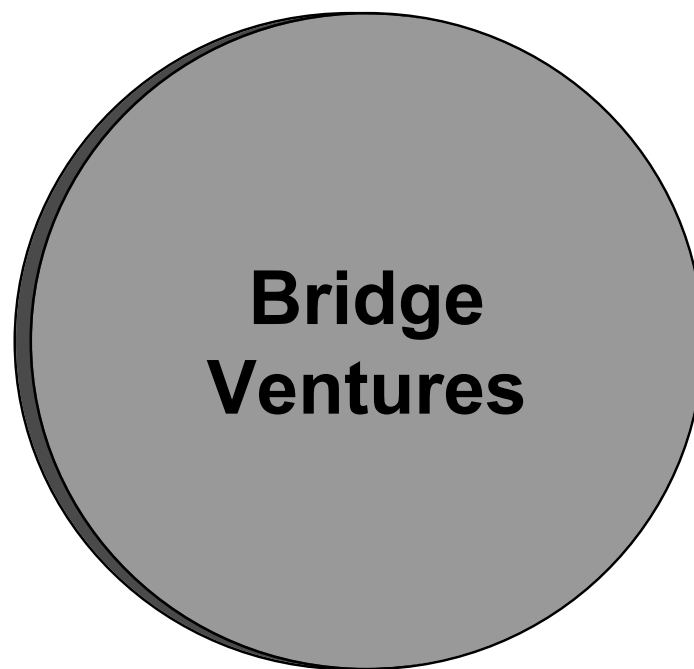
Rock L. Clapper
Bridge Ventures, Palo Alto

Bridge Ventures

Rock L. Clapper
Palo Alto, CA 94301



Bridge Ventures

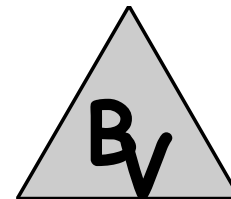


Hybrid Fund of Funds

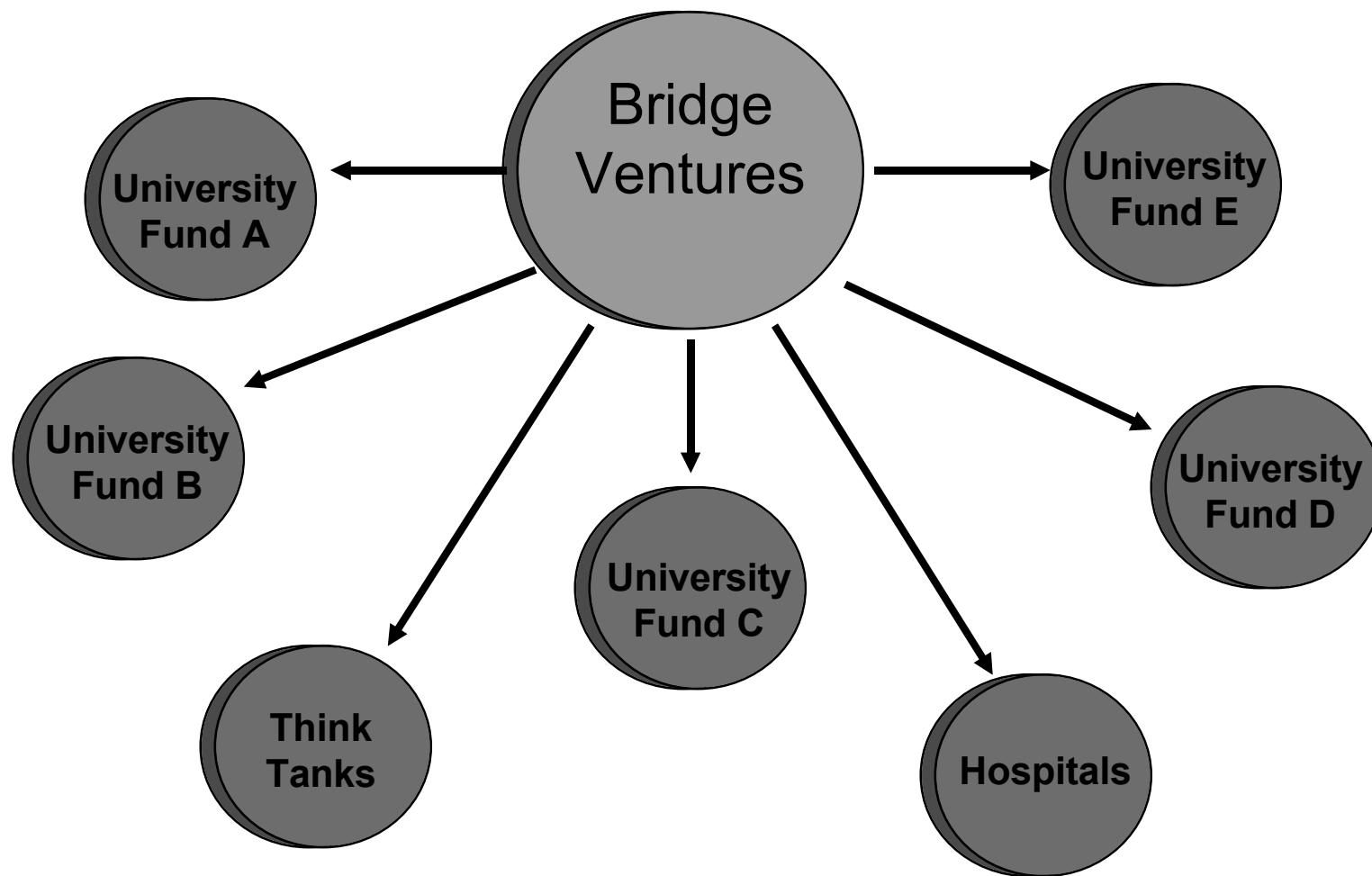
Invest in clusters
of venture funds
that benefit
nonprofit
organizations

