This newsletter contains active links (underlined). The links will direct you to the appropriate websites.

April 2004

MITSloan MANAGEMENT

MIT Sloan Club of New York

Fifth Annual Technology and Wall Street Seminar

The Outlook for Technology Investing

Presented Jointly By:

MIT Sloan Club of New York
MIT Enterprise Forum of New York

Date: Tue, May 4th, 2004
Time: 5:30pm: registration, networking and refreshments
6:15pm – 8:30pm: program
Place: Brown Raysman Millstein Felder & Steiner LLP
900 Third Avenue, 21 Floor
(Between 54th & 55th St.)
New York, NY 10022
Brown Raysman is a corporate sponsor of the MIT Enterprise Forum of NY

Cost: Pre-registration: $30 Club Members (Sloan Club, MIT Club or MIT Enterprise Forum of New York); $40 non-members. $10 extra if registering at the door.

Pre-registration available at PayPal (to resnick@nav-capital.com.

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Quattro Hedge Fund Dinner

Top Managers from Four Successful Hedge Funds

Subject: "How They Develop an Edge"

Date: Wednesday, April 28th
Time: 6:00pm cocktails, followed by dinner at 7:00pm
Place: Grand Foyer, Tribeca Grand Hotel
Two Avenue of the Americas
New York, NY 10013
(Tribeca Grand is located on a triangular plot bounded by Avenue of the Americas and White, Church and Walker Streets.)
Sponsored by Lime Brokerage LLC and Marchessini & Co.

Cost: Pre-registration: $105 Club Members (MIT Sloan Club or MIT Club) **$95 for first 25 registrants** (if you already registered, $10 will be refunded at the door); $130 Non-members. $10 extra at the door.

Pre-registration available at PayPal (to resnick@nav-capital.com. A PayPal account is needed.). All alumni members and guests are welcomed.

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A letter from the President
Steve Resnick, SM'73

The MIT Sloan Club of New York has 170 members as of this writing – up from zero in 1998 when we re-grouped after one and one half years of non-existence. The club can exist only with your support. Be a member, renew your membership (calendar year), be aware of Sloan and MIT events, participate in these events, join the board, help plan or run events - these are all decisions that you can make to improve your networking, become more educated, help other Sloanies, and raise the visibility of both the school and the university. (Membership information is on page 2.)

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Inside this Issue

Sloan Club of NY
New York, NY

Technology & Wall St…

A PayPal account is needed), or through MIT Enterprise Forum of New York City web site at http://www.mitef-nyc.org/,

The *Fifth Annual Technology and Wall Street Seminar* features individual presentations and extensive Q&A with four prominent Wall Street veterans from a range of disciplines including portfolio management, sell-side research, investment banking and venture capital. The focus is on the outlook for technology industries.

The speakers explore a variety of subjects, including identifying where we are in the technology business cycle, technology shifts, fundamentals affecting sales growth and margins, merger and acquisition trends, and valuation of the groups and individual stocks.

Panelists:
Mark Diker, Managing Partner of Diker Management, LLC

Barry Newman, Senior Managing Director, Vice Chairman of Technology Group at Bear Stearns

Roger Hurwitz, Partner at Apax Partners, Inc.

Vadim Zlotnikov, Chief Equity Strategist and Technology Strategist at Sanford Bernstein, a unit of Alliance Capital Management LP

Moderator:
Steven Resnick, General Partner of Navigator Capital Partners LP, Chairman of MIT Sloan Club of NY

Biography:
Mark N. Diker
Mark Diker is a Managing Partner of Diker Management, LLC, an investment firm which manages $200 million across several hedge funds focused on microcap companies in information technology and other industries. Prior to Diker Management, Mr. Diker was a co-founder and general partner of Arsenal Capital Partners, a $300 million private equity firm investing in middle market general industrial and healthcare companies with a specific strategy of enhancing portfolio company performance via business process reengineering and information technology. Prior to Arsenal, Mr. Diker was a general partner at Geocapital Partners, a technology venture capital firm. During his four years with Geocapital, Mr. Diker led investments in enterprise software and internet commerce companies. Mr. Diker also worked as a vice president in Equity Derivatives and Structured Finance at Bankers Trust and received a B.A. from Harvard College and an M.B.A. from Harvard Business School, where he was a Baker Scholar.

