ENTREPRENEURSHIP AFTER MIT: HOW TO UTILIZE YOUR ALMA MATER TO SUCCEED

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BRIEF INTRO
ABOUT THE PRESENTER

- Christina Qi - MIT '13, Co-Founder, Domeyard LP
- Forbes 30 Under 30 in Finance
- Used many of MIT's startup resources
TEAM

- Location: Boston, Financial District
- Average age: 35
- Number of job applicants last year: 30,000
CULTURE

Domeyard’s name comes from MIT (Dome) and Harvard (Yard).
GOAL OF PRESENTATION

• Starting point for MIT alumni entrepreneurs
• Introduce various resources available
• Stories and anecdotes - what worked and what didn't?
• Remember: There is no defined path
MOST UTILIZED RESOURCES
MIT INNOVATION INITIATIVE (MITII)

- https://innovation.mit.edu
- A snapshot of MIT's various entrepreneurship resources
- Most comprehensive and updated list
MIT INNOVATION INITIATIVE (MITII)

- Events, organizations, student groups, accelerators, competitions, etc.
- Can sort by industry and your relation to MIT (undergrad, grad, postdoc, faculty, alum, friend)
MIT VENTURE MENTORING SERVICE (MIT VMS)

- Free service for the MIT community
- Volunteer mentors and advisors in your industry
- All communications are confidential
MIT VENTURE MENTORING SERVICE (MIT VMS)

- Events: Demo Day, HR bootcamp, marketing, accounting, legal office hours
- VMS forum: email list for MIT-affiliated founders only
- Get requests, advice, recommendations from your peers
- Very active community of MIT entrepreneurs
MIT VENTURE MENTORING SERVICE (MIT VMS)

- About 1,500 startups have used VMS
- Startups have raised almost $1.5 billion in funding
- The VMS model is now used at various colleges and institutions around the world
MIT STARTUP EXCHANGE (MIT STEX)

- Connecting MIT startups to industry partners, Fortune 500 companies, Industry Liaison Program (ILP) Members, etc
- 1000+ startups in STEX
- ILP/STEX industry partnerships, events, and speaking opportunities
MIT STARTUP EXCHANGE (MIT STEX)

- Speaking opportunities for startups in all industries
- Demo Day, biotech, fintech, ag tech, hardware, R&D, etc
- Industry audience (e.g. Samsung, Google, Mahindra, etc)
- MIT Showcase in various locations (e.g. China, Japan, Silicon Valley, Chicago, etc.)
SOCIAL MEDIA

- Investors, hiring, sales, events, blogging, news
- Target ads and events to MIT students
- MIT Facebook pages, e.g. MIT Co-Founder Connect
- Tweet to MIT's various Twitter handles
- WhatsApp, WeChat, LinkedIn MIT alumni groups
HIRING FROM MIT
MIT CAREER FAIR

- Startup pricing (usually $500)
- Biggest events: Fall Career Fair & MIT xFair
- Preference to startups hiring underrepresented majors
- Register early for a spot
UPOP CAREER FAIR

- Free for startups, but space is limited
- Sponsor perks: big customizable booth in a prime location
- Recruit sophomores for summer internships
- Huge UPOP alumni community
UPOP VARIOUS EVENTS

- Resume reviews, mock interviews
- Industry rotations, company field trips
- Sponsor perks: widely promoted events, info sessions, etc
INFO SESSIONS

- $345 through MIT Conference Services
- Free - $5000+ through MIT students groups
- Student groups may require sponsorship
- Publicity, on-campus marketing, dorm mailing lists, etc
GECD VARIOUS RESOURCES

- Company field trips, company events
- Employer Connection Program (ECP)
- Post jobs on Career Bridge
MIT VENTURESHIPS

- Work with a team of 3-4 MIT students during the semester
- Students will work 3-5 hours per week for 8-10 weeks
- Companies provide mentors, meet students regularly
- For local companies only
WINTER EXTERNSHIP PROGRAM

- Host student externs during IAP
- Paid and unpaid externship opportunities
- Application window in early fall
MIT EMAIL LISTS

- Anne Hunter
- Course administrators of other majors
- Dorm mailing lists
- Student organization mailing lists
POSTING FLYERS

- Free
- Flyers taken down twice per week
THE TECH

- Pricing varies depending on ad size
- $880 for a full page
- Total readership: 21,308
ACCELERATORS, COMPETITIONS, AND FUNDING
MIT 100K COMPETITION