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

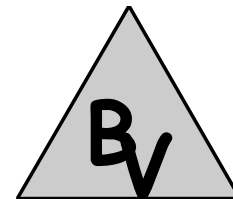
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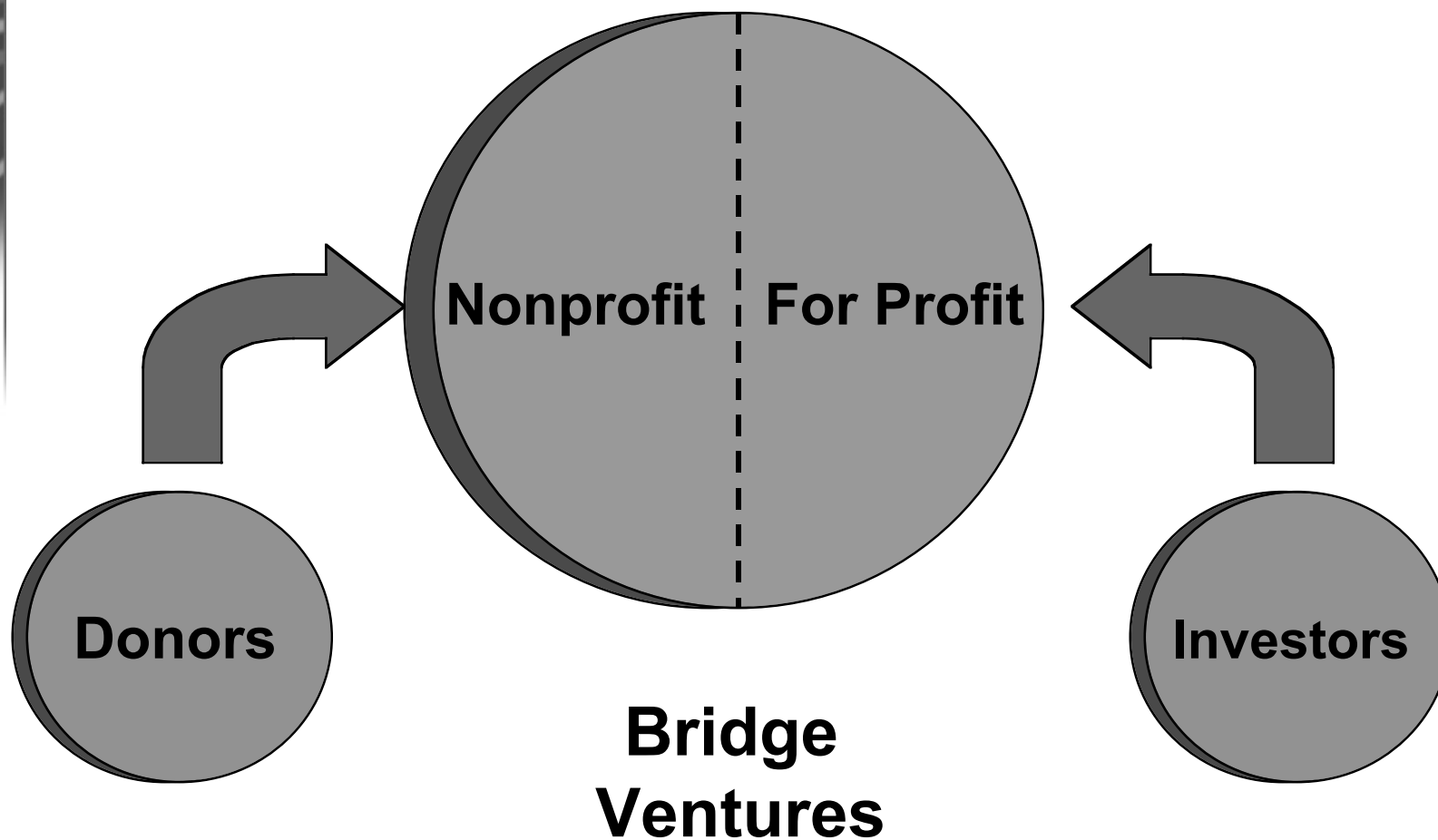
Bridge Ventures