Barry Newman
Mr. Newman joined Bear Stearns in November 2001 as a Senior Managing Director and Vice Chairman of the Technology Group. Prior to joining Bear, Barry was the Group Head of Global Corporate and Investment Banking for Banc of America Securities and from 1996 to 1999, was head of Global Technology Corporate Finance for Solomon Brothers and Solomon Smith Barney. Mr. Newman has extensive experience in capital raising and M&A, having advised hundreds of companies over his eighteen year career

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Sloan Club of New York Membership…

The club provides a professional and social network for MIT Sloan alumni.

Sign up online (click here)
(http://mitsloan.mit.edu/alumni/clubs/newyork/join.php)(online membership enrollment using your credit card) and help support our efforts to bring together and enrich the Sloan alumni community in New York area. It's a great investment! Membership for the calendar year 2004 is FREE for '03 & '04 graduates, current students, full retirees, and those "in between" jobs.

Your 2004 membership fee is $35. Contact Steve if you are not sure of your membership status. **Special package for Hedge Fund Dinner – Membership $20**

Pay by Credit Card: Sign on to www.paypal.com , select "Send Money" tab and direct your payment to resnick@nav-capital.com. (Detailed instructions are on the Sloan website (new URL http://mitsloan.mit.edu/alumni/clubs/newyork/index.php).) If you don't have a PayPal account, you will need to create one.

Send a check and sign up (payable to the MIT Sloan Club of NY) to:
Steve Resnick
8 Warwick Rd, Great Neck, NY 11023
Be sure to include the following information with your payment.

Prefix, First Name, Last Name, Email address, Year, Program
Business Phone, Business Title, Business name & address
Home Phone, Home address

Chairman & Membership
Steve Resnick
800-314-9518
resnick@nav-capital.com

Technology & Wall St…
including two of the largest M&A transactions in history as well as cross border joint venture transactions across four continents. Barry holds BS from MIT in Life Sciences and Chemical Engineering, MBA and JD degrees from Stanford University and a Master of Laws (Taxation) from New York University.

Roger Hurwitz
Roger Hurwitz joined Apax Partners, Inc. (formerly named Patricof and Co. Ventures) in 1999. He focuses primarily on enterprise software and technology-enabled services. Previously, he was a vice president of GE Equity, where he played a key role in developing the technology group's investment strategy for business-to-business electronic commerce and led numerous private equity transactions. Beforehand, he worked in corporate finance at Chase Manhattan Bank, and spent six years at Arthur Andersen in accounting and corporate finance. Roger graduated as a Palmer Scholar with an MBA from The Wharton School of the University of Pennsylvania in 1995, and graduated summa cum laude with a BS in accounting from Syracuse University.

Vadim Zlotnikov
Mr. Zlotnikov is Chief Equity Strategist at Sanford Bernstein and has responsibility for developing portfolio recommendations for the US market. Additionally he is responsible for separate Quantitative Analysis and Technology Sector Strategy products. Before undertaking his current position, Mr. Zlotnikov was an analyst covering PC and semiconductor industries, and
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Demystifying Six Sigma Part 1

Bob Fitzpatrick, MBA '00
GE Consumer Finance
Information from GE's Six Sigma Manuals.

What is it? Six Sigma is a process improvement methodology using statistical data analysis to reduce or eliminate "defects".

A "defect" is anything that causes customer dissatisfaction.
e.g. A light bulb that fails after a few days, A customer service call resulting in excessive hold time, An underwriter making a typographical error resulting in delayed approval, etc…

At its heart, Six Sigma is about collecting "Voices of the Customers" and translating those voices into actionable attributes called CTQ's (Critical To Quality).

CTQ's are attributes to be improved during the Six Sigma project.

Fundamentals
A true Six Sigma process will have 3.4 defects per million opportunities. In other words, there is a 99.99966% probability that the process will not produce a defect.

Why strive for Six Sigma when 99% (3.8 sigma) is acceptable?

At 3.8 sigma, we'll have unsafe drinking water 15 minutes per day. At 6 sigma, we'll have 1 minute of unsafe drinking water every 7 months.

At 3.8 sigma, we'll have 5,000 incorrect surgical operations every week.
At 6 sigma, we'll have 1.7 incorrect surgical operations every week.

