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Financing Technology Companies at Different Stages (4/1)

1 message

MIT Enterprise Forum of NYC <mefny@memberclicks-mail.net>

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MIT ENTERPRISE FORUM
NEW YORK CITY

PANEL EVENTWEDNESDAY, APRIL 1ST, 2015
5:30PM – 8:30PM

MIT Enterprise Forum of NYC Presents:
Financing Technology Companies at Different Stages

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Rapidly growing companies require infusions of capital at various stages of growth. This event offers full-spectrum view of the financing of technology companies. Most companies start with sweat equity, augmented by friends and family money. After that, angels are an appropriate source of funds. From there, venture capital may be required for growth that could result in an IPO. The vast majority of successful companies will gain liquidity not via an IPO but will exit via M&A. Each class of investors will have a different valuation of a young company because of their different perspectives of risk and potential. Understanding their perspectives is critical to funding your company or making a sound investment in a venture which will require future growth funds.

Come join us at the MIT Enterprise Forum and listen in to this panel of speakers at different stages of investing: angel investors, VC and M&A professionals who provide the ultimate context for the capital supply chain. Learn what is appropriate for your company or your investments in order to understand the dynamics of the range of investors in technology companies.

Panel Moderator:

- [Mark Schneider](#), Venture Capital, Acumenven LLC

Panel Speakers:

- [Ben Boissevain](#), Managing Partner, Bois Capital- [John Shaw](#), CEO and Co-founder, Nimbo- [Jeffrey Silverman](#), Co-Managing Partner, Laconia Capital Group

Thanks to [Anchin, Block & Anchin LLP](#) for hosting this event!

DATE: Wednesday, April 1st, 2015
 AGENDA: 5:30pm - 6:00pm: Reception
 6:00pm - 7:30pm: Panel Discussion
 7:30pm - 8:30pm: Networking
 PLACE: [Anchin, Block & Anchin LLP - Directions](#)
 1375 Broadway - 23rd Floor
 New York, NY 10018
 REGISTRATION: Free to members of MIT Enterprise Forum
 \$50 non-members, \$10 extra at door
 All members and guests are welcome.

Panel Moderator Biography



Mark Schneider
 Venture Capital
 Acumenven LLC

Mark H. Schneider has been an angel investor since 1999, and currently serves as a Board member of both NY Angels (www.newyorkangels.com) and Angel Investor Forum (www.angelinvestorforum.com) in Connecticut. His investments span a wide range of interests including health information systems, medtech, new media, infrastructure software, web-enabled business services and industrial products. Mark currently serves on the board of Brain Sentry inc, a company that develops an innovative helmet-mounted sensor to help identify impact -sports players who should be assessed for concussion (www.brainsentry.com). Prior to becoming an Angel Investor, Mark was founder and CEO of a group of software companies which provided software, systems, and transaction services to the pharmaceutical fulfillment industry. Mark holds a Master's degree from the MIT/Sloan School of Management (1978) as well as a Master's degree in Engineering from MIT (1977) and a Bachelor of Science in Mechanical Engineering from Tufts University (1976).

Panel Speaker Biographies



Ben Boissevain
 Managing Partner
 Bois Capital

I attended U.C. Berkeley majoring in English and Economics and then moved to New York for law school at New York University. After three years at White & Case working on the legal side of transactions as a corporate finance attorney, I moved to Vienna, Austria, where I landed a position at an



John Shaw
 CEO and Co-founder
 Nimbo

John has been active in the technology space for 20 years. His extensive experience spans across several industries, including financial services, healthcare and legal. Throughout his career, John has worked closely with Microsoft and Amazon Web Services (AWS), and has a practical understanding of

Austrian bank where I worked as an investment banker on the first IPO in the former Soviet Union. After four years of IPO and M&A transactions in Budapest, Prague and Moscow, I moved back to New York to join Barclays Capital, where I worked on cross-border M&A transactions. Seeing an opportunity to bring Wall Street quality advisory services and international expertise to technology companies, I co-founded Agile Equity in New York. Agile Equity has advised public companies in Japan, India and France on acquisitions of private companies in the United States.

In 2013, I founded Bois Capital, a leading independent investment bank focused on providing financial advice on significant mergers, acquisitions, spinoffs, as well as financings for public and private companies. The team has extensive international corporate finance experience and international, senior level connections in the technology sector, including cloud, software, IT services, digital media, wireless, wireline, big data, analytics and healthcare.

Ben speaks frequently at technology events and is quoted in the press, including articles in The New York Times, Inc. Magazine, and numerous industry newsletters. He is the Treasurer for the Huguenot Society and Board Member and Co-Chair of the Programming Committee for the MIT Enterprise Forum of New York City.

their focus around cloud computing and benefits to enterprises. He has facilitated cloud migrations for some of the largest companies in the world, using either Microsoft Azure or Amazon Web Services.

John is a seasoned technology entrepreneur has created or co-created several successful companies during his career. His most recent success was fully realized in Jan 2015 when his company, Nimbo was acquired by Equinix (EQIX). Together Equinix and Nimbo will work together to bring hybrid cloud professional services solutions to Enterprise customers.



Jeffrey Silverman
Co-Managing Partner
Laconia Capital Group

Jeffrey Silverman is a Co-Managing Partner of Laconia Capital Group, a fund investing in Seed and Series-A stage of B-to-B SaaS companies. Prior, Jeffrey founded Laconia Ventures, LLC as an investment platform to contribute his personal capital into emerging digital technology companies and entrepreneurs. That fund holds investments in over 25 companies such as TripleLift, Wymse, C3 Metrics and ALICE.

Jeffrey has over 20 years of experience building early stage media and technology companies. He spent 7 years as the CEO and President of Integrated Color Solutions, a B2B software company which pioneered color accurate monitor proofing for the graphics arts industry. In addition, he spent five years in multiple senior level positions at DoubleClick, the leading provider of software tools designed for advertisers, markets, and web publishers to plan, execute, and analyze their marketing programs.

Jeffrey received a Bachelor of Science in History from Tulane University. He is a member of New York Angels; the Vice-Chairman for the New York City-Southern NY Chapter of Multiple Sclerosis; a Board of Trustees member of the Park Avenue Armory; Board of Trustees member at Project Morry and Chairman of Friends of the Lake.

Board Member Organizers



Eddie Quiroz
Internet Entrepreneur
NexWEB Technologies

Event Host:



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