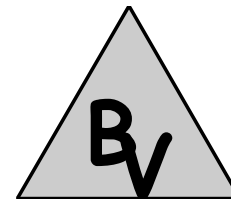
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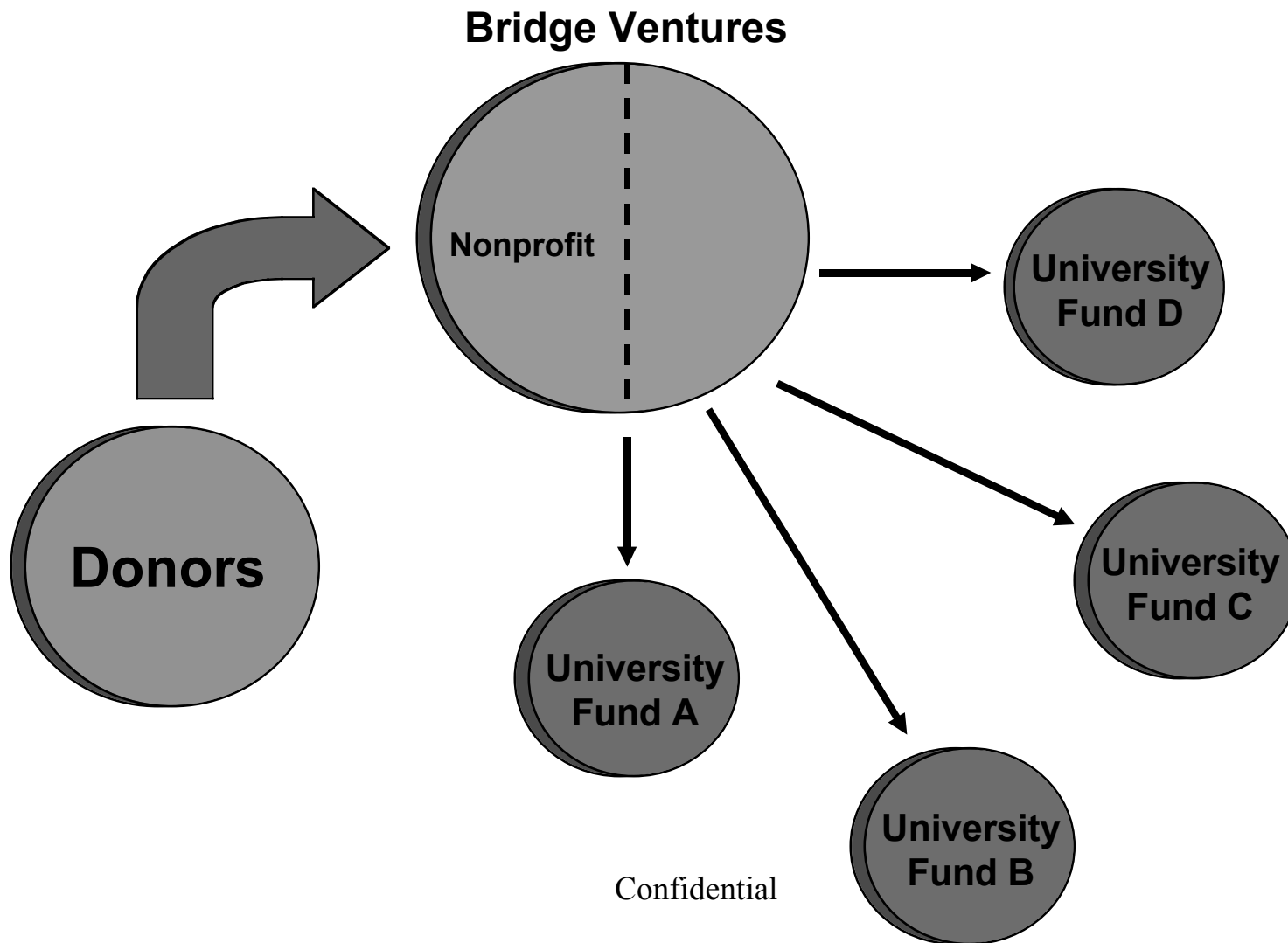
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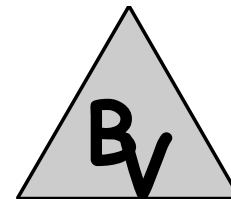