At 3.8 sigma, we'll have 7 hours without electricity every month.
At 6 sigma, we'll only have 1 hour without electricity every 34 years.

An Airline Example:
Airlines operate above the 6 Sigma level. They have less than ½ failure per million flights. While passengers may take comfort at the safety record, the baggage operation is another story. Typical baggage operations are less than 3.5 Sigma level (greater than 22,000 defects per million opportunities).

Given a choice to improve baggage handling performance or flight safety, intuitively one would opt for improving flight safety over baggage handling because lives are more important.

In the example above (simplified for illustration purpose), a Six Sigma practitioner would collect the voices of the customers – CTQ's -- ("I want a safe flight." and "I want my bags to arrive when I arrive."), prioritize them with the customers, select the important CTQ to improve, in this case "Safe Flight", and launch a project to improve the selected CTQ.

DMAIC
The 5 phases of Six Sigma are:

Define *(Customer expectations of the process?)*
Measure *(What is the frequency of defects?)*
Analyze *(Why, when, and where do defects occur?)*
Improve *(How can we fix the process?)*
Control *(How can we make the process stay fixed?)*

Together they form the acronym DMAIC.

Look for part 2 in our next issue as we discuss DMAIC further.

Hedge Fund…
Guest Speakers:

Lawrence Hite, Managing Director at Hite Capital Management and Chairman of Metropolitan Venture Partners.

Edward Dunne, Managing Director at Willowbridge Associates, two billion dollar top performing CTA.

Aaron Cowen, Managing Director at Karsch Capital Management, two billion dollar long short fund.

Dan Kochav, Managing Director at Putnam Lovell NBF Securities.

Robin Shah, Chief Investment Officer at Putnam Lovell NBF Securities, Manager of a new convertible arbitrage fund (Tenor) seeded by NBF.

Biography of Speakers and Moderator:

Aaron Cowen, Speaker
Aaron joined Karsch Capital in January 2002 as a Managing Director and heads the Value Group. The Value Group has responsibility for a multitude of sectors including financials, industrials, REIT's and healthcare. Aaron has eight-years of direct investment experience in equities and debt on both the buy and sell side. His buy side experience includes several years at two very respected hedge funds, The Baupost Group and Paloma Partners. He also spent a summer at Fidelity Investments. Aaron started his career at Lehman Brothers as a distressed and high yield debt analyst focusing mostly on proprietary investments.

Aaron graduated Summa Cum Laude with a B.S. in Finance from the University of Pennsylvania in 1994. Aaron obtained his M.B.A from MIT Sloan School of Management in 2002.

Ed Dunne, Speaker
Managing Director at Willowbridge Associates, two billion dollar top performing CTA

Lawrence Hite, Speaker
Lawrence D. Hite is currently enjoying his fourth decade of successful investing in futures, equities and currencies. He is best known as the founder and Managing Director of Mint Investment Management Company. During his tenure at Mint, Mr. Hite introduced the Guarantee Futures Fund that took Mint to more than one billion dollars in assets. As of November 1994 Mr. Hite retired from active management at Mint. At present, Mr. Hite is a private investor and Managing Director of Hite Capital LLC as well as Chairman of Metropolitan Venture Partners.

Lawrence Hite has been profiled in many prominent publications such as *The Wall Street Journal, Business Week, Forbes, Financial World* and most recently *Institutional Investor.* He co-authored "Game Theory Applications" which appeared in the *Commodity Journal* (May-June 1972), which magnified his unique combination of common sense and grasp of statistics. Mr. Hite was keynoted in the book *Market Wizards*, by Jack D. Schwager and a chapter summarizing his success was also included in a book co-authored by Stanley Kroll and Michael J. Pauenoff entitled, *The Dow Jones Business One Irwin Guide to Futures Markets.*

Dan Kochav, Speaker
Daniel Kochav joined Putnam Lovell in October 2002 to build proprietary trading, asset management and other hedge fund-related businesses. His responsibilities to the Fund include marketing, operations, and risk monitoring. Daniel contributes 18 years of experience in building successful derivatives-based trading and structured finance businesses. As a Managing Director at TD Securities in New York, Daniel was responsible for starting up and managing a number of business initiatives including Convertible Arbitrage, Index Arbitrage, Corporate Equity Derivatives, Structured Tax Transactions, and a cross-border Structured Private Placement business. At TD Securities and prior to that at PaineWebber Inc., Daniel was also responsible for originating, structuring, selling, and