- A series of 3 independent contests: Pitch, Accelerate, Launch
- Media exposure, mentorship, feedback, discounts
- Over $300k in non-dilutive awards
- Each team must have at least 1 current MIT student (UG, G, or Postdoc)
MIT SOLVE

- A marketplace connecting innovators with resources to solve global challenges
- Anyone can submit a solution, no matter the stage
- The 2017 Global Challenges: (1) Brain Health, (2) Sustainable Urban Communities, (3) Women and Technology, and (4) Youth, Skills, and the Workforce of the Future.
THE ENGINE

A home for tough tech founders building the next generation of world-changing companies.

- An accelerator for tough tech startups
- From lab to reality
- Long term investment, 15-20 year horizon
THE ENGINE

- Provides office space, lab space and equipment
- Provides connections, funding, partnerships, etc
- Only accepting local startups for now
Design Entrepreneurship Center, Venture Accelerator, talk and walk series, and workshops
Teams receive an equity-free grant
At least 1 founding member of a team must be a current student, researcher, faculty or staff member in SA+P
STEX25 is a startup accelerator focused on fostering collaboration between MIT-connected startups and member companies of MIT's Industrial Liaison Program (ILP).

- Accelerator fostering collaboration between MIT-connected startups and MIT ILP companies
- Invitation to exclusive events, many speaking opportunities on- and off-campus
- Custom assessment, outreach, and matchmaking with ILP member companies
- Custom-produced video, publicity, articles, etc
MANY MIT / BOSTON EARLY STAGE INVESTORS

MIT Alumni Angels of Boston

- MIT Alumni Angels
- Castor Ventures
- Romulus Capital
- Investors Collaborative
- Hub Angels
- Many more...
OTHER RESOURCES

- MIT Alumni Directory
- MIT Alumni Association local chapters
- EdX: MIT Launch and MIT Open Courseware (OCW)
- MIT Technology Licensing Office
- MIT Digital Shingle Project
- Professors, student groups, local meetups, etc
EVENTS AND CONFERENCES
MIT CONFERENCES

- MIT CFO Summit
- MIT Alumni Leadership Conference
- Entrepalooza
- Local conferences with MIT participation (e.g. Hubweek)
- MIT Fintech Conference
- Many more...
INTERNATIONAL OPPORTUNITIES
MIT CHINA INNOVATION AND ENTREPRENEURSHIP FORUM (MIT CHIEF)

- Numerous events on and off campus
- Annual China Trip to various cities in China
- Co-Founder’s Journey
MIT CHINA INNOVATION AND ENTREPRENEURSHIP FORUM (MIT CHIEF)

• Annual Conference at MIT
• Business Plan Contest
• Tech-Expo, Community Services
• Seminar Series, Brainstorming Sessions
MIT SCIENCE AND TECHNOLOGY INITIATIVE (MISTI)

- Matches students with internships, research, and teaching opportunities abroad
- Companies of all sizes participate
- Up to 1000 students per year
MIT REGIONAL ENTREPRENEURSHIP ACCELERATION PROGRAM (MIT REAP)

- 2-year structured program
- Regions apply to join a cohort
- Strengthen your region through innovation
- Collaboration between government, academia, and companies
MIT ENTERPRISE FORUM

- For emerging tech companies
- Monthly Innovation Series
- Networking events, evening pitch events, coaching programs for early-stage ventures, mentoring groups, etc
- Many US and international chapters
MIT HONG KONG INNOVATION NODE

Connecting the MIT community to unique resources and opportunities in Hong Kong

• MEMSI: mini-accelerator for aspiring hardware systems innovators
• Two-week long program in Hong Kong and China
• January (IAP period) and June programs
• Other events and opportunities
FOR CURRENT STUDENTS ONLY
FOR CURRENT STUDENTS ONLY

- Martin Trust Center for Entrepreneurship
- MIT Sandbox Innovation Fund Program
- MIT StartLabs - events/mentors include alumni
- Classes like Founder's Journey
CHAT WITH ME AND OTHER MIT FOUNDERS

- "Founder's Therapy" roundtable discussions by MIT SBAA
- Dates TBD
- Join Sloan Boston Alumni Association (or your local alumni groups) for free
ENTREPRENEURSHIP AFTER MIT

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