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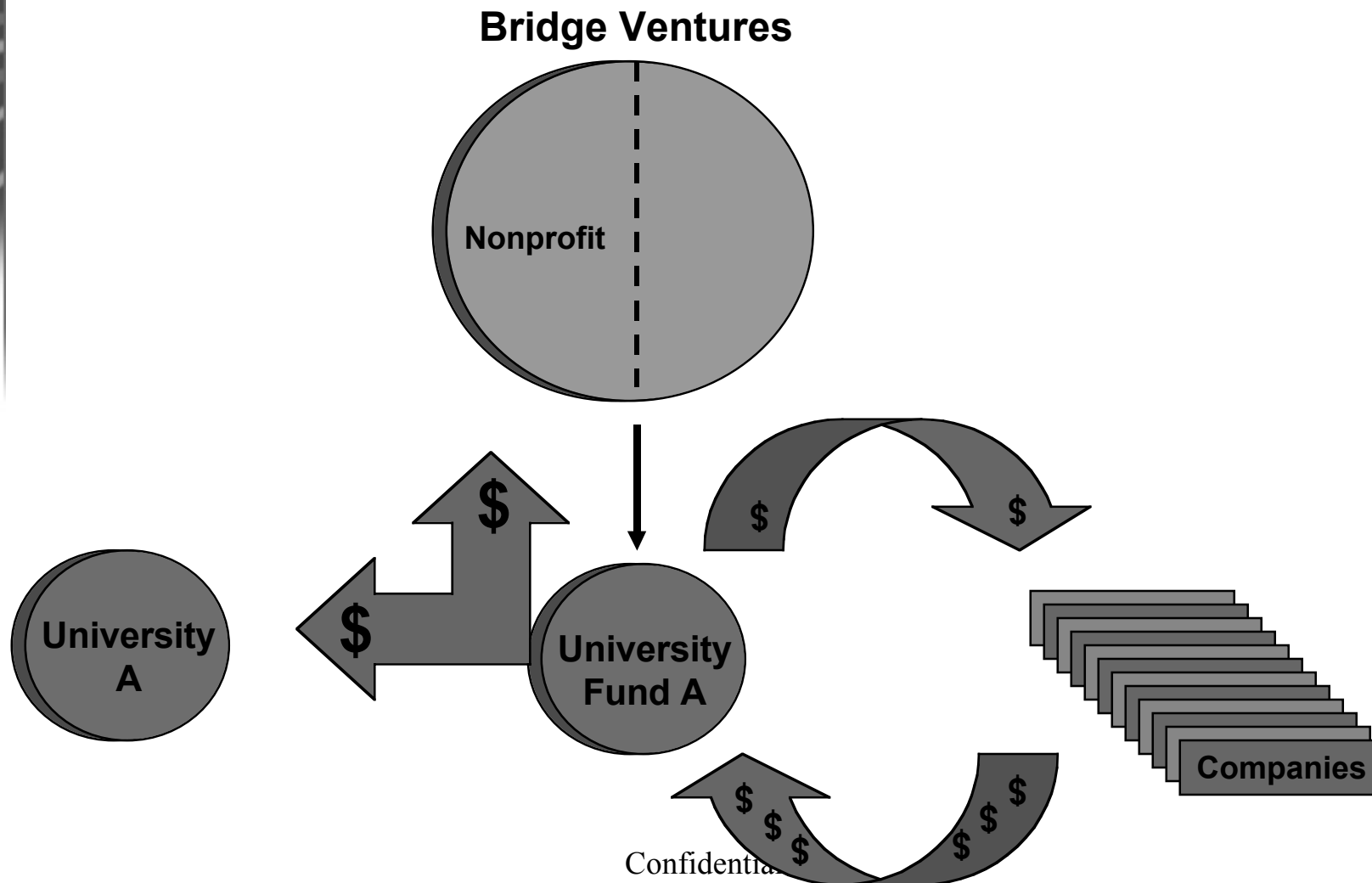