Continued on p.5, col 2

Board Members

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212-207-1957
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Bing Wang, SM '99
bingw@alum.mit.edu
Event Coordination

Ingrid Huang, SB '02
ingridsloan@yahoo.com
Executive Committee Associate
for Business School Relations

Technology & Wall St…

launched the Technology Strategy product in 1996. Prior to joining the firm in 1992, he spent six years as a management consultant with Booz, Allen & Hamilton, conducting a broad range of strategic and operational studies for technology companies. Mr. Zlotnikov also worked for Amoco Technology Company as a director of electronic ventures, and spent two years as a research engineer with AT&T Bell Laboratories. He was first named to the Institutional Investor All-America Research Team in 1996. Mr. Zlotnikov earned a BS and an MS in Electrical Engineering from the MIT in 1984 and an MBA from Stanford University in 1988.

Steven Resnick, Moderator

Mr. Resnick has been on Wall Street for thirty years in a variety of positions. Currently Mr. Resnick manages his own investment management partnership, Navigator Capital Partners L.P. For Steve's full bio, see the Hedge Fund article.

Hedge Fund…

closing over $3 billion in structured financings including leveraged leases, mortgage backed securities, energy project financing, leveraged buyouts and recapitalizations, and cross-border structured tax transactions. Daniel holds a M.Sc. in Management from the Sloan School of Management at M.I.T. and a B.Com. with distinction from Concordia University in Montreal.

Steven Resnick, Moderator

Mr. Resnick has been on Wall Street for thirty years in a variety of positions. Currently Mr. Resnick manages his own investment management partnership, Navigator Capital Partners L.P. His previous positions include Dir. of Research, Strategist and Risk Manager at Circle-T Partners; Dir. of Equity Research at Willowbridge Associates / Union Spring Asset Management; Sr. Portfolio Manager at Sanford Bernstein; Managing Director at Credit Lyonnais Securities; Chief Investment Strategist at Shearson American Express. Mr. Resnick earned an SM in Management degree from the MIT in 1973 and BA, Magna Cum Laude, Phi Beta Kappa from CCNY in 1969.

Robin Shah, Speaker

Robin Shah joined Putnam Lovell in July 2003 from J.P. Morgan to found the group. At J.P. Morgan, Robin was one of two senior traders in its proprietary Convertible Arbitrage and Relative Value Group, where its portfolio grew to over a billion dollars during his tenure. His responsibilities included portfolio management, security selection, trading, risk management, and system design. Prior to joining the Convertibles and Relative Value Group, he was a member of the Equity Derivatives Research team, the Fixed Income Derivatives Trading team, and the Fixed Income proprietary trading group at J.P. Morgan. Robin graduated from Yale University with an M.A. and B.A. in Economics. summa cum laude.

Events

We accept corporate sponsorship for our events. Contact Steve Resnick resnick@nav-capital.com

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MIT Club of NY Events

May 24 – Conan O'Brien. Media and humor.

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Sloan Club cocktail was held on March 31st. We had about 40 people show up to network, meet old/new friends, and to have fun. Join us on our next one (date & venue TBD).

MIT Sloan CIO Symposium:
Enabling the Agile Enterprise
May 19, 2004

Presented by the MIT Sloan Alumni Club of Boston and the MIT Center for eBusiness, in association with the Society of Information Management (SIM), the MIT Sloan CIO Symposium brings together leading edge research from MIT faculty and real world best practices from a premier international network of IT leaders and CIOs. Topics to be addressed include:

- What are business agility best practices?
- What is IT's role in enabling the agile enterprise?
- How does agility create competitive advantage?

