



VENTURE FELLOWS



VENTURE FELLOWS CLASS OF 2011 - 2012

Information Session
August 31st, 2010



AGENDA

VENTURE
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- **Mission**
- **What is Venture Fellows?**
- **Program Overview**
- **Hands-On Opportunities**
- **Alumni**
- **Recruiting Process**
- **FAQ**





MISSION

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To provide future business leaders with a unique learning opportunity through firsthand experience working with entrepreneurial firms and through a curriculum focused on the venture community. We accomplish this mission through the following actions:

- Recruit exceptional University of Texas MBA students with a keen interest in the venture and start-up communities and seek significant work experience
- Attract top-tier venture firms and groups as sponsors of the program and place the fellows in internships with these firms
- Implement a unique curriculum focused on the venture and start-up communities
- Create real value for the partner firms, fellows, and other parties affiliated with the program



PROGRAM OVERVIEW

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- **Program Length**
 - Spring of First Year
 - Fall of Second Year
- **Program Structure**
 - Class – Venture Fellows take a special class that counts for one of their electives
 - Class grade based on internship and VF performance
 - Mandatory attendance at weekly conversation series
 - Prerequisite - Passion for VC/PE and strong desire to learn more about the industry hands-on
 - VFs have come from a wide variety of backgrounds
- **Value Proposition**
 - Gain rare work experience in VC/PE
 - Build a strong network within the VC/PE community
 - Learn more about these little-understood industries



PROGRAM OVERVIEW

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Hands on Venture Capital & Private Equity Experience

- **Internship** - Each VF member has an arranged internship with one of our partner Venture Capital or Private Equity firms in the Spring Semester of the 1st year and the Fall Semester of the 2nd Year
 - **Early/Seed Stage** – G51, Silverton Partners
 - **Growth Stage** – Austin Ventures, Sentient Ventures
 - **Private Equity** – Blue Sage, Focus Strategies

- **Mock Term Sheet Negotiation** - Venture Fellows pair with entrepreneurs and VCs to engage in mock term sheet negotiation
 - Sponsored by Austin's premier VC law firm, Andrews Kurth



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- **Conversation Series** – Each Wednesday night, VF hosts Austin’s thought leaders in areas such as venture capital, private equity and entrepreneurship
 - **Admiral Robert Inman (Ret.) – Limestone Ventures**
 - Angel investor & former board member of Dell & Oracle through IPO
 - 4-star U.S. Navy Admiral; Director of NSA, Deputy Director of CIA, & Chairman Federal Reserve Bank of Dallas
 - **Bill Wood – Silverton Partners**
 - Former Founding Partner at Austin Ventures
 - **Clayton Christopher – Sweet Leaf Tea & Deep Eddy Vodka**
 - Founding Partner



OTHER VF EXPERIENCES

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▪ VCIC – Venture Capital Investment Competition

- Venture Fellows fields the McCombs team of 5 students to compete in UNC's VCIC Competition
- Team is trained by a support group of professors, entrepreneurs, lawyers and VC professionals





OTHER VF EXPERIENCES

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- **University of Utah Private Equity Summit/Sundance Film Festival Trip**
 - Fellows spend an extended weekend attending this private equity summit and enjoying all that Park City's famous Sundance Film Festival has to offer