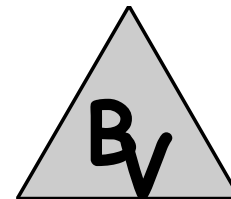
Bridge Ventures





Bridge Ventures





VC Models in Nonprofits



UNIVERSITY VENTURE FUND



UCLA

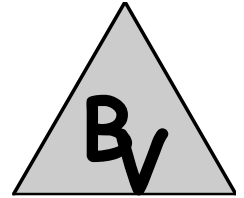
Community Technology Fund



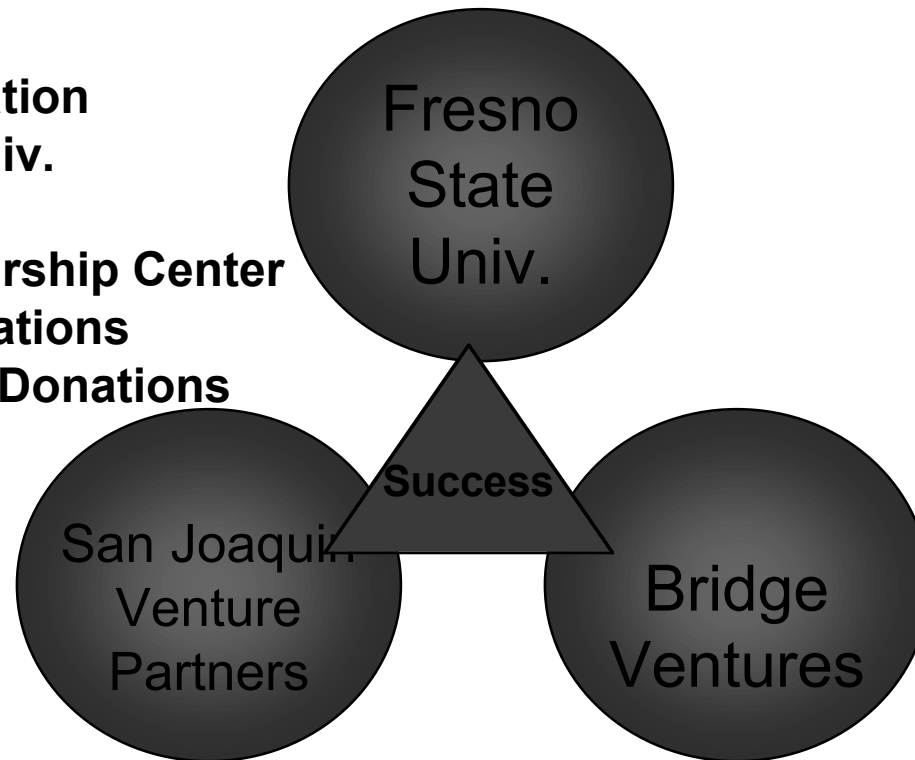
**BOSTON
UNIVERSITY**

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University Example: San Joaquin Venture Partners

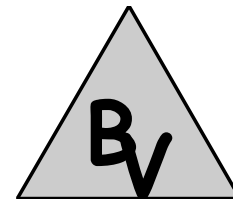


- FSU Foundation
- Cal State Univ.
- Athletics
- Entrepreneurship Center
- Alumni Donations
- Community Donations