Time: 11:30 a.m. - 7:30 p.m. (with lunch and cocktail reception)
Place: MIT Kresge Auditorium, Cambridge, MA
Price: $195 Members/Affiliates, $295 Non-members

NY Sloan Alumni Club Members Receive Member Pricing!
Event Details and Registration: www.mitcio.com
For more information, contact Jeff Loeb, 978-460-0265, jloeb@provenio.us

Steve Resnick…

Our product schedule currently includes this quarterly newsletter, two or three hedge fund events per year, a joint tech investment outlook seminar, and a half dozen informal cocktails. We also participate in the annual alumni leadership conference in Boston. All Sloan and MIT club members are invited to participate in each other's events. You are invited to bring us your ideas and invest your time if you would like to initiate a new product or contribute to an existing one (please e-mail me at resnick@nav-capital.com).

Many thanks to our **Hedge Fund dinner corporate sponsors: Lime Brokerage LLC and Marchessini & Company**. Lime Brokerage LLC is a direct access security broker catering to professional traders, hedge funds, and institutions. Marchessini & Company is a significant investor in Navigator Capital Partners, L.P.

Your Sloan Club executive committee would like to announce two new board members - Bing Wang, program coordinator, and Karim Issa, program planning. Both members have worked with the board for the past six months and have contributed importantly. Ingrid Huang has initiated seminal work with a group of local alumni clubs of key business schools. I also want to thank Bob Fitzpatrick for newsletter and communication, Kishore Lal for Treasury, Matt Bruck for MIT club liaison, and Rob Varkonyi, 2003 world poker champ, for website and communications.

Steven Resnick
Sloan Club president

I'd Rather be Lucky Than Good

Robert Varkonyi ('83)
2002 World Poker Champion

I recently read an article in the *New York Times* in which someone from the meatpacking industry said, "Sometimes it's better to be lucky than good." This person was talking about his experience avoiding some mad cow disease issues. Wow! How true that is in business and life, as well as in poker.

At a poker fund-raiser last year, I said in jest, "I'd rather be lucky than good." A professional poker player sitting beside me very seriously replied, "I'd rather be lucky *and* good." Well, who wouldn't? But who has the time to be lucky and good? A professional poker player, that's who. In fact, if you're a pro, you better be great. And there are lots of things to be great at: playing your games, picking tables, playing stakes that don't overextend your bankroll, reading your opponents, keeping good records, taking bad beats, maintaining your confidence through losing streaks, not getting too cocky through winning streaks, not burning out, and so on. It has often been said that poker is "a tough way to make an easy living."

OK, most of us are going to keep our day jobs and stick to being recreational players. So, what's a leisure player to do? Have fun, that's what. Don't lose sight of the fact that poker is a hobby, a diversion, a recreational activity for you. So, how do you maximize your fun? I think that's a matter of personal preferences. I suspect that one common thread that probably binds most of us recreational players is taking more risks than professionals. Taking more risks can run a wide gamut - from one extreme of playing every hand you're dealt until it's time to go home, to the other extreme of playing one loose hand per day. Most recreational players probably fall somewhere in the middle of these extremes.

A Beginner's Luck…
On my first trip to Las Vegas about 15 years ago, I was ready to leave the hotel where I was staying to go home, but I had an hour to kill. So, I sat down to play hold'em for the first time in my life in a tight $4-$8-$8-$16 game. When I had about five minutes left to catch the shuttle to the airport, one player raised, another player called, and I called with Q-J offsuit. The flop came Q-Q-J and the turn and river were rags. On the river, I check-raised and got called by a player holding A-Q. As I was getting up to leave with my $200 profit, a player suggested, with a hint of sarcasm, that I stay and teach them how to play the game. I explained that I had a plane to catch, but I'd be back. It was an ideal way to end my first trip to Las Vegas. I came back to Las Vegas a few times… each time a little wiser and a little luckier.

In conclusion, as a good friend of mine once put it, "In life, you need some luck."

You can go to cardplayer.com for the unabbreviated original version of this article and other articles by Robert Varkonyi.

Robert is the instructor on the "WiseGuys On Texas Hold'em" videos starring some famous actors from the Sopranos. The videos are very informative, as well as entertaining, and are available at wiseguyson.com.

Jobs

Contact Steve Resnick at 800-314-9518 or resnick@nav-capital.com for further information on the following two jobs:

New fund of funds – over $100 mil capital – jr analyst pos for new grad or 1 yr exper – computer literate.

Established fund of funds – over $700 mil – experienced profl for due diligence - $100-250, depend on exper, Chicago.

If you have jobs to post, contact Rob Varkonyi at varkor@alum.mit.edu
We will post your job listings for free.