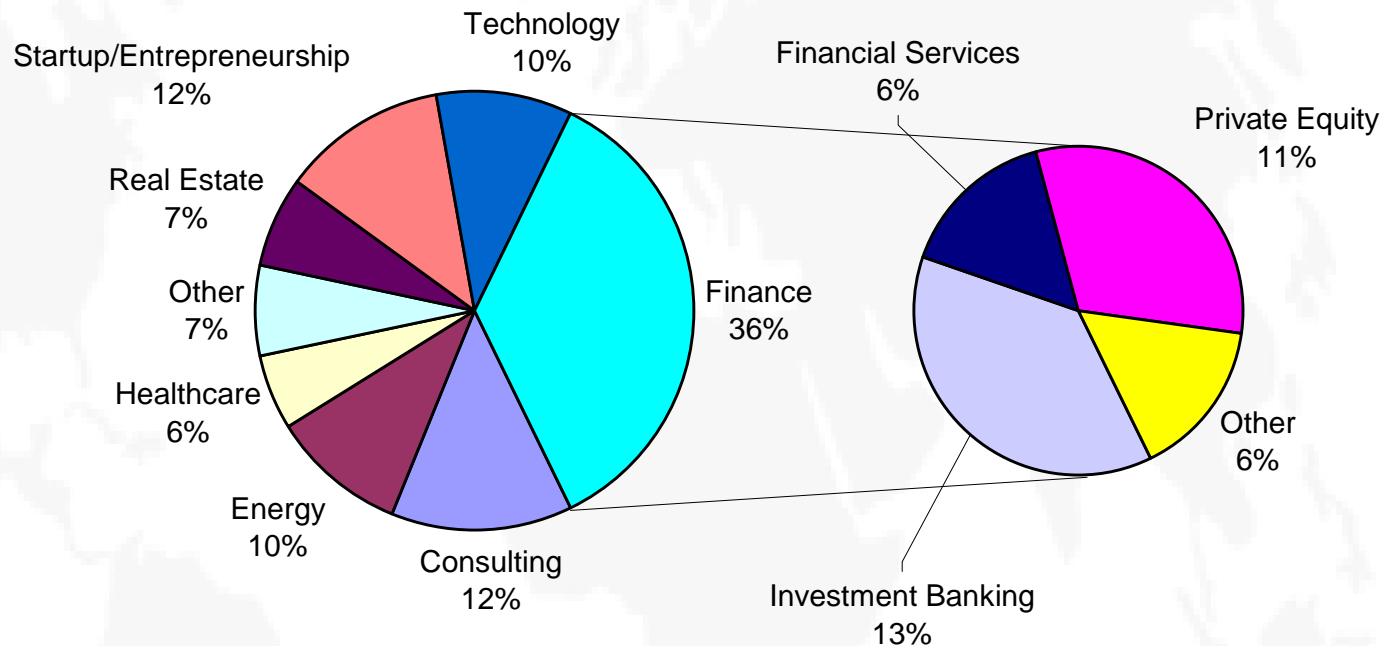


- **Bay Area Venture Capital Trek**
 - VFs tour some of the leading firms in the VC industry and meet with McCombs alums such as Benchmark Capital's Bill Gurley before enjoying a weekend in San Francisco



VENTURE FELLOWS ALUMS

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- **Over 200 Venture Fellows Alumni have gone on to be some of the most sought after graduates of McCombs in a wide range of industries such as:**
 - **Venture Capital** – S3 Ventures, Meritage Funds, Murphree Partners
 - **Private Equity** – Focus Strategies, Hunt Ventures, Quintana Energy Partners
 - **Management Consulting** – McKinsey, BCG, Booz & Company, Deloitte
 - **Investment Banking** – JP Morgan, Goldman Sachs, Credit Suisse
 - **Technology** – Microsoft, Dell, HP, Cisco, Google, U-Ship
 - **Other** – GE, Coca Cola, General Mills, Chevron, 3M,



VENTURE FELLOWS ALUMS



- “Venture Fellows is THE premier venture capital education organization among MBA programs worldwide. No other organization at any school offers the opportunities and real-world experience in that VF provides. My involvement with VF led directly to my post-MBA position in venture capital.”
 - **Rajiv Bala**, *Class of 2009*, Associate, **S3 Ventures**
- “Venture Fellows allowed me to take my learning experience out of the classroom and provide a venue where I could apply classroom concepts to real-world experiences. The curriculum covers all areas of the early cycle of investing in start-ups, so if you are interested in angel investing, venture capital, private equity or even mezzanine type of investments, Venture Fellows allows you to learn about the entire process from the investors' and company's perspective.”
 - **Ben Rogers**, *Class of 2008*, Investment Banking, **JP Morgan**
- “VF affords its members an experience beyond that of the traditional MBA student - in-depth perspective on an industry traditionally remote from current or freshly minted MBAs, hands-on experience that ranges from the tactical to the strategic, and a frequency and depth of engagement with the most inspiring and successful faculty members at McCombs. Participation in Venture Fellows represents one of the high watermarks of my professional experience and I count the other VF members from the Class of '09 among my closest friends and colleagues.”
 - **Austin Harkness**, *Class of 2009*, Associate, **McKinsey & Company**



2010 Summer Internships

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<u>Venture Fellow</u>	<u>Firm</u>	<u>Industry</u>
Will Bridges	Daylight Partners	VC
Ben Brooks	IBM Consulting	Consulting
Sarah Browning	DFJ Mercury	VC
Alexandra Frasca	Bypass Lane	Start Up
Chuck Fuller	Apple	Tech
Keith Glickert	UTIMCO	Portfolio Management (PE)
Dirk Hallen	Booz & Company	Consulting
Jeff Harbach	G51	VC
John Henning	Chevron	Energy
Nick Klaus	NLM Capital	PE
Rex Morrow	Venture Labs	Start Up
Charlie Plauche	S3	VC
Anderson Price	Hurricane Party	Start Up
John Pugliese	Virgo Capital	VC
Eric Reinhardt	Flywheel Ventures	VC
Chris Uglietta	Emergent	VC
Sunil Venkataram	Deloitte	Consulting
Aaron Wilson	Boston Consulting Group	Consulting



2010 RECRUITING

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- **Application Timeline – Fall 2010**
 - **9/4 - VF Application Emailed**
 - **9/9 - Happy Hour - The Belmont - 6-9 pm**
 - **9/15 - Venture Fellow Panel - AT&T Center - 6-8 pm**
 - Applications Due & Interview Sign Ups
 - **9/16 & 9/17 - First Round Interviews**
 - **9/18 - All Applicants Notified of Status - 9 am**
 - **9/18 - Football Watch Party - Champions - 6:30 pm**
 - For all applicants invited to the Second Round
 - **9/19 - Second Round Cases Distributed**
 - **9/23 - Second Round Case Write Ups Due**
 - **9/27 - 9/29 - Second Round Case Discussions**
 - **9/30 - Final Decisions Rendered**



FAQ

- ***Who decides who will be in the next Venture Fellow Class?***
 - VF is a student run organization and no faculty has any input in the recruitment process. All current VF have a completely EQUAL say in the process.
- ***How many people will be selected for Venture Fellows?***
 - Final class size depends on partner firm placement opportunities but ranges between 15 – 20 Fellows.
- ***What is the time commitment?***
 - VF requires a significant time commitment. Most VFs put in 10 hours a week at their partner firms and the weekly Conversation Series runs around 2 hours. In addition, all VFs are officers in the organization.



■ Questions and Answers?

- For Additional information, contact:

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