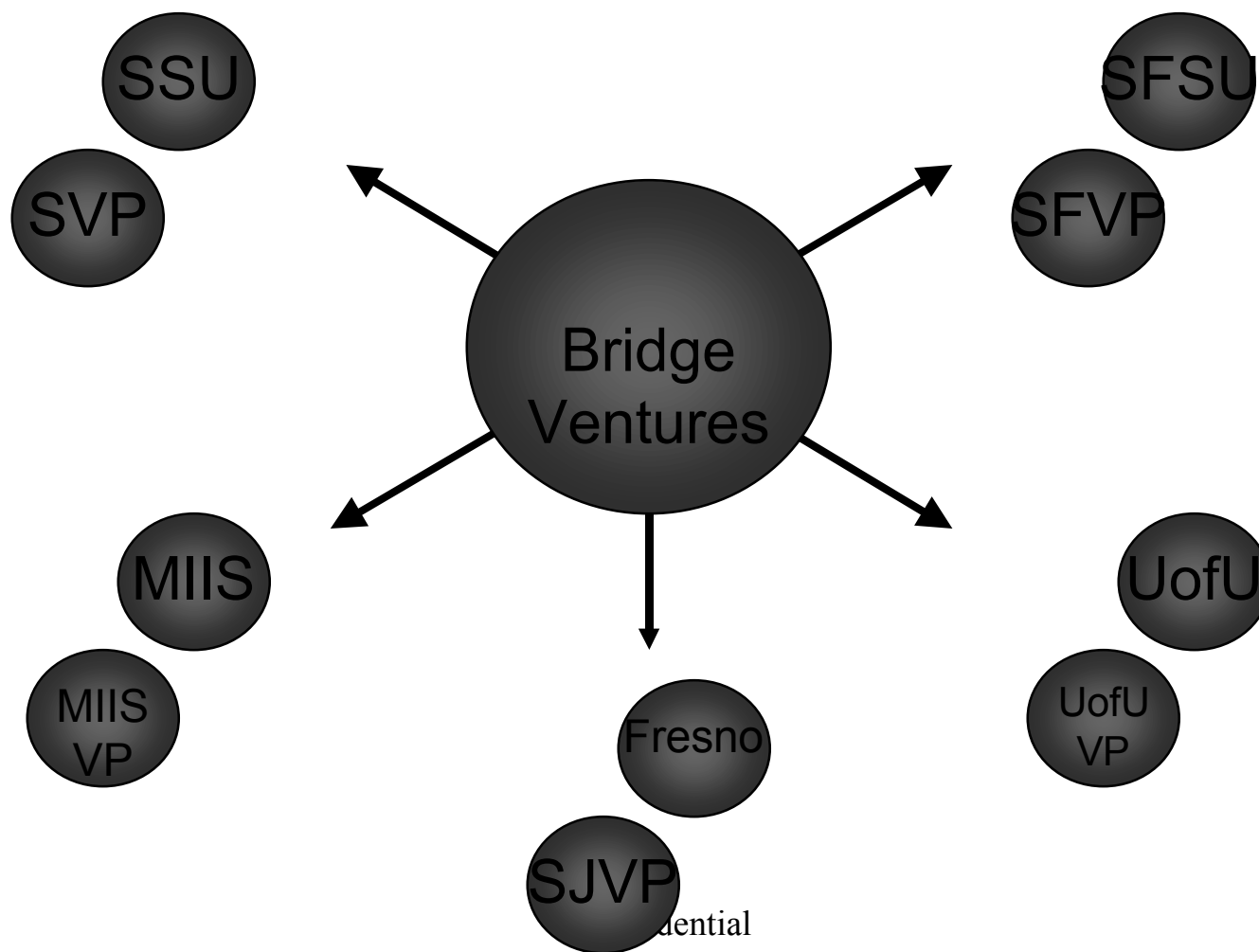


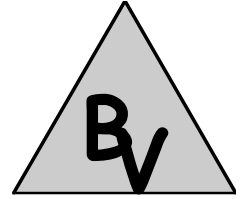
-Fund of Funds

- Institutional Investors
- Corporate Investors
- Private Investors



Expansion



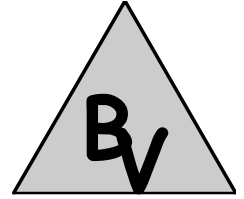


Road to Success (1 of 3)

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

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

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



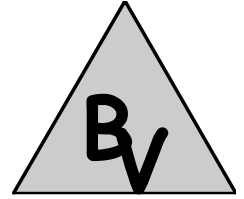
Road to Success (2 of 3)

University Benefits!

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

Continued...

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Road to Success (2 of 3)

Continued...

-Engages Faculty (business, technology, engineering)

Provides real world environment:

Consult for fund

Consult for portfolio companies

Mentor and advise students

- Other Synergies:

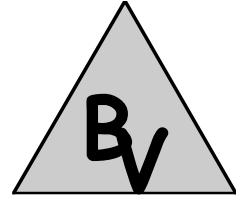
Provides internship opportunities for students in portfolio companies

Create jobs & wealth in the local area

- Other Bonus:

Maximize returns to University

Maximize donation value for donors



Road to Success (3 of 3)

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