Reunion

Register now!

MIT Sloan Reunion Weekend 2004 June 3-6 for Classes '54, '59, '64, '69, '74, '79, '84, '89, '94, '99 and 2003.

Get all the update Reunion Weekend information and register on-line at http://mitsloan.mit.edu/alum/reunion2004/

New York Business School Club
Ingrid Huang SB '02

The MIT Sloan Club of NY has joined the New York Business School Club (NYBSC). NYBSC was founded in 1990 to bring together the senior representatives of all New York based business school alumni clubs. The goal of the NYBSC is to provide a forum for members to share programming, collaborate on events together and share best practices on events and club administration. The club grew rapidly and now has over 20 schools and its members collectively represent over 50,000 individual members throughout the Tri-State area. Over the course of a year, about 200 events are shared among the members of the NYBSC. These events range from multi-day seminars to evening wine tasting. A healthy mix of professional and personal growth opportunities is typically offered.

Benefits to Sloan Club members: Opportunity for our members to participate in other schools' events, usually at a reduced member rate. Networking opportunity to co-host events. Published New York City venues list for future event planning. There will be a calendar on yahoo available for all shared events sponsored by each of the clubs in the upcoming months. On average the business schools collectively host about 5 events per month.

Bulletin Board

We will add 10 lines / 1/3 Column ads from Alumni and Alumnae looking for jobs.

We will add 10 lines / 1/3 Column statements from members wanting to profile themselves and/or their companies.

We will also publish relevant articles from member contributors.

We will also accept "qualitiy of life" letter/articles for publication.

We will also post your job openings for free.

If you have Bulletin Board items to submit, contact Rob Varkonyi at *varkor@alum.mit.edu*.

MIT Sloan Women in Business & Technology Symposium

Please join us at the 2nd Annual MIT Sloan Women in Business & Technology Symposium - Making It to the Top. In the past decade women in the business world have reached significant milestones and made enormous progress. As an increasing number of women join the senior ranks of companies and organizations, they continue to face unique challenges, issues, and choices. At our 2004 Symposium, over 16 distinguished speakers and panelists will share their views about what it takes to Make It to the Top, describe their experiences blazing trails in politics and business, and offer personal stories of finding work-life balance in the face of ever increasing demands.

Keynote speakers are:

- ***Jane Swift***, former Governor of Massachusetts and Partner at Arcadia Partners;
- ***Ilene Lang***, Founder of AltaVista and President of Catalyst;
- ***Robin Chase***, Founder, Vice-chair and former CEO of Zipcar.

The all-day symposium will feature over 16 panelists, and will include lunch, networking cocktail, event-giveaway, and a one-year free subscription to Women's Business Boston. The event is open to all interested parties. We have a limited number of spaces available so please reserve soon!

- Panel 1: Is the Executive Level Right for You?
  This panel will be composed of women who are currently at the Executive Level and those who have decided to pursue a different course. These women will discuss what they perceive to be the sacrifices, rewards, opportunities, and challenges associated with getting to and working at the Executive Level.

- Panel 2: What is the Executive-level Experience across Different Industries and in Large versus Small Companies?
  This panel will provide a representative view of women in senior roles across a diverse set of industries and across large and small organizations. The panelists will address industry and size-specific issues relating to both pursuing and working at the Executive Level.

- Panel 3: What is the Value of Networks from an Executive-level Perspective? This panel will explore the value of networks for women in business and specifically for those trying to reach the Executive Level. The panelists will share personal experiences and will provide an Executive-level perspective on the resources, tactics, and opportunities relating to using networks as a lever to succeed.

For more information, please visit www.MITSloanWomensEvent.com. You may also contact Suzanne Salas at ssalas@mit.edu or Rebecca Schechter at Rebecca.schechter@thomson.com.

Date: May 15th, 2004
Time: 9:15 a.m. - 5:15 p.m.
Place: Hotel@MIT, 20 Sidney Street, Cambridge, MA 02139
Price: $80 members, $110 non-members, $35 MIT students prior to registration deadline.
Directions: http://www.univparkhotel.com/ancill/directions.html
Parking: Hotel@MIT parking garage
Registration: http://www.acteva.com/booking.cfm?bevaid=59323